



Quick, Iterative Solutions for Demand Forecasting

The Problem

Retailers need more accurate forecasts for products and complex events that are easy to manage and use

Most forecasting systems are hard to implement, difficult to maintain and closed to improvement. Common retail problems like low rate-of-sale items, short product life, complex promotions and cannibalization, remain significant challenges.

Upgrading legacy forecasting capabilities typically requires extensive transformation programs for the supply chain or category management processes that are disruptive, costly, and often fail to deliver.

The Solution

A suite of forecasting tools built specifically for retail that automates common problems and can be easily extended and integrated with existing systems

Dataviva Demand Forecasting comes with an extensive arsenal of methods built specifically for retail. Our proprietary **demand-pattern recognition** capability will automatically forecast demand of brand-new products as well as other common retail patterns, like launch events, item re-ranging, long-running promotions and many, many more.

Thanks to our open science engine our solutions can be extended with the latest in data science and our service-oriented architecture allows using forecasting as an API making integration easy and seamless

Capabilities

- Automated New Product Forecasting
- Demand-Pattern Recognition
- Automated Retail Behavior Detection
- Launch Demand Forecasting
- Promotional Demand Optimization
- Returns Forecasting
- Automated Size Curves
- Open AI/ML Engine
- Modular, flexible Workflow
- Service-oriented architecture
- Plugs in to any existing infrastructure

>2%

Increase
Sales

>40%

Reduce
Decision Time

>2%

Increase
Margin

>25%

Reduce
Over-Stocks

Advanced Science Solutions, Built for Retail

Our software, coupled with expert domain knowledge, can help retailers solve tough retail demand forecasting problems quickly, such as:

- Automatically forecast demand of new products, new points-of-commerce or new promotions using our **proprietary demand-pattern recognition engine**
- **Manage and automate assortment** changes by simulating performance of new, complete assortments
- **Optimize promotion performance** by predicting behavior of too-long or too-short events and inter-product relationships like cannibalization
- Leverage the latest in ML to forecast very low-rate-of-sale product such as jewelry and pharma
- **Avoid long ‘transformation’ projects** by adding intelligence to any existing ERP or SCM system. Leverage our service-oriented, real-time platform to get “Forecasting as an API”
- **Forecast returns** and integrate their impact on stock flows and fulfilment
- Calculate **accurate size profiles** even from unstructured size or PML data using our purpose-built algorithms
- **Extend forecasting capabilities** with in-house built heuristics or algorithms to ease transition or optimize results

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Why Us

Our team has built complex retail supply chain planning and optimization solutions for some of the world’s leading retailers for 15+ years. Dataviva was born out of our desire to **radically rethink** how such systems are developed and deployed. Our solutions are designed from the ground up on the core value of delivering **rapid and quantifiable benefit to our clients** with ROI measured in weeks, not years. We are confident enough to guarantee our results and take on **success-fee based projects**.

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ROI-Based
Deployment



Open and
Extensible AI



Embeddable
Microservices



On-Cloud or
On-Premise

