

JD EDWARDS ENTERPRISEONE DEMAND FORECASTING



Key Features

- Automatic Best Fit statistical model selection & user-defined selection
- Multi-dimension, multi-hierarchy and multi-level forecast aggregation
- Scenario management for comparing statistical fit of forecast models
- Dynamic conversion rates for multiple units of measure (including currencies)
- Queries for forecasting by attribute(s)
- Optional module for causal and predictor modeling to plan events
- Memory-resident object oriented database for fast data synchronization and quick implementation
- Robust backwards compatible import/export format
- Integrated with Enterprise One via the Supply Chain Business Modeler (SCBM)

Key Benefits

- Statistical forecasting increases forecast accuracy by 5 to 10 percent
- Collaborative forecasting increases accuracy by 20 percent

Are you carrying too much inventory in one warehouse while experiencing shortages in another? Are you always reacting to unplanned orders by inserting production runs that use overtime capacity and materials expedited at a premium? Oracle® JD Edwards EnterpriseOne Demand Forecasting enables your organization to forecast demand effectively using statistical techniques and to manage demand for new product introduction. An optional module adds casual analysis and event planning (promotions).

The Issue: Complex, Effective Forecasting

The ability to more accurately forecast customer demand directly translates to improved and more predictable financial and supply chain performance, reducing your inventory, expediting and over-time costs, while improving customer service. Accurate forecasting is the key driver of your supply chain allowing better production planning, improving fill rates, and anticipating demand opportunities.

Having an accurate forecast is especially key today as supply chains grow more complex and customer behavior becomes increasingly demanding. So, how can you effectively develop a forecast that best reflects the true demand picture, taking into account all the influences on your demand?

The Solution: Demand Forecasting

Oracle's JD Edwards EnterpriseOne Demand Forecasting enables you to efficiently develop a statistically based forecast to predict and plan your future demand. You can use your sales history and other types of time series data to generate statistical forecasts. Complex demand patterns, trends, seasonality, intermittent demand, and demand shifts are identified by using different statistical models, such as exponential smoothing, ARIMA, and Croston's intermittent. The adaptive best-fit model selection forecast engine analyzes and compares the various models to dynamically produce a more accurate forecast your business. A graphical user interface gives you the flexibility to visualize your information in various ways to better understand key issues.

Flexible Modeling

With Oracle JD Edwards EnterpriseOne Demand Forecasting, you have the ability to easily analyze and model your enterprise on an ongoing basis. The flexible hierarchical data structure lets you organize and secure your data to fit your business. For example, you define such key relationships as product hierarchies, geographical organizations, customer types, and sales channels.

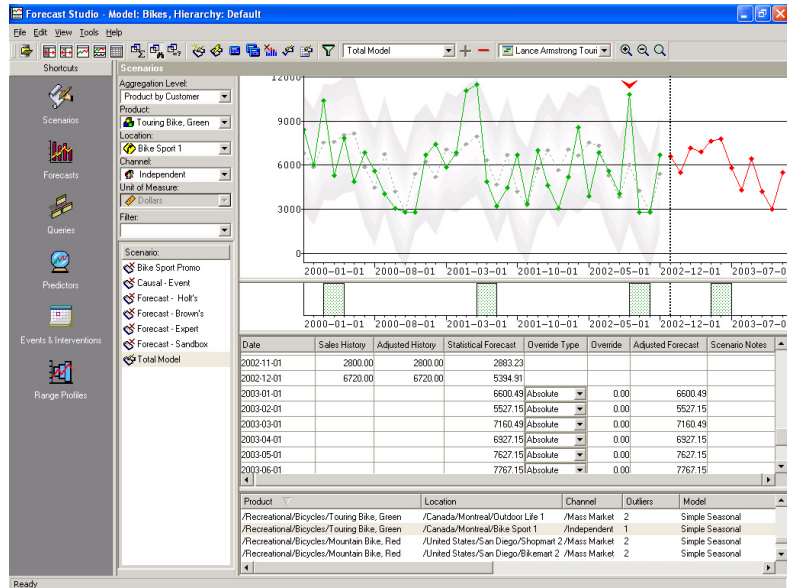
As your business structure changes, you can adapt the model quickly and easily to add new products, change territories, restructure product groupings, and add or

change channel partners. Product lifecycle planning lets you easily plan the demand for new products while other products are phased out. Robust calendaring lets you choose a wide range of forecasting “buckets” needed for your business: weekly, monthly, quarterly, for various fiscal quarters, and annually. The system uses the statistical variance in your demand in conjunction with lead-time and desired service level to recommend optimum safety stock levels.

With scenario analysis, you can focus your time and attention on specific parts of your business, creating different forecasts to reflect different scenarios. If, for example, you’ve just entered a new market, you might want to create optimistic and pessimistic scenarios for comparative analysis before committing to a certain forecast.

