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

Agenda

Defining Seasonality

Advanced Seasonality
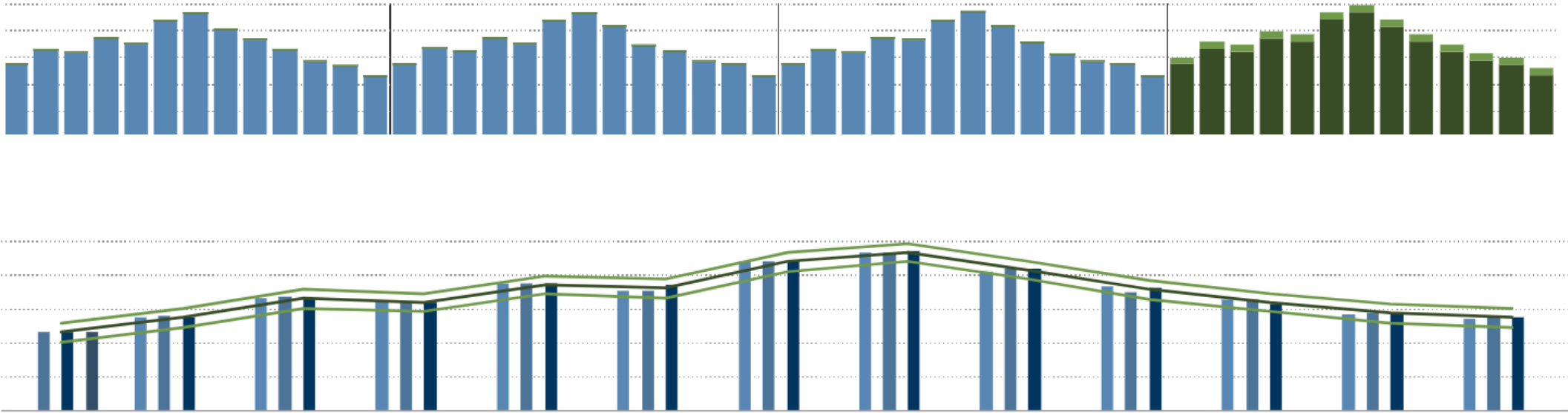
Profile Options

Pattern and Forecast

Pitfalls to Avoid

x

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Defining Seasonality

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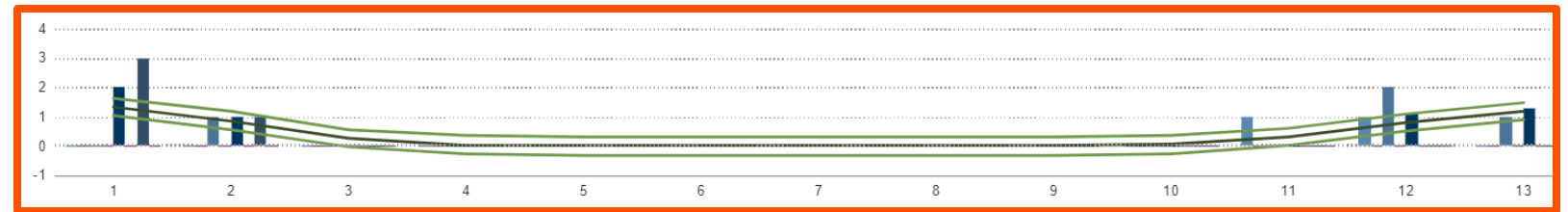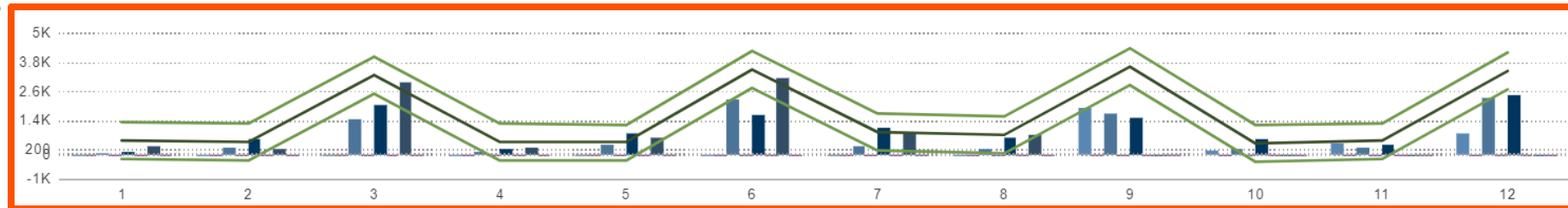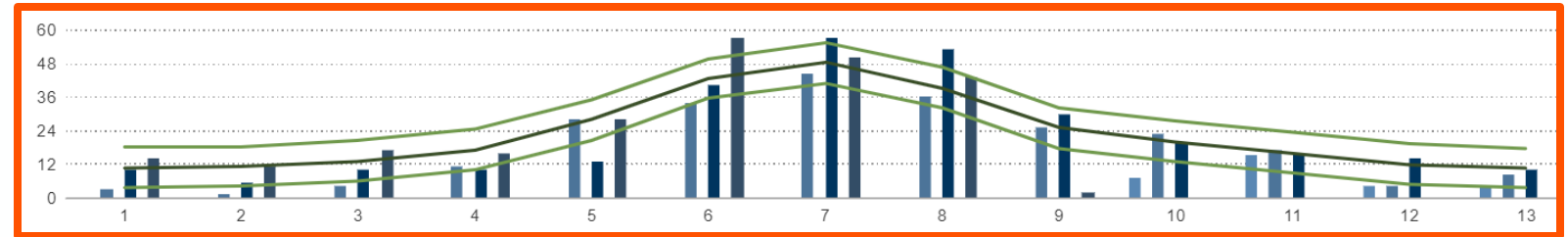
Defining Seasonality

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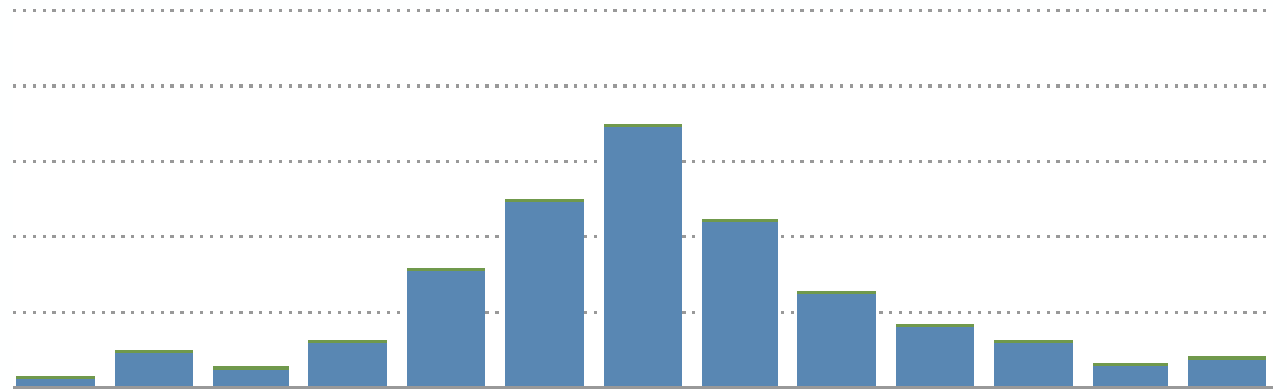
Defining Seasonality

