

Newsletter July 2008

Best in Class Consulting

Demand Forecasting and S&OP

Training and Executive Coaching

DemandPlanning.Net
Consulting includes

[Demand Diagnostics](#)

[Demand Modeling](#)

[Metrics Design](#)

[Supply Chain Process
Development](#)

[Forecasting Systems
implementation](#)

What error measure to use for setting safety stocks?

There has always been a lot of confusion about what error to use in calculating the safety stock measures for inventory management. Although the classic formula for safety stock setting says it is the average error over lead time, practitioners have interpreted this to mean various things. The more common and the most mistaken notion is to use the standard deviation of actual or historical demand pattern as the proxy for error in setting safety stock policies. [Read Full article...](#)

Is calculating and reporting forecast accuracy becoming a daunting task every month?

Although most companies use state of the art software for modeling and maintaining the demand plans, measuring and reporting the forecast accuracy as well as other supply chain metrics become an after thought. This is not part of their process design or implementation, so this all gets left to the imagination and creativity of the planners. So the task is left to the mercy of huge excel spreadsheets and massive downloads of item level data and complicated VLookups to make it work.

DemandPlanning.Net provides an user-friendly tool that is highly customizable to your data model and creates analyzable reports in Excel spreadsheets with pivot capabilities. All the metrics required are already built into this software. It also comes with a rich set of exception management reports. This is also available on a hosted basis where we maintain the database of forecasts and actual sales and provide the reports through a repository accessible on the web. **Please contact us for further info at 781-995-0685 or through email at info@demandplanning.net!**

The Business Forecasting & Planning Excellence 2008

Business Forecasting and Planning is a major part of all corporation's strategies and most are looking at ways in which they can improve. If so, make space in your calendar and prepare to spend September 8 – 10 in Las Vegas at the MGM Grand. The Business Forecasting & Planning Excellence 2008 is the flagship event run by theForecaster, following on most recently from events held in Boston and Monaco in 2007 and Barcelona earlier in the year..

This event guarantees insightful conclusions and takeaway messages for the senior-level audience. [Learn More...](#)





eyeforpharma presents
Pharma Forecasting Excellence Summit USA 2008
OCTOBER 2008, BOSTON

The **Pharma Forecasting Excellence Summit** will be held in Boston, Hyatt Harborside – October 2-3, 2008. Attendees will discover the underlying drivers of future change in Pharma, discover strategic forecasting best-practice and get real-life cutting-edge examples of how to forecast accurately and effectively.

[Click Here to learn more!](#)



Demand Planning on-site workshop for your Planners, Marketers and Sales Professionals!

This workshop will explain the methodology and process behind accurate demand forecasts and how to effectively use sales and marketing intelligence to arrive at a consensus plan. The focus will be on demand modeling using popular statistical models, the methodology to perform model diagnostics, forecast accuracy measurement and the process to incorporate market intelligence and a brief overview of Sales and Operations Planning process. Remember: This is top notch training workshop at a fraction of cost to send your team to a training conference.

This highly informative workshop will be conducted on-site by a Demand Planning expert. Our Principals include Mark Chockalingam, Mark Lawless, and Joan Kopp. The workshop runs approximately two days and includes extensive materials, an electronic case study and excel templates to take away and be used in your work. **Special price for July bookings at \$6,995 for upto 12 Attendees.** [Learn more...](#)

Know the popular acronyms in demand planning and supply chain management.

Here is a [list](#) of key acronyms and abbreviations used very commonly by supply chain professionals. Some are more specific to forecasting, nevertheless this should be a useful reference.

Demand Planning LLC - Niche Consultancy that specializes in Demand Management and S&OP!

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