



BLUEPRINT

embark. explore. embrace.

Using Seasonality to Predict the Impact on Demand, Inventory and Production



Agenda

Defining Seasonality

Advanced Seasonality

Profile Options

Pattern and Forecast

Pitfalls to Avoid

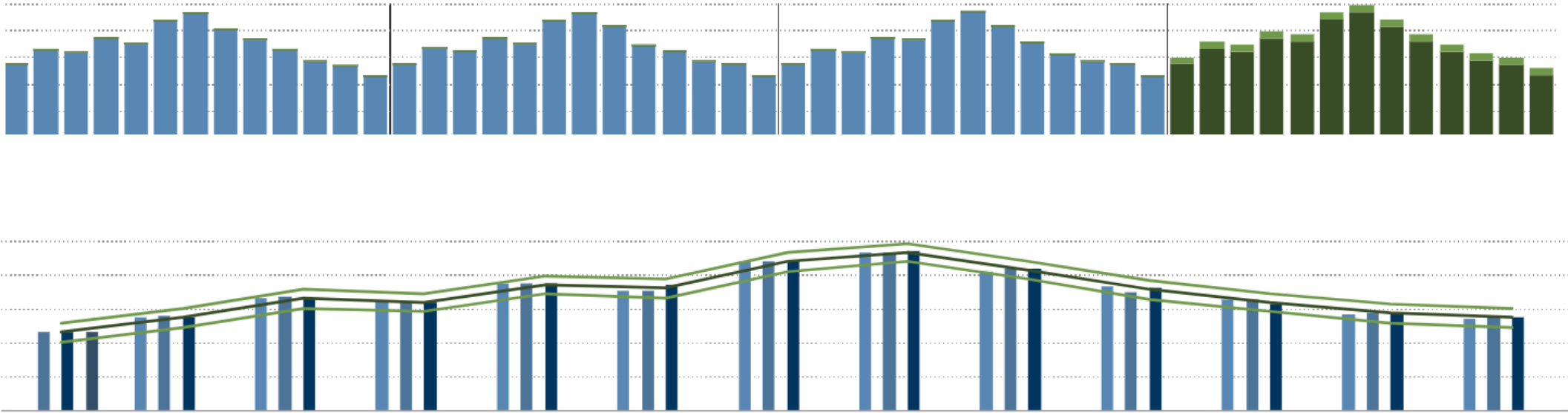
X



Defining Seasonality

Defining Seasonality

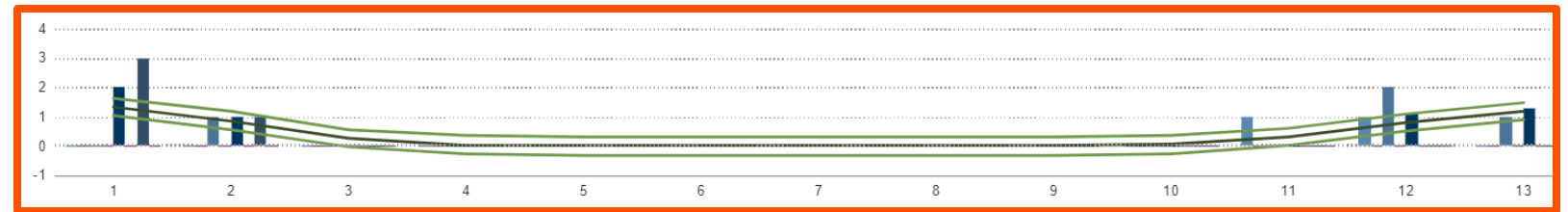
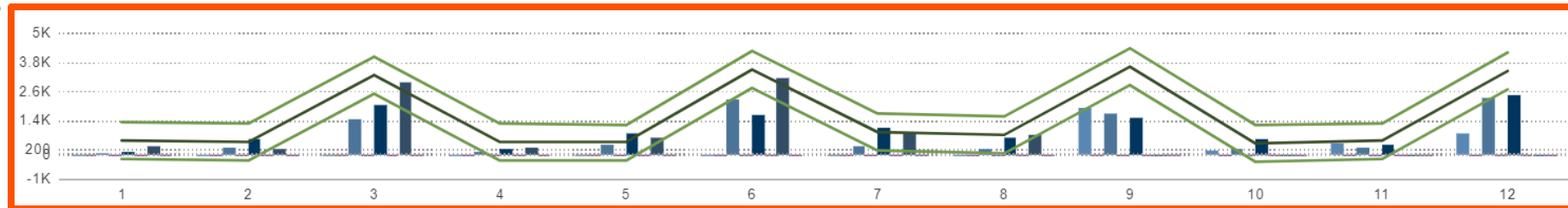
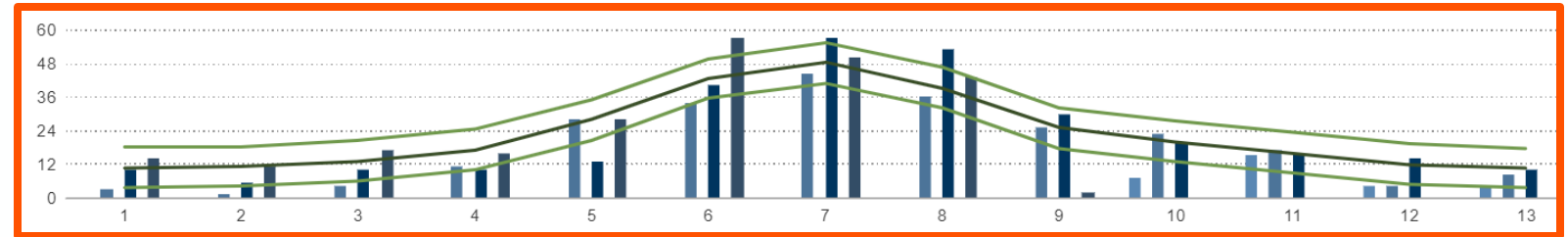
A repetitive, predictable **Demand Pattern** that is not flat



Defining Seasonality

When to Apply

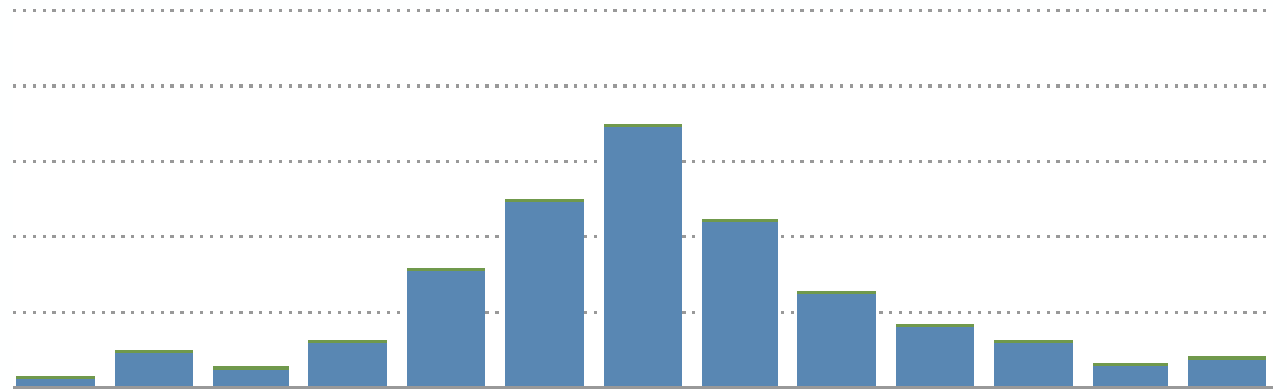
- Holiday
- Supplier Pricing
- Weather / Seasons
- Events in Communities



Defining Seasonality

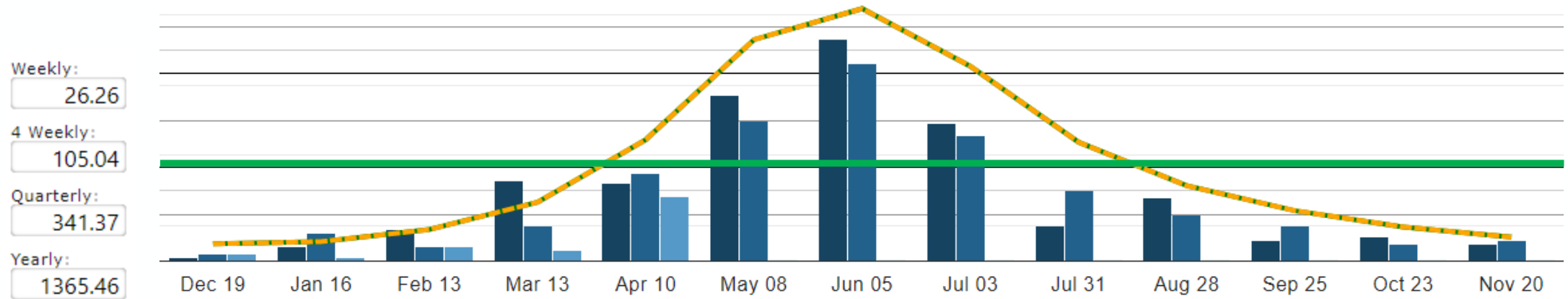
Benefits

- Improved fill rates to your customers coming into season and through the season
- No, or less, overstock out of season
- Less safety stock annually
- Automatic, not relying on tribal knowledge