When to Apply

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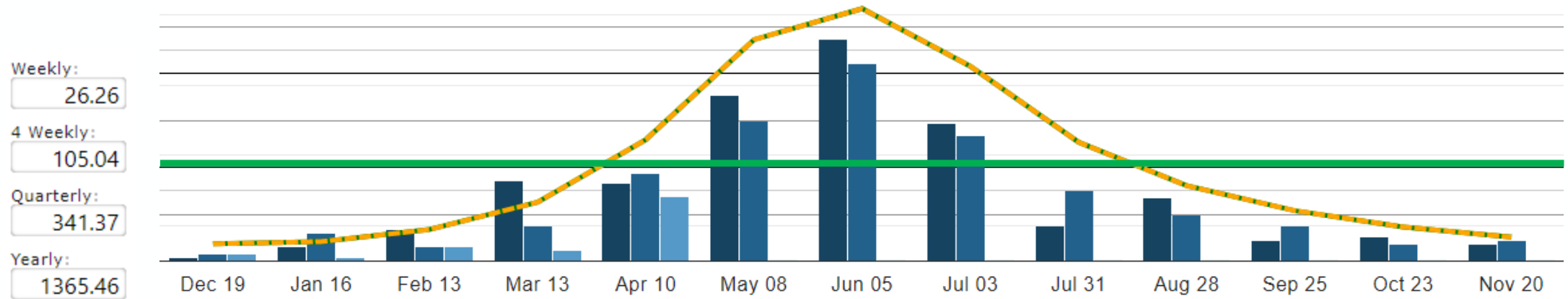
Defining Seasonality

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
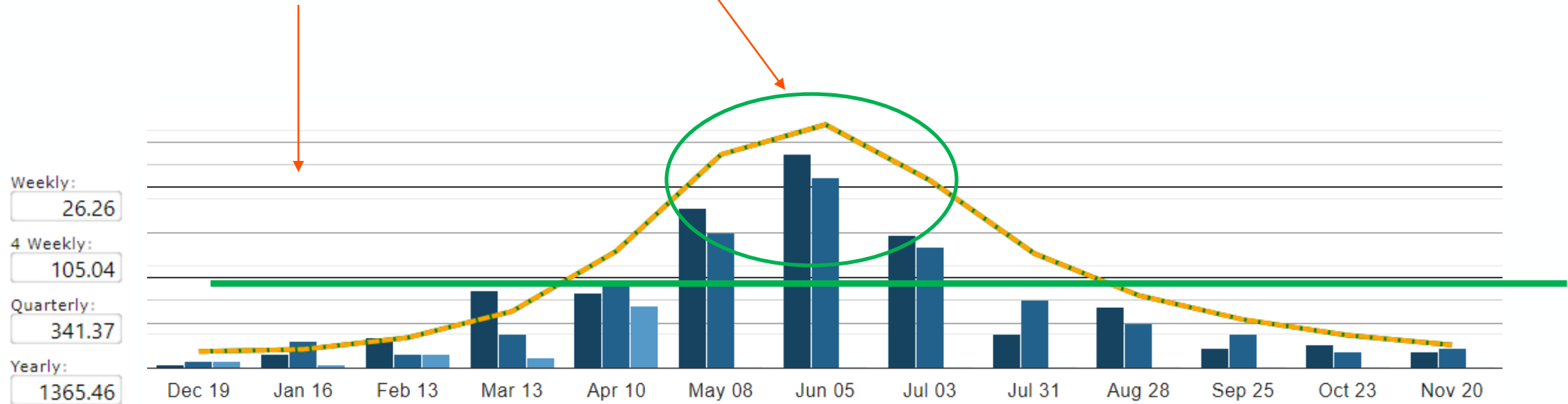
No profile using Average Forecast of 105

Defining Seasonality

Average Forecast of 105

Result = Out of Stock and Lost Revenue $

Overstock and Excess Carrying Cost $

Weekly: 26.26

4 Weekly: 105.04

Quarterly: 341.37

Yearly: 1365.46

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
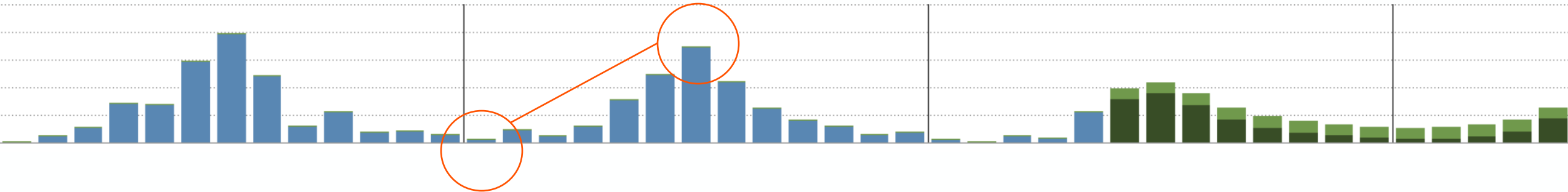
Defining Seasonality

Safety Stock Impact, large swing between in season and out of season
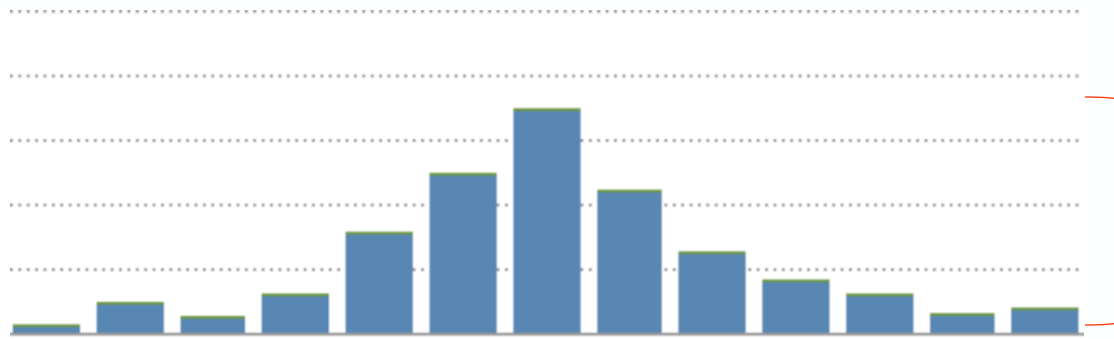
Forecast 282 peak season
Forecast 19 lowest season

