

## Greycon Forecasting

The Greycon Forecasting solution complements the rest of the Greycon portfolio of solutions designed for the Plastic Films and Flexible Packaging, Nonwovens, Metals, Converting and Paper and Board industries. It uses advanced forecasting algorithms, in an innovative, Excel-based front-end, backed by multi-user capabilities in a SQL Server back-end.

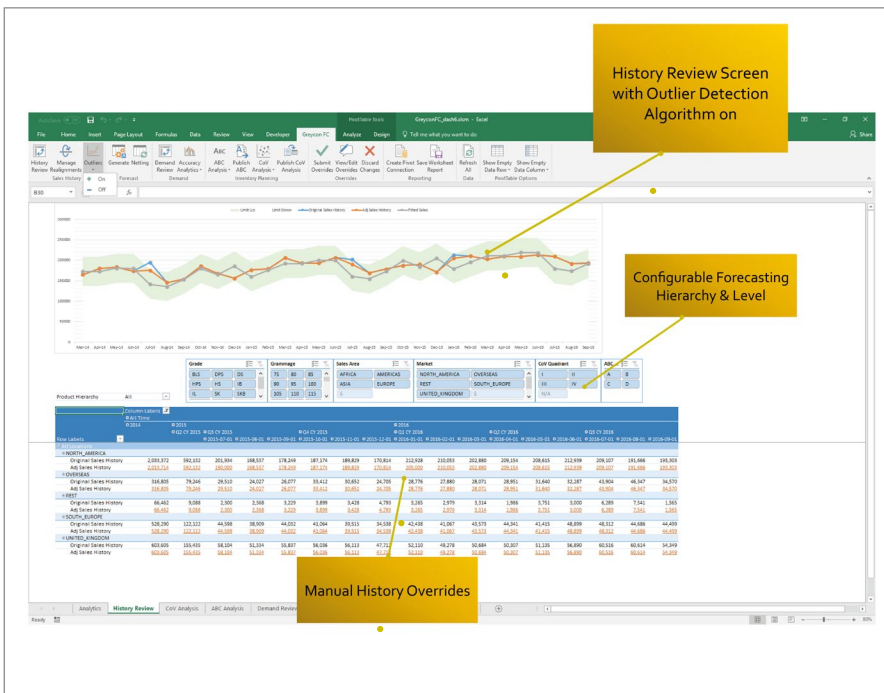
Greycon Forecasting is a sophisticated solution which uses advanced statistical algorithms and built-in demand management best practices to help reach your corporate goals. Greycon Forecasting takes into account actual demand history, external causal factors and collaborative market intelligence input and produces an accurate forecast. Along with the rest of the Greycon products, you will achieve sales and service level increase, lower inventory, lower distribution costs and lower production costs.

Greycon Forecasting, based on Microsoft Business Intelligence technology on the back-end and the familiar Microsoft Excel on the front-end, integrates into your business seamlessly and can be utilised as part of a package with Greycon Integrated Business Planning Solutions or as a stand-alone system. One of the many tasks this sophisticated tool will allow you to do is to create short-term forecasts for scheduling and long term forecasts for S&OP and budgeting.

Greycon's consultants will take care of the whole process, working with you to configure the systems from the initial testing phase through to implementation and aftercare. Greycon will provide the support you need whether it's remotely or on-site in every corner of the world.

