# ARKIEVA

DEMAND PLANNER

Arkieva Demand Planner

The Arkieva Demand Planner users can easily analyze and understand the company's sales patterns through a comprehensive analysis of relevant data. Users can quickly and efficiently compare the forecast with actual sales. They also can share demand plans with multiple stakeholders throughout the organization and encourage a much higher degree of collaborative planning.

Demand Planner User Benefits

// Increased sales because the entire supply chain commits to a single plan

// Reduced inventories of up to 15% across the supply chain, while simultaneously increasing on-time shipments by as much as 20%

// Cross-functional buy-in that supports process improvement

// Provides the flexibility to easily act on and adapt to new business opportunities
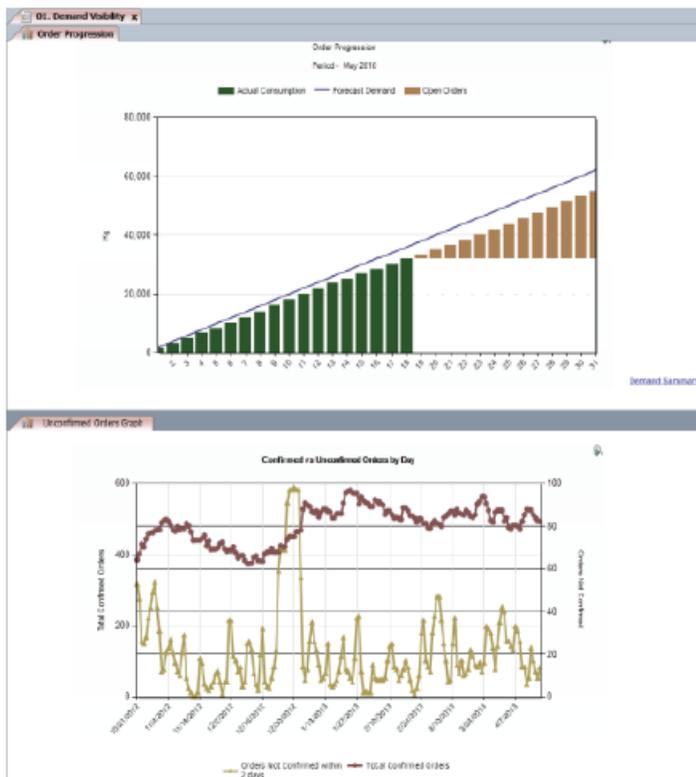
Key Demand Planner Capabilities

// Automatically generates a baseline forecast with a level of detail and aggregation meaningful to each individual user

// Collects corrective inputs from team members in ways most convenient for them: web, excel, or offline desktop

// Manages a variety of variables such as the effect of price changes, promotions, and new product introductions

// Updates actual metrics and continually highlights potential disruptions in orders, shipments, and inventories

// Data from the Demand Planner is seamlessly passed to and integrated with the Arkieva Supply Planner and Inventory Planner

One Version of the Truth

Getting to a single set of numbers is a big task. It requires not only technology to support statistical forecasting, but also a tool that minimizes the effort necessary to regularly contribute to a demand plan.
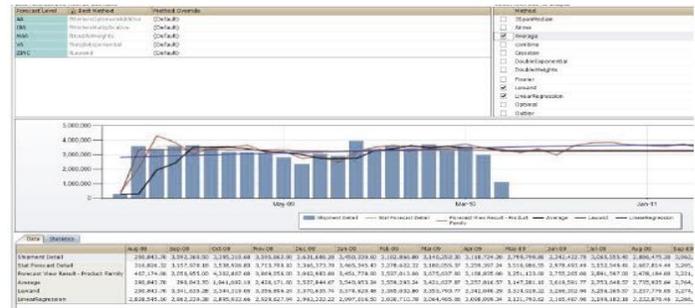
Arkieva does the up-front work by providing a baseline forecast in views that are meaningful to the various users. Sales may want to monitor and provide input only on top customers, whereas the organization's demand planner will use Arkieva to identify the most significant sources of variability and focus on correcting these problems. Arkieva provides both a statistical starting point and functionality that helps draw the team's attention to areas costing the company money –due to lost sales and unprofitable decisions.

The Arkieva Demand Planner makes reporting, analyzing, and contributing to a final demand plan an extension of current business decision making. Price changes, marketing promotions, new product introductions and the opportunity to accept a significant new client order can represent either threats or opportunities. Arkieva examines them quickly, calculating the overall financial impact of alternative responses.

Collaboration makes it possible for any employee with important knowledge to contribute. Because access to data is controlled at the user level, every input and forecast is saved for later comparison against actual occurrences.

Arkieva generates alerts and warnings throughout the month when orders or shipments vary significantly from the forecast and when business-defined triggers are exceeded. Early warnings allow planners to react to changes in time to supplement supply or avoid overbuilding inventory within the month.

Features that Optimize the Supply Chain

Advanced Methods

Baseline forecasting uses more than twenty statistical methods, including an optimal (best fit) method for any given series. A built in expert system is available to analyze for sparse data or other unusual demand characteristics.

Business Intelligence

Arkieva consolidates data across sales, marketing, and operations, giving people in all parts of the company visibility into variations and the ability to determine why they occurred. Arkieva features for analysis and reporting have encouraged adoption of the tool and promote its ongoing use by organizations overtime.

Adaptive Collaboration

A collaborative forecasting process requires technology that effectively and intelligently combines inputs from different sources. Building on innovative research pioneered at Cornell University, Arkieva includes a breakthrough method that allows the software to learn over time which of the inputs – or what combination of the inputs – is best for use as a consensus forecast. Arkieva Adaptive Collaboration allows companies to more effectively and immediately evaluate the financial significance of alternative decisions in meeting demand.

ABOUT US

Since 1993, Arkieva tools have been used in more than 200 unique applications around the globe, and most of our clients leverage Arkieva software to support collaborative planning teams in North America, Europe, and in Asia.