Predictive Planning & Forecasting

What if you could integrate Financial Planning with Predictive Planning and Forecasting?

To be successful, businesses must ensure their strategic decision making and traditional financial planning processes are working together. Predictive algorithms offer game-changing potential to dramatically improve both forecasting accuracy and allow flexibility in strategic decision-making. In many organizations, predictive modeling supports operational planning processes, but plays no part in either financial or strategic planning. As a result, leadership misses the opportunity to maximize top and bottom-line performance. QueBIT's solution changes this status quo by integrating traditional Financial planning with fully automated Predictive Forecasting.

### Transform Your Predictive Planning Process with Analytics

The gap between predictive modeling and traditional financial planning processes is largely driven by two factors:

1. A lack of experience and knowledge of data science within the finance functions of organizations
2. A lack of confidence in Predictive algorithms delivering acceptable accuracy

**Predictive Planning addresses both issues in several unique ways.**

First, you require no knowledge of data science to achieve extremely accurate predictive forecasting. QueBIT's Predictive Engine delivers a highly automated forecasting engine, while allowing existing Finance team-members to easily understand drivers, tweak business rules, and add data sources, as desired.
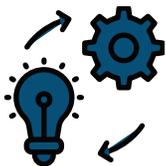
Second, the predictive forecasts are generated as an initial baseline for traditional methods of planning and forecasting; which allows planners to make adjustments and avoid the perception of these models being imposed on them. Instead, planners see predictive forecasts as decision-support.

QueBIT®

Analyze. Plan. Achieve.

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Predictive Planning and Forecasting by QueBIT incorporates a user-friendly interactive budgeting and intelligent planning environment with highly accurate predictive demand forecasts generated using advanced statistical and machine learning forecasting techniques.

The QueBIT Team's unequivocal experience implementing demand planning solutions drives gains in capital and resource management and supply chain efficiency that can results in millions of dollars in incremental revenue.
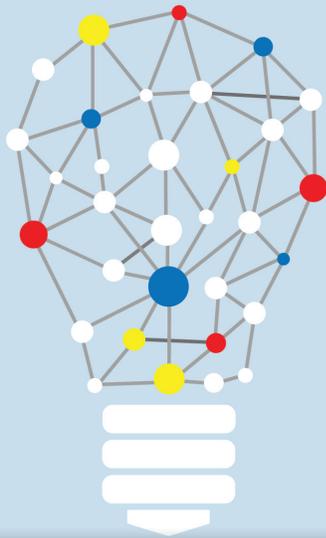
By implementing our Predictive Planning and Forecasting Solution, clients can expect the following:

- An average of 60% overall reduction in Planning hours
- 50% + Improvement in forecast accuracy
- Increased sales up to 15%
- 50% reduction in budget cycles

What Makes QueBIT's Predictive Planning and Forecasting Solution Unique?

Let's face it, forecasting demand for stable, long term products is generally a straightforward process. The demand for these products is easily anticipated and it is unlikely that there will be major deviations in that demand from one period to the next. Regardless of the forecasting tool, most organizations will be able to forecast this demand within an acceptable tolerance.

Unfortunately, low, and high velocity (long tail) products, new products, and products where sales are heavily influenced by life cycle are much more difficult to anticipate – this is where the QueBIT Solution excels.

Our approach provides the following capabilities to support the development of highly accurate forecasts:

- Multiple models increase accuracy, rather than a single approach
- Causal variables provide forecast accuracy and scenario testing
- Product life cycle provides useful insight to inform the product demand
- What-if analysis and business modeling scenario planning without the help of IT
- Read/write functionality with configurable workflow
- Integration of sales and inventory plans with financial planning and reporting
- Easily integrates with existing order management and supply chain planning systems

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