

DemandSens

Predict the right products to be available in the right quantity in the right place, at the right time

Client Business Challenge

- Demand Forecasting is challenging when
 - Products are perishable
 - Consumer demand is volatile
 - Distribution network is dynamic
- Forecasting process is usually still a tedious process
 - People intensive
 - Human sub-optimal performance
 - Poor Information System Integration
- COTS* AI value proposition is poor
 - Advanced planning & scheduling focus on supply chain
 - Basic statistical forecasting libraries
 - Limited datasets

BearingPoint Contribution



- DemandSens rethinks demand sensing in challenging environments : volatile, dynamic or high frequency markets
- DemandSens leverages state of the art AI & Statistics for a disruptive forecasting accuracy and streamlined user experience
- DemandSens comes with a comprehensive offering (SaaS & Managed services) with a ROI driven business model
- DemandSens leads business in Publishing and is expanding its footprint

Client Business Outcomes

INCREASE DIRECT MARGIN

- Lower distributed quantities and limit shortages
- Up to 10pts of unsold rate decrease

ENHANCE PRODUCTIVITY

- Robotize demand forecasting process & reduce FTEs
- Up to x6 Productivity

CONTRIBUTE TO CORPORATE SOCIAL RESPONSIBILITY POLICY

- Reduce impact on natural resources
- 2 million useless copies avoided in 2019 for one of our client

* Commercial off-the-shelf

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