

Demand Planner: Forecast & Manage Your Demand

- Track sales signals near real-time & marketing inputs periodically
- Analyse, interpret & provide actionable insights; prepare data for forecasting

Sense



Forecast



- Create multi dimensional segmented forecasts based on customized statistical techniques
- Incorporate business relevant causals (promotions, events, etc.) into forecasts

Customer



Collaborate

- Review previous period forecast accuracy in S&OP demand review
- Get inputs from sales, supply chain & finance to drive consensus demand plan

Integrate



- Push consensus demand plan into key S&OP processes & planning systems – inventory, supply / replenishment planning)

Complete Demand Planning Architecture

- Comprehensive “data models” to represent historical sales, statistical forecasts & stakeholder inputs
- **Dimensions** (product, geography, channel, etc.)
- **Hierarchies** (SKU – product family, territory – region, etc.)
- **Measures** (units, financials, percentages, etc.)
- **Causals** (promotions, events, etc.)
- Align data capture, analytics, aggregation / disaggregation logics & forecasts with relevant “demand data models”

Platform for Demand Planning Process

- Framework for process governance for structured stakeholder inputs, change management & operating rigor
- Gateway for easy data ingestion, quality checks (missing data, errors, etc.), identify outliers & drive resolution
- Enables authorized views, controlled inputs & annotations for specific business and product segments
- Allows users to filter, drill down, search audit history & logs to analyse & understand various “forecast segments”
- Helps assess “forecast quality” across segments & planning horizons; highlight key drivers & provide learnings

The Demand Planning Engine

- Leverage inbuilt statistical forecasting algorithms
- Hook onto industry standard algorithms (R packages, Prophet, Python libraries, etc.)
- Customize algorithms built for specific demand patterns
- Perform what-if analyses based on business specific aggregation & disaggregation logic

Robust & Scalable Solution

- Effective representation of business structure (product lines, business units, planning horizons, functions, etc.)
- Scalable solution supporting multi-user, departments, geographies, combinations, etc.
- Provide backbone for a comprehensive demand planning part of S&OP process
- Performance ... comprehensive statistical techniques, data analytics, workflows, etc.

Spashta Production Planner



Efficacy ... consider *all tiers* of your supply chain with relevant constraints



Data Ingestion ... easily *import / export data* ... multiple options including Excel



Agility ... perform rapid “*what-if scenarios*”, quickly customize constraints, etc.

Highlights

- ❖ **Simultaneous planning** of materials & capacities
- ❖ **Algorithms** ... display & understand solution output and
- ❖ **Interactive** management of data inputs, business rules, constraints and output
- ❖ **Scenario planning** ... get up & running quickly ... use “on-demand” based on business needs
- ❖ **Execution systems** ... easily customizable for multiple manufacturing environments with unique requirements

Quick Implementations

Executable Plans

Improved ROI