Demand Works

Demand Planning & Forecasting

Excellent demand forecasting and planning are great for business. Companies that excel in these areas are more efficient, realize better returns on invested capital, and provide better service to their customers. Experts also agree that there are numerous intangible benefits to better demand planning like increased accountability in sales and production, and better strategic direction and alignment. That's why the demand plan is the first and most important part of any executive sales and operations plan.

In spite of the many benefits, the demand planning capabilities in modern ERP systems have continued to fall well short of business needs. Either they have no capabilities at all, or they're unwieldy, inflexible and difficult to implement and support, or they're so basic that they're unusable. For these reasons, demand planning is one of the most popular integrated solutions for manufacturing and distribution companies.
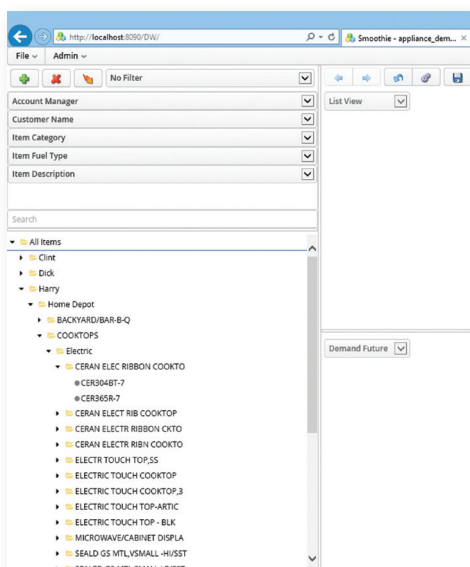
The Right Sized Solution

Demand Works offers solutions for the desktop, server, and the cloud. Our product range includes forecasting, collaborative demand planning, inventory planning and optimization, finite capacity planning and S&OP.

We're best known for our world class server and cloud-based offerings, Smoothie® Server and Cloud Smoothie®. These products are 100 percent browser-based, extremely scalable, and offer the most complete functionality and deployability.
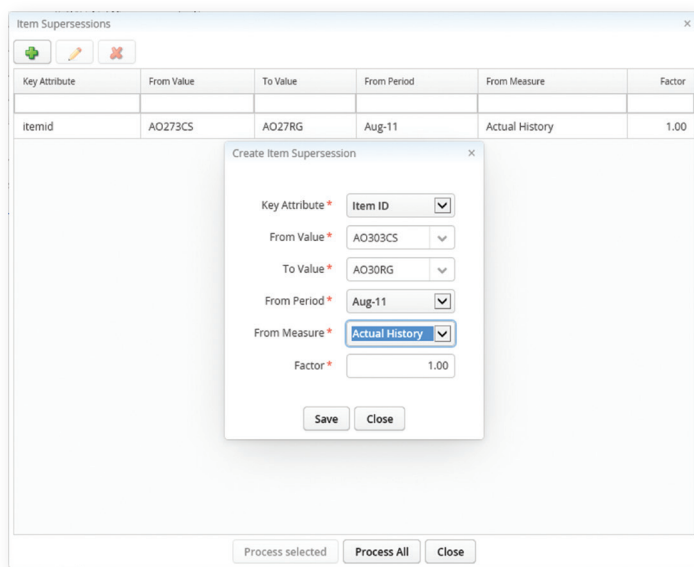
But, you don't have to start big. You can start right away with the desktop version and spreadsheet or other readily available data.

Uncompromising Functionality

The Smoothie solutions offer all of the capabilities that you would expect from a best of breed solution like highly accurate expert forecasting algorithms, special handling for promotions and other events, seasonal forecasting, new products, and multiple collaboration options. All Smoothie solutions also include Pivot Forecasting®,

Pivot Forecasting® makes it easy to forecast at any level of aggregation with user-defined hierarchies made up from flexible product, customer, and geographic dimensions.

Link new products to their predecessors, simplifying new product planning while improving forecast accuracy.

a unique technology that makes it possible to forecast at any aggregation level with mixed product, channel, customer, and geographic hierarchies. No other solution has Pivot Forecasting (or anything like it). You can literally make complex multi-level hierarchies as you go, and users can work in sales currency, units, cost, or any alternative unit of measure.

World Class Technology

Smoothie Server and Cloud Smoothie are 100 percent browser-based, making them the most deployable solutions of their kind. And, users will quickly see that there is absolutely no tradeoff in usability. The user interface is highly interactive and graphical, yet it performs well in challenging, long-distance networks. Smoothie is also extremely scalable, easily supporting scenarios with hundreds of thousands of item-customer combinations.

The affordable Smoothie desktop solutions has much of the same functionality as the server solutions, plus it installs easily and can be up and running with in a matter of minutes.
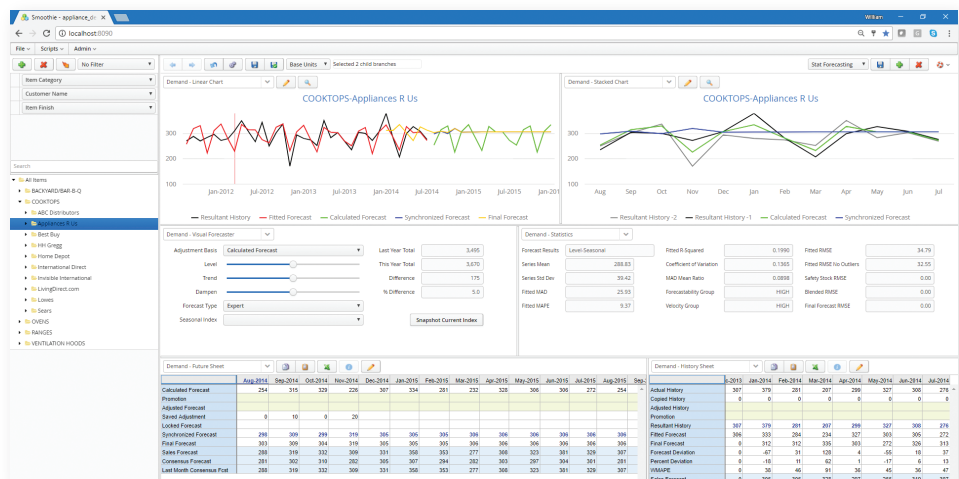
Contact Us

Demand Works software is used by hundreds of the best companies in the world and including many of the most well-known global corporations. Contact us to find out how you can use Smoothie to improve your business. We will be glad to provide a demonstration – with our data or yours.

Salespeople and other collaborative users can participate via the web, or they can work off-line with convenient, macro-enabled spreadsheets.

Demand Future ▼	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15
Calculated Forecast	333	473	445	395	428	430	346
Promotion							
Adjusted Forecast							
Saved Adjustment	28	6	11	6	6	6	6
Locked Forecast							
Synchronized Forecast	418	416	438	414	406	404	385
Final Forecast	418	416	438	414	406	404	385
Sales Forecast	409	408	429	406	398	396	377
Consensus Forecast	374	410	416	397	394	382	371
Last Month Consensus...	421	482	480	426	512	429	405

Smoothie can store numerous scenarios so you can easily review alternatives or plans submitted by other groups. You can also overlay actuals with previous forecasts.

Smoothie's expert forecasting is world-class and it optimizes forecasts equally well for trended, sporadic and seasonal items.

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