

# Supply chain demand forecasting

Automatically analyzes historical sales data, current inventory levels, and market trends to generate accurate demand forecasts for production planning. Optimizes inventory management and reduces stockouts while minimizing excess inventory costs.

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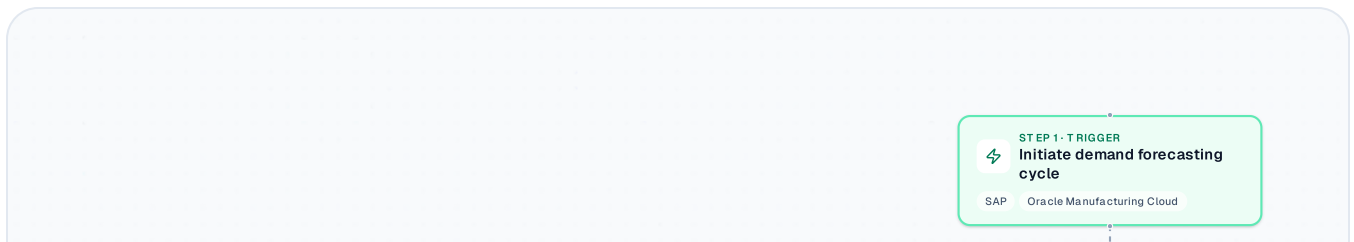
## WORKFLOW TRIGGER

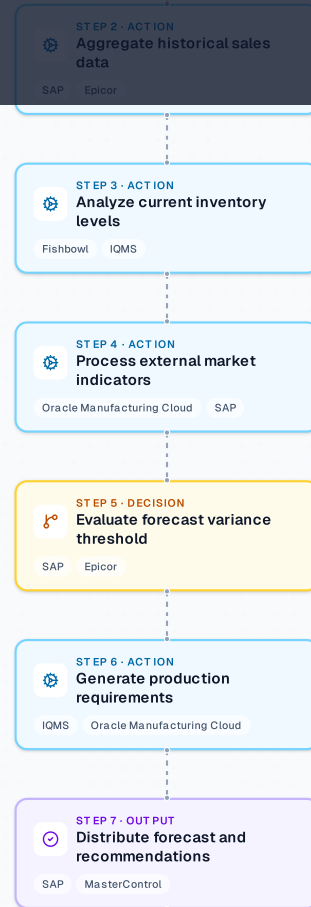


Monthly demand planning cycle begins or significant market data update is received

## 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 demand forecasting cycle

Monthly planning cycle starts or external market data triggers an updated forecast analysis. System begins collecting required data from multiple sources.

2

 ACTION

### Aggregate historical sales data

Retrieves and consolidates 12-24 months of historical sales data, seasonal patterns, and product performance metrics. Cleanses data for analysis accuracy.

SAP

Epicor

3

 ACTION

### Analyze current inventory levels

Pulls real-time inventory data including stock on hand, work-in-progress, and committed orders. Calculates current inventory velocity and turnover rates.

Fishbowl

IQMS

4

 ACTION

### Process external market indicators

Incorporates external data such as economic indicators, competitor analysis, and industry trends. Applies machine learning algorithms to identify demand patterns.

Oracle Manufacturing Cloud

SAP

5

 DECISION

### Evaluate forecast variance threshold

## AI Business OS

Compares new forecast against previous predictions and checks if variance exceeds predefined thresholds. Routes high-variance forecasts for manual review.

SAP

Epicor

6

 ACTION

### Generate production requirements

Translates approved demand forecast into detailed production schedules and material requirements. Creates purchase recommendations for raw materials and components.

IQMS

Oracle Manufacturing Cloud

7

 OUTPUT

### Distribute forecast and recommendations

Automatically sends demand forecasts to production planning, procurement, and sales teams. Updates ERP systems with new planning parameters and generates executive dashboards.

SAP

MasterControl



### Outputs

- Updated demand forecast by product line

## AI Business OS

- Production schedule recommendations
- Purchase order suggestions
- Inventory optimization report



### Key Metrics

- Forecast accuracy percentage
- Inventory turnover rate
- Stockout reduction percentage



### Tools & Integrations

- SAP
- Oracle Manufacturing Cloud
- Epicor
- Fishbowl
- IQMS
- MasterControl

# AI Business OS

## AI Business OS

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

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