Defining Seasonality

No profile using Average Forecast of 105

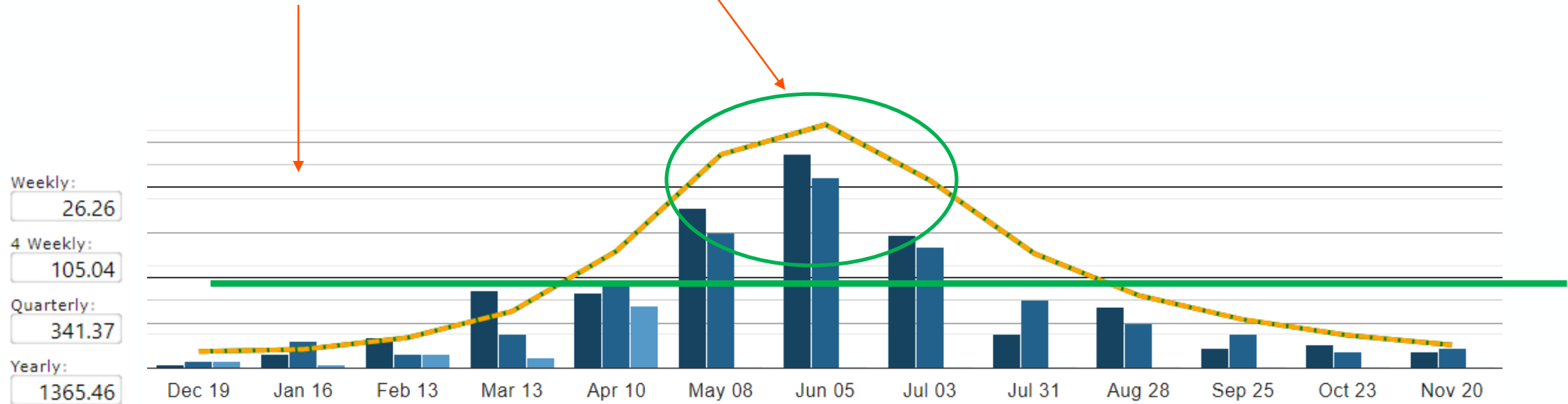


Defining Seasonality

Average Forecast of 105

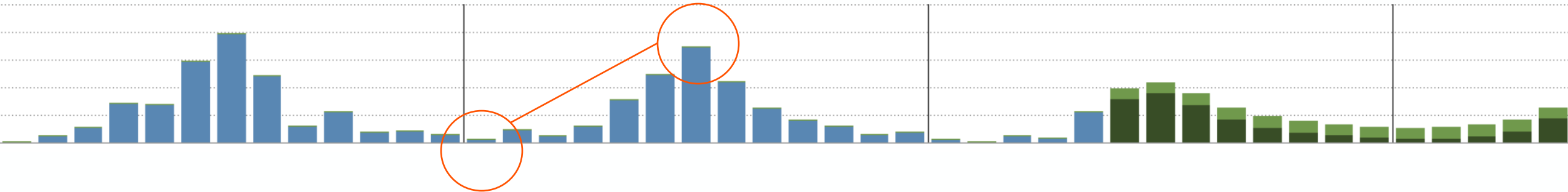
Result = Out of Stock and Lost Revenue \$

Overstock and Excess Carrying Cost \$



Defining Seasonality

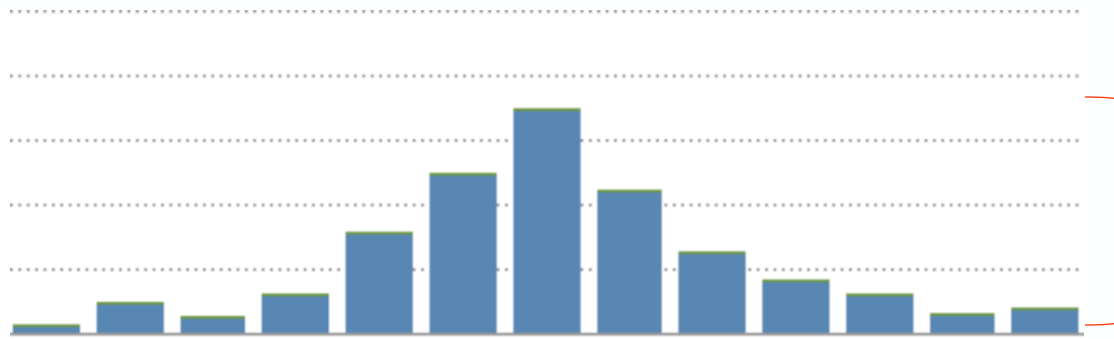
Safety Stock Impact, large swing between in season and out of season
Lower Dev% with Seasonal Profile = less Safety Stock



<https://staging.brinv.com/HVACDemo/Forecast.aspx?id=31>

Defining Seasonality

Safety Stock Impact, large swing between in season and out of season



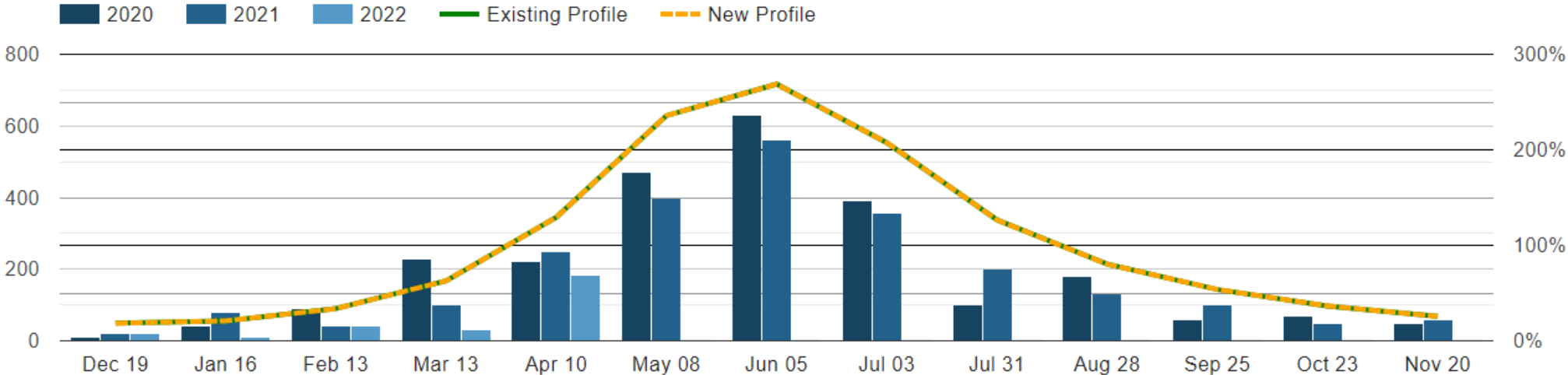
Forecast 282 peak season
Forecast 19 lowest season

More Safety Stock during in-season periods
Less Safety Stock during out-of-season periods

Defining Seasonality

Created a Seasonal Profile

 Seasonal Confidence : Medium	Item : 031	Description : 6X1/2 10GA NON-MET WHIP	Supplier : 3000
Seasonal Value Add : 63.02%	Brand : 1306327	Seasonal Match Score : 96.98%	Location : DC1



Profile Curve	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31
	18.45	20.87	33.65	62.8	129.26	235.8	268.82	207.55	126.65

Defining Seasonality

Created and applied a Seasonal Profile

30 Trend
63.66% Deviation (%)

95.00% Service Level Goal
100.00% Service Achieved

A - Active Activity Code
D - D Velocity Code Velocity Code

031-DC1 - IF -9/23/2022 Seasonal Profile
No Profile Selected Daily Profile

Create Seasonal Profile
Create Daily Profile

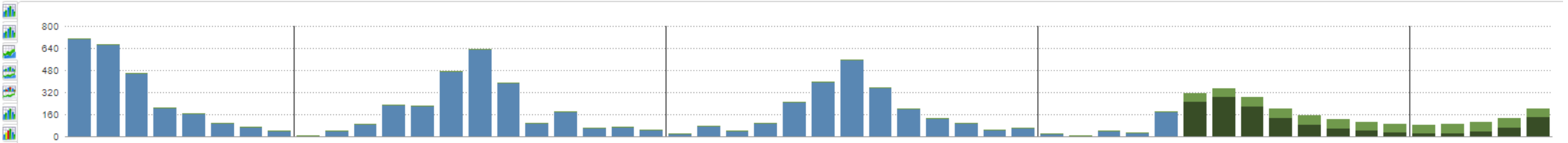
Adaptive Exponential Smoothing
4 Weekly

Remarks:

Exceptions: Demand High Demand Low Trending Up Trending Down Missed Service Information

Continuous - Fast Class

Both Chart Display



Defining Seasonality

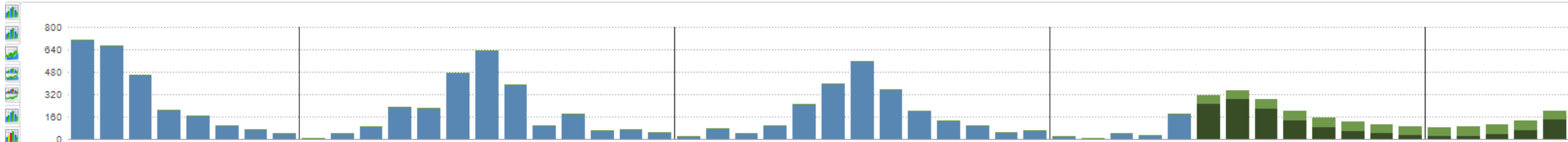
With so many items how can I identify the items that need a seasonal profile?