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 |

Legend: 2020, 2021, 2022, Existing Profile, New Profile
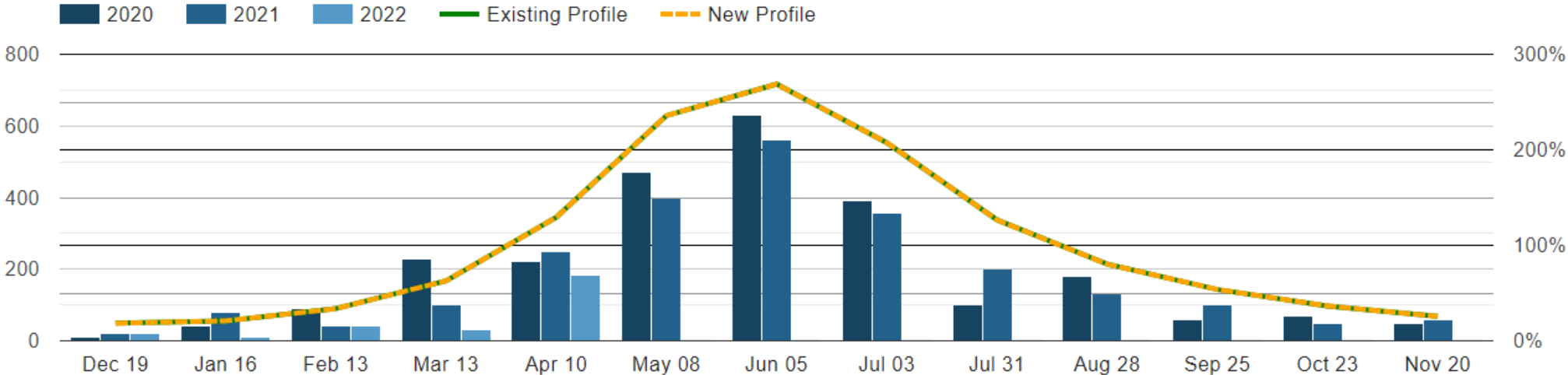
Profile Curve	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31
	18.45	20.87	33.65	62.8	129.26	235.8	268.82	207.55	126.65

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Defining Seasonality

Created and applied a Seasonal Profile

Defining Seasonality

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

Advanced Seasonality

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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

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Advanced Seasonality

4-Step Process
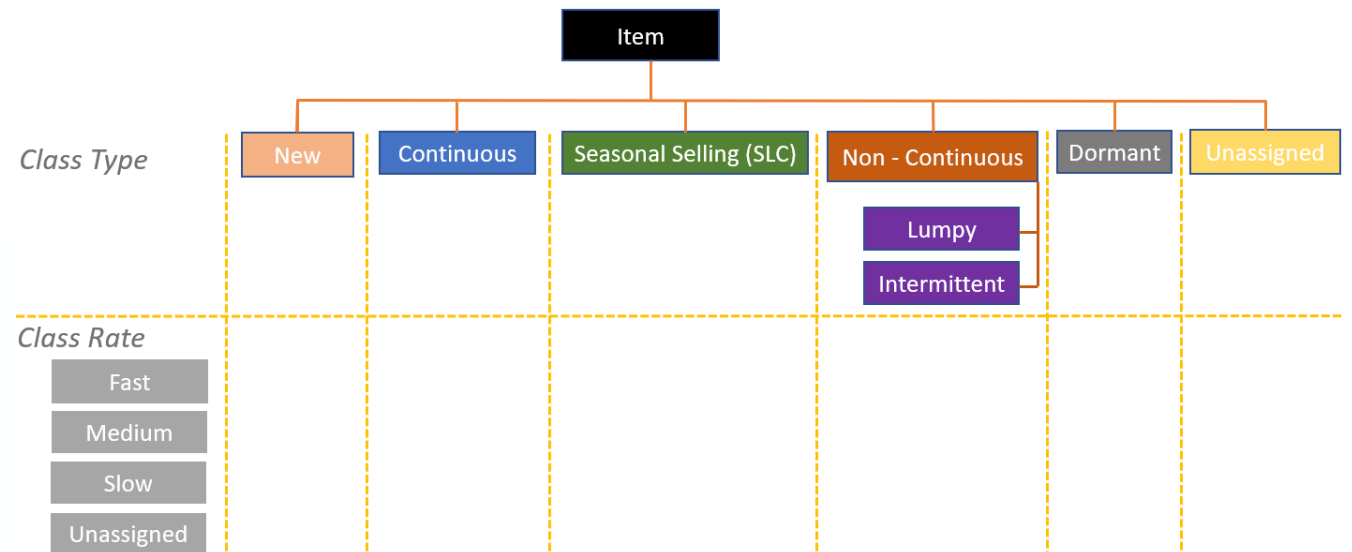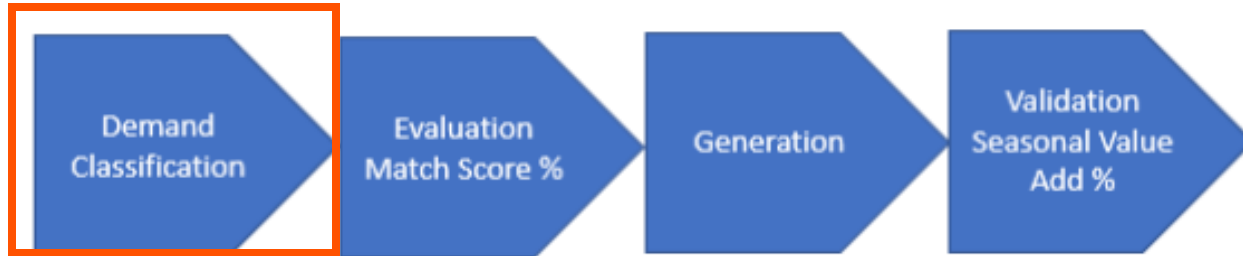
Advanced Seasonality
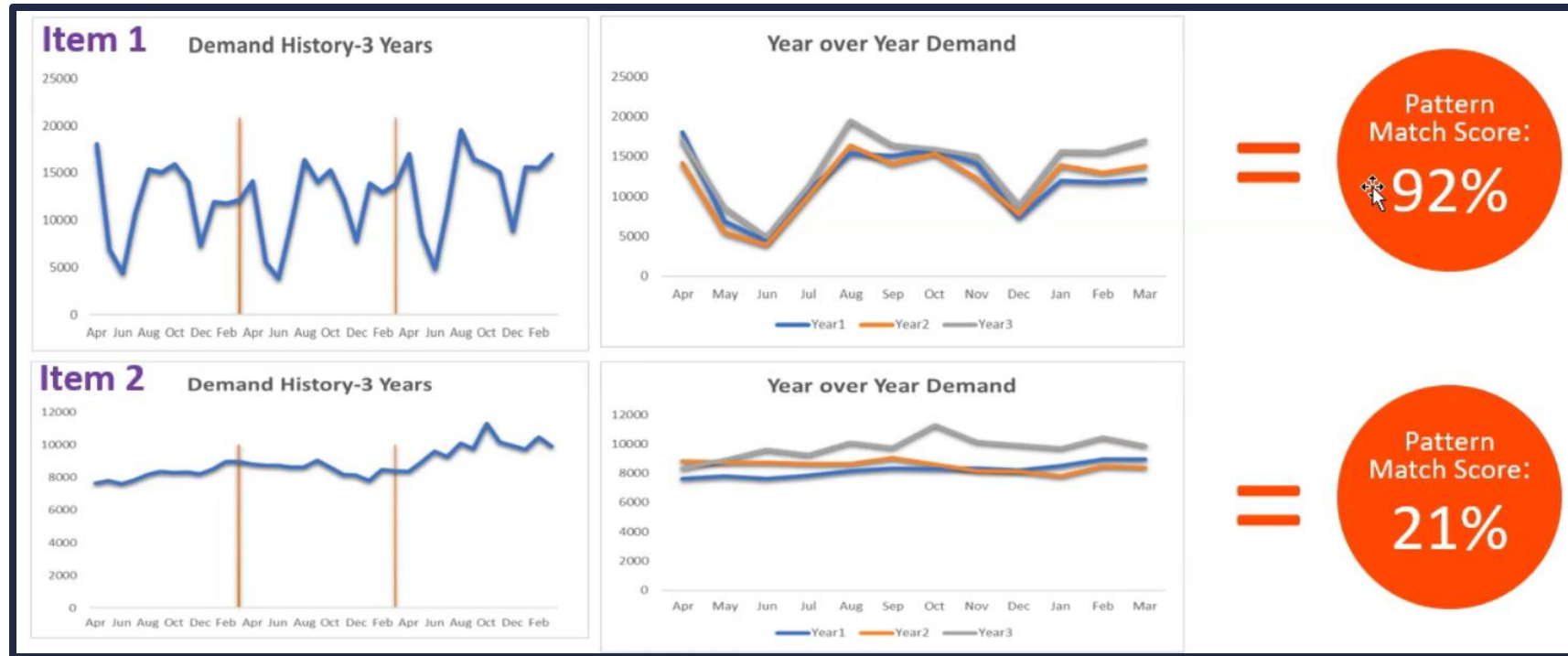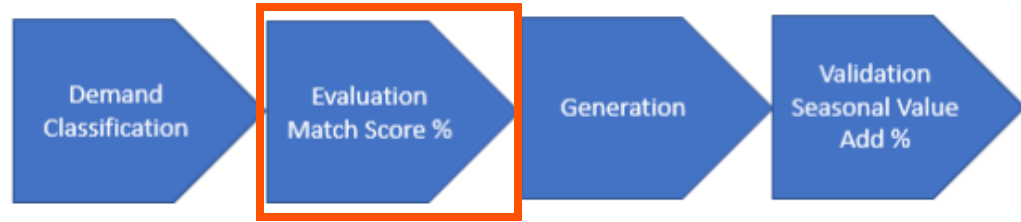
- Year over year pattern match
- Establishes repeatability through pattern recognition algorithms

