

The Infor logo is a red square with the word "infor" in white lowercase letters. The background of the entire page is a photograph of a warehouse. In the foreground, two men are looking at a tablet. One man is wearing a light blue work shirt and safety glasses, while the other is in a dark suit. In the background, a woman in a grey uniform is holding a tablet, and a forklift operator is visible on the right. The warehouse has high ceilings and blue shelving units filled with boxes.

infor™

SUPPLY CHAIN PLANNING

# Infor Demand Planning

## Upgrade to superior demand planning

Today's businesses have less time than ever for demand planning but are faced with unprecedented demand to effectively plan strategies with broader input from more people. It's a crisis, and businesses need new ways to cope.

The planning crisis demands a technological approach that's built on a powerful and reliable analytics engine. It demands a solution that automatically processes mountains of information from big data sources, signal feeds, and the endless range of dynamic information within a given business' process. It demands a sophisticated system that can help businesses get a grip on the broad and expanding array of variables that define reliable forecasts and effective plans. And most of all, it demands a mobile-ready solution that fully incorporates the social element—all the unstructured data including internal constraints, priorities, and people around an organization that turn good results into great ones. Infor® Demand Planning is exactly that solution, offering unparalleled power to build a fast, social, highly collaborative demand planning platform to address the planning crisis for good.

## Profit from experience

Infor Demand Planning simplifies and accelerates the forecasting process by bringing a unique approach to forecasting drawn on innovative technology and sophisticated forecasting methods, developed through decades of experience. With rich industry-specific templates for faster, less costly implementation, businesses can quickly create accurate plans, monitor the effectiveness of existing plans, and optimize operating goals to meet demand. The result: higher service levels at a lower cost and with less effort.

## Gain unique methods for more accurate forecasting

Infor Demand Planning employs unique, probabilistic forecasting methods to deliver unmatched forecast accuracy. It automatically detects variances in demand patterns for every inventory item and applies the most suitable analytic framework for that pattern. The solution helps organizations forecast the demand for every item with confidence, based on history and future probability—regardless of whether it exhibits a consistent demand pattern, a standard seasonal pattern, or a sporadic, non-standard demand pattern.

Infor Demand Planning automatically learns which pattern applies to each item so that forecasting teams don't need to make those distinctions manually. As a result, obsolete stock is minimized, and organizations are less likely to replenish items that they're unlikely to need. Intelligent baseline forecasting further improves forecast accuracy by identifying and compensating effects of non-recurring events, such as promotions, supply chain disruptions, and other unique conditions. It can also incorporate new product introduction information to fine-tune forecasts even more.

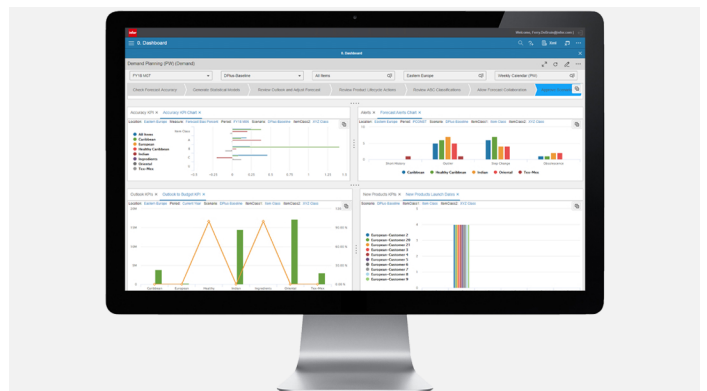
## Discover social demand planning

By enhancing Infor Demand Planning with Infor Ming.le™, an innovative social collaboration platform, businesses gain wide-reaching collaboration capabilities that span forecasting processes and allow for more effective collaboration with everyone in the supply chain, including remote offices, partners, suppliers, contractors, and customers—improving forecast accuracy and relevance.

Infor Demand Planning provides a single point for reviewing outstanding tasks, workflows, and individual escalations from across the enterprise. The platform enables users to follow people, tasks, events, and processes, allowing everyone to react quickly to real-time changes that could affect the forecast. The solution also makes it easy to organize conversations into streams, and make all communications traceable so that important discussions and documents are always within reach. In addition, published forecasts can be accessed from mobile devices—making it possible to review and provide commentary on the latest forecast anywhere at any time. As a result, users can:

- **Increase productivity through a consumer-grade user experience**—Infor Demand Planning is built with analytics at its core. Planners can increase productivity thanks to its easy, intuitive user experience design that supports instant decision making. The interface allows employees to create their own worksheets containing the data and KPIs relevant to their specific job responsibilities, so that they have all the information they need most available at their fingertips.