30 📍 Trend | 95.00% Service Level Goal | A - Active Activity Code | 031-DC1 - IF -9/23/2022 🔍 Seasonal Profile | [Create Seasonal Profile](#) | Adaptive Exponential Smoothing Fore

63.66% Deviation (%) | 100.00% Service Achieved | D - D Velocity Code Velocity Code | [No Profile Selected](#) Daily Profile | [Create Daily Profile](#) | 4 Weekly Fore

Remarks: Demand High | Demand Low | Trending Up | Trending Down | Missed Service | Infi

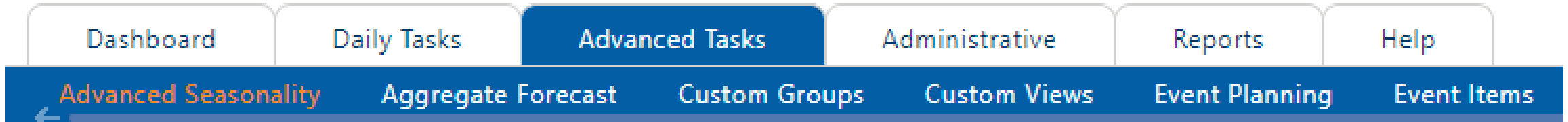
Continuous - Fast Clas: Both Chart Di





Advanced Seasonality

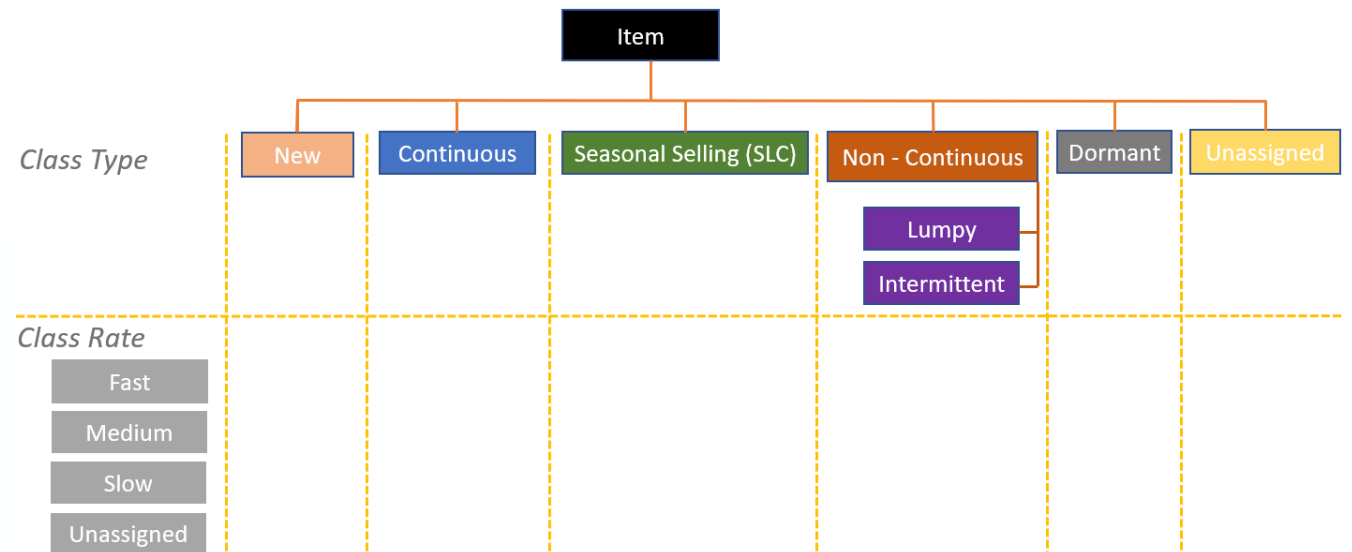
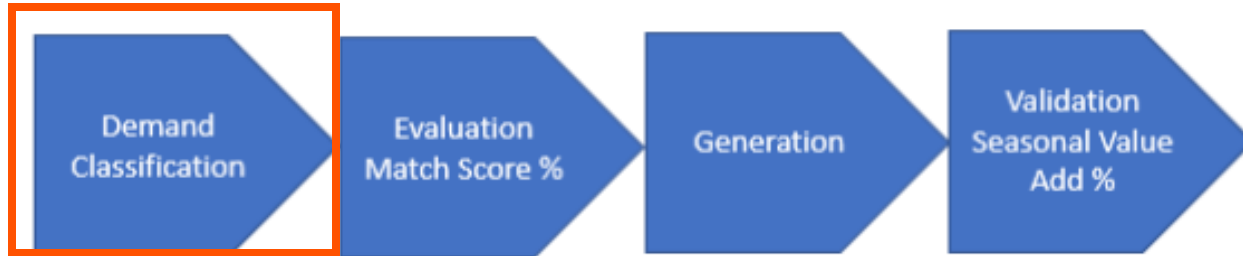
Advanced Seasonality



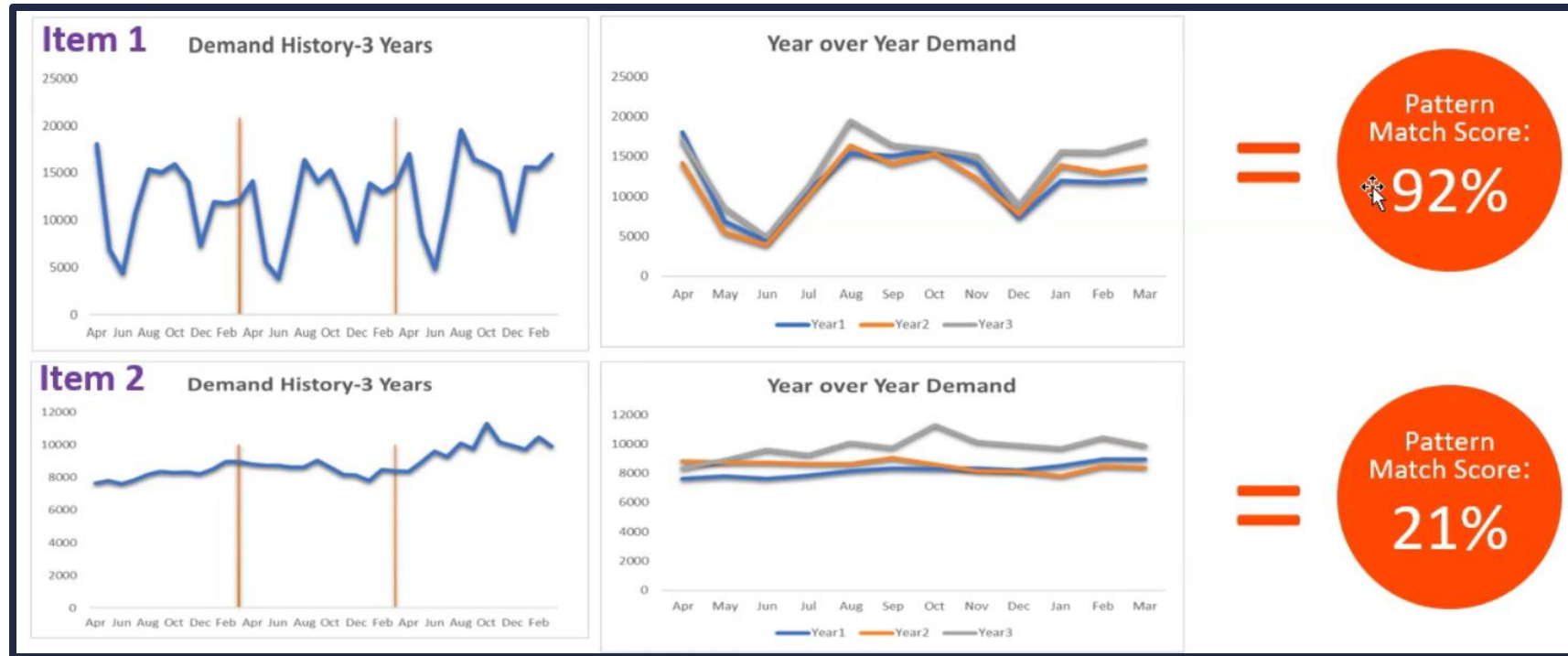
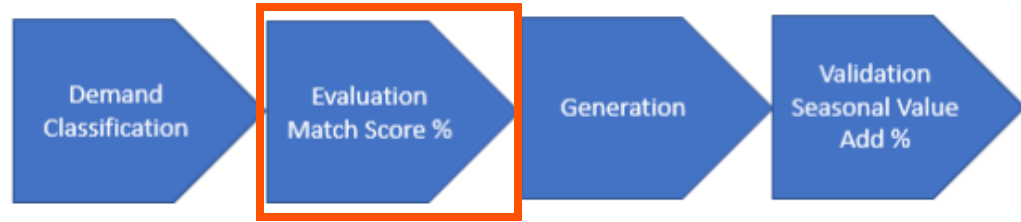
- Quickly identify seasonal items and assign profiles
- Various levels of running and assigning profiles (location, buyer, category, etc.)
- Groups items from highest seasonal detection to lowest to facilitate review that allows you to address most important items first.
- Provides users flexibility to auto assign or review and assign by seasonal strength
 - Saving time
 - Addressing most important items first

Advanced Seasonality

4-Step Process



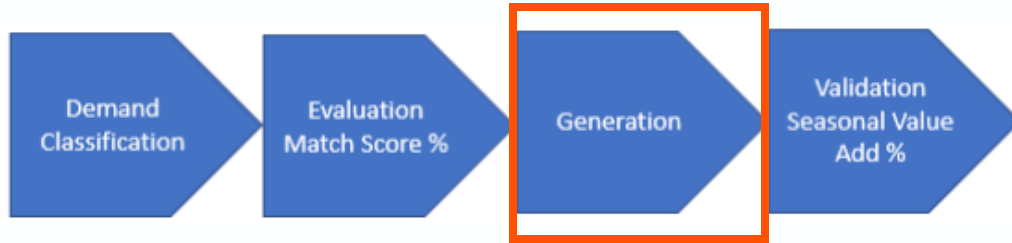
Advanced Seasonality



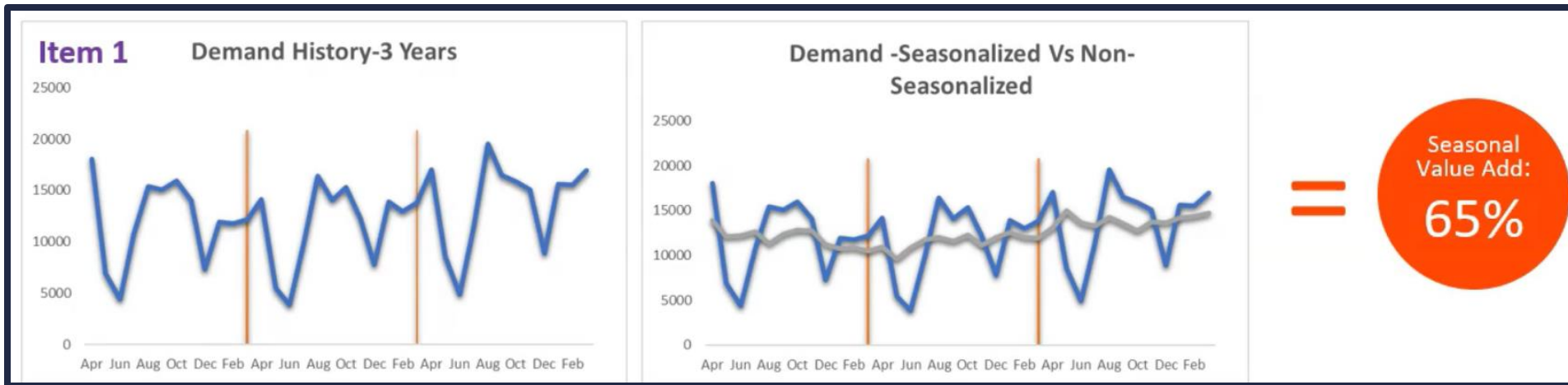
- Year over year pattern match
- Establishes repeatability through pattern recognition algorithms