Advanced Seasonality

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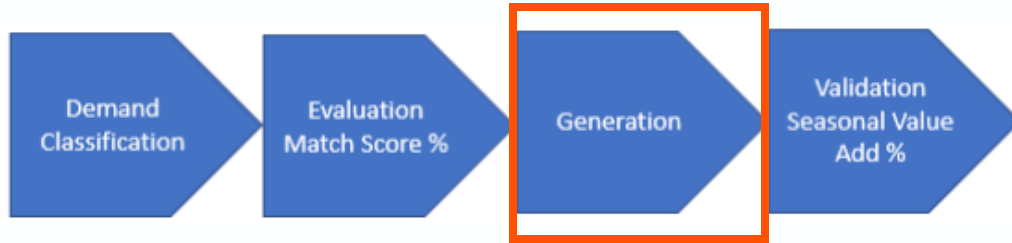
- Back-test the seasonal profile
  - Validate before accepting to improve confidence in the profile
- Seasonal Value Add (SVA)
  - Measure of value add to forecast-ability
  - Higher the value , higher the expected forecast accuracy (i.e. lower Safety Stock)
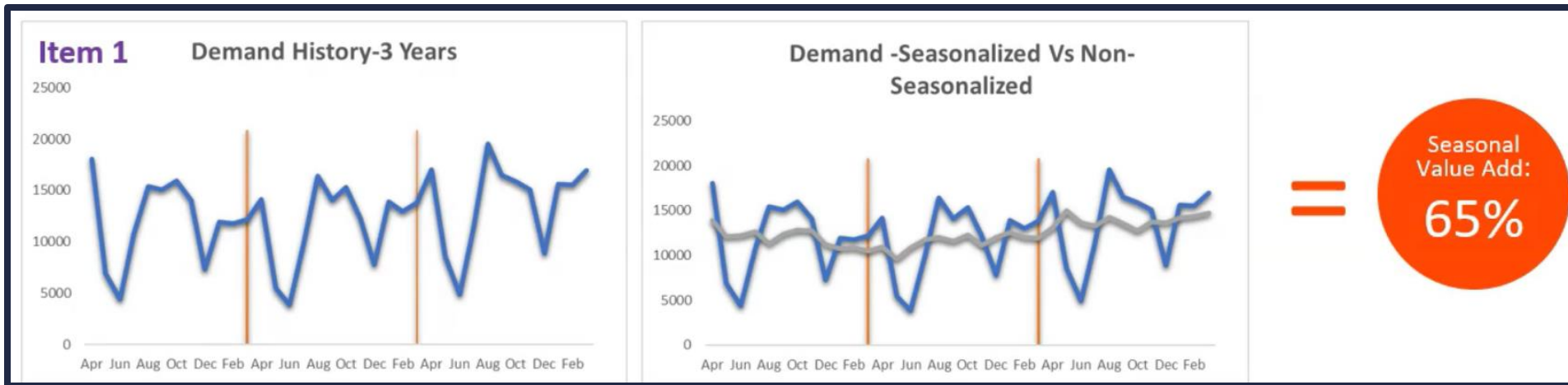
Advanced Seasonality
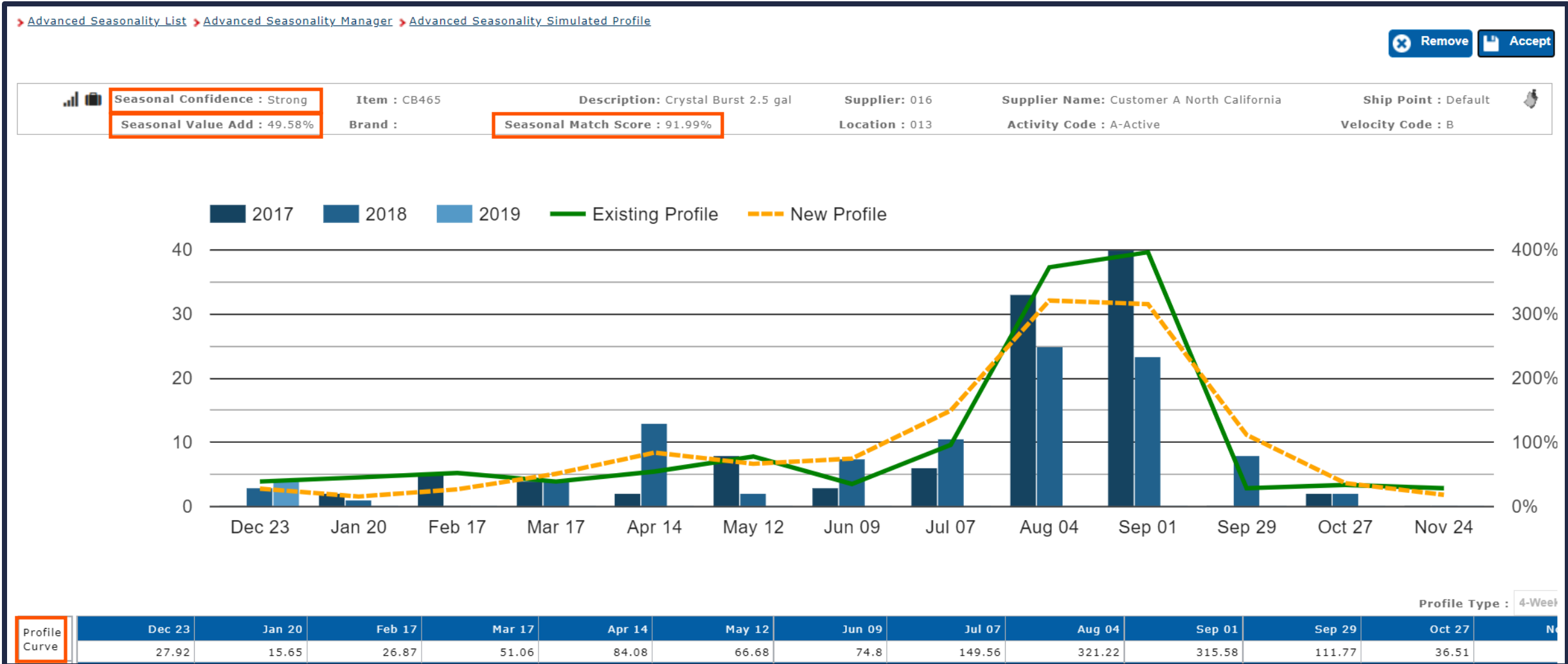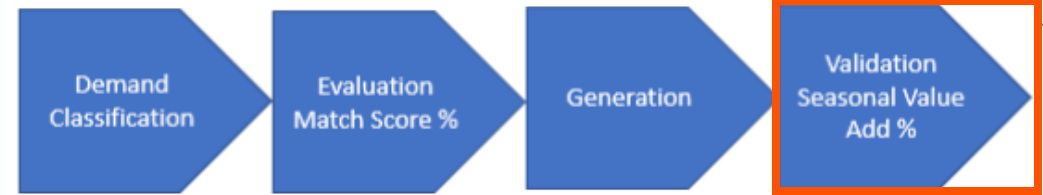
Advanced Seasonality Creation

