Masterclass: FORECASTING MODELS AND TECHNIQUES

The increasing volatility of sales in today's highly competitive marketplace lends itself to less reliable sales forecasts and the consequent necessity of higher inventory levels to maintain reasonable customer service levels.

In a perfect world, a flexible and responsive supply chain might not rely on accurate demand forecasts but in reality, more accurate forecasts are a necessity to maintain service levels in a lean operating supply chain.

You don't have to be a mathematician to prepare accurate demand forecasts but an understanding of the various statistical models and techniques is essential for any demand planner.

This Workshop-in-a-Box will provide you with an understanding of the more frequently used forecasting models and techniques and how to use this knowledge and apply them to your forecasting process.

This workshop has been designed for intermediate to advanced level.

BONUS FORECASTING TOOL

This Workshop-in-a-Box contains a bonus Excel spreadsheet with a selection of forecasting models that delegates can use to perfect their forecast.

Workshop-in-a-Box is a self-contained multimedia product that offers all the elements of a traditional workshop with the convenience of training where and when you want.

WORKSHOP IN-A-BOX

Content is presented by experienced supply chain practitioners and trainers. Information is delivered in a clear and concise manner. This format is not only cost effective & time efficient but also allows you to train unlimited numbers of staff at a fraction of the cost of a traditional workshop. An interactive element has been introduced to encourage users to ask questions on the course material and also learn from other users' Q&A's.

Our presenter, Leon Beetge is the founder and Managing Director of Optimatix. He graduated as an Industrial Engineer from the University of Pretoria and started working at Iscor where his experience included Business Process re-engineering and Continuous Improvement.

He later joined the Strategy team, and developed mathematical models to optimise the supply chain, resulting in optimised 20 year strategic plans that were created in minutes. After working for a South African ERP solution provider where he developed production scheduling software, he then founded Optimatix In 2001 where he developed Advanced Planning and Scheduling solutions. Leon specialises in the mathematics that defines the supply chain and develops models to mimic and predict future supply chain behaviour.

CONTENT OUTLINE

Session 1: Theory OF Statistical Forecasting (1h06min)

- Demand Planning in context of the End to end Planning Process
- Demand Planning process – History, Conditioning, Supersessions, Events and Causals Factors, Algorithms, Forecast Levels, Collaboration
- Forecasting Methods – Multiple Linear Regression, Time Series, Mean Time Between Failure
- Time Series basics – Trend and Seasonality
- Forecast Algorithms – Families, Parameters, Best Fit
- Forecast Statistics

Session 2: Putting Statistical Forecasting into Practice (1h01min)

- Forecast Parameters – Bucket sizes, Seasonal Cycles, Forecast Horizon, etc.
- Conditioning – Finding outliers
- Events
- Algorithms
- Rounding
- Forecast Level
- Forecast Hierarchy
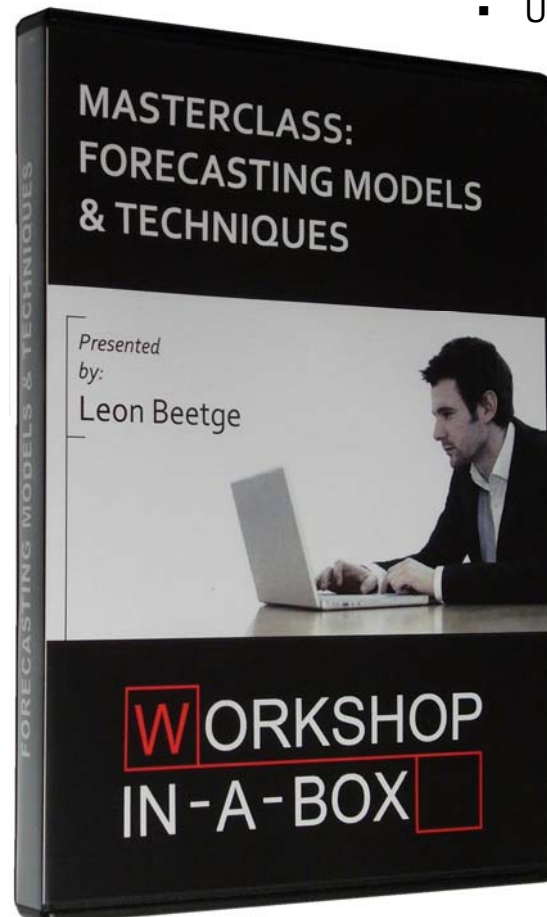- Supersessions
- Overrides
- Forecast Accuracy

Total Presentation Time: 02hr 07min

WHAT'S THE COST?

