Demand forecasting

Improve demand forecasting by leveraging machine learning. Integrate cross-company sales and operations planning to minimize inventories and improve on-time delivery.

Improve visibility of future demand

Modern businesses require estimates of future demand because most business decisions are based on the future and require a plan. And every plan needs a forecast. However, it remains challenging for many businesses to forecast demand accurately. Organizations at the leading edge have recognized the need for a demand forecasting solution that can provide insight into the optimal forecasting technique, integrate disperse supply chain and dynamic market data, and combine it with expert knowledge from business leaders working collaboratively.

Dynamics 365 Supply Chain Management

Dynamics 365 Supply Chain Management's Demand forecasting solution leverages machine learning and AI-driven insights to improve businesses' ability to produce accurate forecasts. By integrating demand forecasting across Supply Chain Management, sales, and operations planning, organizations can avoid overstocking, increase inventory turns, and improve cash-to-cash cycle times while simultaneously ensuring high levels of on-time delivery to customers.

> Dynamics 365's Demand forecasting solution leverages machine learning to produce highly-accurate forecasts.
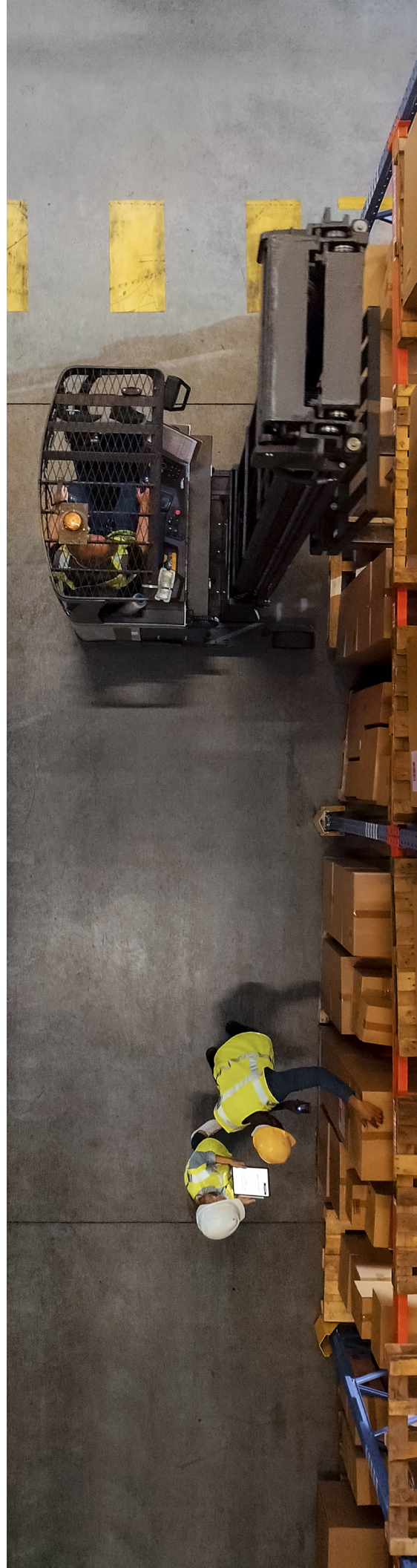
Benefits

Minimize excess and aged inventory
Improved demand forecasts help you minimize the accumulation of unwanted inventory and avoid supply disruptions, resulting in lower cost, improved customer service levels, and more sales.

Improve forecasts with collaboration
Infuse your planning process with both supply chain, sales, and marketing pipeline data to improve demand forecasting so that you can make smarter, better decisions about the future.

Leverage machine learning
Machine learning continually senses changes in observed variables, works to identify new variables that impact forecast accuracy, automatically uses logic to update the forecast as data is collected, and iteratively learns how to improve the demand forecasting process.

Key features

Statistical forecast
Utilize various statistical methods to create a baseline demand forecast based on historical data for warehouses, customer groups, items, customer accounts, countries, regions, and states.

Cleanse historical data
Filter extraneous noise in historical data, such as the effects of promotions, to ensure your data is clean before creating your forecast.

Visualize data
Visualize historical data, demand forecasts, and confidence intervals to easily identify and make targeted forecast adjustments.

Utilize "what-if" analysis
Explore the impact of potential changes in plan inputs to better equip yourself to combat changes and disruptions.

> Dynamics 365 streamlines demand forecasting by connecting disparate data sources, providing a collaborative platform, and leveraging advanced insights from machine learning.