

Enhance Retail Performance with Instant Forecast Modeling

The Challenge

Retail never sleeps! Staying on top of changes in demand which trigger changes in stock replenishment and inventory levels is a constant battle. A dizzying array of vendor SKUs, volatility in consumer demand, seasonal demand adjustments and lack of visibility into the demand chain present major challenges for the best of retailers and suppliers.

The Solution

Softeon Agile Demand Planner (ADP) integrates the silos of sales planning, demand planning, replenishment and inventory management in a single solution. ADP allows you to create sales forecasts at any level of the supply chain which drive inventory, replenishment and purchasing execution. Softeon's unique "demand sensing" capabilities react to near-term customer demand information, including POS data as well as store and distributor inventory levels.



Softeon Agile Demand Planner:

- Multiple levels of forecasting
 - SKU, SKU group, region, and new products
- Planning for multiple ranges of time
 - Week, month, quarter, year
- Multiple statistical forecast methods
 - Regression to seasonal smoothing
- Import/export forecast data
- Month-end processing to freeze forecast data
- Current vs. previous comparisons
- Roll forward forecast data
- Graphical and textual representation
- Forecast vs. actual analysis
- Ready-made and custom reports
- Roll forward forecast data
- Forecast touch-up
 - Mass update options

Softeon Agile Demand Planner (ADP)

Softeon ADP allows users from across your supply network – demand, supply or replenishment planning to inventory and procurement – to model various forecast scenarios. The solution natively supports planning from bottom-up (actual sales) or top-down (revenue targets). ADP provides all stakeholders – budget, sales, finance, procurement, supply chain operations – relevant planning views, ensuring consistency across the supply chain network.

Functions include:

- Update the forecast based on all demand signals to drive changes in inventory and replenishment
- More accurately forecast new product introductions and hard-to-forecast products
- Manage events or promotions and determine their effect on future forecasts
- Analyze the effect of events or promotions on historical demand.

Product Benefits:

- Up-to-date and accurate forecast based on demand signals
- Forecast new product introductions
- Determine effect of promotions on future forecasts
- Analyze historical demand
- "What if" analysis
- Optimized inventory carrying costs
- New product introduction

