



# INTELLIGENT FORECASTING

A SOLUTION WITH ACCURATE DATA, AT THE EXACT TIME.

## Main challenges of retail and manufacturing industries.

**Scale problems:** High number of items and stores to predict sales and logistics.



**Instability in the classification:** Frequent entry of new products and product changes by seasonality.



**Intermittent demand:** Slow and erratic sales of varied products in stores and distribution.



Product pricing and promotional activity.



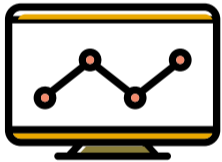
Fluctuations bring problems of inventory, backorders and expiration.



Sellers, planners, analysts and managers don't count with the right tools for taking decisions.



## What is Intelligent Forecasting?



It is an Artificial intelligence solution that allows the forecasting of business events in advance in order to plan improvements and actions that optimize results and meet the proposed objectives.



Forecasting solution uses Machine Learning algorithms to learn from the data obtained and perform inventory savings by reducing forecast errors by up to 25%.



As a result of the reduction of the safety stock, thousands of dollars are saved.



This solution applies to inventory, storage and distribution within industries such as retail, supply chain, and manufacturing.

Expand client portfolio with more accurate inventory stock rates.

Increase revenue, flexibility and inventory variety with reduced or predictable levels of safety stock.

Shift the business focus to strategic planning and collaboration to boost operations with highly predictive forecasting.

## Benefits of Forecasting.

### Successful results.



Decrease the safety stock up to 10%.



Reduce forecast error up to 25%.



Significant annual savings as a result of automated and intelligent operations.

# USE CASES

## FOOD INDUSTRY

**Business Needs:** Reduce the error rate on the product sales forecast.

**Nubiral Solution:** Creation of control dashboards that show forecast deviations by product, cross-sectional information on seasonality and particularities of the sale in the item, external market variables.

**Results:** 7% reduction of the error in the forecast plus annual savings of at least USD 400k.

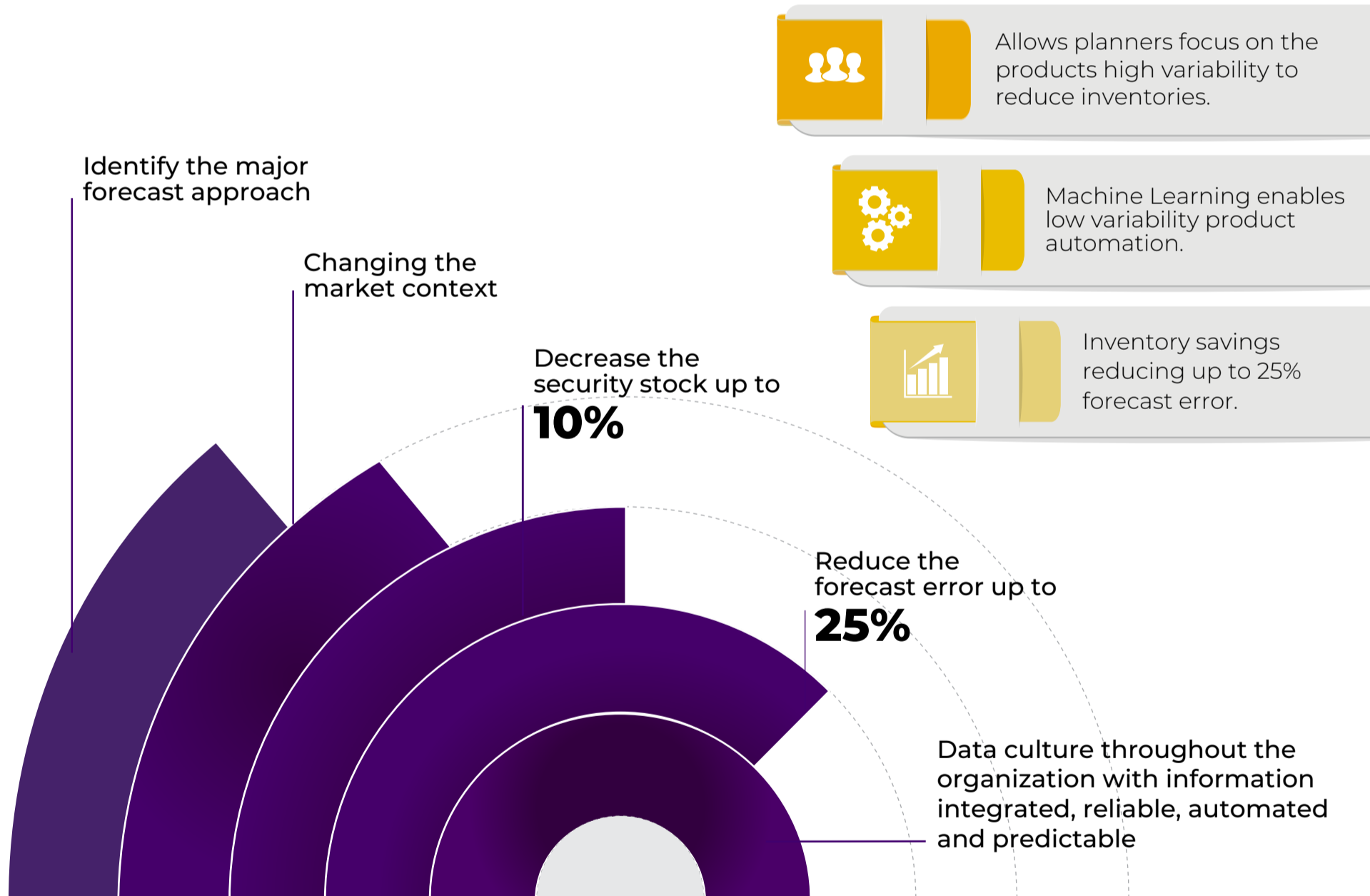


## PHARMACEUTICAL INDUSTRY

**Business Needs:** Analyze product segmentation (SKU) in order to improve inventory stocks and count with a more accurate demand planning.

**Nubiral Solution:** Creation of control dashboards that show forecast deviations by SKU, contrasting the deviations with internal variables of the client and external of the market, enabling manual or automatic selection of suitable algorithms for the proposed use case.

**Results:** reduction of the forecast error and of the minimum stock held. It also generated annual savings of USD 5mm.



Boost your business profitability with highly predictive forecasts.  
Do you want to get a free POC of this solution?

Contact us!