Valtitude + **forecast pro®**

PLANNING

Powerful & Affordable Cutting Edge Planning Solution

Valtitude Technologies

- **CONSULTING AND SOLUTIONS**
- **FOUNDED IN 2004**
- **USA, INDIA, CHINA AND UK**
- **REBRANDED AS VALTITUDE**

Strategy Consulting

- ✓ Demand Planning and Sales Forecasting
- ✓ Sales & Operations planning (S&OP)
- ✓ Inventory Optimization
- ✓ Supply and Replenishment Planning
- ✓ Supply Chain Optimization

Technology Implementation

- ✓ Usability Consulting to re-engineer SCM Solutions
- ✓ Implementation of Advanced Planning Solutions
- ✓ Deep Expertise in SCM applications
- ✓ Custom Software for SMB Clients to meet their unique needs

PLANNING SERVICES

USABILITY SOLUTIONS

PLANNING WORKSHOPS

Competencies

Demand Modeling and S&OP

- Demand Modeling and Key Account Planning
- VMI and Demand-driven Forecasting
- Demand Consensus Process Transformation
- Integrated Sales & Operations Planning - IBP

Supply Chain Optimization

- Optimization of the Order to Cash Process
- Inventory Analytics
- Production Planning Strategies
- Rough Cut Capacity Planning

Training and Support

- Concepts Training on DP, SCM and S&OP
- Hands-on Tool Training on various SCM application platforms
- Outsourced Center of Excellence
- Monthly on-going Support

Technology Solutions Implementation

Solutions Consulting

- ✓ Usability Consulting
    - ✓ Statistical Model Tuning
    - ✓ Algorithmic Planning

- ✓ Implementation of SAP IBP, SAP SCM, JDA, Oracle ASCP
- ✓ Diagnostics and Process Audit

Advanced Planning Systems

- ✓ Demand Planning
- ✓ Replenishment Planning
- ✓ Production Planning and Capacity planning
- ✓ Process Transformation for Demand and Supply
- ✓ Detailed Scheduling
- ✓ Hands-on training

PlanVida Data Analytics

- ✓ Data Analytics
- ✓ Outsourced Planning on the cloud
- ✓ Forecastability and Product Segmentation
- ✓ Inventory Classifications
- ✓ OTIF and supply metrics
- ✓ WMAPE, Bias and demand metrics

Our goal is to help companies build better planning and forecasting capabilities.
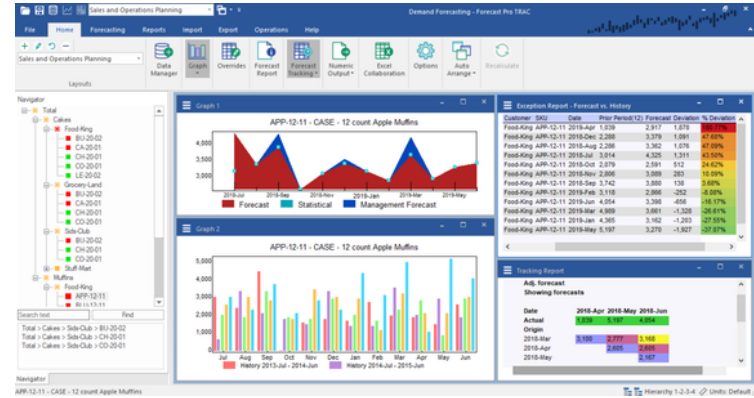
What is Forecast PRO?

Forecast Pro is proven off-the-shelf software used by organizations around the globe for creating statistically-based accurate forecasts that can be readily integrated into broader planning systems. Designed specifically for business forecasters, Forecast Pro is easy-to-use yet provides state-of-the-art methods and comprehensive tools, making it easy for you to automatically create reliable forecasts in seconds.

Forecast Pro is used by more than 40,000 forecasters worldwide across a wide range of industries, in organizations both big and small

Easy, Accurate & Affordable

- tools for efficiently managing, monitoring, and improving forecast processes
- easy integration into larger planning systems
- built-in capability to support S&OP processes
- low IT overhead
- forecast value add reporting

Forecasting Methods

With Forecast Pro, you can create accurate forecasts quickly using established statistical methods. Forecast Pro models accommodate variety of pattern and demand challenges.