Global Controls, Advanced Seasonality

Advanced Tasks, Advanced Seasonality

Advanced Seasonality Creation

Advanced Seasonality Creation

Once Simulated, Review

+ 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

Selected Items	Strong	High	Medium	Low	Non-seasonal	Not evaluated

- 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

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Advanced Seasonality Review

Review Strong, High, Medium, Low

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

Items

Ⓨ

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
☐	✖	037	HEAT EXCHANGER KIT	WH2	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH2 - AS -5/28/2019	System	Fast
☐	✖	191	BLOWER WHEEL	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-DC1 - AS -8/22/2019	System	Fast
☐	✖	194	INDUCER GASKET	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	58 %	194-DC1 - AS -8/22/2019	System	Fast
☐	✖	199	PLASTIC PAD 32X32X2	DC1	A - Active	C	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-DC1 - AS -8/22/2019	System	Fast
☐	✖	191	BLOWER WHEEL	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	78 %	191-WH1 - AS -8/22/2019	System	Fast
☐	✖	194	INDUCER GASKET	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	59 %	194-WH1 - AS -8/22/2019	System	Fast
☐	✖	199	PLASTIC PAD 32X32X2	WH1	A - Active	D	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-WH1 - AS -8/22/2019	System	Fast
☐	✖	191	BLOWER WHEEL	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-WH2 - AS -8/22/2019	System	Fast
☐	✖	194	INDUCER GASKET	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	46 %	59 %	194-WH2 - AS -8/22/2019	System	Fast
☐	✖	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

		Minimum Seasonal Match Threshold %	☑ Use Global
50			
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

	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
☐ ⊗	037	HEAT EXCHANGER KIT	WH2	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH2 - AS -5/28/2019	System	Fast
☐ ⊗	191	BLOWER WHEEL	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-DC1 - AS -8/22/2019	System	Fast
☐ ⊗	194	INDUCER GASKET	DC1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	58 %	194-DC1 - AS -8/22/2019	System	Fast
☐ ⊗	199	PLASTIC PAD 32X32X2	DC1	A - Active	C	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-DC1 - AS -8/22/2019	System	Fast
☐ ⊗	191	BLOWER WHEEL	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	78 %	191-WH1 - AS -8/22/2019	System	Fast
☐ ⊗	194	INDUCER GASKET	WH1	A - Active	D	7810	Vendor 7810	Blue Ridge	47 %	59 %	194-WH1 - AS -8/22/2019	System	Fast
☐ ⊗	199	PLASTIC PAD 32X32X2	WH1	A - Active	D	3560	Vendor 3560	Blue Ridge	59 %	99 %	199-WH1 - AS -8/22/2019	System	Fast
☐ ⊗	191	BLOWER WHEEL	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	51 %	79 %	191-WH2 - AS -8/22/2019	System	Fast
☐ ⊗	194	INDUCER GASKET	WH2	A - Active	D	7810	Vendor 7810	Blue Ridge	46 %	59 %	194-WH2 - AS -8/22/2019	System	Fast
☐ ⊗	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

