

**Do you need a better
forecasting tool?**



Ready to Say Goodbye to Your Spreadsheets?

More and more companies realize that having a good demand planning process in place is critical to maintain a competitive edge. Poor forecast accuracy or, even worse, no forecast at all leads to high inventory levels and poor customer service. Did any of this happen to you?

- You sadly noticed that your expensive ERP system only offers a very limited support for demand planning?
- You have turned to Excel instead? Although Excel is a great tool, perhaps it was not primarily designed as a tool for collaborative forecasting, and as you probably know, there are a few challenges with working in spreadsheets:
 - They quickly become quite complex.
 - Ad-hoc formulas are incorrect.
 - It is tough to take over when a staff leaves.
 - Difficult to maintain versions in a good way.
 - Not possible to work on an aggregated level.
 - The collaboration between different forecasters and the final compilation of the total forecast becomes a difficult and time consuming task.

Introducing Optimty Demand Forecaster

Optimty Demand Forecaster is easy to learn and easy to use. It provides full support for a complete S&OP process, as well as a straight forward collaborative forecasting process.

The embedded forecast engine, from the world leading forecast system provider Forecast Pro, ensures that you always have access to the latest forecast logics available in the market.



A company facing any of the below typical forecasting challenges would find Optimty a fantastic tool to improve their business:

“All forecast preparation is manual today and our forecast accuracy is very poor! Wish we could use proven formulas to improve our forecasting” - Optimty comes with all the simple and advanced formulas you could think of, Moving Averages, Box-Jenkins, Holt-Winter, Dynamic Regression etc. The forecast engine will automatically identify patterns like trends, seasons, outliers, noise etc. The Expert Selection function in Optimty automatically finds the most suitable forecasting algorithm for each product, every time you run a new forecast calculation.



“We have to scroll through thousands of products to find products with exceptions” – Visibility is a cornerstone in Optimty. On a high level the Dashboards provide a quick overview, while the Pivot tables shows a detailed, Excel-like view where changes can be made at the SKU, or on an aggregated level, at any of the ten forecast keys. Both Dashboards and Pivot tables are 100% user configurable.

In the pivot table you typically see data such as actual demand the same period one or two years earlier, the statistical forecast, any manual adjustments, the budget, any customer supplied forecast, sales price, cost and margin.




The Dashboard makes it easy to find exceptions, and the Pivot tables makes it easy to make changes on different levels.

“All historical data is lost when we replace a product with a new one” – Historical sales data is valuable. Through the use of Supersession, Optimty let the new product inherit the historical data from the old one, thus making it possible to calculate a forecast from day one. In addition, Optimty can help control when the new product should be launched, with respect to the available stock of the old one.

“Wow, today we spend five days every month to consolidate all sales managers’ forecasts” – With Optimty, each user log on to see his/ her data only, and make the adjustments directly in the common database. All changes are tracked, and the consolidation of the total forecast takes place automatically.

“We learn nothing from our promotions. We close our eyes and hope...” – The impact of promotions are both forecasted and tracked in Optimty. This information will be used both for learning, as well as “cleaning” the historical sales from the promotional effects, to avoid the future being skewed by these events.

“Today, the forecast accuracy performance is impossible to measure. Which of the sales guys’ forecasts can I trust?” – In Optimty it's possible to analyze forecast accuracy at any of the forecast key levels, e.g. by product, by sales manager, by product group, etc.

“Our current process is cumbersome, takes days, and involves several departments, IT, and Sales” – With Optimty the total effort in the entire process will be significantly reduced.



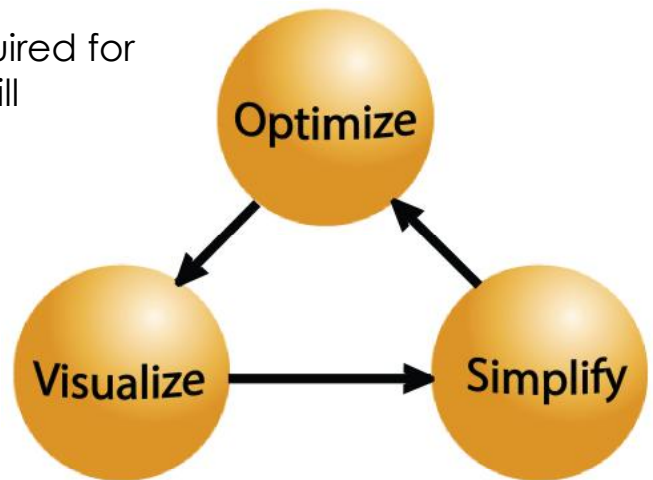
*** Step is carried out with a single mouse click in Optimty**

About Optimity

Optimity is a company with passion for planning! Built on best-of-breed components, Optimity utilizes the latest strides in technology to offer an extremely flexible, modern and user-friendly planning tool that can be used together with any ERP system.

Our Cornerstones for Planning

1. **Visualize:** You should be able to quickly identify problems, their consequences and root causes. To help you make the right decisions, the exact type of reports and dashboards that you require should be readily available.
2. **Simplify:** Fewer steps and systems required for all of your planning needs. The system will propose realistic plans!
3. **Optimize:** With respect to capacity constraints, costs and revenue, identify the plans for production, purchasing, distribution and inventory that will result in the lowest possible total cost/ highest possible profit.



The Optimity Demand Supply Balance Suite

Optimity offers the following modules for supply chain planning. They are seamlessly integrated, and can be run either as stand alone solutions, or integrated to your ERP system.



We Want to Meet You!

Please feel free to contact us for more information, or a no-obligation consultation on how Optimity could help you reduce costs through better supply chain planning.