

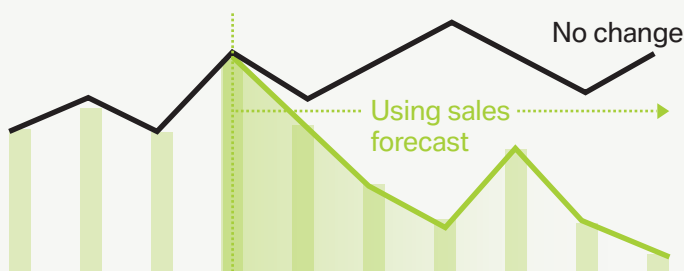
SALES FORECAST

Estimate future sales for improved business decisions



Sales forecast is essential for inventory management, resource allocation, automatization and future growth. It is an important step towards becoming an AI driven business.

Product is designed to predict future sales based on historical trends and external factors such as weather, holidays, etc. Forecast method and format are tailored for the requirements of business process.



Example of **reduced out-of-stocks** as a results of sales forecast.

Why customers use sales forecast?

- Reduce inventory value
- Reduce the number of out-of-stocks
- Plan future orders
- Detection of future growth and decline in sales
- Step towards inventory management automatization

Inventory management

- › Supervising flow of goods
- › Dynamic inventory control
- › Reduce inventory costs

Procurement optimization

- › Increased efficiency
- › Automated routine tasks

Responsiveness to change

- › Respond and adapt quickly
- › Competitive advantage



63% of businesses use AI because of pressure to reduce costs



36% of AI solutions are focused on internal business operation optimization



84% of businesses obtain a competitive advantage using AI

Definition and Business Rules



Tailoring to Business Process



Implementation

PROJECT TIMELINE



Data Preparation and Analysis



Validation and Testing



CREApro