

# Forecasting

Is your Forecasting process experiencing the following issues?

- ✓ High variation between initial client requirements and final month sales
- ✓ Lost sales due to inventory mix in warehouse
- ✓ High inventory due to forecast error
- ✓ Forecasting techniques are not identified correctly
- ✓ Tools to diminish forecasting bias are not in place.
- ✓ Demand pattern is not recognized in forecasting analysis
- ✓ There is not an structure forecasting process
- ✓ Ownership for the forecasting process is not achieved.
- ✓ Relevant data collection is not submitted in the forecasting process
- ✓ Policies are not develop

**APICS  
Monterrey  
Consulting  
Services**

1. Certified Supply Chain Consultants
2. APICS BOK Body of Knowledge
3. SCOR TM Metrics
4. Focal point in supply chain processes and business improvement



What is the certainty of your forecasting process?



## Forecasting assessment benefits

- An accurate sales forecast helps a company plan effective strategies and develop meaningful budgets
- Reduce safety stock inventory investment
- Improve customer service
- Reduce stock outs and lost sales
- Reduce Obsolescence
- Improve capacity planning and asset utilization
- Improve collaborative planning with customers

## Methodology

1. Review actual forecast methodology
2. Gather relevant forecasting information and accuracy metrics
3. Generate APICS recommended forecasting metrics to measure variation and bias
4. Identify best forecast methods by SKU (Best Fit Analysis)
5. Final assessment forecast report