





Optimized Forecasts Without the Guesswork:

How to stay agile in volatile markets with Al-powered forecasting



Recording of the Webinar

This session will be recorded.

The slides and the recording will be distributed after the webinar. We will exclude all of your gdpr-releveant data (e.g. names) before distribution.

You are always welcome to ask questions in the chat - or alternatively after the meeting via eMail.

Agenda

- Company Overview
- Forecasting in Volatile Times
- Customer Success Stories
- Demo
- Your way to Al-powered Forecasting
- Questions

Company Overview



The Platform & Al Company

+ 60 Customers

In the fields of (online-)retail, healthcare and fitness, finance, energy, and manufacturing

> 10 Years

Experience with focus on Data Platform & Al

+ 70 Experts

Data Scientists, Data Engineers and Business Developers with years of experience in successful delivery of data science projects for many well-known companies.

Solution Areas

Al Strategy & Roadmaps

Data Platforms

Classic Al

GenAl / Agentic











Partner of the Year Awards





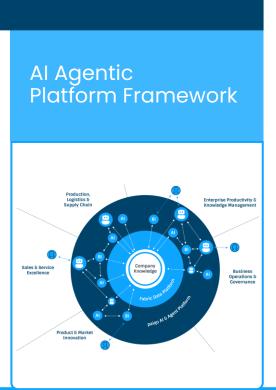


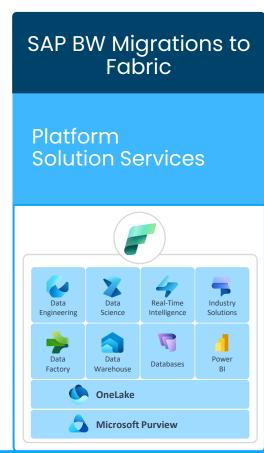


Our Portfolio

Tailor-made Solutions Consulting Services Boutique Platform paigo







Microsoft Azure Platform & Microsoft 365

Forecasting in Volatile Markets?

Are we living in an Unpredictable World?

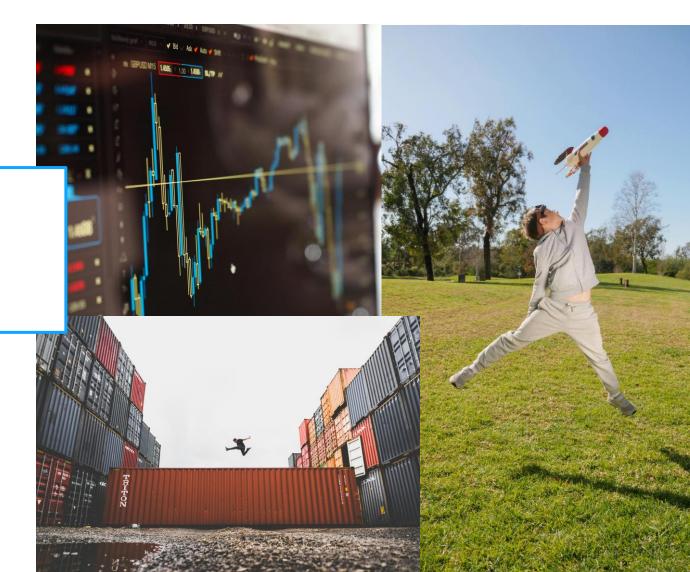
"Traditional, deterministic forecasts are not 'broken', they are simply not equipped for the world we now live in.



Flexibility & Agility are Key

According to McKinsey

>90% of supply-chain leaders now say they intend to make their networks more flexible, agile and resilient.



The Power of Al in Forecasting

paiqo Al.S²

According to McKinsey

Applying Al-driven forecasting to supply chain management, for example, **can** reduce errors by between 20 and 50%

Continuing the virtuous circle,

- Warehousing costs can fall by 5 to 10%
- Administration costs by 25 to 40%



Don't replace human expertise:

Amplify it.

According to McKinsey

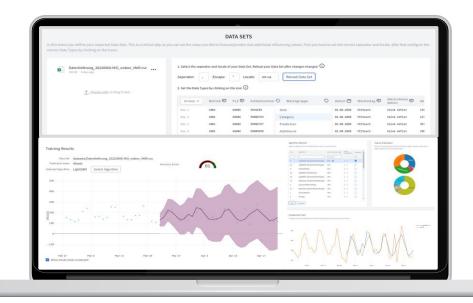
Al forecasting engines can automate up to 50 percent of workforce-management tasks

Most accurate forecasts are created **combining human market intelligence** with the relentless, unbiased **power of Al.**



Self-Service Al Forecasting Platform

Don't waste your time with forecasting!





