

**abf**

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Avercast Business Forecasting

Avercast® Business Forecasting (ABF) is powered by an industry leading 187 forecasting algorithms. ABF systematically measures each algorithm against up to five years of historical inventory data (at any level of hierarchy) prior to selecting a “best fit” for going forward. Forecast is displayed for up to 60 months into the future.

ABF includes many best in class tools such as safety stock optimization, service level optimization, ABC analysis, promotion and event management, and customizable performance metrics.

A built-in dashboard and Business Intelligence Reporting tool make custom reporting a breeze.

ABF utilizes MS SQL Database Technology.

Software Features:

- *Develop forecasts up to 60 months into the future*
- *Software systematically chooses “best fit” from 187 forecast methods*
- *Forecast at any level of hierarchy (i.e. sku, location, customer, warehouse, planner, sales region, groupings, total business, etc...)*
- *View forecast by units, price, cost, weight, volume, pallets, profit, or any other definable unit of measure*
- *Adjust forecasts at any level of hierarchy
Force summary forecast adjustments back to detail records*
- *Present data graphically*
- *Calculate and rank ABC codes by cost, price, weight, volume, units, or profit*
- *Unlimited Reporting Capabilities:*
 - *Business Intelligence Reporting Module*
 - *MS SQL Report Generation*
 - *Export Avercast Data to Excel*

Enterprise Level Software Solutions for:

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Avercast Supply Planning

Avercast® Supply Planning (ASP) provides time-phased inventory planning in daily, weekly, or monthly time periods. Based upon your business rules (safety stock strategies, lead times, order multiples and minimums, bills of materials, and other business policies). ASP delivers net purchase requirements for single or multi-level warehouses.





Avercast software is designed to let planners manage by exception. Action items quickly identify areas that require attention, and planners can simply skip from one action item to the next.

ASP also allows you to manage products at your customer's warehouse level. Additionally, ASP is a powerful tool for performing "what if" analysis by summarizing your planning or production strategies for projected inventory turns and safety stock quantities.

Software Features:

- *Time-phased inventory planning in daily, weekly, or monthly time intervals*
- *Planning horizon extends to 180 periods (days, weeks, or months) into the future*
- *Simultaneously plan in any combination of days, weeks, and months (i.e. raw materials in days and finished goods in weeks, etc...)*
- *Single planning screen allows you detailed access to open sales orders, replenishment orders, dependent demand, and consolidated time-phased data*
- *Nets requirements from multi-level distribution centers*
- *Management by (definable) exceptions*
- *Perform "What If" analysis on your planning or production strategies*
- *Bill of Material explosions for "kits" and/or raw materials ordering*
- *Dynamic safety stock calculations*

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Avercast Sales & Operations Planning

The experts at Avercast® are pleased to introduce the next generation of Sales & Operations Planning Software. Avercast Sales & Operations Planning (S&OP) Software is the culmination of years of best practice process consulting and software development.

Avercast S&OP automates the annual business planning process and measures how your business is performing on a regular basis. Scorecards are used to track current, historical, and future business performance, as well as to provide Forecast Value Analysis (FVA) on collaborative forecasting and planning efforts.

MS SQL Database technology makes custom reporting easy. In addition to the ready-made reports inside of Avercast S&OP, during implementation, our experts build customized reports within the software (at no additional charge) to meet the needs of each individual business. As time progresses, additional reports can also be created at no additional charge.

Software Features:

- Automates the S&OP Reporting Process
- Enables managers to anticipate and plan for changes
- Performs “what if” scenarios
- Tracks performance against the business plan and allows you to adjust strategies before they impact the bottom-line
- Analyze where your business has been and where it is going with fast comparisons of current, historical, and future performance
- Intuitive, user-friendly software screen designed
- Summarizes Sales, Bookings, Inventory, Production, Shipments, & Backlog for high level analysis
- User-defined custom reporting capability with our Business Intelligence Reporting tool.

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Avercast Rough Cut Capacity Planning

Avercast® Rough Cut Capacity Planning (RCCP) Software is designed to balance production demand against the constraints of manufacturing equipment.

An intuitive graphical interface empowers users to manage production loads against work centers and identify bottlenecks in production before they become problems.

RCCP also includes a dynamic drag and drop functionality that enables users to shift and reschedule work center loads on the fly.

