



Forecasting RESULTS

SAS RESULTS

All organisations face challenges and are presented with opportunities. This invariably means there are questions that require answers.

SAS RESULTS enables organisations to meet these challenges and take advantage of the right opportunities by making the best possible decisions.

With our service, SAS hosts your data and our team of experts use our advanced analytics software to identify patterns that impact your organisation.

With our experts' skills acquired across industry, together with SAS intellectual property, there are very few problems that cannot be solved.

You receive the RESULTS you need.

Benefits

Obtain expert help – SAS RESULTS tackles the difficult business issues, often seen as “too hard right now”.

Access to skilled resource – Many organisations struggle to recruit and retain analytical talent. SAS RESULTS provides access to these highly skilled individuals.

Fast turnaround of key projects – Organisations often face difficulty in getting the right blend of IT and business to deliver key projects. SAS RESULTS will provide rapid ROI.

Bring in-house – As business conditions demand, SAS will provide support to enable organisations to bring SAS RESULTS in-house.

For organisations that need to produce numerous forecasts with a high degree of accuracy, the forecasting process can be problematic. For example:

- There may be too few skilled analysts or too many forecasts for existing staff to analyse within a reasonable time frame
- Subject matter experts may be using their intuition to generate their forecasts
- There may be a lack of understanding about which events and factors may be influencing demand.

All of these factors will have a detrimental effect on forecast accuracy which leads to excess inventory or poor product availability, poor customer service, and increased costs.

Forecasting RESULTS

To use our Forecasting RESULTS service, you simply provide us your historical data and associated events. We will then generate your forecasts and deliver these back to you in a timely manner and at the frequency you require. The forecasts generated will be the most accurate that are possible with the data available to you. There is no limit to the number of items that we are able to forecast, the level of granularity or the frequency to which you require these forecasts.

A Cloud-based Service

SAS' Forecasting RESULTS service is designed to integrate into your existing business workflow and is delivered from a secure, high-performance data processing environment located in Australia.

SAS provide the ideal infrastructure, application management, operation and support environment via our team of experts who can best apply our industry leading forecasting capabilities.

You can be confident that SAS takes the responsibility for maintaining the optimal ongoing performance of the service, including test, development, and back-up environments.

SAS has been in the business of hosting services for over 10 years.

When the time is right you have the option of being able to transfer the service in-house.

Benefits

Improved customer service through reduced wastage, stock-outs, inventory

Our forecasts will reflect the realities of your business by using a combination of historical data and advanced analytical methodologies, allowing you to improve your ability to plan future events with confidence.

Focus on the decision making

We will take care of the analytical 'legwork' and work collaboratively with you to utilise the knowledge you have of your organisation and the market in which you operate.

Quick start

Our forecasting software is already installed within a cloud infrastructure eliminating the time and effort needed to create a forecasting platform.

This service utilises our large scale forecasting engine and our industry aligned forecasting experts.

The set up costs of having to hire scarce analytical resource, procure forecasting software and buy dedicated hardware are eliminated.

Deliverables

We will provide you with your forecasts at the frequency and horizon that you specify. They will be delivered to you via an electronic feed in whatever data format that you require to enable you to embed the forecasts into your current business processes.

We will also provide you with an understanding of the driving factors that make up your forecasts. This will enable you to understand the levers that affect your forecasts which you can alter to either increase or decrease demand.

We can also provide you with a dashboard that monitors the accuracy of our forecasts over time through Visual RESULTS.

Pricing

The price of the service is dependent on several factors:

- **Number of series** - Number of unique items that you would like to forecast i.e. number of products, call categories, etc.
- **Frequency of forecasts** - Time frequency required such as ½ hourly, daily, weekly, monthly forecasts.
- **Horizon of forecasts** - Horizon that you need forecasts for, such as 1 day, 2 days, 1 month, or 2 months ahead.
- **Number of additional updates to forecasting model in a year** - Relationships between demand and events are consistently changing and as part of the service the models will be upgraded once a year. This can be increased if it is felt that you would benefit from more accurate forecasts.
- **Data sourcing and preparation requirements** - Additional data sources may be needed and/or existing data may require additional preparation to improve the accuracy of forecasts.

The SAS® Difference

Proven experts - We are globally recognised as the industry leader in forecasting and have been producing accurate forecasts since we were founded in 1976.

Scalability - There is no limit to the number of forecasts that we can generate. We are working on projects where customers require 1,000 forecasts and some where they require over 10 million forecasts.

Flexibility - As you are able to flex how many series we forecast, their frequency and the horizon, we can create a forecasting service that exactly meets your requirements.

Future Proofed Service - As your organisation's analytical maturity increases over time, you may want to run this forecasting service in your infrastructure using your own people. The service is very easy to migrate across to your environments when the need arises.

To find out more, or to discuss this further, please contact:

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