

# Predict and Plan Consumer Demand for the Resilient Supply Chain

Predicting and planning consumer demand just got easier



## Why use SAS?

- Increase forecast accuracy and insight to shifting demand patterns with short-term demand sensing.
- Optimize inventory spend and productivity across your entire supply chain.
- Collaborate planning across the organization for agile responses to critical supply chain decisions.

## Balance Demand and Supply

SAS analytics software can help you chart a new course forward during volatile market conditions. More accurate forecasting improves inventory productivity, increases on-shelf performance and reduces markdowns to drive higher margins. Additionally, SAS embedded Machine Learning workflows automate analytics so your planners can focus on the exceptions - that 20% that matters most!

## Sense and Shape Demand

SAS Intelligent Demand Planning allows business users and data scientists to collaborate on planning consumer demand. Forecast with greater accuracy and drive planning efficiencies using a variety of advanced analytics methodologies, including AI and Machine Learning. Automated, low-touch planning processes help manage by exception, which in turn reduces errors and human forecast bias.

### DEVELOP MORE PRODUCTIVE PLANNING PROCESSES

- Automated, low-touch planning processes with built-in workflows
- Predict demand with greater accuracy using AI and Machine Learning
- Model and forecast all your products, selling locations and channels

**Increase forecast accuracy 10%-25%.**

### OPTIMIZE INVENTORY AND REDUCE STOCKOUTS

- Use analytics to drive product to where it is needed most
- Meet customer demand while managing overall inventory costs
- Avoid lost sales, out-of-stocks and missed opportunities

**Improve customer service and increased inventory productivity by 3%-5%.**

### COLLABORATE INTERNALLY AND WITH SUPPLIERS

- Drive logistics efficiencies
- Collaboratively plan across organizational roles and business functions
- Work with suppliers to sense and shape demand and ensure supply chain stability

**Reduce obsolete inventory by 10%-15%.**

## Building the future of analytics & AI in the cloud.

SAS is a recognized leader in Machine-Learning, Artificial Intelligence and Predictive Analytics. Intelligent Demand Planning harnesses these capabilities to streamline and automate complex planning tasks that improve supply chain efficiency while delivering superior customer experiences.



Easily run analytic workloads in the cloud to meet business goals faster and enable trusted decisions.

- Protect your supply chain and manage risk with streamlined oversight, reporting and real-time visibility
- Leverage the latest innovations the moment they're ready with SAS' continuous integration/ continuous development delivery approach
- Adopt advanced analytics technology without incurring technical debt of in-house development



Plan where you want to plan - on the web, on the "go", or in your favorite Microsoft productivity tool!

- Leverage powerful SAS analytics right in Excel
- Improve productivity with flexible access to plans from your mobile device, tablets and more
- Plan for 100% of your geo's, channels, categories and products



Take advantage of new technologies quickly.

- Take advantage of new technologies to meet ever-changing customer demands and preferences
- Get access to critical data to innovate and execute transformational strategies
- Drive higher sales and margins with newly enabled opportunities for value creation



Unlock even more critical data insights on the path to digital transformation.

- Stay ahead of competitors with limitless scale and compute power of the cloud
- Govern & orchestrate your analytics ecosystems
- Trust SAS and Microsoft for secure and agile digital transformation

## See what SAS Demand Planning on Microsoft Azure can do for you!

To help you move fast, SAS will deploy our Intelligent Planning, Demand Forecasting and analytics into your cloud with Retail & CPG Cloud Analytics QuickStart. You bring your data and we will have you up and running quickly. Give your organization the insight needed for agile response to supply chain decisions necessary to accommodate erratic consumer demand and plan for the new-normal.

Learn more about the SAS and Microsoft strategic partnership and get access to the Retail & CPG Cloud Analytics QuickStart on Azure [here](#).

## Why SAS and Microsoft?

SAS and Microsoft have joined forces to define the future of AI and analytics in the cloud. With Microsoft Azure as the preferred provider for the SAS® Cloud, we are working together to provide the best experience and value to our customers as they seek to run their mission-critical analytics workloads in the cloud. Through this strategic partnership, we will offer new market-ready solutions and services that integrate SAS Analytics and AI with Microsoft cloud solutions: Azure, Microsoft 365, Dynamics 365 and Power Platform. Now customers in every industry can unlock even more critical data insights on the path to digital transformation, meet business goals faster, and drive innovation cost-effectively.

Learn more at:  
[SAS.com/Microsoft](https://SAS.com/Microsoft)

