

PEOPLESOFT DEMAND PLANNING



Create quality forecasts across the enterprise.

Incorporate known events into your forecasts.

Collaborate for greater demand chain visibility.

PeopleSoft Demand Planning enables manufacturers and distributors to create quality forecasts based on statistical analysis of demand history, causal factors such as events and promotions, and collaborative input from your organization and trading partners. You can compare calculated and adjusted forecasts to actual sales results. You can improve forecast accuracy by incorporating feedback—and focus on the most important areas.

Collaborative forecasting is integral to PeopleSoft Demand Planning. Sales, marketing, manufacturing—even customers—can provide input on the slice of forecast upon which they have impact. All forecast information can be shared using the web and accessed through role-based portals.

All PeopleSoft applications are built on a common internet architecture. That gives you a truly integrated system. You can rely on PeopleSoft Demand Planning—in concert with PeopleSoft Order Management, Inventory, Inventory Policy Planning, and Supply Planning—to manage your supply chain requirements with one powerful, intuitive solution.

Improve Forecast Accuracy

With PeopleSoft Demand Planning, you can create a base forecast using statistical analysis of historical demand, then add the impact of strategic and tactical plans based on management and customer input.

The benefits of this collaborative process? Improved forecast accuracy and greater management accountability and ownership, not to mention lower inventory, more efficient production, and improved customer service.

Collaborate

The goal of collaborative forecasting is to arrive at a one-number forecast based on everyone's input. Because PeopleSoft Demand Planning is based on PeopleSoft's Pure Internet Architecture™, external as well as internal stakeholders of the forecast can have visibility and make updates through role-based portals. That's true collaboration. Knowledge of future events, dispersed throughout your extended enterprise, can be easily applied to forecast development. And, with direct customer forecast input, you have greater visibility into your demand chain—leading to more accurate forecasts and increased customer satisfaction. With a standard web-browser-based interface, Demand Planning enables remote employees and customers to access and update forecasts—enhancing collaboration across the enterprise.

PeopleSoft Demand Planning's secure, flexible architecture makes it easier for forecasters, planners, and marketing representatives to work together to arrive at a forecast that works across your organization. Individuals or groups can create and maintain their own forecast data without overlapping or corrupting data maintained

by other users.

Collaboration is further enhanced by:

- A wide range of options for configuring page displays. Templates enable you to select defaults and preferences when the system first presents the pages, saving time and providing a tailored working environment for each user.
- Streamlined forecast publishing to other PeopleSoft applications, or to external applications. You can publish data from forecasting models, statistical forecasts, all user-adjusted forecasts, and more. Robust forecast versioning is included so you can save what-if versions of the forecast for future use.
- Item security based on user roles. You control which users can access which forecast items, giving your organization added security and helping prevent mistakes in managing forecast data.

Customize Configuration Views for Specific Requirements

You can easily model a variety of views for forecast data, optimizing your forecast process by meeting the needs of different departments. Give your sales department one view, your marketing organization another view, and your operations group yet another—all based on their individual requirements. Ensure forecast consistency across the enterprise by reconciling different views. Define unique reporting views and/or analytic multidimensional views to address specific user requirements. With web-based viewing, remote users inside and outside the organization—including account managers and customers—can view and update forecasts in a secure environment.

Allocate Multilevel Forecasts

PeopleSoft Demand Planning supports top-down, bottom-up, and middle-out forecasting, so you can develop forecasts in a multilevel structure. Apply aggregate forecasts down to any level and ensure that forecasts are consistent. Override the base forecast, roll up the net change, and use allocation to apply the changes down to any level of detail.

Develop and Evaluate Forecasts—Efficiently

To ensure accurate forecasts, PeopleSoft Demand Planning tests and applies advanced statistical models on order history. Then it utilizes exponential smoothing and seasonality to create the best possible statistical forecast. With support for more than 35 forecast models and accuracy measures, Demand Planning tests each time span and recommends the best one. Apply overrides to reflect events and promotions. Compare all forecasts—online—and select the best strategy. Demand Planning enables you to:

- Audit actual performance of forecasts against historical demand—both graphically and statistically—to facilitate learning, improve future forecasts, and increase organizational performance.
- Process and track forecasts on an exception basis, alerting you of problem conditions such as developing bias, unusual trends, and other user-defined, out-

of-threshold situations. Review and resolve problems with workflow solutions.

- Track and report exceptions using the audit and accuracy inquiry tool.

Use Proven Forecast Calculation and Simulation Models

PeopleSoft Demand Planning uses proven forecast models, accuracy measures, and statistical parameters provided through John Galt Solutions' ForecastX technology. Highlighting the calculation options is a best-fit optimization feature that automatically cycles through 14 forecasting models to find the one that best fits your particular dataset. These models include:

- Adaptive Exponential Smoothing.
- Box Jenkins/ARIMA.
- Census X-11 Additive.
- Croston Intermittent Demand.
- Double Exponential Smoothing—Brown.
- Double Exponential Smoothing—Holt.
- Exponential Smoothing.
- Holt-Winters Additive.
- Holt Winters Multiplicative.
- Linear Regression.
- Moving Average.
- Triple Exponential Smoothing—Brown.
- Weighted Moving Average.
- Census X-11 Multiplicative.

In conjunction with the new calculations, Demand Planning provides a powerful, flexible, and intuitive simulation feature. You can compare multiple forecast model accuracy statistics for an item to determine the most appropriate model to use with the datasets you provide.

Accurately Reflect the Impact of Events and Promotions

To further refine forecasts, PeopleSoft Demand Planning enables you to adjust the statistical forecast to reflect known promotional events and:

- Apply events—promotions, new product introductions, competitor activities, known market influences such as holidays, and so on—to product forecasts using event profiles. Easy-to-view graphs assist in adjusting the forecast, helping you see the long-term effect of overrides.
- Evaluate the effectiveness and profitability of promotions by developing profiles over multiple periods using historical comparison features.

Conduct Lifecycle Planning

With Demand Planning, you can create forecasts that match your product lifecycles.

Develop lifecycle profiles that reflect the way your product behaves—from birth and growth to maturity and decline. And apply lifecycle profiles to new products to evaluate and track performance.

Integrate

With PeopleSoft Demand Planning, it's simple to import historical demand data using bookings, shipments, or billings from PeopleSoft Order Management and Inventory, or other systems. You can also easily import and export forecasts to other systems, spreadsheets, EDI, XML, or databases using PeopleSoft's toolset capabilities. Upload forecasts for each SKU to PeopleSoft Inventory Policy Planning, taking into account time phased safety, excess stock values, and static replenishment values. Used in concert with PeopleSoft Inventory and Supply Planning, Demand Planning enables you to lower inventory costs while meeting your customer demands—and optimize supply chain performance.

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