Advanced Seasonality

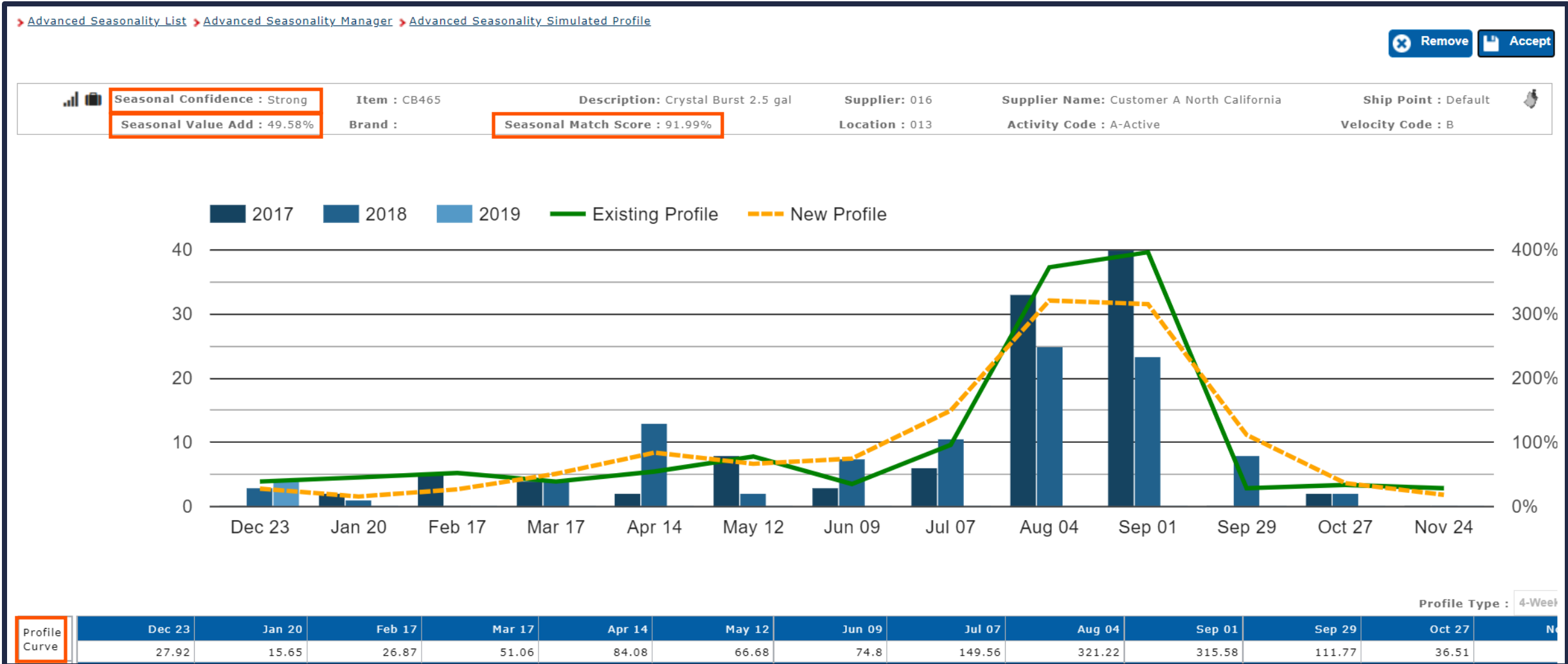
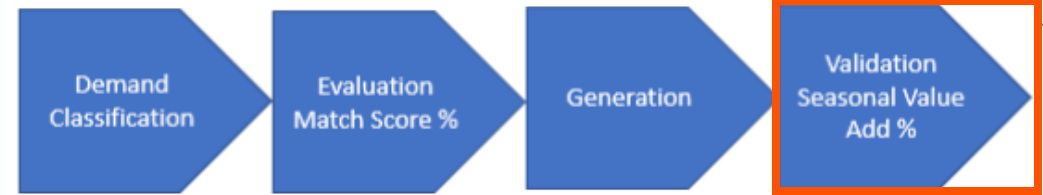
Seasonal Value Add



- Back-test the seasonal profile
 - Validate before accepting to improve confidence in the profile
- Seasonal Value Add (SVA)
 - Measure of value add to forecast-ability
 - Higher the value , higher the expected forecast accuracy (i.e. lower Safety Stock)



Advanced Seasonality



Advanced Seasonality Creation

Global Controls, Advanced Seasonality

Advanced Seasonality

<input type="text" value="50.00 %"/>	Minimum Seasonal Match Threshold
<input type="text" value="30.00 %"/>	Minimum Seasonal Value Add Threshold
<input type="text" value="7"/>	Days To Keep New Seasonal Profile Alerts

Advanced Tasks, Advanced Seasonality

BLUE RIDGE | Dashboard | Daily Tasks | **Advanced Tasks** | Administrative

Advanced Seasonality | Custom Groups | Custom Views | Event Planning | Event

Advanced Seasonality Creation

> [Advanced Seasonality List](#) > [Advanced Seasonality Manager](#)

Filter, Verify Results, Submit

 Cancel  Submit

Description: AS - BLUEPRINT 2020

Run Schedule: Immediate Scheduled

Last Run Date:

Automatically Assign Profiles All

Strong

High

Medium

Low

Optional Use

50 Minimum Seasonal Match Threshold % Use Global

30 Minimum Seasonal Value Add Threshold % Use Global



Verify Results

[589 results]

Supplier: Buyer Is Blue Ridge

AND

Item: Activity Code Is A - Active

AND

Item ID	Description	Location	Supplier ID	Supplier Name	Ship Point	Class Rate	Class Type
001	SLEEVE INSUL 8 IN R-6	DC1	3560	Vendor 3560	Default	Fast	Continuous
002	FOIL FLEX 8IN X 25FT R8 BAG	DC1	1000	Vendor 1000	Default	Fast	Continuous
003	SLEEVE INSUL 6 IN R-6	DC1	1000	Vendor 1000	Default	Fast	Continuous
004	FOIL FLEX 8IN X 25FT R8	DC1	2000	Vendor 2000	Default	Fast	Continuous










Advanced Seasonality Creation

Once Simulated, Review

> [Advanced Seasonality List](#)

+ Add Advanced Seasonality

No Filters Selected

	ID	Description	Status	Created ▼	Scheduled	User Name	Last Run
  	180	AS - BLUEPRINT 2020	[Simulated]	9/23/2022		Ridge, Blue	9/23/2022
  	142	DCSI Sven	[Completed]	5/24/2022		Ridge, Blue	5/24/2022
  	141	DCSI Mike	[Completed]	5/24/2022		Ridge, Blue	5/24/2022

Item Categories

<u>Selected Items</u>	<u>Strong</u>	<u>High</u>	<u>Medium</u>	<u>Low</u>	<u>Non-seasonal</u>	<u>Not evaluated</u>
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- Selected Items – items resulting from the filter
 - Strong
 - High
 - Medium
 - Low
- } 'Grading of the seasonal profile based on the value the seasonal profile gives to the item'
- Non-seasonal – items qualifying for AS consideration, but did not meet the required thresholds
 - Not evaluated – items not qualified for AS consideration

Advanced Seasonality Review

Review Strong, High, Medium, Low

50 Minimum Seasonal Match Threshold % Use Global
 30 Minimum Seasonal Value Add Threshold % Use Global

Items

Y

Export Assign Profiles Remove Simulated Profiles Remove Existing Profiles

Selected Items													
	Item ID	Description	Location	Activity Code	Velocity Code	Supplier ID	Supplier Name	Buyer Name	Seasonal Value Add	Seasonal Match Score	Profile Name	Profile Source	Class Rate
<input type="checkbox"/>	037	HEAT EXCHANGER KIT	WH2	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH2 - AS -5/28/2019	System	Fast
<input type="checkbox"/>	191	BLOWER WHEEL	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-DC1 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	194	INDUCER GASKET	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	58 %	194-DC1 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	199	PLASTIC PAD 32X32X2	DC1	A - Active	C	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-DC1 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	191	BLOWER WHEEL	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	78 %	191-WH1 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	194	INDUCER GASKET	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	59 %	194-WH1 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	199	PLASTIC PAD 32X32X2	WH1	A - Active	D	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-WH1 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	191	BLOWER WHEEL	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-WH2 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	194	INDUCER GASKET	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	46 %	59 %	194-WH2 - AS -8/22/2019	System	Fast
<input type="checkbox"/>	199	PLASTIC PAD 32X32X2	WH2	A - Active	D	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-WH2 - AS -8/22/2019	System	Fast