The cost for a single copy of Forecasting Models & Techniques is **R 650 + vat**.

Additional copies of the same title can be purchased at 50% of the original cost at **R 325 + vat.**

Purchase of a Workshop-in-a-Box entitles you to:

- Unlimited viewing of the workshop

  - Unlimited access to view and learn from online Q&A's on each session

- The opportunity to post questions online to presenters on any part of the course material for three months from receipt of workshop

To order a copy, or to view other titles available or in production, visit:

www.vicenda.co.za

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MASTERCLASS: FORECASTING MODELS & TECHNIQUES

Presented by: Leon Beetge

FORECASTING MODELS & TECHNIQUES

WORKSHOP IN-A-BOX

WORKSHOP-IN-A-BOX is an innovation in supply chain training and content delivery. It offers a cost effective and time efficient way to train your supply chain staff by including all the elements of a traditional workshop:

➢ The factual and structured content
➢ An experienced presenter
➢ The ability to ask questions and also learn from answers to other delegates' questions

HOW DOES IT WORK? Simply insert the course DVD Rom into your computer / laptop (no additional software is needed). All sessions are loaded on the DVD Rom and can be accessed from the main menu. Each session combines video of the presenter together with the course content delivered clearly and timeously. This format is not only cost effective & time efficient but also allows you to train unlimited numbers of staff at a fraction of the cost of a traditional workshop. Content is presented by experienced supply chain practitioners and trainers.

WORKSHOP-IN-A-BOX is not online training but an interactive element has been introduced to encourage users to ask the presenters questions on the course material and also learn from the answers to other users' Q&A's.

FUNCTIONALITY: To enhance the learning experience, we have built additional functionalities into this product:

➢ Pause, forward and rewind any presentation
➢ Print copies of the presentation slides
➢ Post questions to presenters online
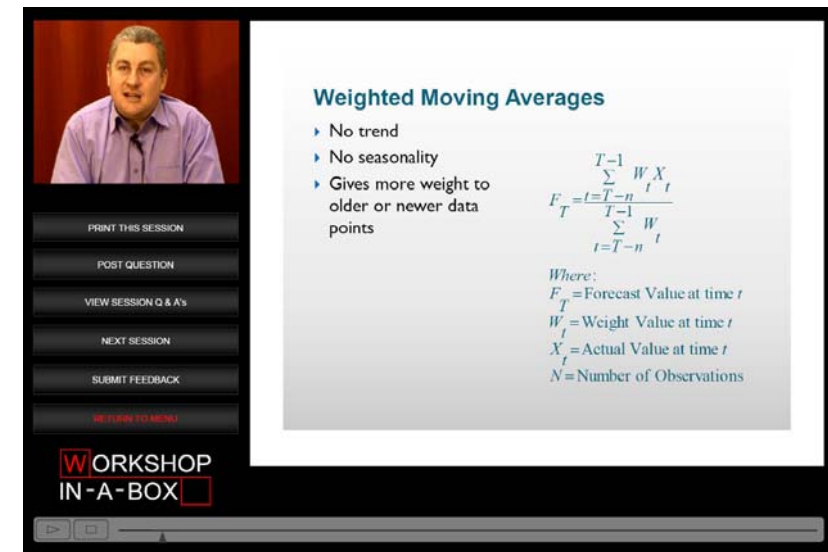➢ View other "delegates" Q&A's on each session

SESSION Q&A's: Most of our presenters are practitioners and consultants. Although presenters have committed to answering all questions posted in a reasonable amount of time, the response will not be immediate. Each answer to a posted question is e-mailed directly to the user and posted on the site for the benefit of all users.

SYSTEM REQUIREMENTS: The DVD Rom requires no additional software to run. Screen size and resolution has been optimised for 1024 X 768. This is a common screen size for laptops and desktop screens and also the most common resolution for data projectors.

ACCESS CODES: Each unit comes with a unique code that is printed on the back of your DVD box. This code will allow the user access to the interactive Q&A's.

SCREENSHOT OF MAIN MENU

SCREENSHOT OF SESSION FRONTEND