

OVERVIEW

Forecast procedures provided by GIB's Demand Planning module enable precise predictions and reliable planning accuracy. Demand is calculated on the basis of historical sales and consumption data, as well as marketing campaigns. These processes are supported by over a dozen algorithms, with automatic determination of the optimal forecast procedure. With more accurate forecasts, inventory is reduced while service levels increase.

Seamlessly integrated within SAP and easily configured to meet the needs of diverse stakeholders, GIB's Demand Planning module is your single source for all demand planning operations.

FEATURES

16 advanced forecast models

12 error and tracking signal measures

Automatic model selection

Flexibility to define sales history based on orders or shipments

Aggregation and disaggregation through multiple planning nodes

Extensive forecast performance measures for proactive and reactive analysis

Spreadsheet like interface to facilitate consensus planning

Easily incorporate demand influencing factors (DIF)

DETERMINE REQUIREMENTS IN ADVANCE

More accurate forecasts

Higher service levels

Less inventory investment

Process automation; only focus on the exceptions

Consensus planning from one central system; spreadsheets reliance eliminated

BENEFITS

Unit and dollar based planning so supply chain and finance are unified

Simulation capabilities to enable the first step in Sales, Inventory & Operations Planning

SUPPORTIVE TOOLS

Consensus Planning. GIB's Demand Planning module enables a centralized planning process; capturing input for multiple stakeholders and data from external sources. Combined with the statistical baseline, a full consensus planning process is enabled within SAP, eliminating the legacy reliance on Excel.

Performance Tuning. The GIB Performance Dispersion Matrix (PDM) is an innovative approach to tracking and identifying forecast performance. Used in reactive mode, forecast and final demand plans are measured against actual sales, then segmented based on variance and planning category.

The outcome is a matrix of results where the magnitude of variance is easily identified with detailed examination of live data for root cause analysis.

Manage by Exceptions. When the PDM is used in proactive mode, new demand plans are compared to baseline data to identify large variances. Users have the flexibility to define the baseline; i.e, last period, the same period last year, the previous forecast for the same period, a customer provided forecast, and so on. Since this analysis is done during simulation, variances can be reviewed and adjusted before final plan submission.

DEMAND PLANNING

**Improve planning,
increase efficiency.**