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PRODUCT

Sales Reforecast

Women's ready-to-wear clothing brand

CONTEXT

Boost your reactivity during the season

- Detect deviant models from their forecast to focus efforts on priority products

- Calculate its new needs by taking into account the performance of current sales

- Facilitate decision making and understanding of its consequences

CHALLENGES

Synthesize its needs for agility, precision and planning

- Receive relevant alerts for better productivity

- Determine your precise updated needs at the RCT level

- Adjust its forecast according to different parameters: past deliveries, current sales projections, end of season landing...

APPROACH

- Definition of an alerting system for a better priority management

- Building a sales projection algorithm based on the performances calculated each week at the RCT mesh

- User interface suggesting actions to be taken and visualization of the impact of the new forecast

INSIGHTS & VALUES

Visualize the models to be treated in emergency

Anticipate and adjust its necessary stock level in three clicks

Know immediately the impact of the readjustments on the delivery schedule and the end of season landing

Up to
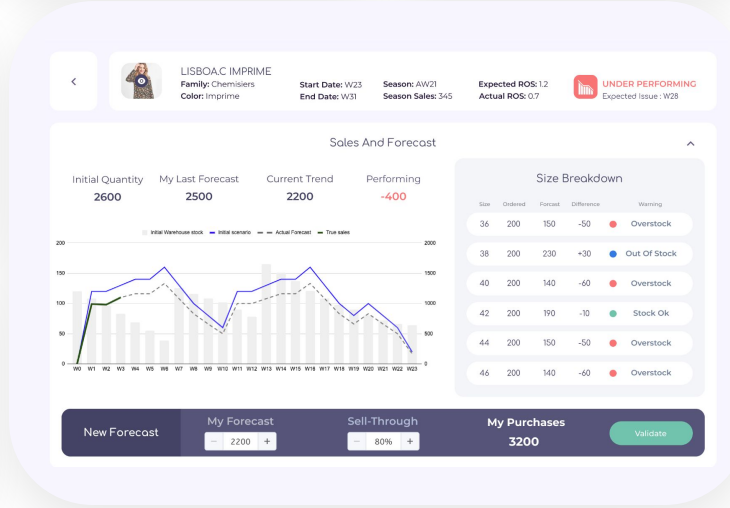
+5 %

Additional revenue

10x

Time saved

3x

Agility

500

Refcos / rescheduled season

Stocks

3

Data domains

Stores

Products

LISBOA.C IMPRIME
Family: Chemisiers
Color: Imprime
Start Date: W23
End Date: W31
Season: AW21
Season Sales: 345
Expected ROS: 1.2
Actual ROS: 0.7
UNDER PERFORMING
Expected Issue : W28

Sales And Forecast

Initial Quantity	My Last Forecast	Current Trend	Performing
2600	2500	2200	-400

Initial Warehouse stock · Initial scenario · Actual Forecast · True sales

W0 W1 W2 W3 W4 W5 W6 W7 W8 W9 W10 W11 W12 W13 W14 W15 W16 W17 W18 W19 W20 W21 W22 W23

Size Breakdown

Size	Ordered	Forecast	Difference	Warning
36	200	150	-50	Overstock
38	200	230	+30	Out Of Stock
40	200	140	-60	Overstock
42	200	190	-10	Stock Ok
44	200	150	-50	Overstock
46	200	140	-60	Overstock

New Forecast	My Forecast	Sell-Through	My Purchases	
	− 2200 +	80%	3200	Validate

21

Users numbers

Project Time

1,5 months

Technologies

tailer

product AUTOPILOT

AI Platform