Best Fit Modeling	Machine Learning	Exponential Smoothing	ARIMA	Causal Models	Event Models

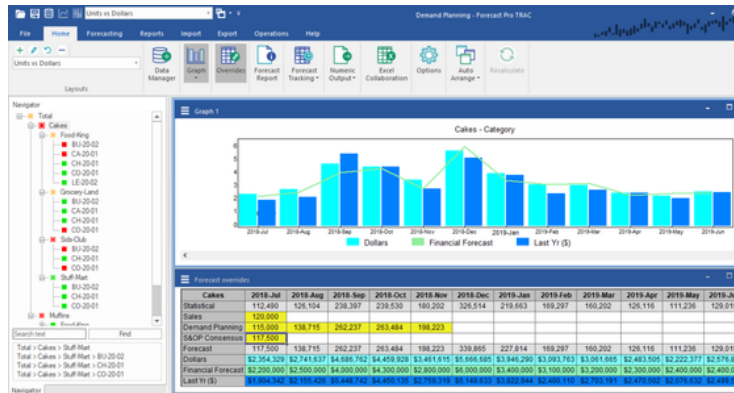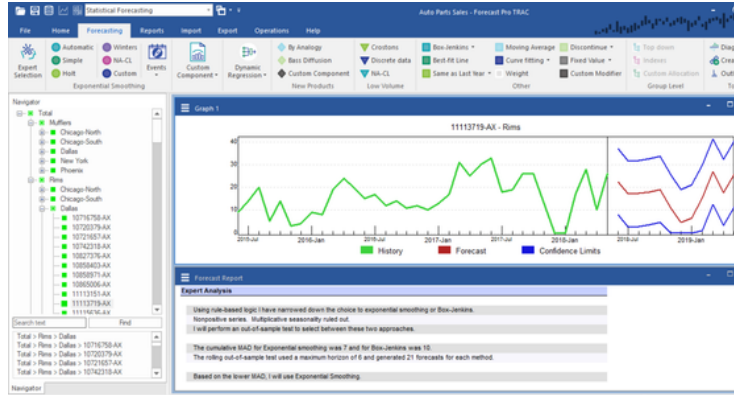| Hierarchy Modeling	PLM	Calendar Weighting	ABC XYZ	Curve Fitting	YOY & SMA

Forecast PRO Capabilities

Forecast Pro offers a comprehensive portfolio of tools for solving a wide range of forecasting challenges.

Automatic AI-driven Forecasting

Forecast Pro's automatic "best pick" algorithm allows you to generate accurate forecasts, even for thousands of items, in a matter of seconds and will account for seasonal patterns, trends, business cycles, promotional activity and more. If you prefer to specify the forecasting approach, Forecast Pro provides menu-based custom modeling options and a comprehensive set of diagnostic tools. Visit the Forecasting Methodologies page for a complete list of statistical methods implemented in the software.

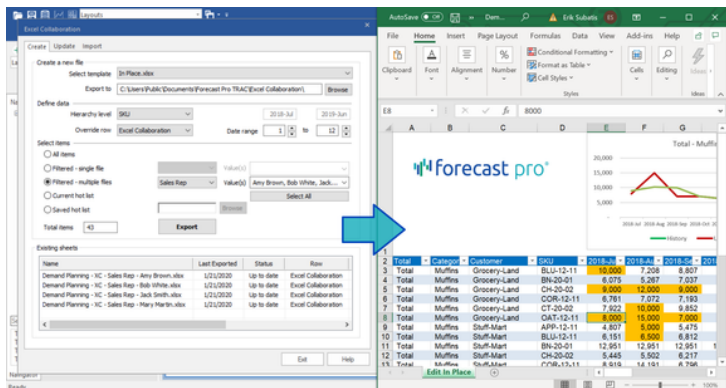
Customized Hierarchies & Multiple Units of Measure

You can forecast at any level of granularity and easily view/report aggregate data and forecasts. Forecast Pro also supports hierarchy pivoting and the ability to work with forecasts in units, dollars, and other units of measure simultaneously, allowing different parts of your team and/or organization to view the forecasts how they want to see them.
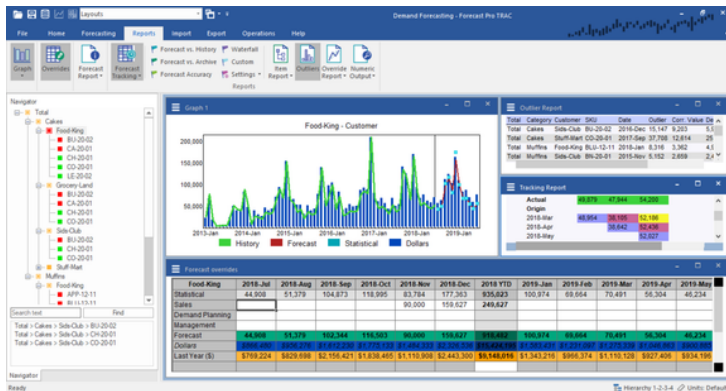
Forecast PRO Capabilities