Advanced Seasonality Review

Review Strong, High, Medium, Low

50 Minimum Seasonal Match Threshold % Use Global
 30 Minimum Seasonal Value Add Threshold % Use Global

Items

Y

Export Assign Profiles Remove Simulated Profiles Remove Existing Profiles

Selected Items **Strong** High Medium Low Non-seasonal Not evaluated

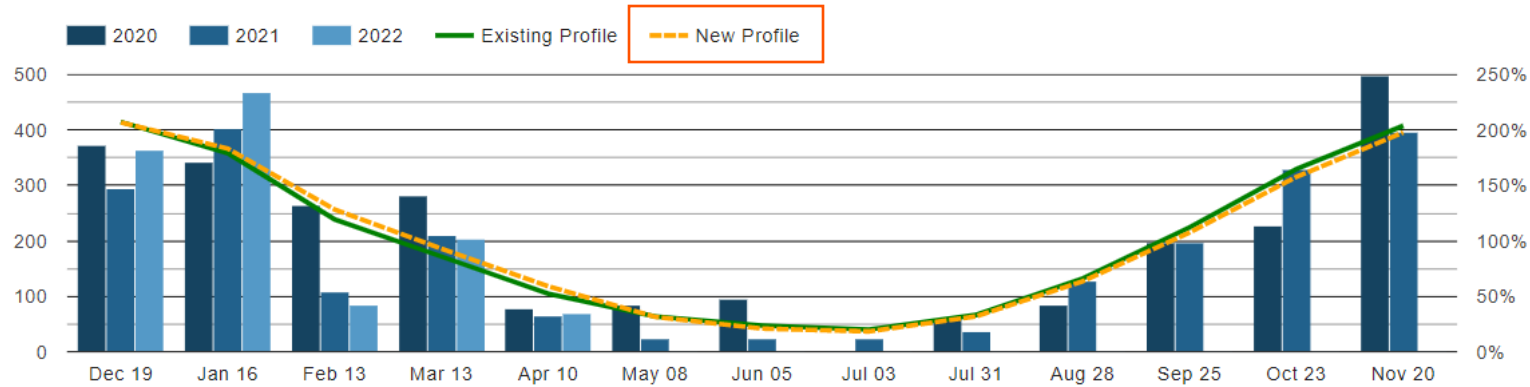
<input type="checkbox"/>	Item ID	Description	Location	Activity Code	Velocity Code	Supplier ID	Supplier Name	Buyer Name	Seasonal Value Add	Seasonal Match Score	Profile Name	Profile Source	Class Rate
<input checked="" type="checkbox"/>	037	HEAT EXCHANGER KIT	WH2	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH2 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	191	BLOWER WHEEL	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-DC1 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	194	INDUCER GASKET	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	58 %	194-DC1 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	199	PLASTIC PAD 32X32X2	DC1	A - Active	C	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-DC1 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	191	BLOWER WHEEL	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	78 %	191-WH1 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	194	INDUCER GASKET	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	59 %	194-WH1 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	199	PLASTIC PAD 32X32X2	WH1	A - Active	D	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-WH1 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	191	BLOWER WHEEL	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-WH2 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	194	INDUCER GASKET	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	46 %	59 %	194-WH2 - AS -8/22/2019	System	Fast
<input checked="" type="checkbox"/>	199	PLASTIC PAD 32X32X2	WH2	A - Active	D	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-WH2 - AS -8/22/2019	System	Fast

Select the Item ID to view the Advanced Seasonality Simulated Profile for this item

Advanced Seasonality Review

> [Advanced Seasonality List](#) > [Advanced Seasonality Manager](#) > [Advanced Seasonality Simulated Profile](#)

Seasonal Confidence : Strong
 Item : 037
 Description: HEAT EXCHANGER KIT
 Supplier: 1100
 Supplier Name: Vendor 1100
 Ship Point : Default
Seasonal Value Add : 42.28%
 Brand : 1277792
Seasonal Match Score : 93.38%
 Location : WH2
 Activity Code : A-Active
 Velocity Code : C



Profile Curve	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 25	Oct 23	Nov 20
History	206.78	183.17	128.3	93	59.07	31.54	21.03	18.47	31.97	63.61	107.57	157.71	197.3
2022	363.7	468	84	204	69.3	0	0	0	0	0	0	0	0
2021	294	402	108	210	66	24	24	24	36	127.9	197.3	329.8	
2020	372	342	264	282	78	84	96	0	60	84	198	228	

Accept or Remove from here or on the previous screen (in mass)

Advanced Seasonality Assign

Apply one or more selected items

Strong and High can confidently be auto applied or applied without review

Selected Items	Strong	High	Medium	Low	Non-seasonal	Not evaluated							
Item ID	Description	Location	Activity Code	Velocity Code	Supplier ID	Supplier Name	Buyer Name	Seasonal Value Add	Seasonal Match Score	Profile Name	Profile Source	Class Rate	
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	021	RUN CAPACITOR OVAL 370V DUAL 10/10MFD	DC1	A - Active	D	7000	Vendor 7000	Blue Ridge	41 %	88 %	021-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	030	IGNITOR MODULE	DC1	A - Active	C	9000	Vendor 9000	Blue Ridge	60 %	98 %	030-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	036	COND HEAT EXCH	DC1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	037	HEAT EXCHANGER KIT	DC1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	021	RUN CAPACITOR OVAL 370V DUAL 10/10MFD	WH1	A - Active	D	DC1	Distribution Center	Blue Ridge	41 %	88 %	021-WH1 - IF -1/28/2021	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	030	IGNITOR MODULE	WH1	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	036	COND HEAT EXCH	WH1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-WH1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	037	HEAT EXCHANGER KIT	WH1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	021	RUN CAPACITOR OVAL 370V DUAL 10/10MFD	WH2	A - Active	D	DC1	Distribution Center	Blue Ridge	41 %	88 %	021-WH2 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	030	IGNITOR MODULE	WH2	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH2 - AS -5/28/2019	System	Fast

Advanced Seasonality Assign

Apply one or more selected items 

Strong and High can confidently be auto applied or applied without review

[Export](#)
[Assign Profiles](#)
[Remove Simulated Profiles](#)
[Remove Existing Profiles](#)

Selected Items	Strong	High	Medium	Low	Non-seasonal	Not evaluated	Item ID	Description	Location	Activity Code	Velocity Code	Supplier ID	Supplier Name	Buyer Name	Seasonal Value Add	Seasonal Match Score	Profile Name	Profile Source	Class Rate
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						021	RUN CAPACITOR OVAL 370V DUAL 10/10MFD	DC1	A - Active	D	7000	Vendor 7000	Blue Ridge	41 %	88 %	021-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						030	IGNITOR MODULE	DC1	A - Active	C	9000	Vendor 9000	Blue Ridge	60 %	98 %	030-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						036	COND HEAT EXCH	DC1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						037	HEAT EXCHANGER KIT	DC1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-DC1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						021	RUN CAPACITOR OVAL 370V DUAL 10/10MFD	WH1	A - Active	D	DC1	Distribution Center	Blue Ridge	41 %	88 %	021-WH1 - IF -1/28/2021	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						030	IGNITOR MODULE	WH1	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						036	COND HEAT EXCH	WH1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-WH1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						037	HEAT EXCHANGER KIT	WH1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH1 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						021	RUN CAPACITOR OVAL 370V DUAL 10/10MFD	WH2	A - Active	D	DC1	Distribution Center	Blue Ridge	41 %	88 %	021-WH2 - AS -5/28/2019	System	Fast
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>						030	IGNITOR MODULE	WH2	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH2 - AS -5/28/2019	System	Fast

Advanced Seasonality Assign

Non-seasonal and Not-evaluated should be reviewed and considered for profile removal

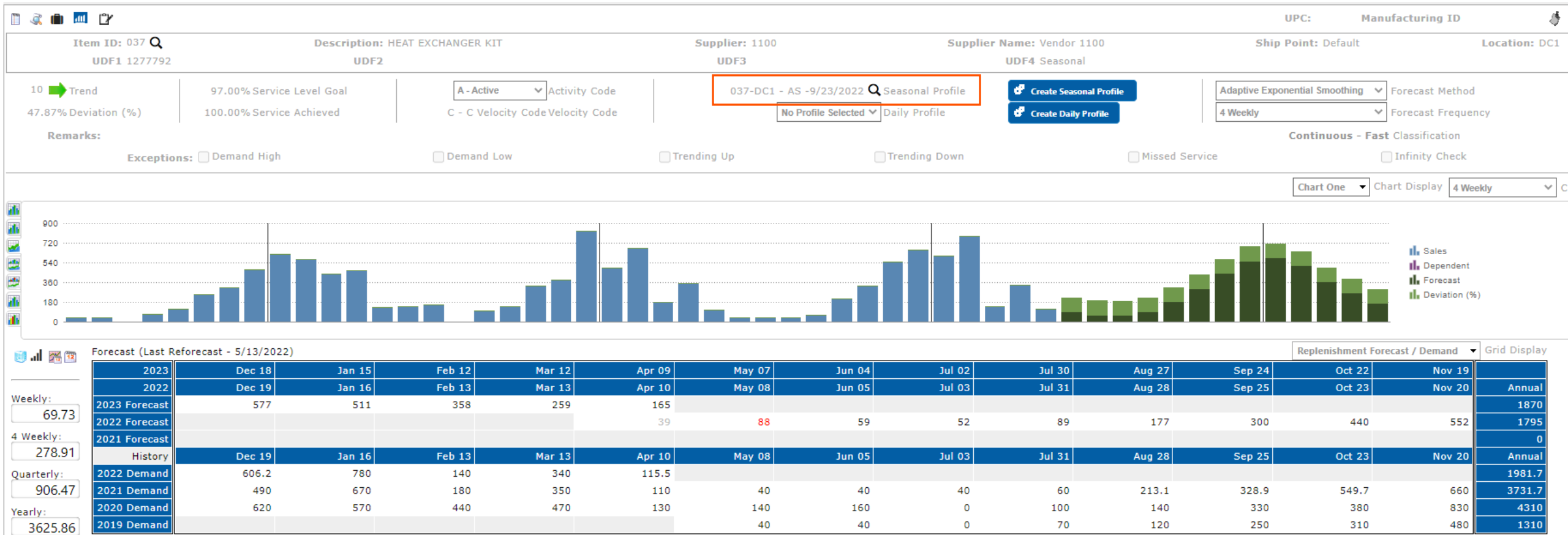
Big Opportunity!

