

## Product

- ▶ Epicor® ERP

## Benefits

- ▶ Increase forecast accuracy
- ▶ Get major inventory cost reductions
- ▶ Provide higher customer service levels
- ▶ Achieve greater profitability and control

## Automatically increase forecast accuracy

An accurate forecast is a critical supply-chain driver, but many organizations have a limited view of what comes next. Planning teams are left to interpret sales or budget projections and convert them into actionable forecasts of the item mix.

This process is often managed in complex spreadsheets that are difficult to use, scale and share. They also rely on rule-of-thumb forecasting approaches that don't properly account for inherent demand patterns or track how forecast overrides can impact accuracy, resulting in forecast errors that can contribute to lost sales and excess inventory.

## Cloud-based demand planning

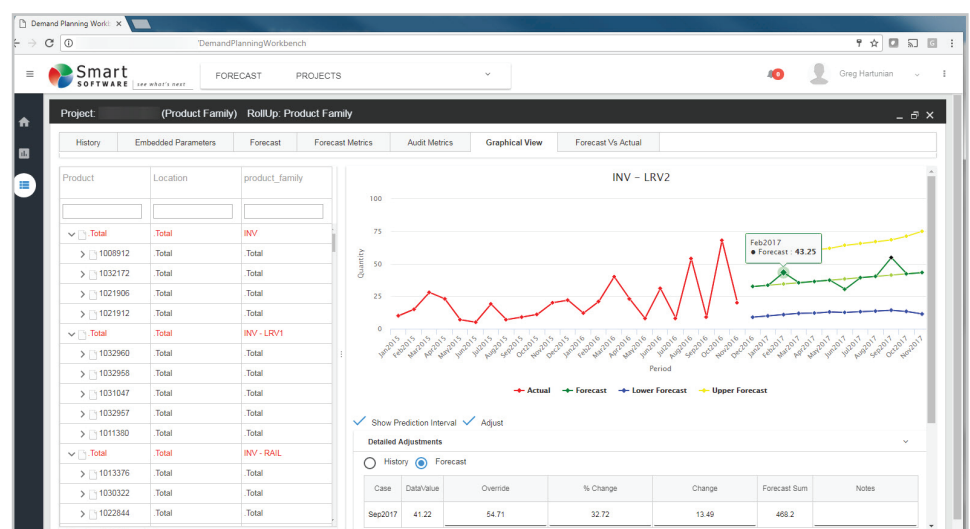
Epicor Smart Demand Planner™ provides cloud-based statistical forecasting that automatically selects the right forecast model for each item—accounting for trend, seasonality, and promotion/event-driven demand. Once the baseline forecast is produced, it is available for collaborative review and consensus planning by authorized stakeholders. Forecast accuracy can be measured to ensure the best possible forecast is delivered to the business at both the aggregate and item-mix levels.

## Features

### Demand planning and forecasting

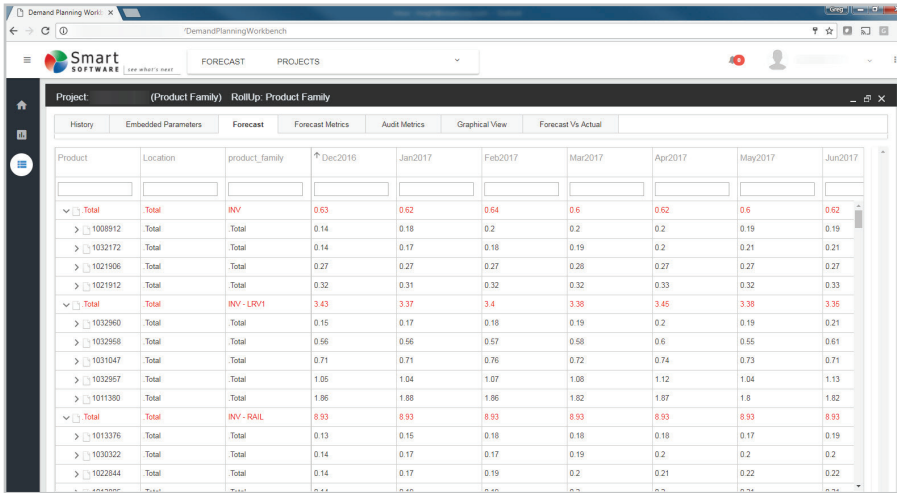
Create forecasts at any level of the hierarchy—customer, item, product groups, or regions. Dozens of forecast models are available, including trending, seasonal, and user-defined approaches. Quantify the impact that promotions will have on future demand, identify and track exceptions, and apply forecast overrides.

