

Sales Forecasting

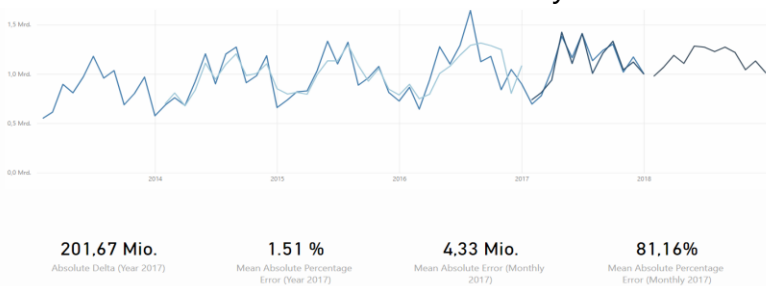
Get the Best out of Your Future



Challenge: Increasing market complexity as well as a growing number of products and markets makes planning and forecasting difficult. Additionally, political issues within the company and human biases can distort forecasted KPIs even further.

Verovis Analytics Use Case

The algorithmic solution made by verovis depicts a comprehensive monitoring tool that keeps you up to date and informed about trends and market movements. Our time series algorithms provide fast and reliable forecasts while considering the complex interactions between internal and external key drivers.



Business Benefits:

- Reliable forecasts within hours
- Predictions for segments, countries and products with a granularity that is out of scope for traditional planning
- Once implemented, forecast are made automatically at low cost
- Identification of time series specific success factors

Better Market Understanding

- Hundreds of internal and external variables will be collected and evaluated
- For each forecast key value drivers will be identified
- Segment, country and product specific models

Reliable Forecasts

- Get accurate predictions
- The complex interactions between internal and external factors are captured, quantified and taken into account

Scalable and Integrated Solution

- Data collection, Machine Learning, data storage, reporting and analytics – all process steps are integrated into one solution
- The solution scales and runs automatically depending on the requirements