Export Assign Profiles Remove Simulated Profiles Remove Existing Profiles

Selected Items	Strong	High	Medium	Low	Non-seasonal	Not evaluated						
Item ID	Description	Location	Activity Code	Velocity Code	Supplier ID	Supplier Name	Buyer Name	Seasonal Value Add	Seasonal Match Score	Profile Name	Profile Source	
<input checked="" type="checkbox"/>	177	10 26GA SPIRAL PIPE	WH2	A - Active	D	3410	Vendor 3410	Blue Ridge	0 %	0 %	177-WH2 - AS -8/22/2019	System
<input checked="" type="checkbox"/>	177	10 26GA SPIRAL PIPE	WH1	A - Active	D	3410	Vendor 3410	Blue Ridge	0 %	0 %	177-WH1 - AS -8/22/2019	System
<input checked="" type="checkbox"/>	177	10 26GA SPIRAL PIPE	DC1	A - Active	D	3410	Vendor 3410	Blue Ridge	0 %	0 %	177-DC1 - AS -8/22/2019	System
<input checked="" type="checkbox"/>	139	2 HTB26 4WIDE SPINGLASS SF +	WH2	A - Active	D	8140	Vendor 8140	Blue Ridge	0 %	48 %	139-WH2 - AS -8/22/2019	System
<input checked="" type="checkbox"/>	139	2 HTB26 4WIDE SPINGLASS SF +	DC1	A - Active	D	8140	Vendor 8140	Blue Ridge	0 %	48 %	139-DC1 - AS -8/22/2019	System
<input checked="" type="checkbox"/>	010	HORIZ. FURN. SUPPORT	DC1	A - Active	D	5000	Vendor 5000	Blue Ridge	0 %	14 %	010-DC1 - AS -1/3/2020	System
<input type="checkbox"/>	002	FOIL FLEX 8IN X 25FT R8 BAG	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
<input type="checkbox"/>	003	SLEEVE INSUL 6 IN R-6	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
<input type="checkbox"/>	007	SLEEVE INSUL 10 IN R-6	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
<input type="checkbox"/>	020	COLLAR	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
<input type="checkbox"/>	056	10 - 90 ZIP JACKET W/I	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		

Advanced Seasonality Result

AS Profile is applied to the item(s)





Profile Options

Profile Options

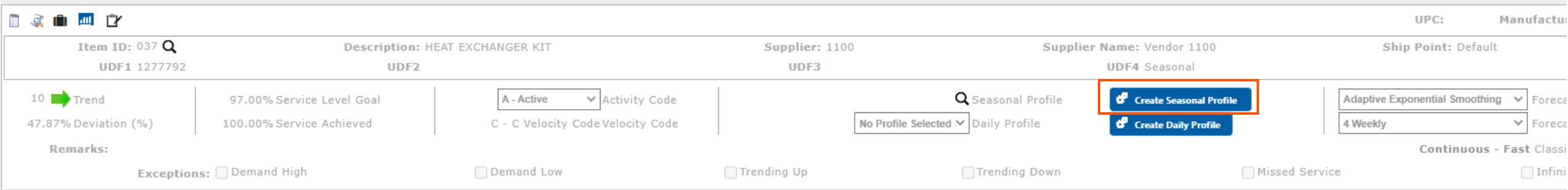
Seasonal Profile Creation and Application from Item Forecast Screen

- Advanced Seasonality (preferred)
- Item Forecast – Create Seasonal Profile button
- Linked Items (automatic)
- Model Items
- Borrowing an existing profile
- Custom Profile
 - Build From – 1 or multiple items
 - Apply To – 1 or multiple items
 - Copy existing profile and rename
 - Manually create the profile curve

Profile Options

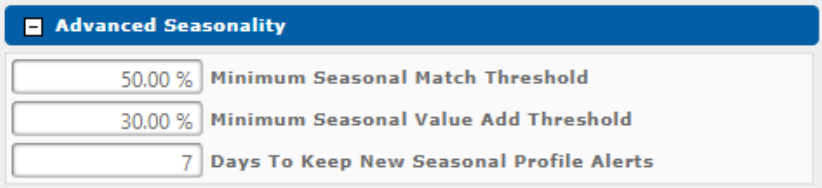
Item Forecast

Select the Create Seasonal Profile button 



The screenshot shows the 'Item Forecast' interface for Item ID: 037 (UDF1 1277792), Description: HEAT EXCHANGER KIT (UDF2), Supplier: 1100 (UDF3), and Supplier Name: Vendor 1100 (UDF4 Seasonal). The interface includes a 'Trend' indicator (10 green arrows, 47.87% Deviation), 'Service Level Goal' (97.00%) and 'Service Achieved' (100.00%), 'Activity Code' (A - Active), 'Seasonal Profile' (No Profile Selected), and 'Daily Profile' (No Profile Selected). The 'Create Seasonal Profile' button is highlighted with a red box. Other buttons include 'Create Daily Profile'. The 'Remarks' section includes 'Exceptions' (Demand High, Demand Low, Trending Up, Trending Down, Missed Service, Infinite).

If the item meets the thresholds in the Global Controls, the screen will to directly to the Advanced Seasonality Simulated Profile screen



The 'Advanced Seasonality' panel contains three settings:

- 50.00 % Minimum Seasonal Match Threshold
- 30.00 % Minimum Seasonal Value Add Threshold
- 7 Days To Keep New Seasonal Profile Alerts

Profile Options

Item Forecast

Remove Accept



Seasonal Confidence : Strong
Seasonal Value Add : 42.28%

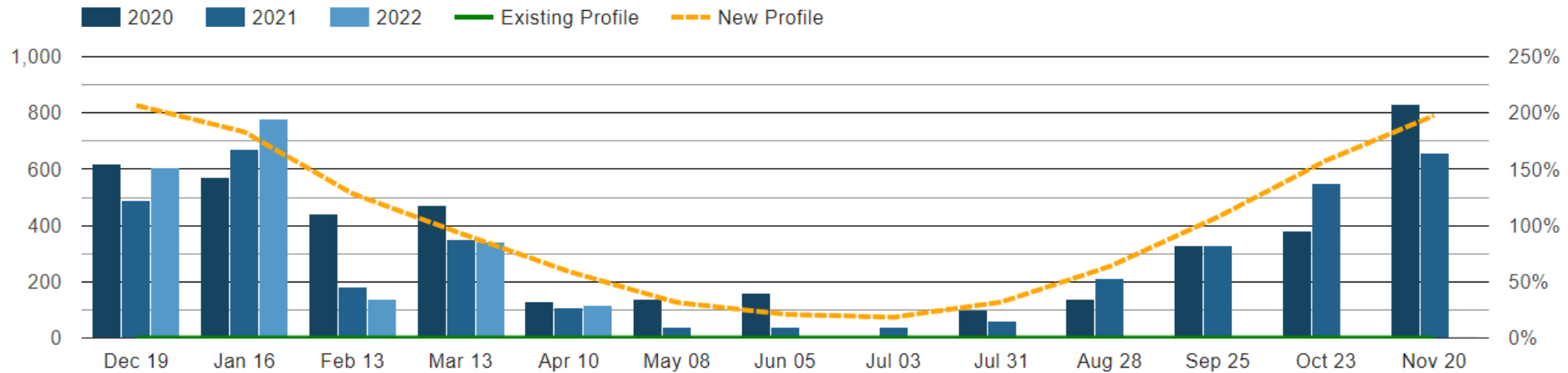
Item : 037
Brand : 1277792

Seasonal Match Score : 93.38%

Description: HEAT EXCHANGER KIT

Supplier: 1100
Location : DC1

Supplier Name: Vendor 1100
Activity Code : A-Active



Profile Curve	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 25
History	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 25
2022	606.2	780	140	340	115.5	0	0	0	0	0	0
2021	490	670	180	350	110	40	40	40	60	213.1	328
2020	620	570	440	470	130	140	160	0	100	140	33

Profile Options

Item Forecast

Remove Accept



Item List > Item Forecast

UPC: Manufacturing ID Location: DC1

Item ID: 037 UDF1 1277792 Description: HEAT EXCHANGER KIT UDF2 Supplier: 1100 UDF3 Supplier Name: Vendor 1100 UDF4 Seasonal Ship Point: Default

10 Trend 97.00% Service Level Goal 47.87% Deviation (%) 100.00% Service Achieved

A - Active Activity Code C - C Velocity Code Velocity Code

037-DC1 - IF -9/24/2022 Seasonal Profile No Profile Selected Daily Profile

Create Seasonal Profile Create Daily Profile

Adaptive Exponential Smoothing Forecast Method 4 Weekly Forecast Frequency

Remarks: Exceptions: Demand High Demand Low Trending Up Trending Down Missed Service

Continuous - Fast Classification Infinity Check

Chart One Chart Display 4 Weekly

Profile Options

Item Forecast

Select the Create Seasonal Profile button

The screenshot shows the 'Item Forecast' page for Item ID SSS850. The 'Create Seasonal Profile' button is highlighted with an orange box. A dialog box is displayed over the forecast chart, indicating that the item does not meet seasonality thresholds and suggesting to proceed to the simulated legacy profile. The dialog box contains the text: "This item does not meet seasonality thresholds. Click OK and proceed to the simulated legacy profile." and an "OK" button.

If the item does not meet the thresholds in the Global Controls, this message displays
You can select OK to access the Advanced Seasonality Simulated Profile screen

Profile Options

Item Forecast

Advanced Seasonality

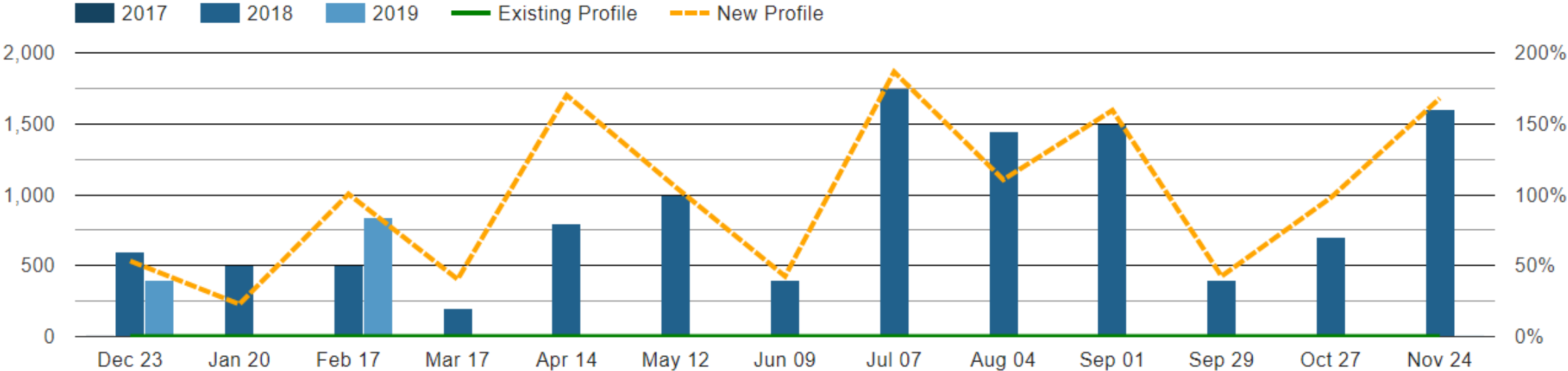
Minimum Seasonal Match Threshold

Minimum Seasonal Value Add Threshold

Days To Keep New Seasonal Profile Alerts

[Item List](#) > [Item Forecast](#) > [Advanced Seasonality Simulated Profile](#)

