


3 Demand Forecasting Tools Needed for Retail Success




“I suppose it is tempting, if the **only tool you have is a hammer**, to treat everything as if it were a nail.”

- Abraham Maslow



**Don't Get Overwhelmed by
All the Tools
(or Excel spreadsheets, 😊)
Available for a Job**

The background of the image consists of several yellow measuring tapes laid out horizontally. The tapes are marked with black numbers and red numerals. In the bottom right corner, there is a green and orange tape measure. A dark blue rectangular box is overlaid on the center of the image, containing white text.

You Need the Right Tool for
a Job Whether Craftsman
or Inventory Analyst

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1) A Demand Forecasting System Must Use Decimals, Not Whole Numbers. Needed for slow and intermittent demand

Most Forecasting Systems were developed for Manufacturing, Not Retail- *so only whole number forecast PLUS it's easier (cheaper software) for computer to process integer only values.* Your software maker thanks you for choosing less.



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2) Forecast Algorithms
MUST Support Regular,
Promo, Closeout, and
Lost Sales Types

Do you treat promotional sales different than regular sales...hope so...

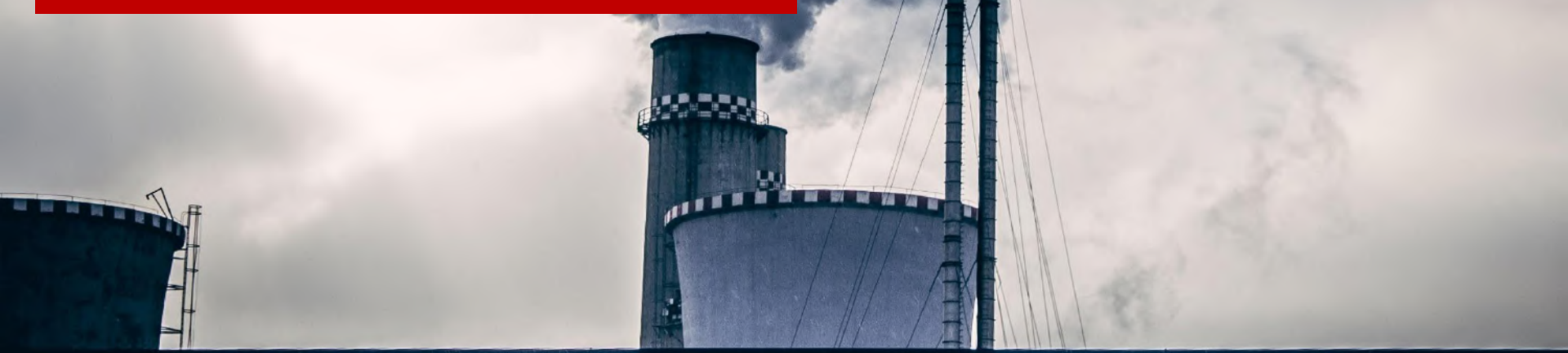
Your demand forecasting tools must separate and treat special sales differently when demand forecasting your future business.



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3) Make Sure Your Demand
Forecasting System is Not a
Planning System

A Planning System has a top down approach. Top Down 'push' models react slowly to the Internet of Things world. *Customers react and respond faster than planning systems. The slow response planning systems are resulting in 17,000 retail locations expected to close in USA in 2017.*





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Does your forecast system produce a non- decimal forecast, integer (really old)?

Does your 'forecasting' automatically treat special sales like promo, lost differently?

Do you have demand planning...ooops?

Our iKIS™ demand forecasting and supply chain solution has robust exception management and collaboration tools to help you and your team

“ Tighten the Links in your Chain™ ”

[Request FREE Demo](#)



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