For companies that manage many items like component parts, service parts, material requirements planning (MRP), or high-tech equipment, Epicor Smart Demand Planner includes a patented intermittent demand model.



*Easily create and visualize accurate forecasts with the information you need.*

# Epicor Smart Demand Planner



The screenshot displays the 'Demand Planning Workbench' web application. The interface includes a top navigation bar with 'FORECAST' and 'PROJECTS' tabs. Below this, a 'Project' dropdown is set to '(Product Family) RollUp: Product Family'. The main area shows a table with columns for 'Product', 'Location', 'product\_family', and a series of months from 'Dec2016' to 'Jun2017'. The table contains multiple rows of data, including 'Total' and 'INV' values for various product families like 'INV - LRV1' and 'INV - RAIL'.

Product	Location	product_family	Dec2016	Jan2017	Feb2017	Mar2017	Apr2017	May2017	Jun2017
Total	Total	INV	0.63	0.62	0.64	0.6	0.62	0.6	0.62
1008912	Total	Total	0.14	0.18	0.2	0.2	0.2	0.19	0.19
102172	Total	Total	0.14	0.17	0.18	0.19	0.2	0.21	0.21
1021906	Total	Total	0.27	0.27	0.27	0.28	0.27	0.27	0.27
1021912	Total	Total	0.32	0.31	0.32	0.32	0.33	0.32	0.33
Total	Total	INV - LRV1	3.43	3.37	3.4	3.38	3.45	3.38	3.35
102960	Total	Total	0.15	0.17	0.18	0.19	0.2	0.19	0.21
102968	Total	Total	0.56	0.56	0.57	0.58	0.6	0.55	0.61
1031047	Total	Total	0.71	0.71	0.76	0.72	0.74	0.73	0.71
1032957	Total	Total	1.05	1.04	1.07	1.08	1.12	1.04	1.13
1011300	Total	Total	1.86	1.88	1.86	1.82	1.87	1.8	1.82
Total	Total	INV - RAIL	8.93	8.93	8.93	8.93	8.93	8.93	8.93
1013376	Total	Total	0.13	0.15	0.18	0.18	0.18	0.17	0.19
1030322	Total	Total	0.14	0.17	0.17	0.19	0.2	0.2	0.2
1022844	Total	Total	0.14	0.17	0.19	0.2	0.21	0.22	0.22

Share forecasts with internal and external key stakeholders, accessible through a web browser.

## Collaboration

The collaborative forecasting functionality enables forecast-sharing with internal and external stakeholders such as sales and suppliers. Easily access forecasts in need of review via web browser and perform actions such as applying forecast overrides, assigning user roles and items for review, tracking changes in the forecast, define user exception rules, and compare multiple versions of the forecast.

Epicor ERP software using an “out of the box” connector that simplifies implementation and support. The integration allows users to:

- ▶ Auto-import historical shipments and orders
- ▶ Auto-export demand forecasts to drive MRP planning
- ▶ Schedule daily, weekly, or monthly uploads
- ▶ Set schedule of imports/exports with job scheduler

## Integration to Epicor ERP

Epicor Smart Demand Planner seamlessly integrates with

## Epicor Smart platform

Epicor Smart Demand Planner is part of the Epicor Smart Planning and

Optimization platform, which is an integrated set of supply-chain web applications including Smart Demand Planner, Smart Inventory Optimization and Smart Operational Analytics. Smart platform’s common data model and its Epicor ERP integration enables an easy implementation of the other modules when licensed. You can start with Smart Demand Planner to improve forecast accuracy, and when you are ready, simply sign up and turn on Operational Analytics and Inventory Optimization. No new data acquisition efforts are necessary.

## Powered by Smart Software

Founded in 1984, Smart Software is a leading provider of enterprise demand forecasting, demand planning, and inventory optimization solutions. Today hundreds of organizations—including global leaders and cutting-edge small to medium businesses around the globe—use their solutions to plan for demand, optimize inventory, and drive a more efficient supply chain. Smart Software provides analytical planning solutions that help customers to generate a significant economic return for their business.

## About Encompass

Encompass Solutions is a business and software consulting firm that specializes in ERP systems, EDI, and Managed Services support for Manufacturers and Distributors. Serving small and medium-sized businesses since 2001, Encompass has helped modernize operations and automate processes for hundreds of customers across the globe. Whether undertaking full-scale implementation, integration, and renovation of existing systems, Encompass provides a specialized approach to every client's needs. By identifying customer requirements and addressing them with the right solutions, we ensure our clients are equipped to match the pace of Industry.

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