### Key Features and Benefits

- Generates statistical forecasting with Adjusted Sales History
- Access data Mining tools which help to guide collaborative users
- Dynamic slicing and dicing of data
- Provides multi-user concurrency and audit trail functionality
- Utilises advanced algorithms and built-in demand management best practises
- Maintains the core statistical forecasting outcomes for accuracy reporting
- Calculates forecast confidence intervals
- Calculates forecast accuracy using lead-time offset forecasts
- Creates Power BI reports which can be distributed on web browsers, tablets and mobile phones
- Provides consensus forecast which is imported automatically into Greycon Integrated Business Planning suite for Demand & Capacity Balancing, Inventory Planning, Production & Block Planning
- Applies daily netting process to intelligently consume the open sales orders from the forecast and integrate with daily scheduling
- Shows progress against budget, improved revenues, service levels and margins



## History Cleansing

- Statistical Outlier detection and removal
- Manual historical shipment overrides with full audit trail
- History realignments (substitutions and supersessions) on both location and product dimensions

## Data Mining

- ABC Analysis for filtering, grouping, inventory planning
- Coefficient of Variation (CoV) Analysis for identifying erratic combinations in history to manage
- Dynamic filter sets to identify exceptions based on pre-defined rules (products with only recent history, customers larger than X in the last month, etc.)

## Statistical Forecast Generation

- Rolling 12-18 month forecast
- Collection of state-of-the-art statistical algorithms (time series, ARIMA, RegARIMA, etc.)
- Automatic selection of algorithm that best fits the data and reduces forecast error
- Handling of sparse data and slow movers

## Collaborative User Edits

- Working forecast scenario vs. statistical forecast
- Market intelligence and override edits
- Top-down and bottom-up edits using SSAS writeback feature
- Intelligent drill-down rules
- Audit trail of changes – comments
- Comprehensive role-based security on viewing and editing

## Business Intelligence KPIs and Reporting

- Forecast accuracy
- Budget gap analysis
- Custom KPIs and dashboards using Microsoft BI
- Power BI available on desktop, web, mobile

## Integration

- Fully integrated with Greycon suite (opt-Studio and X-Trim) for sales and operations planning and production optimisation
- Integrates with ERP, Warehousing, Lab and Planning Systems

## Internationalisation

- Customisable units of measure
- Provides multiple language options, including far eastern character sets
- Complete support for Windows' Regional Settings

## User Interface

- Deeply familiar front-end use of Microsoft Excel and Microsoft BI
- Power BI for read-only reports and dashboards

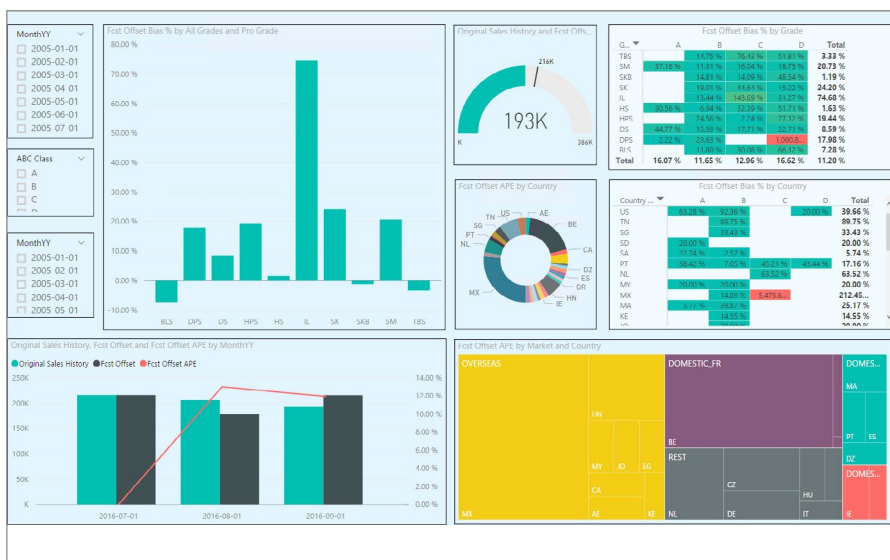
## Platform

- Windows 7, 8, 10 Windows Server 2012, 2016 64-bit
- Windows Terminal Server® and Citrix® compatibility
- Microsoft SQL Server database
- Microsoft Office

## User Management

- Windows based authentication
- Configurable user permissions controlling access to functionality

## Dashboard & Analytics



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