Easy Forecast Adjustment & Collaboration

Forecast Pro makes it easy to collaborate with others to establish the final forecast. A robust, Excel-like grid control allows easy adjustment by percentage, increments, or by simply entering new values. Adjustments to the forecast can be made at any level in the hierarchy, and all changes are automatically reconciled. Handy comment fields make it easy to document changes, and override reports provide total transparency. Stakeholders can collaborate seamlessly in the application itself or via Excel.
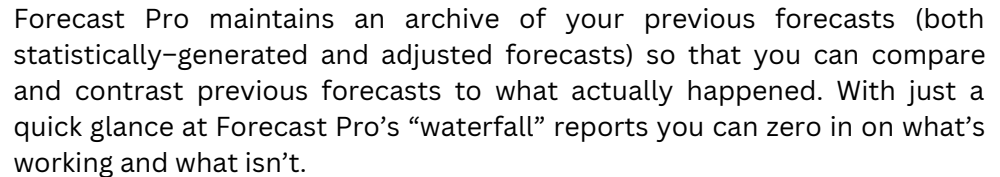

Sales and Operations Planning (S&OP)

In support of your organization's S&OP process, you can import supplementary data into Forecast Pro – such as other forecasts, current inventory, and open orders – to build customized reports and graphs.

Forecast PRO Capabilities

New Product Forecasting

Forecast Pro enables you to map history from existing and/or discontinued items into the new items you want to forecast. Product Mapping (aka Item Supersession) is useful in a wide variety of situations including forecasting replacement products, introducing product-line extensions, transitioning to new warehouses, and many more.

Forecast Accuracy Reporting

Forecast Pro maintains an archive of your previous forecasts (both statistically–generated and adjusted forecasts) so that you can compare and contrast previous forecasts to what actually happened. With just a quick glance at Forecast Pro's "waterfall" reports you can zero in on what's working and what isn't.

Forecast PRO Capabilities

Exception Reporting

Forecast Pro's flexible exception reporting allows you to focus on areas that need your attention. The reports are easily customizable to reflect different performance metrics – such as forecast vs. history or whether forecast error exceeds a pre-defined threshold – and give you a quick way to identify potential problem areas.

Forecast Value Add Reporting

With Forecast Value Add reporting you can track accuracy across each step of your forecasting process. Easily compare the statistical forecast, final forecast, and/or specific overrides to what actually happened. This at-a-glance report helps you quickly identify which steps or participants in your forecasting process are adding value and which are making your forecasts less accurate.

Testimonials

MARS

Forecast Pro has allowed us to have deeper discussions with better information. By coupling the quantitative framework provided by Forecast Pro TRAC with the qualitative input from sales and marketing, we are able to create true consensus. The end result is not only buy-in from different parts of the organization, but a crisper view of the market and its needs.

John Romano, Honeywell Safety Products

Demand Planning LLC has an amazing ability to morph into employees of the company and tackle challenges head on. As a team they delivered on their commitments and institutionalized a new Statistical forecast process that fit within the business constraints. A must hire!

Project Leader, Honeywell Safety Products

Demand Planning LLC helped us assess where we are now and what is required to improve the process. It was very useful in clarifying process requirements for an important input to the service management. Was a good platform for us to go to our companies and tailor to our particular needs.

We partnered with Valtitude to assess our current approach to the quantification of True Demand and to generate a proof-of-concept for an improved methodology. The Valtitude team was very thorough in their analysis of our business and provided a number of key observations/recommendations which will enable us to improve our application of True Demand. We enjoyed working with them and would recommend them to any business interested in improving their demand planning processes.

Demand Planning Lead, MARS

Mars Petcare US partnered with the Valtitude team in 2021 to address specific questions and opportunities around the topic of Demand Planning. The objective was to demonstrate how our approach to the quantification of "true demand" could be improved, in support of better forecasts and better service. Valtitude conducted interviews and a diagnostic of our processes, tools, and data. Outcomes provided important learnings and insights. That was followed by a proof of concept for a new and improved approach to "true demand", one which was analytically sound and robust, a step forward relative to our previous approaches. Valtitude helped us by bringing to the table in depth knowledge of best practices, and an external perspective that helped us look at our challenges under a new light. As result, we feel confident about having achieved a new level of thought leadership on the topic of true demand, which will help not just our immediate demand planning group, but also have end-to-end impact. Valtitude was the right partner for the types of questions that we had, and we would recommend them for any organization looking to advance their demand planning practices.

