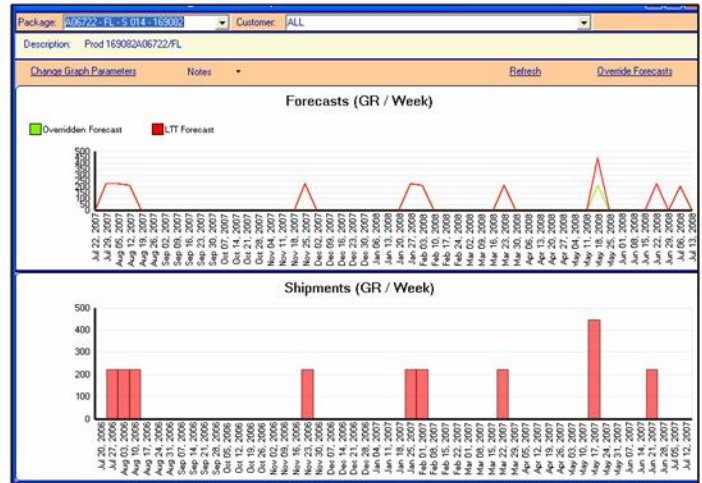




DEMAND FORECASTING — LTT/DF

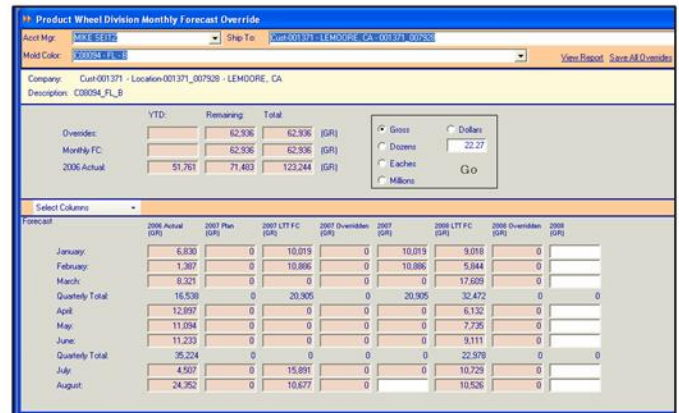
FUNCTIONALITY

- ▶ Calculated over supply lead time by SKU to assure highest accuracy for production planning
- ▶ Patented forecast methods assure high forecast accuracy at the SKU level
- ▶ Every SKU Forecast is recalculated DAILY at each location
- ▶ Automatic selection from 12 different forecasting models, including models that take into account:
 - Sparse demand and seasonal (time series models)
 - Steady demand (curve fitting models)
 - Rapidly changing demand (weighted series model)
- ▶ Blends orders using patented model blending is more accurate than traditional consumption logic
- ▶ Long range, seasonally-adjusted forecast for rough cut capacity planning
- ▶ Collaborative forecasting and override capability



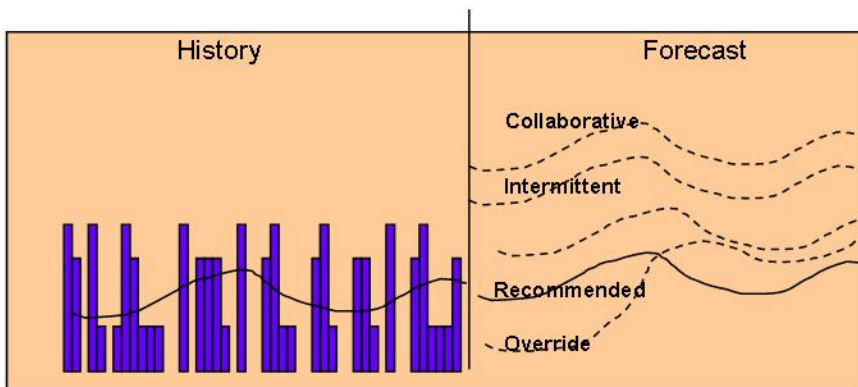
Forecast

Forecast (top) and Sales History (bottom) for each product in graphical format. Overrides to forecast also shown (in green).



Forecast Overrides

Allows overrides to forecast due to known exceptions such as new product start-up or promotions. History also shown.



Multiple Forecasting Methods

Every SKU's data is run through 12 models to determine the best fitting model to be used for that particular SKU