	Seasonal Confidence : Non-Seasonal Seasonal Value Add : 0%	Item : SSS850 Brand :	Description: Steel Stake 5' Seasonal Match Score : 0%	Supplier: CJILAW Location : 011	Supplier Activity
--	---	--	--	--	--------------------------



Profile Options

Linked Items (automatic)

> [Item List](#) > [Item Forecast](#)

Linked From: ALG700/011

Item ID: ALG700C PDI Code Description: Actinovate L&G 0.7 oz (CA) On Hand 0.0000 Supplier: MYCAPP On Order 0.0000 Supplier Name: MYCORRHIZAL A Lead Time 5

10 Trend 185.30% Deviation (%) 99.00% Service Level Goal 100.00% Service Achieved A - Active Activity Code D - D Velocity Code Velocity Code

ALG700-011 - IF -9/24/2022 - Manual Seasonal Profile No Profile Selected Daily Profile

Remarks:

Model Items

Model Item

Model To: ALG700C Model From: * Model All Locations Save As Default

Location To: 011 Location From: * Run In Background

Item Manager Parameters:

[Check All](#) [Uncheck All](#)

Activity Code On Hold Item Order Calendar

Velocity Code On Reserve Activation Controls

Forecast Parameters Order Restrictions Transfer Controls

Lead Time Defaults Weights and Measures Supply Planning

Lead Time Forecasting Cost Factors Groups

Lead Time Day of Week PO Divisor Remarks

Safety Stock Preferences Allocations Item Attributes

Service Level Goal New Item Duration Item Type

Model From Item:

Apply New Activity Code: All Activity Codes

Item Forecast Parameters:

Forecast Multiply By: 1.00

Forecast Frequency Freeze Forecast Control

Demand History Seasonal Profile

Customer History Daily Profile

Additional Model Options:

Deals Events

Apply Cancel

Profile Options

> Profile List > Profile Manager

Custom Profile

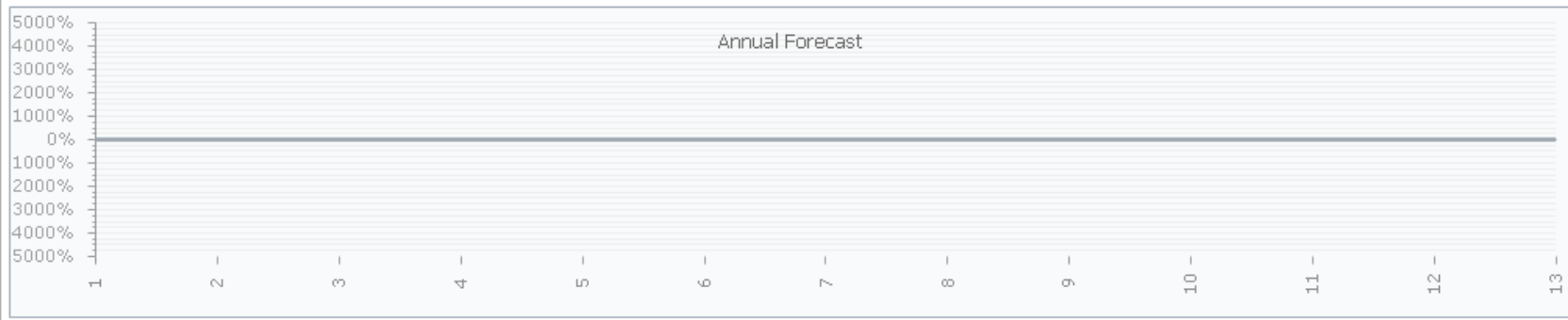
Dashboard Daily Tasks **Advanced Tasks** Administrative Reports Help
Forecast Custom Groups Custom Views Event Planning Event Items Export Library Forward Buying Kitting Mass Maintenance **Profiles**

Profile Name:

Profile Type:

Profile Curve:

4: Weekly
01: 02: 03: 04: 05: 06: 07: 08: 09:
10: 11: 12: 13:



List Filtered By: Item Description: soil; Activity Codes: A - Active,W - Watch;

Item	Item Description	Location
AISM303D	Al Soul Soiless 2 gal	010
AISM303D	Al Soul Soiless 2 gal	011
AISM303D	Al Soul Soiless 2 gal	012
AISM303D	Al Soul Soiless 2 gal	013
AISM303D	Al Soul Soiless 2 gal	014
AISM303D	Al Soul Soiless 2 gal	016

Profile Options

Custom Profile

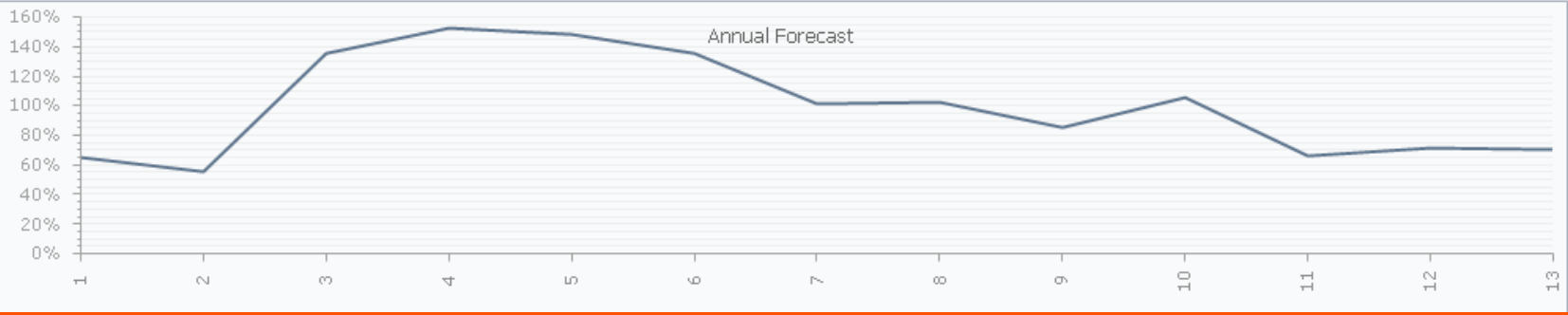
Profile Name:

Profile Type:

Profile Curve:

4: Weekly

01: 02: 03: 04: 05: 06: 07: 08: 09: 10: 11: 12: 13:



List Filtered By: Item Description: soil; Activity Codes: A - Active,W - Watch;

Item	Item Description	Location
AISM303D	AI Soul Soilless 2 gal	010
AISM303D	AI Soul Soilless 2 gal	011
AISM303D	AI Soul Soilless 2 gal	012
AISM303D	AI Soul Soilless 2 gal	013
AISM303D	AI Soul Soilless 2 gal	014
AISM303D	AI Soul Soilless 2 gal	016

Profile Options

Custom Profile

Profile has been assigned to the items below.

Page size: 50

	Item	Description	Location
<input checked="" type="checkbox"/>	AISM303D	AI Soul Soilless 2 gal	010
<input checked="" type="checkbox"/>	AISM303D	AI Soul Soilless 2 gal	011
<input checked="" type="checkbox"/>	AISM303D	AI Soul Soilless 2 gal	012
<input checked="" type="checkbox"/>	AISM303D	AI Soul Soilless 2 gal	013
<input checked="" type="checkbox"/>	AISM303D	AI Soul Soilless 2 gal	014
<input checked="" type="checkbox"/>	AISM303D	AI Soul Soilless 2 gal	016

[Profile List](#) > [Profile Manager](#) > [Item Forecast](#)

Item ID: SPSM915D

PDI Code L Description: Sal P Soil Mix 1.5 cf On Hand 0.0000 Supplier: 011 On Order 0.0000 Supplier L Lead

67 Trend 98.00% Service Level Goal A - Active Activity Code West Region Potting Soil Seasonal Profile

235.91% Deviation (%) 100.00% Service Achieved E - E Velocity Code Velocity Code No Profile Selected Daily Profile

Profile Options

Borrowing an existing profile - new item, no demand history

> Item List > Item Forecast

Item ID: SSB830 Description: Bamboo Stakes 3' Supplier: 25 pk Supplier Name: Ship Point: Default Location: CJILAW

PDI Code On Hand On Order Lead Time

10 Trend 96.00% Service Level Goal 100.00% Service Achieved A - Active Activity Code No Profile Selected Seasonal Profile Create Seasonal Profile Adaptive Exponential Smoothing Forecast Method Deviation (%) 4 Weekly Forecast Frequency

Remarks: Demand Low Trending Up Trending Down Missed Service Infinity Check

Chart One Chart Display 4 Weekly

Legend: Sales, Dependent, Forecast, Deviation (%)

Profile

- HMTB800 - 014
- HMTB800 - 016
- HMTB800_011_3/1/2018 Advanced Seasonality
- HMTB800_012_3/1/2018 Advanced Seasonality
- HMTB800_014_3/1/2018 Advanced Seasonality
- HMTBS815 - 013 ←
- HMTBS815_014_3/1/2018 Advanced Seasonality
- HMTBS820_011_3/1/2018 Advanced Seasonality
- HOR304_011_3/1/2018 Advanced Seasonality
- HOR308_013_3/1/2018 Advanced Seasonality
- HOR308_014_3/1/2018 Advanced Seasonality
- HOR316_011_3/1/2018 Advanced Seasonality
- HOR316_012_3/1/2018 Advanced Seasonality
- HOR316_013_3/1/2018 Advanced Seasonality
- HOR316_014_3/1/2018 Advanced Seasonality

	19	Feb 16	Mar 15	Apr 12	May 10	Jun 07	Jul 05	Aug 02	Aug 30	Sep 27	Oct 25	Nov 22		
	20	Feb 17	Mar 17	Apr 14	May 12	Jun 09	Jul 07	Aug 04	Sep 01	Sep 29	Oct 27	Nov 24	Annual	
Weekly:	0												0	
4 Weekly:	0												0	
Quarterly:	0												0	
Yearly:	0												0	
History	Dec 23	Jan 20	Feb 17	Mar 17	Apr 14	May 12	Jun 09	Jul 07	Aug 04	Sep 01	Sep 29	Oct 27	Nov 24	Annual
2019 Demand	0	0	0											0
2018 Demand	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2017 Demand	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2016 Demand			0	0	0	0	0	0	0	0	0	0	0	0

