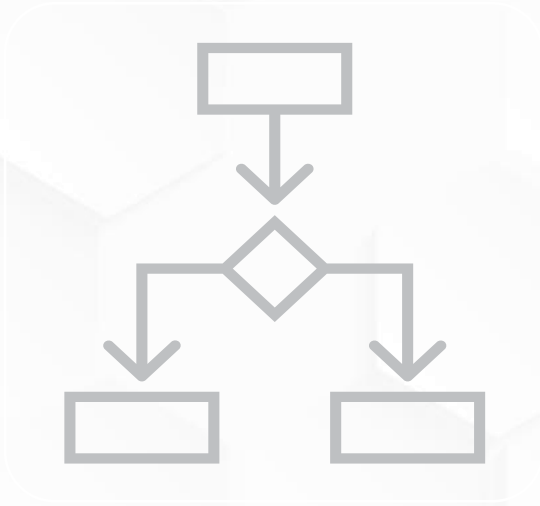




Predictive Demand Forecasting Proof of Value





Proof of Value: Predictive Demand Forecasting

Deliverables

1. Champion/Challenger analysis

Current state – effectiveness of current forecast, impact on KPI's and potential improvement leveraging alternate models

2. Min. 1 predictive Challenger Azure ML Model

Trained and Tested to enable prediction, and assessed for accuracy (generalizability)

3. Recommendations/actionable steps to improve accuracy

i.e. data quality/veracity, governance, additional signals, product/market segmentation, additional models, seasonality adjustments, model training, ...



Challenger

MIN	MAX	RANGE	MEAN	STD DEV	IMPACT
-20.6%	11.5%	32.1%	0.9%	6.7%	\$7.2M

Champion

-28.7%	154.1%	182.8%	6.9%	31.5%	\$21.0M
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