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Advanced Seasonality Review

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

Export🖐 **Assign Profiles** Remove Simulated Profiles Remove Existing Profiles

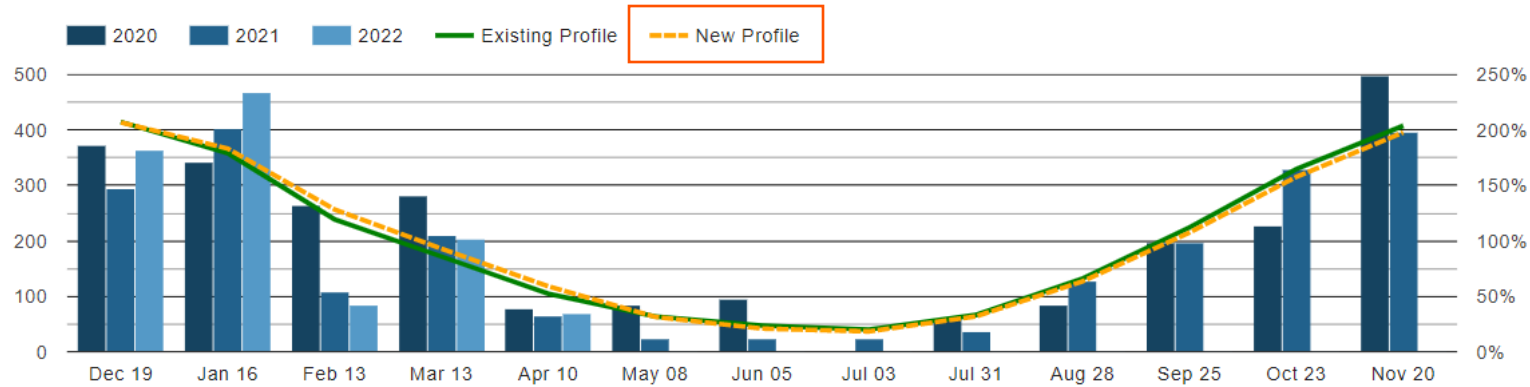Selected Items | **Strong** | High | Medium | Low | Non-seasonal | Not evaluated

☑		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
☑	⊗	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	
☑	⊗	030	IGNITOR MODULE	DC1	A - Active	C	9000	Vendor 9000	Blue Ridge	60 %	98 %	030-DC1 - AS -5/28/2019	System	Fast	
☑	⊗	036	COND HEAT EXCH	DC1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-DC1 - AS -5/28/2019	System	Fast	
☑	⊗	037	HEAT EXCHANGER KIT	DC1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-DC1 - AS -5/28/2019	System	Fast	
☑	⊗	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	
☑	⊗	030	IGNITOR MODULE	WH1	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH1 - AS -5/28/2019	System	Fast	
☑	⊗	036	COND HEAT EXCH	WH1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-WH1 - AS -5/28/2019	System	Fast	
☑	⊗	037	HEAT EXCHANGER KIT	WH1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH1 - AS -5/28/2019	System	Fast	
☑	⊗	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	
☑	⊗	030	IGNITOR MODULE	WH2	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH2 - AS -5/28/2019	System	Fast	

|◄ ◄ **1** ► ►| 1-21 of 21 Item

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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
☑ ⊗	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
☑ ⊗	030	IGNITOR MODULE	DC1	A - Active	C	9000	Vendor 9000	Blue Ridge	60 %	98 %	030-DC1 - AS -5/28/2019	System	Fast
☑ ⊗	036	COND HEAT EXCH	DC1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-DC1 - AS -5/28/2019	System	Fast
☑ ⊗	037	HEAT EXCHANGER KIT	DC1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-DC1 - AS -5/28/2019	System	Fast
☑ ⊗	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
☑ ⊗	030	IGNITOR MODULE	WH1	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH1 - AS -5/28/2019	System	Fast
☑ ⊗	036	COND HEAT EXCH	WH1	A - Active	A	1100	Vendor 1100	Blue Ridge	51 %	98 %	036-WH1 - AS -5/28/2019	System	Fast
☑ ⊗	037	HEAT EXCHANGER KIT	WH1	A - Active	C	1100	Vendor 1100	Blue Ridge	42 %	93 %	037-WH1 - AS -5/28/2019	System	Fast
☑ ⊗	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
☑ ⊗	030	IGNITOR MODULE	WH2	A - Active	C	DC1	Distribution Center	Blue Ridge	60 %	98 %	030-WH2 - AS -5/28/2019	System	Fast

◀◀ ◀ **1** ▶ ▶▶   1-21 of 21 Item

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Advanced Seasonality Assign

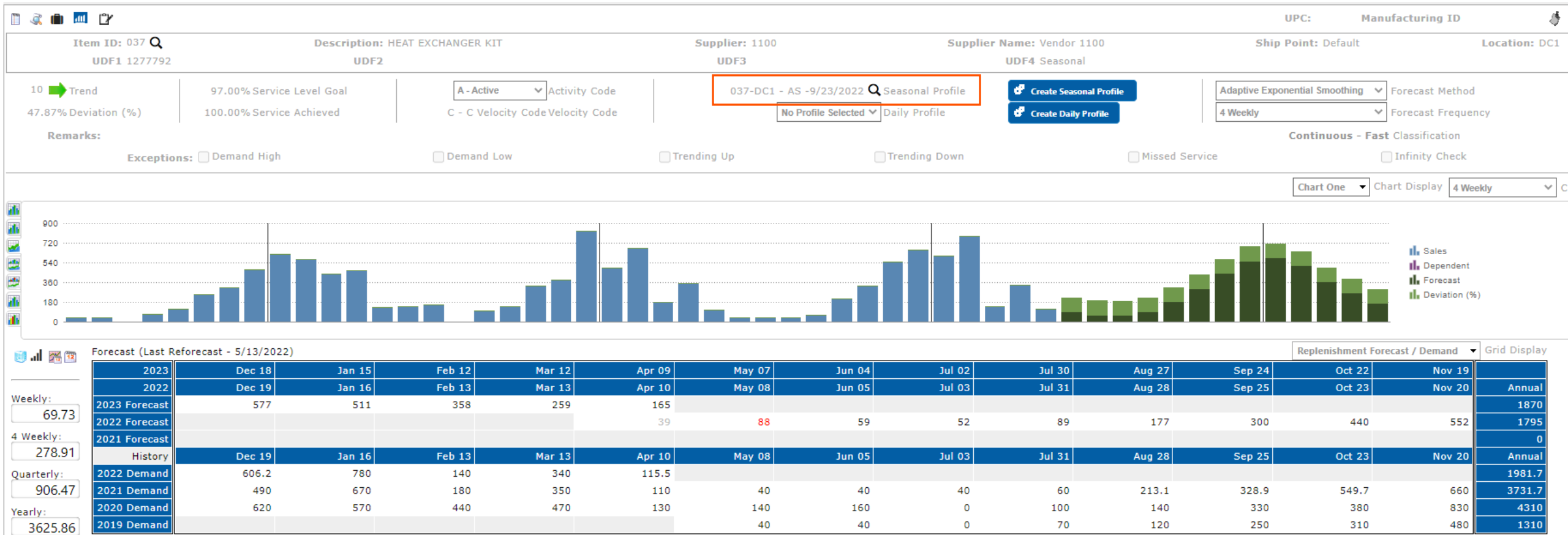Non-seasonal and Not-evaluated should be reviewed and considered for profile removal

