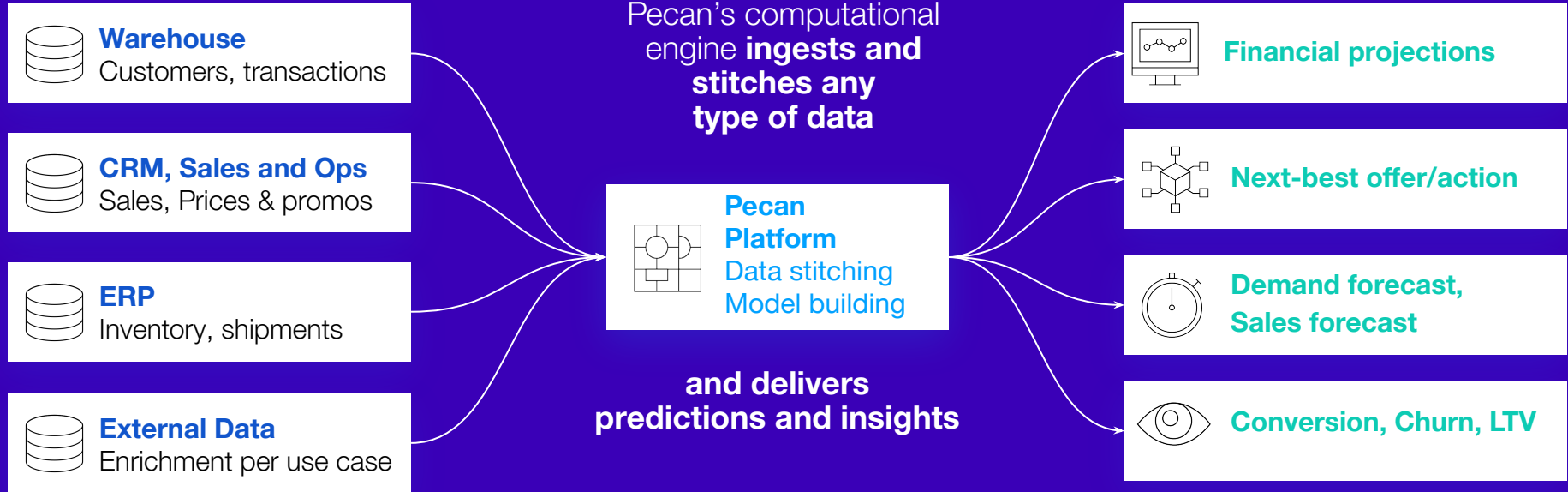
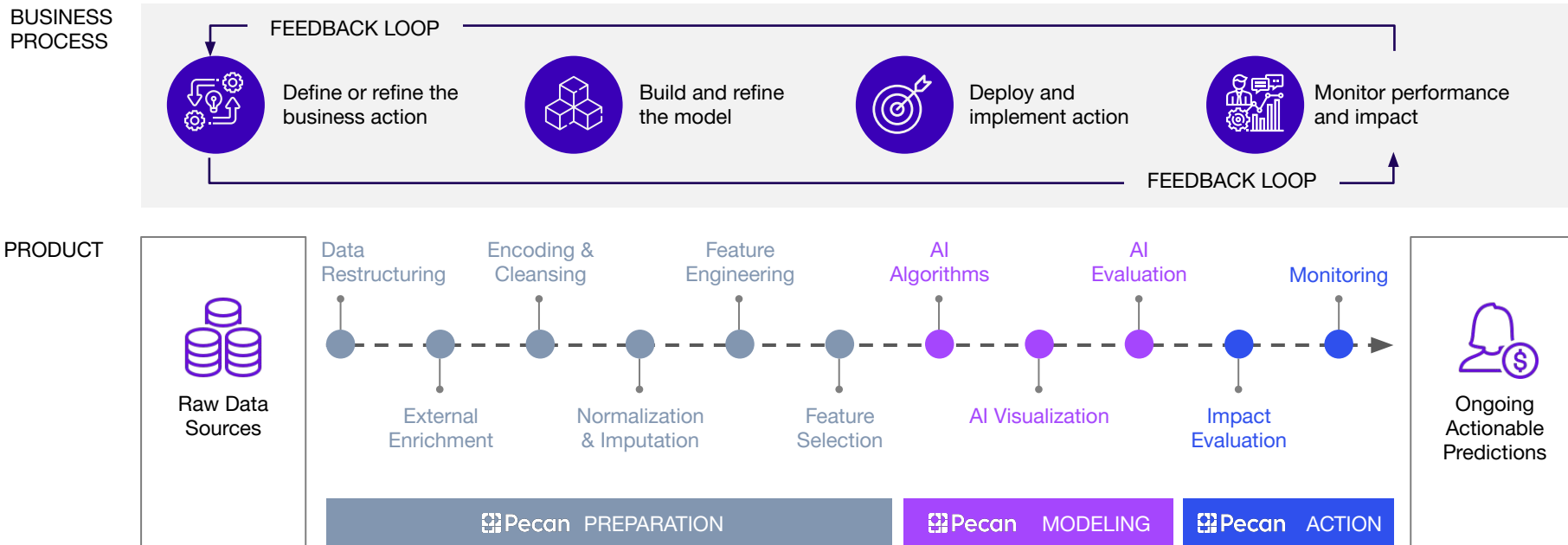