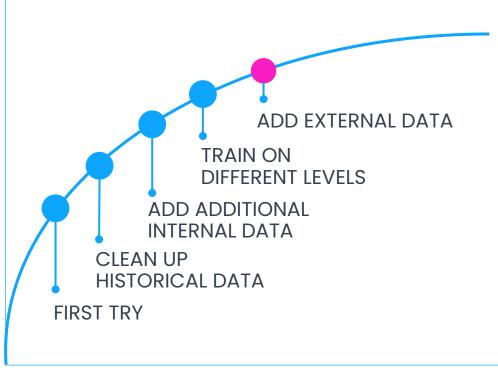




Step by Step Optimization

Value

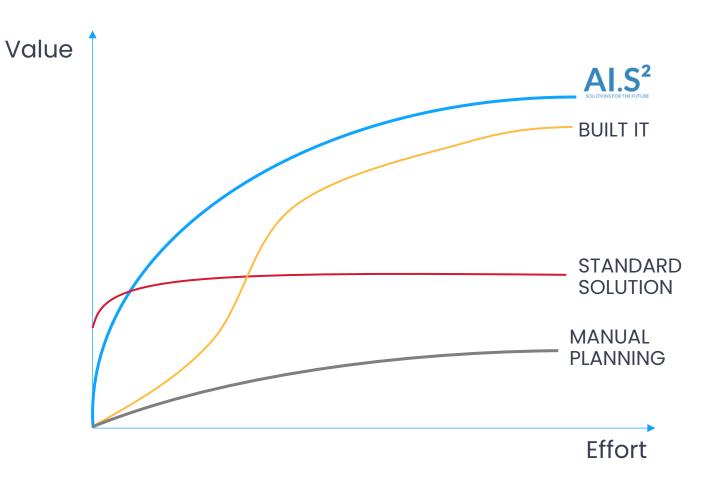
DISCOVER WHERE YOU ARE ON YOUR JOURNEY TO BETTER FORECASTS.



Effort

Competitive Advantage

PRECISE AND
RELYABLE FORECASTS
ARE A JOURNEY,
NOT A DESTINATION.





95% Forecast Accuracy with Al

How a manufacturer improves production and supply chain planning by forecasting orders in different countries for different products (e.g., excavators or wheel loaders).



Heavy Equipment Manufacturer Initial Situation

Insufficient Sales

Forecast Accuracy <80%

High Manual **Effort**

to create monthly sales

Forecasts



Monthly Forecasts up to **5 years** horizon

95% Forecast accuracy (12mths) with AI

Model uses data from ERP, CRM, Eurostat, CECE



Al predicts future Sales **automatically**

Sales: Forecasting is **faster**, more **precise** and **cheaper**

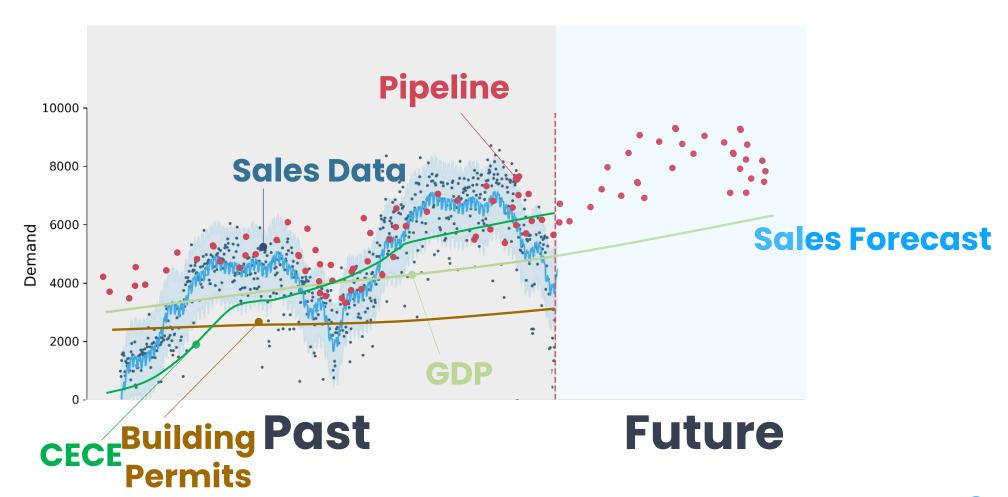
Production: better planning of **production** & **inventory**

ROI: higher **productivity**

Our Solution



Agile Forecast Optimization



15% less waste due to AI demand forecasts

How Spar Austria, with over 1,500 stores, continuously optimizes sales planning of its product range, associated costs and food waste with AI.



Planning errors
decrease sales and
customer satisfaction

Frequent **out-of-stock** situations and **overstocks**

Changing product range and **complex** market structure

Complex **manual** demand planning



Al-based weekly forecast for several million combinations of market/article/day

Integration with existing planning system

State-of-the-art Al models based on Microsoft Azure

> Our Solution





Better forecasting results compared to common planning tools:

>90% accuracy

Cost reduction through 15% less waste and less manual effort

Higher customer satisfaction



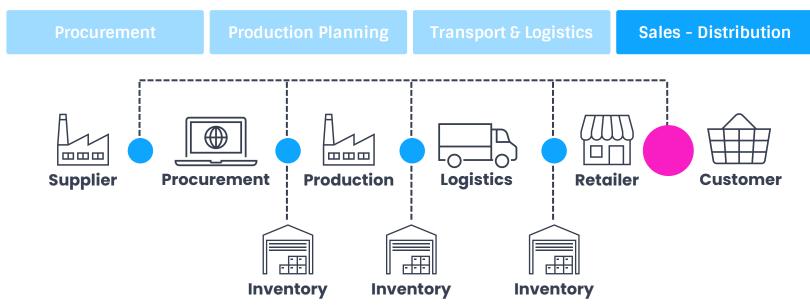


Optimization Potential



Agrana Studen achieves comprehensive and accurate demand predictions, reducing manual effort and optimizing operations.

