

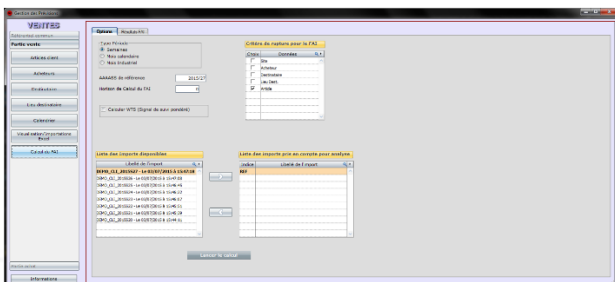
« Put the evolution of customers' forecasts under control »

By calculating these two indicators, « GALION FAI WTS » enables to measure the evolution of your customers' forecasts.

These indicators enable to measure the relevance of the forecasts compared with the shipping for a product.

Goals

- The Forecast Accuracy Indicator (FAI) measures the reliability of the forecast.
- The Weighted Tracking Signal (WTS) measures how much reality differs from forecasts and measures the tendency to overestimate or to underestimate the value of sent or received data.
- To assess sent forecasts.



Use

The audit of forecasting data is integrated to the application.

The system offers to function either on the data received from the customers or on the data transmitted to the suppliers.

Analysis

The application offers the possibility to store images of order books (purchases and sales). A history of the value of forecasts for several consecutive periods is taken into account. A weighting coefficient is used.

The values of the WTS can be compared with the stock coverage rate in plants.

Six good reasons to adopt it

- ➔ Use of standard indicators (FAI and WTS)
- ➔ Justification of volumes over a variable horizon
- ➔ Research and analysis of the eventual causes of non-reliability
- ➔ Possibility to take stock and compare with internal forecasts
- ➔ Easy to use – two days are sufficient to get started
- ➔ Integrated application which has no impact on order books



GALION FAI WTS