



Demand patterns

Seasonality, trends, weekday-related variation in demand



Business decisions

Promotions and price changes, range changes, changes in display and space



External factors

Holidays, football, weather, local events, competitor activities



Retailer data

POS, retailer forecast, assortments, pricing, promo data, market data, etc



Retailer

CPG



AI-Driven Demand Forecasting

Accurate forecasts and plans for every purpose

Retailer: From intraday to months ahead
CPG: Up to 1.5 to 2 years ahead



Retail Demand Management Forecasting Assortment Planning

Anthony S. Fauci



Retail Demand Management Forecasting Assortment Planning:

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