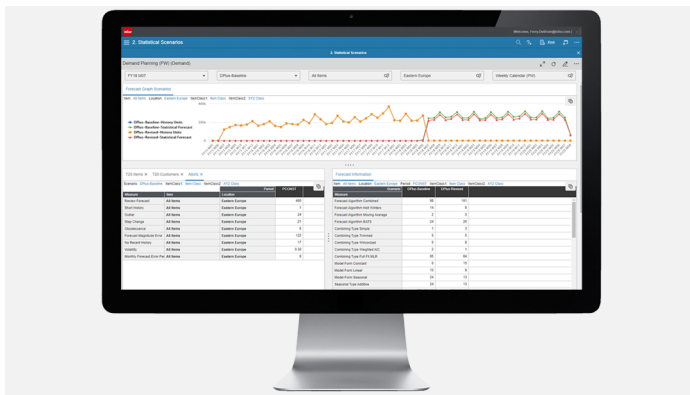
Figure 1



Powerful dashboards, alerts and hierarchical overviews to drill into problem areas and suggest fixes.

- **Gain insight with performance dashboards**—Infor Demand Planning provides plan performance dashboards that display industry KPIs such as MAPE, bias, and absolute error. KPIs are color coded by benchmark violation, which provides a single point of plan assessment that is easy to understand at a glance. It also provides a unique and intuitive multi-panel drill down experience, in which the planners' original point of drill down never leaves the screen so that they can gain better understanding of every aspect of performance.

Figure 2



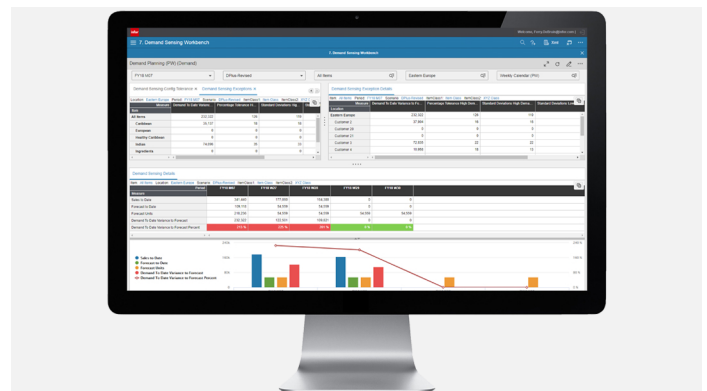
Statistical forecasting that applies built-in algorithms and uses Machine Learning to combine and interpret results.

- **Ensure completion of key activities**—The prescriptive workflow engine in Infor Demand Planning creates tasks and alerts that ensure key activities are completed on time and in full. That ensures that your users adhere closely to the business processes you've created.
- **Support the integrated supply chain business process**—Infor Demand Planning integrates with the Infor CloudSuite™ Supply Chain Planning platform, giving you access to the same reliable, up-to-date forecast information across the entire business planning process.
- **Improve visibility and speed information flow across your organization**—Intuitive Infor ION integrations allow for fast, seamless, easy integration to both Infor and third-party applications.

## Get better, more collaborative and accurate forecasts

As part of Infor CloudSuite Supply Chain Planning, Infor Demand Planning provides pinpoint accuracy and increased visibility into future demand, resulting in lower inventory investments, improved customer service, and optimized use of resources. Unprecedented collaboration and productivity features improve speed across the organization and provide reliable, secure data—allowing businesses to make better decisions faster than ever before.

Figure 3



Collaborate with co-workers jointly to enrich scenarios of the demand plan with market intelligence and manual trends and adjustments.

Infor Demand Planning improves forecast accuracy, increases on-time delivery performance, and reduces obsolescence, resulting in lower supply chain costs and better customer service levels.

Infor Demand Planning brings a host of features to help streamline planning efforts:

- **Multi-tenant cloud** provides seamless planning capabilities and makes it easier to upgrade
- **Machine learning** combines data from all forecasts that have been created and combines it to improve the quality of the forecast
- **Promotions management** tracks organized promotions and deals with the effects on future forecasts
- **Collaboration** capabilities allow users in the organization to improve the forecast
- **Scenario management** tracks multiple scenarios and compares decisions based on their effectiveness
- **New product introductions** manage the introduction of new products, copying behavior from existing items
- **KPI alerts and dashboards** manage all KPIs with drill through capability to find the root cause of each issue
- **Inventory optimization** calculates the optimal safety stock cover policy based on forecast accuracy or inaccuracy
- **Integrates with many ERP systems** like Infor M3 and Infor LN
- **Integrates with Supply Planning** to calculate the supply plan that best executes the chosen demand scenario
- **Integrates with Integrated Business Planning** to provide an aggregated version of the forecast in an IBP or S&OP process, where the various demand scenarios are input and can lead to a more balanced plan

[Learn more >](#)



Infor builds business software for specific industries in the cloud. With 17,000 employees and over 68,000 customers in more than 170 countries, Infor software is designed for progress. To learn more, please visit [www.infor.com](http://www.infor.com).

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