DemandPlanning.Net PRESENTS:

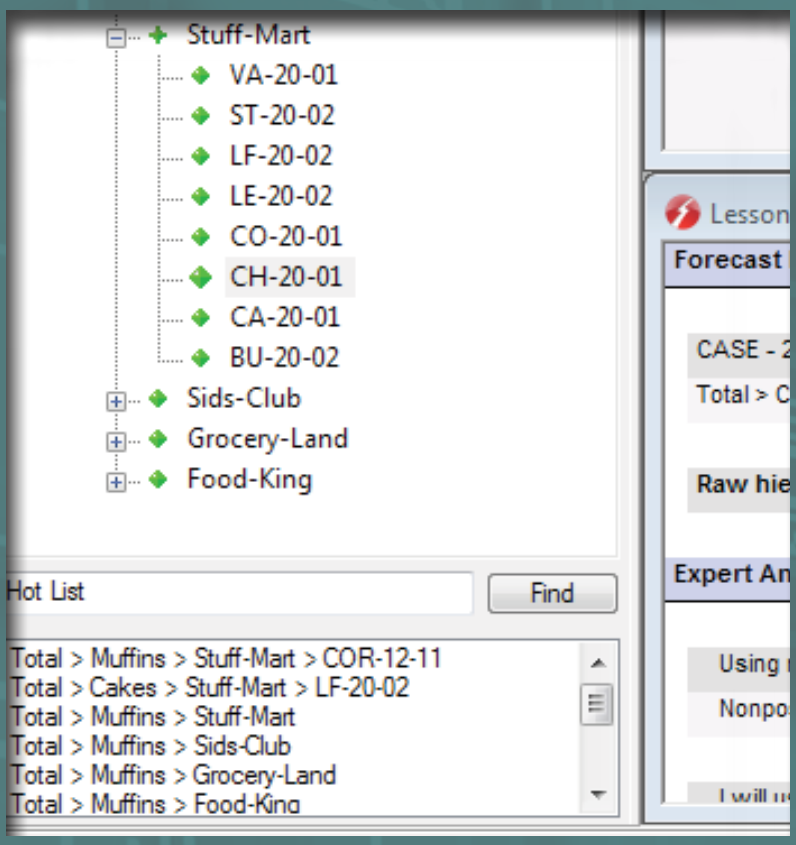
Data nalysis & sales Forecasting using Forecast Pro TRAC

Are you a small company?
Are you using Excel for Forecasting with little or no statistics?
Then our Forecast Pro Consulting will move your process into high gear with a cutting-edge process that leverages the best statistical models!

- How to forecast events and promotions?
- Forecasting for Weekly data and leveraging the 4-4-5 pattern
- Automatically detect and adjust for Outliers
- Pareto Analysis
- First Stab at Safety stock coverage

How we can help you with a Forecast Pro Process?

- We help you refine the forecasting process – inputs, methodology, hand-offs etc.
- From Data analysis, to process refinement to modeling and reporting, we will guide you with a process that leverages the full power of TRAC.
- Develop the statistical models in Forecast Pro TRAC for a sample of your products and customers
- Work with you to develop key reports – TRAC and Excel
- Train you on the TRAC features, navigation techniques, statistical modeling and forecast reporting in the context of your monthly demand planning cycle!



Learn the most useful short-cuts in demand forecasting.

Get a complete reference binder that will help you to forecast better!

On-going support from our consultants!

Forecast By Exception

Use the TRAC expert selection to automatically choose from:

1. Simple Moving Averages
2. Discrete data models (Poisson or negative binomial)
3. Croston's Intermittent data model
4. Exponential Smoothing
5. Box-Jenkins

What do you get?

1. An efficient process with streamlined monthly workflow
2. Forecasting Software application and templates
3. Training
4. On-going support for the process and tool

Training

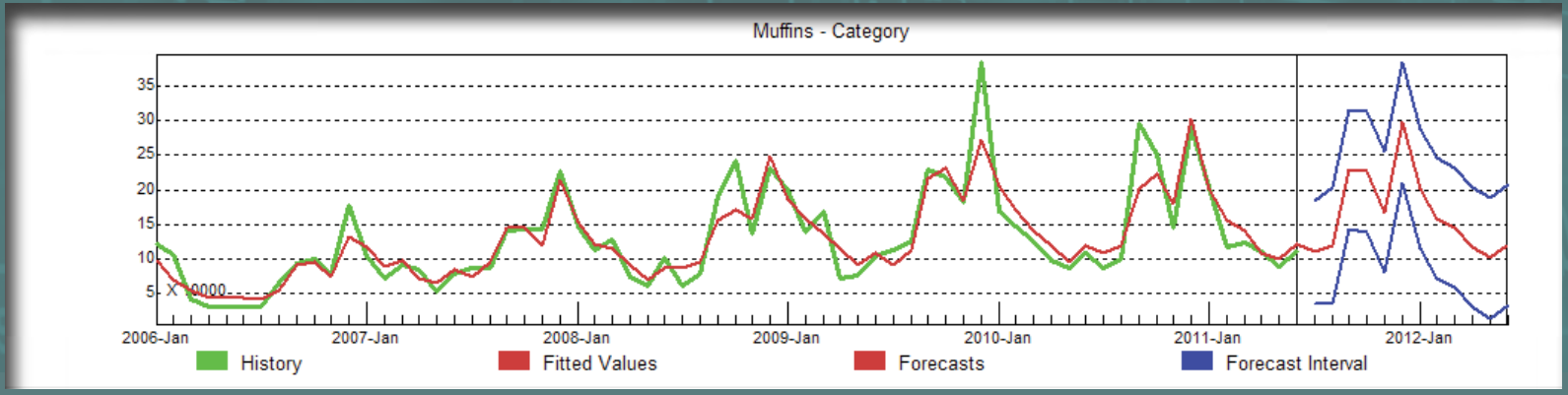
- Navigation
- How to create and update forecasting project
- Statistical Modeling
- Forecast Errors and Model Diagnostic

