



SAS® FORECASTING SERVICE

■ Key Benefits

- Rapidly Build Accurate Demand Forecasting Models:** Our expert SAS® forecasting consultants will work with you build accurate models taking into account trends, seasonality, external events and behavioural characteristics. They will optimise your use of SAS forecasting technologies.
- Consolidate Forecasts Through A Hierarchy:** We deploy a number of methodologies to ensure that your forecasts are consistent through all levels of your hierarchy.
- Reduce Risk and Control Costs:** SAS forecasting experts are familiar with all aspects of SAS technology and understand how to deliver best value from the SAS® Framework for Business Analytics. By dealing with our experts, you can be sure that the job will be done properly first time.
- Educate And Prepare Your Staff:** We will conduct knowledge transfer, process consulting, model management and high-end analytics consulting ensuring your staff become self-sufficient.



**THE
POWER
TO KNOW®**

Inaccurate forecasting can present a considerable risk to your organisation restricting your ability manage profitability, eliminate fraud and comply with best practice directives. This is often caused by unsophisticated IT systems, biased internal processes, insufficient quality data and poorly performing forecasting models.

The SAS® Forecasting Service allows you to rapidly benefit from your investment in SAS forecasting software. Working closely with you, our experienced forecasting consultants will maximise the advantage that SAS forecasting software brings to fully quantify the effects of trends, seasonality, events and behavioural characteristics have on historical demand. This information is then used to build models which quickly generate accurate forecasts of future demand, providing a greater insight into what is going to happen so you can plan accordingly.

Service description

During the service, our consultants will work with you to develop the most accurate forecasts possible. Through the use of knowledge transfer, process consulting, model management and high-end analytic consulting, we will also ensure you become self-sufficient by providing a foundation for these areas.

The forecasts are generated using input data sources that capture the relationships between historical demand, promotions and external events that could impact demand. Our consultants go through an iterative

process of building and tuning models to produce highly accurate forecasts.

If your forecasts need to be consolidated through a hierarchy. We will be able to utilise a number of methodologies to ensure that they are consistent through all levels of the hierarchy whilst maintaining accuracy.

Once the models have been generated, business rules can then be automatically applied to ensure that erroneous output is not produced. Examples of this include implementing maximum or minimum daily limits or providing a facility to manually override forecasts.

Service activities

Over the course of the project, SAS forecasting consultants will:

- Review objectives with your technology team and business sponsors
- Conduct interviews to understand your data, processes and technical architecture requirements
- Build and tune iterative demand forecasting models which take into account the relationships between historical demand, promotions and external events
- If required, make use of methodologies to ensure that the forecasts are consolidated through all levels of the hierarchy
- Apply business rules to ensure that erroneous outputs are not produced

- Through knowledge transfer, process consulting, model management and high-end analytical consulting ensure that your staff will become self-sufficient
- Review all findings and documentation with your team and any executive sponsors.

Service deliverables

Once the service is completed, SAS forecasting consultants will provide you with a project summary document.

Estimated duration

Duration may vary in line with your particular requirements and the sophistication of your analytical and IT environments.

Estimated price

Price depends upon various factors: level of effort, required skills or expertise, market demands and business strategy. Contact your SAS Account Manager to determine the estimated price and duration of this service, and for more information about related services. All travel and expenses are additional.

The SAS Advantage

We understand and can apply SAS technology better than anyone else. Our development expertise spans three decades, and our experience with customers around the world is unrivalled. You can rest assured that with every engagement, our methodologies and best practices will deliver tangible results for your organisation.

Now, with the SAS Forecasting Service you can benefit from expert consultancy to build accurate demand forecasting models.



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