Director Demand Planning, MARS

The developments with Forecast Pro TRAC take our forecasting process to new levels. We now have the opportunity to have a fully integrated S&OP process using just one tool rather than many disparate ones.

Tony Johnson, Cardinal Health Australia

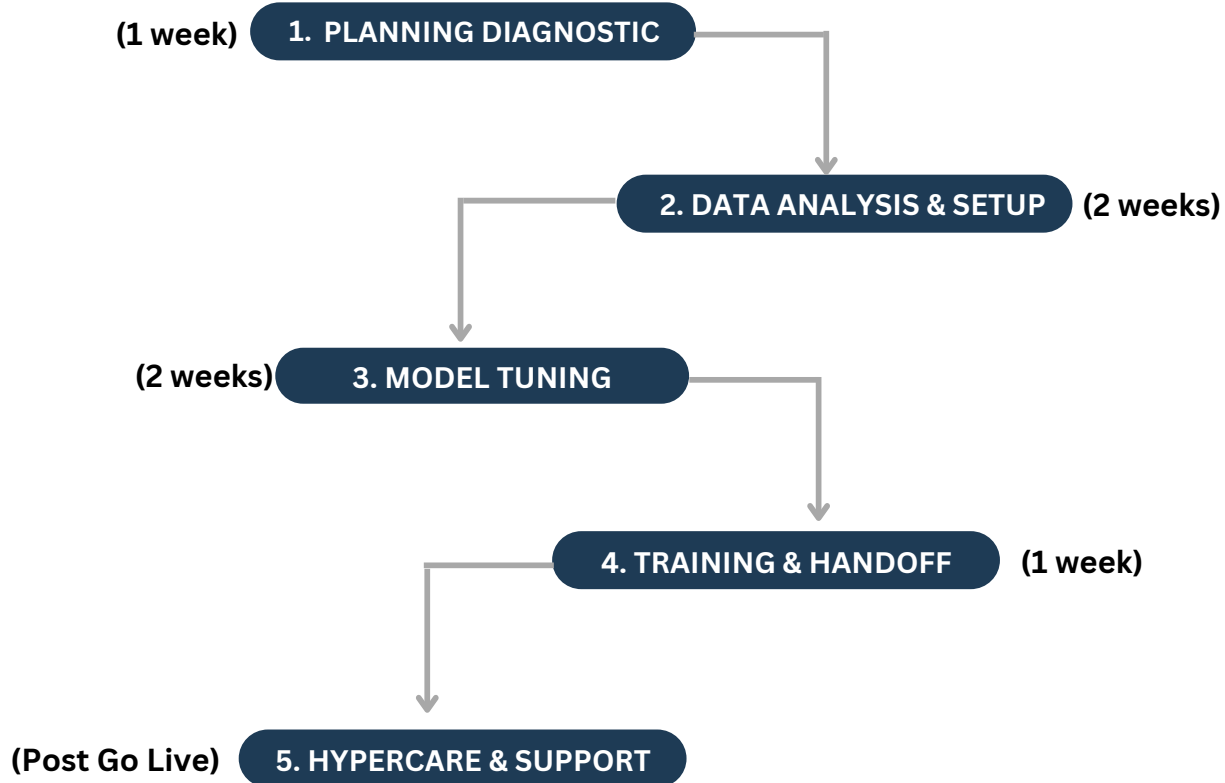Forecast Pro is one of the quickest yet accurate forecasting tools that I have ever come across.

Osman Mustafa, Frito-Lay, Inc.

Director of Supply Chain - It is remarkable that the implementation of the software took only one month and offered outstanding accuracy in results. ForecastPro TRAC is by far the easiest forecasting tool I have come across and saves many hours of monthly workload. Both senior management and I are very impressed with Demand Planning LLC. Great job!

Director of Supply Chain, Jif-Pak

Snapshot Of Our Clientele

CPG / Food & Beverage

Aerospace / Technology

Fashion/FMCG/Pharma

About Us

We provide a customized implementation for Forecast PRO suite of products for our SMB clients who have benefited from the rapid implementation of Forecast PRO in as few as ten days.

We work with you to develop key reports and train you on the Forecast PRO features, navigation techniques, statistical modeling and forecast reporting in the context of your monthly demand planning cycle.

Since 2004 Valtitude has been helping clients implement best practice SCM solutions. Our clients include many in the fortune 500 such as Qualcomm, Pepsi Foods, Facebook, Honeywell, etc.

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