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
☑	177	10 26GA SPIRAL PIPE	WH2	A - Active	D	3410	Vendor 3410	Blue Ridge	0 %	0 %	177-WH2 - AS -8/22/2019	System
☑	177	10 26GA SPIRAL PIPE	WH1	A - Active	D	3410	Vendor 3410	Blue Ridge	0 %	0 %	177-WH1 - AS -8/22/2019	System
☑	177	10 26GA SPIRAL PIPE	DC1	A - Active	D	3410	Vendor 3410	Blue Ridge	0 %	0 %	177-DC1 - AS -8/22/2019	System
☑	139	2 HTB26 4WIDE SPINGLASS SF +	WH2	A - Active	D	8140	Vendor 8140	Blue Ridge	0 %	48 %	139-WH2 - AS -8/22/2019	System
☑	139	2 HTB26 4WIDE SPINGLASS SF +	DC1	A - Active	D	8140	Vendor 8140	Blue Ridge	0 %	48 %	139-DC1 - AS -8/22/2019	System
☑	010	HORIZ. FURN. SUPPORT	DC1	A - Active	D	5000	Vendor 5000	Blue Ridge	0 %	14 %	010-DC1 - AS -1/3/2020	System
☐	002	FOIL FLEX 8IN X 25FT R8 BAG	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
☐	003	SLEEVE INSUL 6 IN R-6	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
☐	007	SLEEVE INSUL 10 IN R-6	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
☐	020	COLLAR	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		
☐	056	10 - 90 ZIP JACKET W/I	DC1	A - Active	D	1000	Vendor 1000	Blue Ridge	0 %	0 %		

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Advanced Seasonality Result

AS Profile is applied to the item(s)

Profile Options
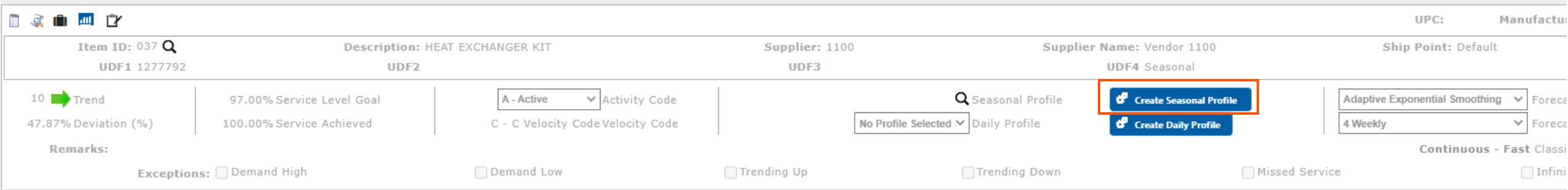
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Profile Options

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

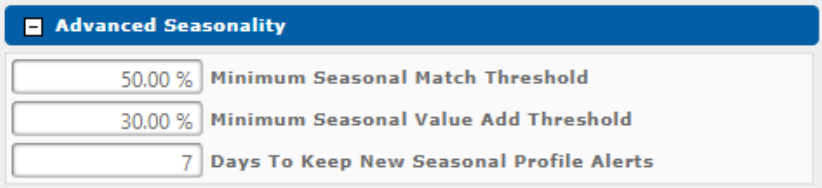BLUEPRINT
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Profile Options

Item Forecast

Select the Create Seasonal Profile button

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

Profile Options

Item Forecast

| Seasonal Confidence : Strong | Item : 037 | Description: HEAT EXCHANGER KIT | Supplier: 1100 | Supplier Name: Vendor 1100 |
| Seasonal Value Add : 42.28% | Brand : 1277792 | Seasonal Match Score : 93.38% | Location : DC1 | Activity Code : A-Active |

Legend: 2020 | 2021 | 2022 | Existing Profile | New Profile

Profile Curve	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 2
	206.78	183.17	128.3	93	59.07	31.54	21.03	18.47	31.97	63.61	107.5
History	Dec 19	Jan 16	Feb 13	Mar 13	Apr 10	May 08	Jun 05	Jul 03	Jul 31	Aug 28	Sep 2
2022	606.2	780	140	340	115.5	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

Profile Options

Item Forecast

Select the Create Seasonal Profile 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 scree

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Profile Options

Item Forecast

> Item List > Item Forecast > Advanced Seasonality Simulated Profile

Advanced Seasonality

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

Seasonal Confidence : Non-Seasonal   Item : SSS850   Description: Steel Stake 5'   Supplier: CJILAW   Supplier

Seasonal Value Add : 0%   Brand :   Seasonal Match Score : 0%   Location : 011   Activity
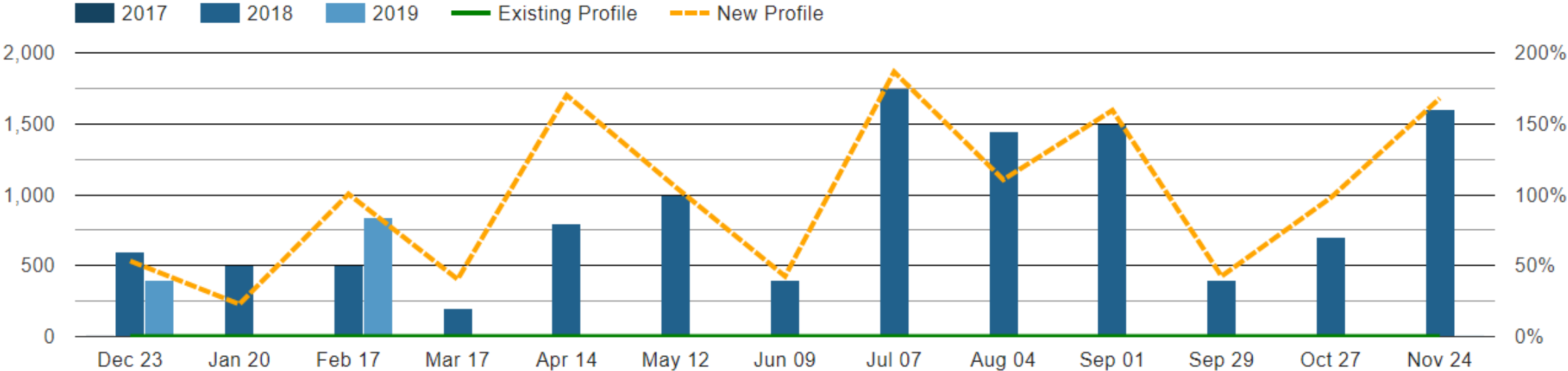
Profile Options

Linked Items (automatic)

Model Items

Profile Options

Profile Options

Custom Profile

Profile Options

Custom Profile

Profile has been assigned to the items below.

