



Use case: Demand Forecast

The need:

A general manager needs to forecast sales for the coming months so that production and purchasing managers can plan production and procurement activities.

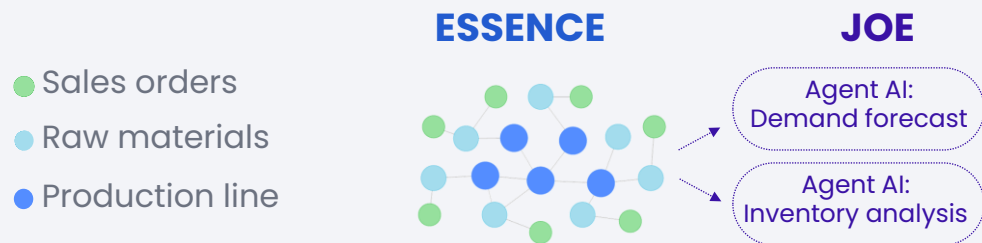
Standard analysis:

Collection of historical sales data from the ERP, downloading sales funnels from the CRM, analysis of raw material inventory levels and production machine capacity. Weeks of analysis using basic and inconclusive statistical tools.

Vertalis:

Forecast in 5 minutes with **JOE**

Based on the sales forecasts, it will be necessary to purchase 30 tons of AF3500 raw materials and reorganize production to free up the MW3 line, to fulfill all orders with a predicted OTA (On-Time Arrival) of 95%.



Benefits and ROI:

- Custom-built statistical tools
- Optimized inventory and reduced stock
- Flexibilize production by distributing it across multiple
- OTA (On-Time Arrival) improvement



Turning complexity into clarity

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