Showing forecasts

Date	2011-Jan	2011-Feb	2011-Mar	2011-Apr	2011-May	2011-Jun
Actual	13,965	6,250	20,840	9,515	16,860	11,760
Origin						
2010-Jul	8,189					
2010-Aug	11,488	11,488				
2010-Sep	13,264	13,264	13,264			
2010-Oct	11,391	11,391	11,391	11,391		
2010-Nov	10,648	10,648	10,648	10,648	10,648	
2010-Dec	10,497	9,823	15,209	11,944	12,132	13,948
2011-Jan		10,952	16,250	13,021	13,176	14,954
2011-Feb			14,717	11,418	11,621	13,481
2011-Mar				13,496	13,734	15,599
2011-Apr					12,336	14,181
2011-May						15,663
Lead time	1	2	3	4	5	6
Series Analysis						
No. observations	6	6	6	6	6	6
Avg. Forecast	12,943	12,675	12,915	12,317	12,313	11,488
Avg. Error	-255	-523	-283	-881	-885	-1,710
MAD	4,450	3,155	4,198	3,978	4,666	4,811
Avg. Perc. Error	11.53%	5.57%	10.56%	7.77%	10.03%	1.26%
MAPE	38.55%	27.01%	36.07%	33.03%	40.40%	39.45%
CMAPE	9.50%	6.46%	8.89%	8.30%	9.47%	9.36%

Manage your forecast modeling process by Exception:

- Review major forecast changes from a previous cycle
- Review items with major forecast errors
- Review high growth or high decline forecasts compared to previous year
- Review major over-rides through Sales Collaboration

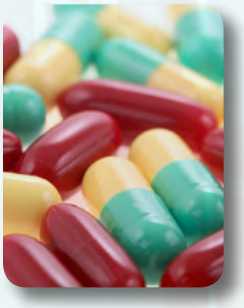


for additional information and questions, contact: services at demandplanning.net (781) 995-0685 www.DemandPlanning.net

About Demand Planning, LLC

Clients

Abbott Labs
AVON
Ahold USA
Avery Dennison
BAE Systems
BASF
Cabot Creamery
Campbell Soup
Celanese AG
Clorox
Eastman Kodak
F. Schumaker
FMC Corporation
Glatfelter paper
Grace Foods
Harley Davidson
Hershey's
Hewlett Packard
Honeywell
Hypertherm, Inc.
IMP Aerospace
John Deere
Johnson & Johnson
Juhayana
KNEX
Kraft Foods
Labatt Foods
Labatt USA
Lifetime Products
Limited Brands
McCain Foods
New Balance
Newell Rubbermaid
Nomacorc
NSTAR Electric
NTN USA
Optos Inc.
OSRAM Sylvania
Pacific Cycles
Pizza Hut
SAB Miller
Sappi Fine Paper
Skyworks Solutions
Sunovion
Teva Pharmaceuticals
Texas Instruments
US Navy
Pfizer



About Us

Demand Planning, LLC is a consulting boutique comprised of seasoned experts with real-world supply chain experience and subject-matter expertise in demand forecasting, S&OP, Customer planning, and supply chain strategy.

We provide process and strategy consulting services to customers across a variety of industries: pharmaceuticals, CPG, High-Tech, Foods and Beverage, Quick Service Restaurants and Utilities.

Through our knowledge portal Demand Planning.Net, we offer a full menu of training programs through in-person and online courses in Demand Forecast Modeling, S&OP, Industry Forecasting, collaborative Forecasting using POS data.

Demand Planning.Net, also offers a variety of informational articles and downloadable calculation templates, and a unique Demand Planning discussion forum.

Demand Planning LLC
26 Henshaw Street, Woburn, MA 01801
Phone: (781) 995 0685
Fax: (651) 305 5163

Email: services at demandplanning.net
Web: http://www.demandplanning.net/solutions

Demand Planning LLC