Generate “what-if” scenarios to compare forecasted product demand against current production capacities. Answer questions like: Can I meet the future demands of my customers? Do I need to increase/decrease capacity? How much overtime should I schedule? Should I be looking to outsource some of my production? Do I need to add/eliminate a shift? How soon should I start pre-building products?

RCCP utilizes MS SQL technology.

Software Features:

- Manages and schedules work centers
- Proactively identify and correct work center bottlenecks
- Shift excess load from one work center to another via a graphical interface
- Customizable Analytics and Reporting
- Exception management tools
- Batch rescheduling
- Calculate and run “what-if” scenarios

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Avercast Sales Forecasting

The ability to collect and apply real-time market intelligence from sales professionals in the field is crucial to producing accurate forecasts. Avercast® Sales Forecasting (ASF) Software is a powerful yet user-friendly tool designed to facilitate collaboration from sales professionals in the inventory forecasting and planning process.

Sales professionals simply access ASF through a web browser with a username and password. Each sales professional's access can be limited (by a system administrator) to allow visibility only into items that a particular salesperson sells and to customers that he/she sells to.

Once inside ASF, Sales professionals may make recommended adjustments to forecast at any level of hierarchy and then submit those adjustments back to the demand planner for review (inside of ABF).

All changes to forecast by sales personnel are made in real-time; eliminating the confusion associated with additional software interfaces and data transfers.

Software Features:

- *Improve forecast accuracy through feedback from sales personnel*
- *Adjust forecast at sku level or any aggregate level*
- *Review sales by customer, as well as by customer-item*
- *Keep track of adjustments with notes accompanied by time and date stamps*
- *Forecast adjustments are relayed back to the Avercast Business Forecasting Module*
- *Intuitive, user-friendly software screen designed to get salespeople up and running fast*
- *Customizable Reports and Graphs*

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Avercast Supplier Connection

Avercast® Supplier Connection (ASC) is built entirely on a web-based .NET platform and integrates seamlessly with Avercast Business Forecasting (ABF) and Avercast Supply Planning (ASP).





Once you have developed your forecast in ABF, and then formulated your supply plan in ASP, ASC summarizes your “projected orders” by vendor and prepares that information for dissemination over the web.

ASC utilizes roles and permissions that are designated by a system administrator. Each of your vendors receive a unique username and password that enables them to log onto a secure server over the internet and view a non-binding projected time-phased order schedule complete with items, quantities and dates.

Empowering your vendors to know what you plan on ordering from them and when typically improves their ability to reduce lead times and increase customer service levels.

ASC can also serve as a tool for negotiation. Vendors are often willing to offer price breaks in exchange for projected order visibility.

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Software Features:

- *Facilitates vendor collaboration over the internet.*
- *Displays projected orders out into the future.*
- *Vendors only see information that they have been granted access to by the system administrator.*
- *Enables real-time collaboration with suppliers.*
- *Reduce vendor lead times.*
- *Negotiate price breaks.*
- *Password protected over a secure network.*
- *Zero deployment for vendors (only an internet browser is required).*



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Avercast Retail Analysis

Avercast® Retail Analysis (ARA) empowers retail analysts to quickly evaluate retail point of sale (POS) data to determine trends and identify current and potential future problems for retail heavy industries.

ARA can easily make sense out of millions of POS records that would otherwise be too cumbersome to view.

Avercast allows retail analysts the ability to review sales performance, calculate retail inventory turns and determine current retail inventory values for “Big Box” retail locations. In addition, ARA can identify locations where you have inventory on hand for “x” periods of history with no sales. ARA can also be utilized to drill down to a particular store location to discover if the out-of-stock situation reported by your customer matches the actual on-hand quantities that should pertain to that location.

ARA’s customizable metrics and reporting capabilities span multiple units of measure across an unlimited number of definable product hierarchy groupings. Avercast allows the user to manage by exception and quickly identify action items that stand in need of attention.

Built upon a Microsoft SQL technology platform, ARA is easily integrated into any ERP system or database warehouse.

Enterprise Level Software Solutions for:



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Software Features:

- Analyze year-to-date sales vs. previous years-to-date sales.
- Analyze data in multiple units of measure (units, dollars, cost, margin, percent of margin, etc...).
- Calculates retail inventory turns.
- Calculates retail inventory values.
- Utilizes up to 10 categories to slice and dice data.
- Custom reporting capabilities (i.e. compare items with inventory but no recent sales, or sales but no inventory, etc...).
- Built upon a Microsoft SQL technology platform.