Page size: 50

	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 List   ❯ Profile Manager   ❯ Item Forecast

Item ID: SPSM915D 🔍   **Description:** Sal P Soil Mix 1.5 cf   **Supplier:** 011   **Supplier**

PDI Code L   **Lead**   **On Hand** 0.0000   **On Order** 0.0000   **Lead**

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

Pattern and Forecast

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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

10 → Trend	97.00% Service Level Goal	A - Active ▼ Activity Code
47.87% Deviation (%)	100.00% Service Achieved	C - C Velocity Code Velocity Code

	037-DC1 - IF -9/24/2022 🔍 Seasonal Profile	Create Seasonal Profile	Adaptive Exponential Smoothing ▼ Forecast Method
	No Profile Selected ▼ Daily Profile	Create Daily Profile	4 Weekly ▼ Forecast Frequency

Remarks:

Continuous - Fast Classification

Exceptions: ☐ Demand High   ☐ Demand Low   ☐ Trending Up   ☐ Trending Down   ☐ Missed Service   ☐ Infinity Check

Chart One ▼ Chart Display 4 Weekly ▼

Sales · Dependent · Forecast · Deviation (%)

Forecast (Last Reforecast - 5/13/2022) ▼   Replenishment Forecast / Demand ▼ Grid Display

	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	
	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	Annual
Weekly: 69.73	2023 Forecast	577	511	358	259	165									1870
	2022 Forecast						39	88	59	52	89	177	300	440	552	1795
4 Weekly: 278.91	2021 Forecast															0
	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	Annual
Quarterly: 906.47	2022 Demand	606.2	780	140	340	115.5									1981.7
	2021 Demand	490	670	180	350	110	40	40	40	60	213.1	328.9	549.7	660	3731.7
Yearly: 3625.86	2020 Demand	620	570	440	470	130	140	160	0	100	140	330	380	830	4310
	2019 Demand						40	40	0	70	120	250	310	480	1310

Pattern and Forecast

Future forecast with seasonal profile
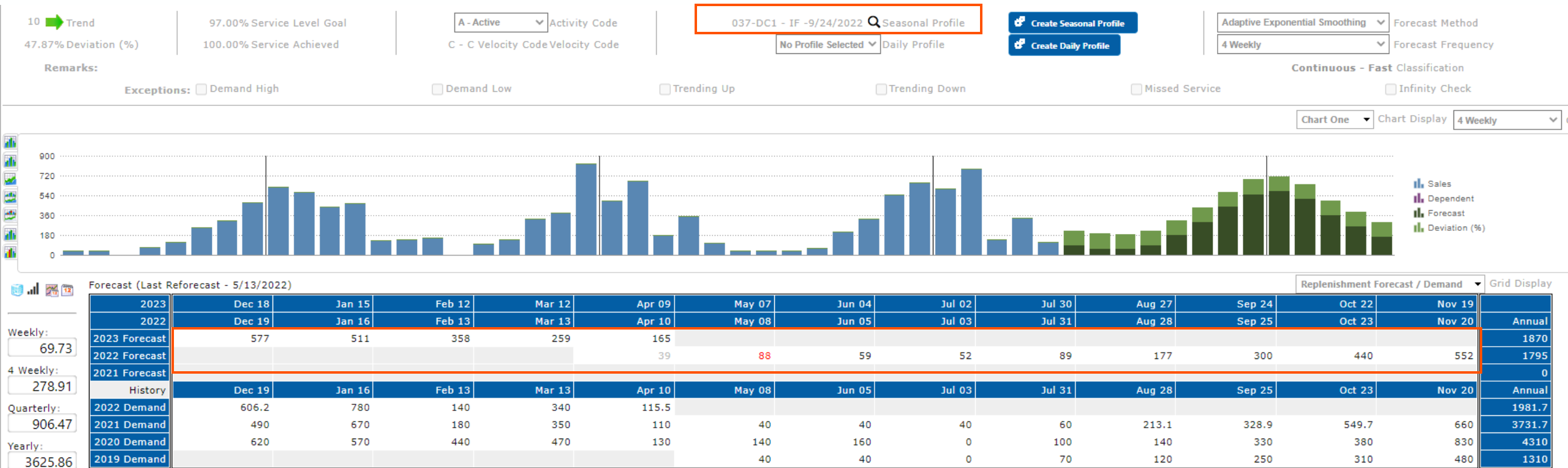
Pattern and Forecast

The Profile Curve describes the demand pattern of the item

Weighting factor by period…used as the forecast multiplier

| | Seasonal Confidence : Strong | Item : 037 | Description: HEAT EXCHANGER KIT | Supplier: 1100 | Supplier Name: Vendor 1100 | Ship P |
| Seasonal Value Add : 42.28% | Brand : 1277792 | Seasonal Match Score : 93.38% | Location : DC1 | Activity Code : A-Active | Velocity C |
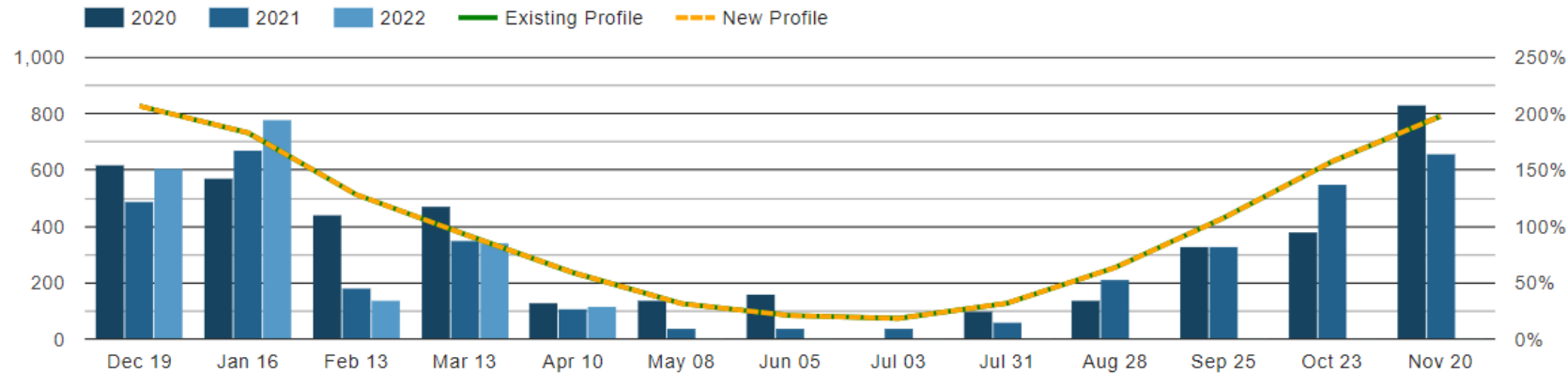
Profile Type : 4-Weekly

	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
Profile Curve	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

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Pattern and Forecast

Forecast is multiplied by the seasonal index (profile curve)

	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	
2023 / 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	Annual
2023 Forecast	577	511	358	259	165									1870
2022 Forecast				552	39	88	59	52	89	177	300	440	552	1795

Profile Name: 037-DC1 - IF -9/24/2022   **Profile Type:** 4 Weekly ▾   Forecast Multipliers

Profile Curve:

4: Weekly

01:	206.7812	02:	183.1693	03:	128.2998	04:	93.0019	05:	59.0748	06:	31.5377	07:	21.0336	08:	18.4663	09:

31.9686 10: 63.6131 11: 107.5731 12: 157.7075 13: 197.7731

4-Weekly Forecast x Index / 100 = Seasonalized Forecast

Weekly: 69.73

4 Weekly: 278.91

Quarterly: 906.47

Yearly: 3625.86

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

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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

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Thank You