

# Demand forecasting and planning

This workflow automatically analyzes sales data, external factors, and inventory levels to generate accurate demand forecasts and purchasing recommendations. It helps retail businesses optimize inventory levels, reduce stockouts, and improve cash flow through data-driven planning.

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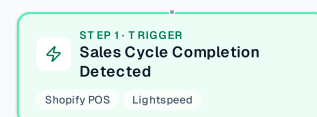


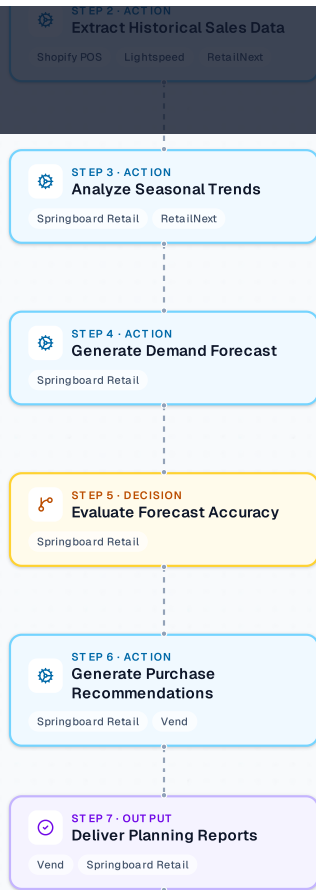
## WORKFLOW TRIGGER

Weekly sales cycle completes or inventory levels reach reorder threshold

## 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

### Sales Cycle Completion Detected

The workflow triggers when the weekly sales reporting period ends or when any product inventory drops below predetermined reorder points. This ensures regular forecasting cycles and responsive inventory management.

2

 ACTION

### Extract Historical Sales Data

Pulls comprehensive sales transaction data, product performance metrics, and customer purchase patterns from the last 12-24 months. This data forms the foundation for accurate demand prediction models.

Shopify POS

Lightspeed

RetailNext

3

 ACTION

### Analyze Seasonal Trends

Processes historical data to identify seasonal patterns, promotional impacts, and cyclical demand fluctuations for each product category. External factors like holidays and market trends are incorporated into the analysis.

Springboard Retail

RetailNext

4

 ACTION

### Generate Demand Forecast

Creates predictive models using machine learning algorithms to forecast demand for the next 4-12 weeks by product and category. The system accounts for lead times, seasonality, and growth trends.

Springboard Retail

5

 DECISION

### Evaluate Forecast Accuracy

Compares new forecasts against recent actual sales performance to determine confidence levels. High-confidence forecasts proceed to automated ordering while low-confidence predictions require manual review.

Springboard Retail

6

 ACTION

## Generate Purchase Recommendations

Creates specific purchasing suggestions including quantities, timing, and supplier recommendations based on forecast results and current inventory levels. Considers budget constraints and storage capacity.

Springboard Retail

Vend

7

 OUTPUT

## Deliver Planning Reports

Distributes comprehensive demand forecasts, purchase orders, and inventory planning dashboards to buyers, managers, and stakeholders. Includes automated alerts for critical stock situations requiring immediate attention.

Vend

Springboard Retail



## Outputs

### AI Business OS

- Weekly demand forecasts by product category
- Automated purchase order recommendations
- Inventory optimization dashboard
- Stock-out risk alerts



### Key Metrics

- Forecast accuracy percentage
- Inventory turnover rate
- Stock-out incidents reduced
- Excess inventory reduction



### Tools & Integrations

- Shopify POS
- Lightspeed
- RetailNext
- Springboard Retail
- Vend

## AI Business OS

## AI Business OS

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

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