Business-driven predictive analytics

The Pecan AI platform is the fastest and simplest way to build and deploy Advanced Predictive Analytics Solutions



Pecan's end to end platform --> your AI partner



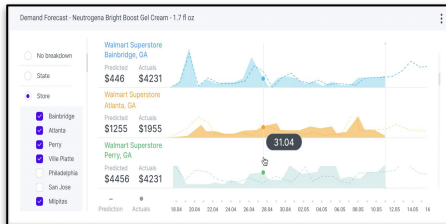
Pecan is an end-to-end solution, enabling business users to become fully independent in deploying effective predictive models, with continuous automated optimization.

Our enriched predictions are focused on business impact and supporting business decision making



Highest resolution prediction

We help slice and dice predictions to tailor decisions to the desired outcome



Confidence level for each prediction

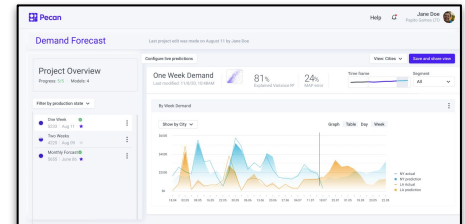
We provide confidence levels for each prediction to enable a tailored action

SKU	Store	Prediction Date	Predicting for the week of	Predicted Quantity	Confidence
30163051	Broadway	1/13/2020	1/20/2020	96	82%
32430445	5th Ave	1/13/2020	1/20/2020	63	95%
30170445	86th St	1/13/2020	1/20/2020	96	86%
30414930	Broadway	1/13/2020	1/20/2020	85	96%
32183051	5th Ave	1/13/2020	1/20/2020	73	81%
30139445	Church St	1/13/2020	1/20/2020	61	78%



Action-oriented dashboards

We include leading and lagging indicators to maintain a comprehensive view of the business



Demand Forecasting Retail Example (1/2) - a top international apparel retailer (Fast-fashion) was struggling to align inventory levels with actual demand

Challenge

The company was experiencing unforecasted consumer demand patterns, leading to...



Loss of sales due to store stock-outs of best sellers despite having availability in other locations



High overstock expenses driven by inventory holding costs, obsolescence and reverse-logistics

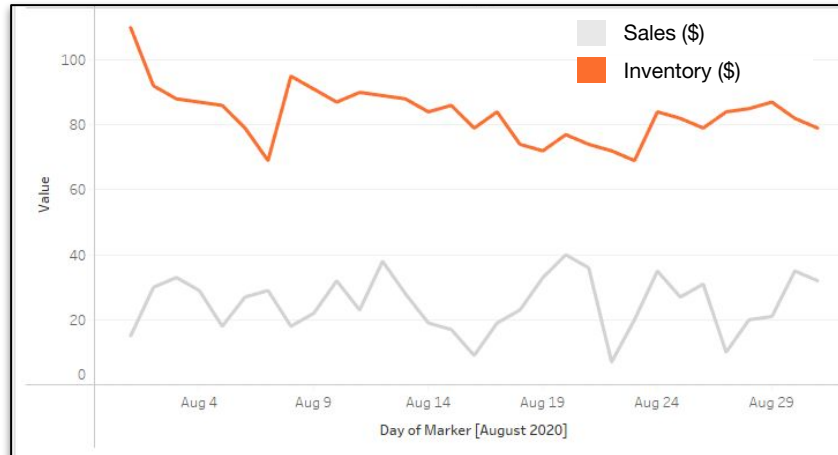


Low margins due to inefficient and reactive promotions and end-of season-sales

Company Profile

- **+4k stores** across the globe
- **Omni-channel** distribution
- Highly **seasonale** consumer behavior
- High **demand variability** across stores/geographies
- **+10k SKUs** across 5 large departments

