



Turning uncertainty into confidence with trustworthy forecasts

Problem

A leading Consumer Products manufacturer was not achieving the desired levels of order forecast accuracy through their planning system's out-of-the-box forecasting capability. Lack of visibility into external and internal demand drivers resulted in a loss of trust.

Solution

Accurate order forecasts were produced through Converge by Deloitte's Forecasting solution. Expected orders have been decomposed into its key external and internal drivers—which was a key factor in building trust among planners. Forecasts and driver decomposition outputs have been automatically integrated with the planning system to enable the planning workflow to operate with improved demand intelligence Order Forecasting for a Consumer Products Manufacturer.

Impact

22%

improvement in
forecast accuracy

75%

reduction of time spent to
develop and align on forecasts

81%

of revenue projection
shifted to Deloitte forecasting
solution by planners

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