

# Sales forecasting and demand planning

Automatically analyzes historical sales data and external factors to generate accurate demand forecasts for bakery products, optimizing production planning and reducing waste while ensuring adequate inventory levels.

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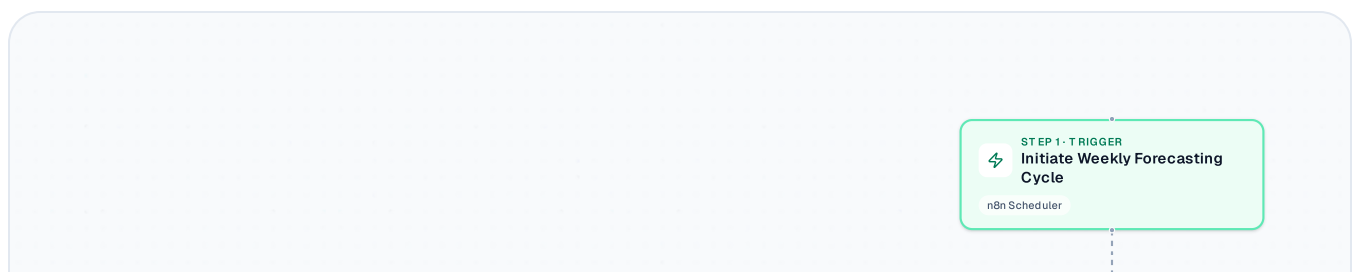


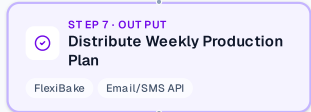
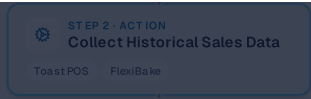
## WORKFLOW TRIGGER

Weekly forecasting cycle begins (every Sunday at 11 PM)

## Visual Flow

Each node represents an automated step. Connections show how data and decisions move through the workflow.





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# Step-by-Step Breakdown

Detailed explanation of each automated stage in the workflow.

1

⚡ TRIGGER

## Initiate Weekly Forecasting Cycle

Weekly automated trigger starts the demand planning process every Sunday night. This ensures fresh forecasts are ready for the upcoming week's production planning.

2

 ACTION

### Collect Historical Sales Data

Retrieves past 12 weeks of sales data including product volumes, seasonal trends, and customer order patterns. Data is pulled from POS systems and production management platforms.

Toast POS

FlexiBake

3

 ACTION

### Analyze External Demand Factors

Gathers weather forecasts, local events calendar, and holiday schedules that impact bakery demand. Integrates this contextual data with historical patterns for more accurate predictions.

Weather API

Google Calendar API

4

 ACTION

### Calculate Product-Specific Forecasts

Applies machine learning algorithms to generate demand predictions for each bakery item by day. Accounts for product lifecycles, seasonal variations, and trend analysis.

BakeSoft

Python/ML Engine

5

 DECISION

### Evaluate Forecast Confidence Levels

Determines if forecast confidence meets minimum threshold (85%) for automated processing. Low confidence triggers manual review workflow.

Custom Algorithm

6

 ACTION

## Generate Production Recommendations

Converts demand forecasts into specific production quantities and scheduling recommendations. Optimizes batch sizes and oven utilization based on predicted demand.

FlexiBake

GlobalBake

7

 OUTPUT

## Distribute Weekly Production Plan

Sends finalized production schedules to bakery management dashboard and mobile apps. Includes daily baking quantities, ingredient requirements, and staffing recommendations.

FlexiBake

Email/SMS API



## Outputs

- Weekly production schedule by product
- Ingredient procurement recommendations

- Staff scheduling suggestions

## AI Business OS



### Key Metrics

- Forecast accuracy percentage
- Food waste reduction rate
- Production efficiency improvement



### Tools & Integrations

- n8n Scheduler
- Toast POS
- FlexiBake
- Weather API
- Google Calendar API
- BakeSoft
- Python/ML Engine
- Custom Algorithm
- GlobalBake
- Email/SMS API

## AI Business OS

Actionable AI implementation strategies for business leaders ready to transform their operations.

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