Sales and Inventory Misalignment (single SKU/Store level)



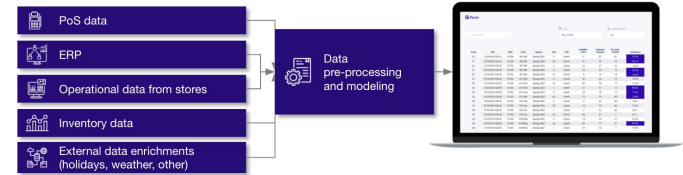
Demand Forecasting Retail Example (2/2) - a top international apparel retailer (Fast-fashion) was struggling to align inventory levels with actual demand

Solution

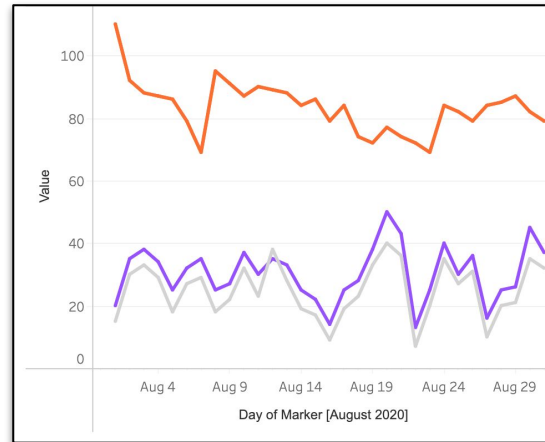
Pecan generated sales forecasts at a granular level on a per SKU, per week/day, per store basis. With the Pecan platform, the retailers can build a demand forecasting model using past transactional (sales/usage) data, operational data, and external data enrichments provided by Pecan

Impact

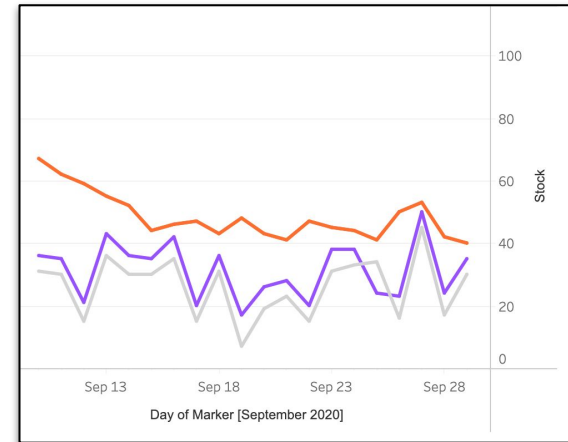
- **Up to 50% reduction** overstock expenses
- **10-25% uplift in sales** (reduced stock-outs),
- **Precision rate of 80-95%** in sales prediction



Before: Pecan was able to accurately predict SKU/Store level demand



After: The retailer was able to align inventory level to meet actual demand



■ Sales (\$) ■ Inventory (\$) ■ Pecan's Prediction (\$)

Success Story - online retailer boosted sales conversion rate by 35% while enhancing sale rep productivity by 20%

Challenge



Poor Conversion Rates

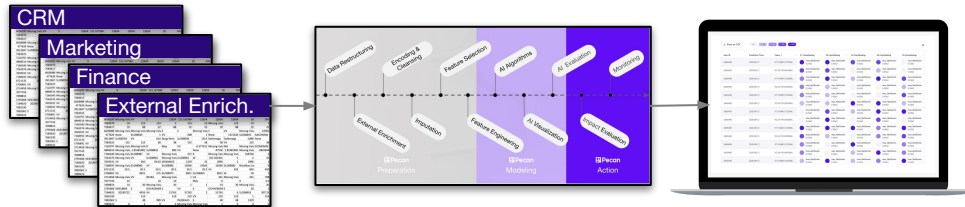


Bad Customer Experience



Low Sales Productivity

Solution



From



- Manually prepared spreadsheets
- Unprioritized and nonspecific campaign
- Slow learning curve with limited improvement

To



- Automatically generated reports
- Targeted and effective sales campaign
- Continuously improved processes with ever learning AI

Impact

+35% in Conversion

+20% Rep Productivity

Thank you

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