Demand Forecasting with Advanced Forecast Modeling

For complex, multifaceted forecasting, additional functionality is available through a supplementary product offering. With Oracle JD Edwards EnterpriseOne Advanced Forecast Modeling, past promotions and other forecasting events are statistically identified and analyzed to determine their impact on your demand. Additionally, multiple external factors, such as demographics and consumer price index, can be evaluated. Consequently, you can better understand the effectiveness of your promotions and campaigns to predict future demand more successfully.



Forecast Studio with causal event management

Higher Profitability with Improved Forecast Accuracy

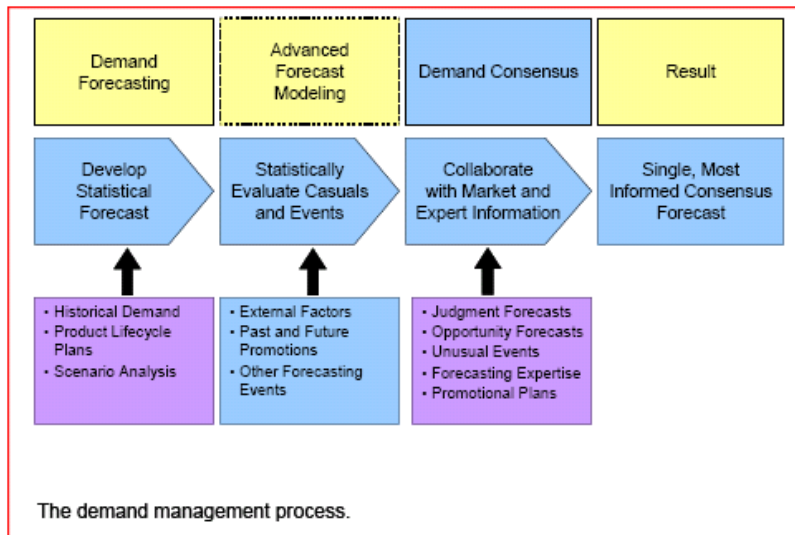
Oracle JD Edwards EnterpriseOne Demand Forecasting helps you generate a more definitive forecast. With a more accurate forecast, you are better able to have the right product on hand. This capability means higher fill rates, which increase customer satisfaction.

In addition, you are better positioned to respond to unexpected demand and with

increased responsiveness while decreasing costs. By improving forecast accuracy, you can optimize your production and distribution plans to reduce excess inventory and capacity buffers.

Added Value Through Collaborative Forecasting

Demand Forecasting, Advanced Forecast Modeling, and Demand Consensus modules from Oracle JD Edwards EnterpriseOne enable collaborative, constraint-based forecasting. You are able to optimize your supply chain planning with Oracle JD Edwards EnterpriseOne Demand Forecasting and Advanced Forecast Modeling modules for statistical forecast generation and Oracle JD Edwards EnterpriseOne Demand Consensus for collaborative planning. Demand Consensus provides a unique ability for all forecast stakeholders, both internal and external, to provide input to the final forecast. Unlike traditional tools, each stakeholder is able to maintain an independent forecast at the forecast hierarchy level and in the unit of measure that makes sense for them. The shared database and data model for these applications facilitates the complete forecasting process, from creating the initial forecast to gathering and reconciling demand information from your supply chain partners to produce a single forecast. Oracle JD Edwards EnterpriseOne Demand Forecasting and Demand Consensus modules help bring you closer to your customers’ requirements, increasing visibility across your supply chain network.



Comprehensively Plan Demand that is Integrated with Oracle JD Edwards EnterpriseOne

Oracle JD Edwards EnterpriseOne Demand Forecasting is integrated with Oracle JD Edwards EnterpriseOne enabling you to implement quickly and realize a quick return on investment.

Incremental Deployment – Get Benefits Quickly

You can deploy all Oracle JD Edwards EnterpriseOne Supply Chain Planning products incrementally, enabling you to start with a smaller planning footprint

quickly, while still leveraging the tight integration once all components are operational. Each additional module requires limited incremental effort to implement since all of the components share a common integration foundation (Supply Chain Business Modeler) and work together seamlessly. If collaborative demand forecasting will generate the most value to your business, you can decide to implement Oracle JD Edwards EnterpriseOne Demand Forecasting and Demand Consensus. Later on you can add additional Oracle JD Edwards EnterpriseOne Supply Chain Planning products such as Production Scheduling while leveraging all of your existing setup.

Oracle JD Edwards EnterpriseOne Supply Chain Planning —The Complete Solution

The Oracle JD Edwards EnterpriseOne Supply Chain Planning suite enables you to efficiently manage customer demand, manufacture products, ship orders, collect payments, and more—all from applications that are built on unified information architecture. This information architecture provides a single definition of your customers, suppliers, resources and products—all aspects of your business. Whether you implement one module or the entire Suite, Oracle JD Edwards EnterpriseOne Supply Chain Planning suite enables you to share unified information across the enterprise so you can make smarter decisions based on greater business insight.

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