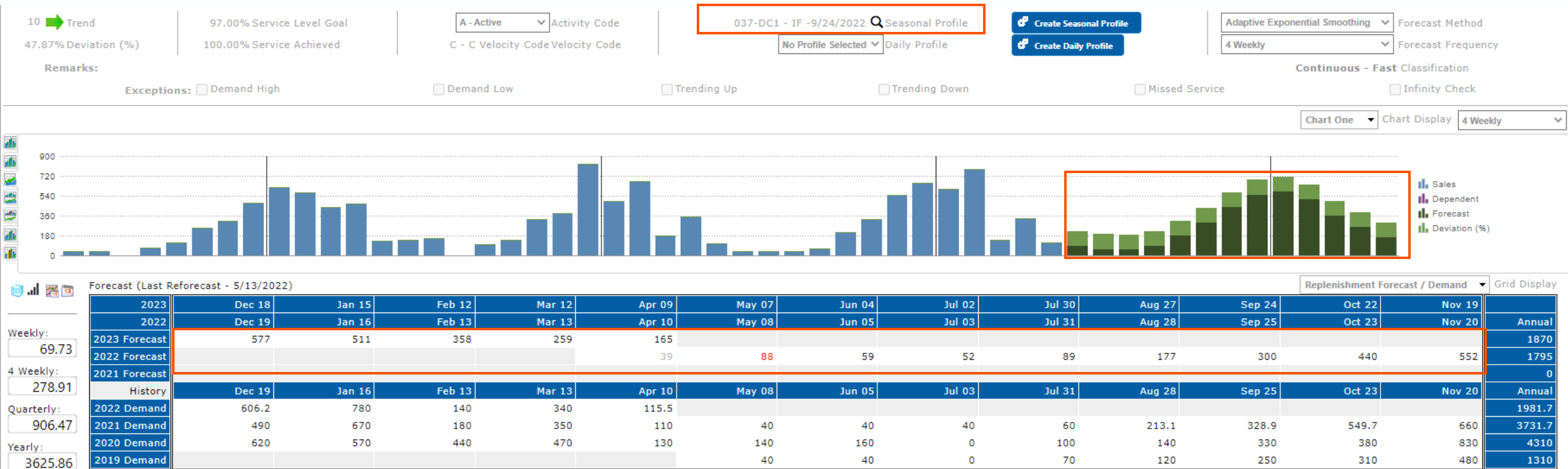


Pattern and Forecast

Pattern and Forecast

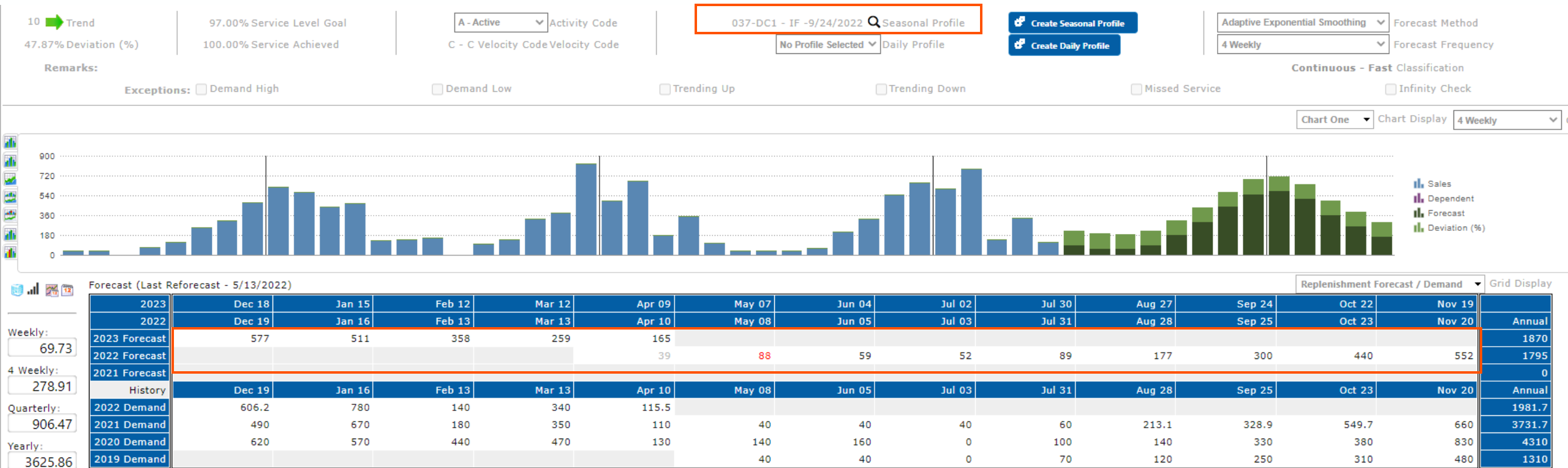
The pattern is described through the profile, only adjusts when prompted

The forecast is revised at period end – moving target, rate of demand used with the profile curve



Pattern and Forecast

Future forecast with seasonal profile



Pattern and Forecast

The Profile Curve describes the demand pattern of the item

Weighting factor by period...used as the forecast multiplier

Seasonal Confidence : Strong
Seasonal Value Add : 42.28%

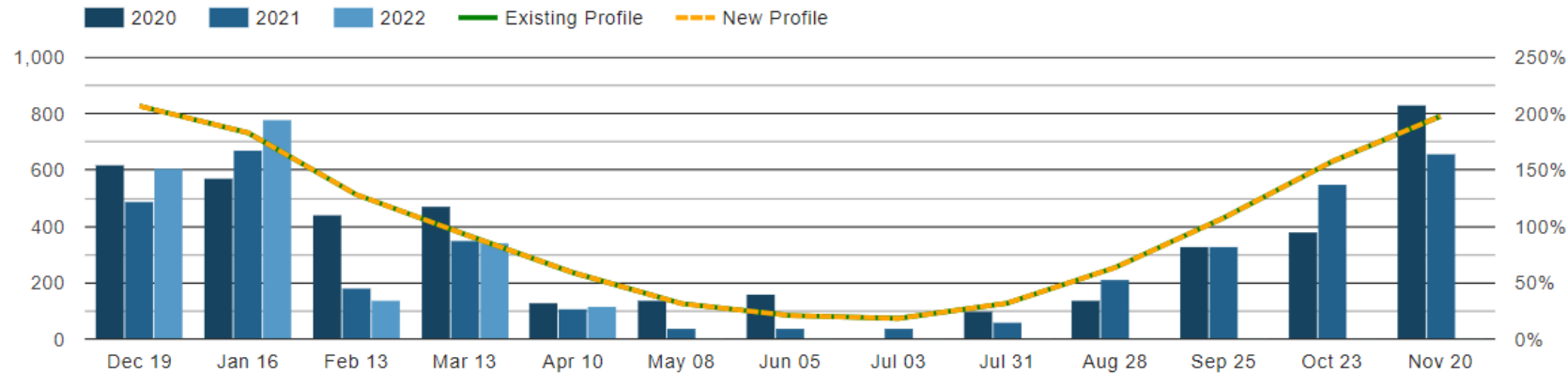
Item : 037
Brand : 1277792

Description: HEAT EXCHANGER KIT
Seasonal Match Score : 93.38%

Supplier: 1100
Location : DC1

Supplier Name: Vendor 1100
Activity Code : A-Active

Ship C
Velocity C



Profile Type : 4-Weekly

Profile Curve	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 25	Oct 23	Nov 20
	206.78	183.17	128.3	93	59.07	31.54	21.03	18.47	31.97	63.61	107.57	157.71	197.77
History	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 25	Oct 23	Nov 20
2022	606.2	780	140	340	115.5	0	0	0	0	0	0	0	0
2021	490	670	180	350	110	40	40	40	60	213.1	328.9	549.7	660
2020	620	570	440	470	130	140	160	0	100	140	330	380	830

Pattern and Forecast

Forecast is multiplied by the seasonal index (profile curve)

2023	Dec 18	Jan 15	Feb 12	Mar 12	Apr 09	May 07	Jun 04	Jul 02	Jul 30	Aug 27	Sep 24	Oct 22	Nov 19	Annual
2022	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 25	Oct 23	Nov 20	1870
2023 Forecast	577	511	358	259	165	88	59	52	89	177	300	440	552	1795
2022 Forecast					39									

Profile Name:

Profile Type:

Forecast Multipliers

Profile Curve:

4: Weekly

01: 02: 03: 04: 05: 06: 07: 08: 09: 10: 11: 12: 13:

4-Weekly Forecast x Index / 100 = Seasonalized Forecast

Weekly:

4 Weekly: →

Quarterly:

Yearly:

Period	4-Week Forecast	Index	Forecast
1	278.91	206.78	577
2	278.91	183.17	511
3	278.91	128.3	358
4	278.91	93	259
5	278.91	59.07	165
6	278.91	31.54	88
7	278.91	21.03	59
8	278.91	18.47	52
9	278.91	31.97	89
10	278.91	63.61	177
11	278.91	107.57	300
12	278.91	157.71	440
13	278.91	197.8	552

The Math

Things to Consider

Things to Consider

- Do all items need a seasonal profile? NO
- Seasonality should be part of your regular process
 - Re-run Advanced Seasonality, not just a one-time job or a set it and forget it function
 - Reviewing items in AS with seasonal profiles in the Not-Seasonal or Not-evaluated categories
- Items without profiles that need a profile – AS, custom profile when necessary
- Items that need a profile, have a profile, but not the correct profile (pattern)
 - Items that shift year to year (Easter)
- Profile Generated for items
- Profiling items with less than 1 year of demand history



Things to Consider

Work with your LifeLine Consultant on running Advanced Seasonality and re-running

- Scheduled Advanced Seasonality jobs
- Auto Apply profiles
- Reviewing and removing outdated profiles
- 'Profile Generated For' SCA report

Thank You