Demand Works

Inventory Planning & Optimization

If your company has millions of dollars in inventory, then you can probably improve your business with Demand Works. Our solutions have extensive capabilities for segmenting inventories, optimizing stocking policies, tactical and strategic inventory planning.

There is a theoretical tradeoff between inventory cost and service. An important part of inventory optimization is to choose the level of service that you are willing to invest. But that's just part of the whole. In addition, things like better forecasting shift the whole curve in a positive direction, enabling simultaneous improvements in cost and service. There are other valuable methods as well, like segmenting inventories into groups and setting unique policies for items based on cost, criticality,
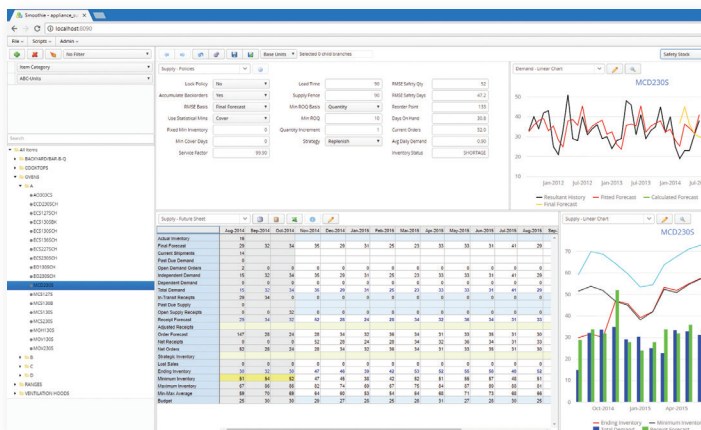
forecastability and other characteristics. Segmenting helps you to tailor your inventory investments to achieve the highest service where you need it, while minimizing working capital needs in less critical areas.

It's important to balance and optimize inventory investments, but it's also important to execute in a way that aligns with your plans. Demand Works software analyzes and optimizes safety stocks, but it can also plan inventories through multi-tiered distribution channels, with formulations or bills of material, and in a way that is complies with ordering constraints such as lead times and lot sizes. Our software produces plans and communicates them to your ERP where your business can then execute upon them.
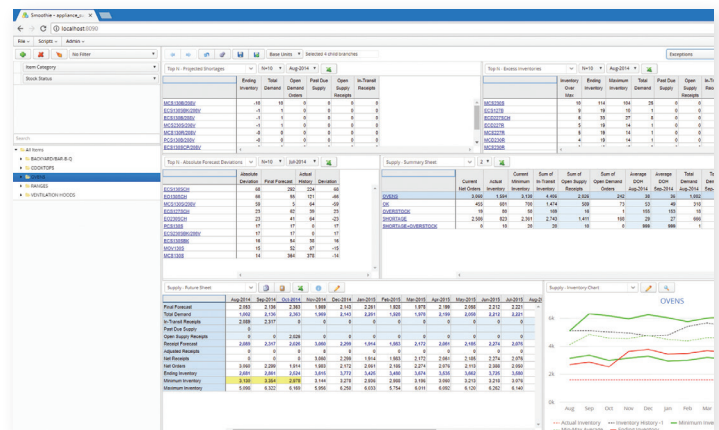
The Right Sized Solution

Demand Works offers solutions for the desktop, server, and the cloud. Functionally, they include 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 Smoothie Desktop and spreadsheet or other readily available data.

Adjust key inventory policies for any item or grouping and see the impact on projected inventories and material flows, instantly.

Efficiently plan thousands of items and locations with multi-level visibility and configurable exceptions.

Smoothie DESKTOP   Smoothie SERVER   cloud Smoothie

Comprehensive Inventory Optimization and Planning Tools

An accurate forecast is the foundation for any good supply plan. All Smoothie solutions start with a renowned expert forecasting engine that considers levels, trends, seasonality, and intermittent demand patterns. Not only does the forecast provide a basis for the supply plan, but the unexplained variability in demand is used as a key input for determining optimal safety stocks. Better forecasts result in proportional reductions in safety stock requirements.

Smoothie lets you "what-if" alternative supply policies for a single item, or thousands of items in one keystroke. For each scenario, you can immediately view the projected production requirements, min, max, and average inventories - in units or cost, and at any level of aggregation. As part of the simulation, you can segment products into different groups according to intermittency, forecastability, ABC (on cost or volume), and any other dimensions that are useful to your business.

Smoothie also creates complete, time-phased inventory plans. You can plan inventory movements through complex multi-tiered distribution channels, and it has full support for formulations and bills of material. And, for improved use of production and storage capacity, you can make strategic adjustments to inventory levels for any items or groups.

Drill down to see critical details such as open purchase orders, in-transit inventories, or previous shipments.

Group items according to intermittency, forecastability, ABC (on cost or volume), and any other dimensions that are useful to your business.

Compare current and projected inventories to previous levels, in units or cost.

Smoothie supports multi-level formulations and bills of material.

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-location combinations.

The affordable Smoothie Desktop has much of the same functionality as the server solutions, plus it installs easily and can be up and running with spreadsheet data 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.

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