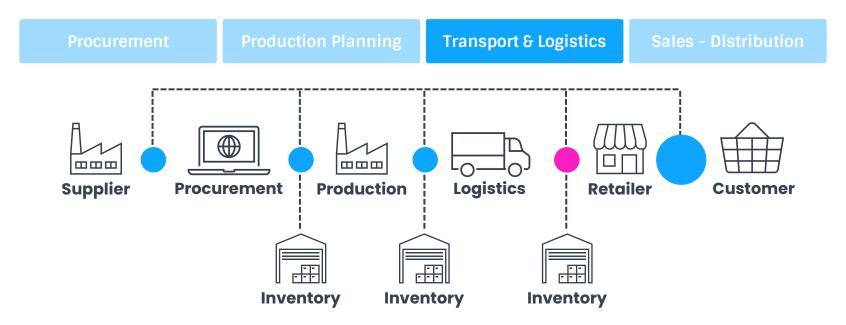
Streamlined Demand Forecasting across all markets with over 80% accuracy.



Optimization Potential



Witron optimizes distribution center operations for retailers with accurate daily forecasts. **Reduced operational delays** and increased **customer satisfaction**.

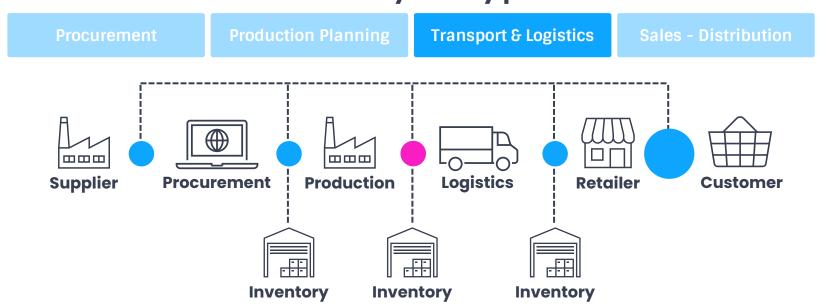


Incredible Optimization Potential

BUCHER

hydraulics

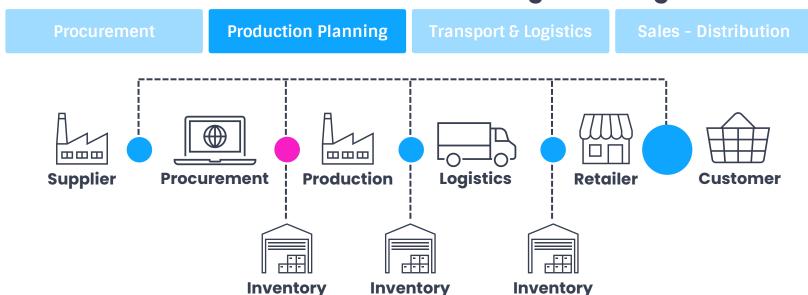
A hydraulics manufacturer achieves enhanced production planning and improved operational efficiency with >85% accuracy for key product.



Optimization Potential



An energy provider achieves >95% accurate daily forecasts for volatile energy demand. Optimization of energy generation and procurement in the spot market, leading to cost reductions & ensuring a stable grid.



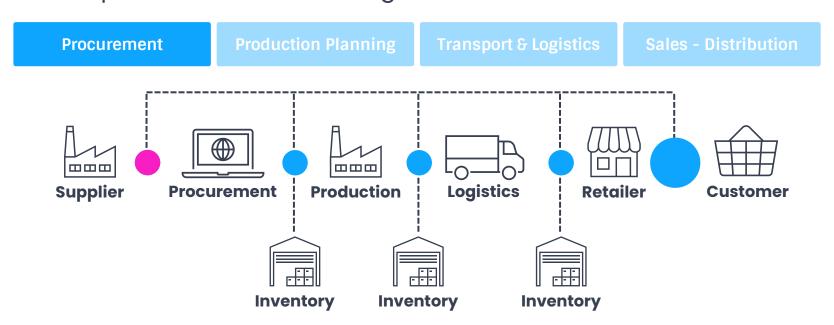


Optimization Potential



ZUMTOBEL

A leading provider of lighting solutions optimizes procurement and material management with >90% accuracy across product families and regions.



>90% Accuracy for Product Families in all Countries

How a leading provider of comprehensive lighting solutions optimizes existing S&OP processes and material management in the plants and procurement by automatically generating AI demand forecasts.









Volatile demands & unclear model mix

Forecast exists only for **high runner** families

Process is mainly driven by **spreadsheets**

Missing planning information on part level

Initial Situation



Deployment of the AIS² **Demand Forecast Solution**

Monthly forecasting for all sales countries and product families

back-to-back forecast data transfer into existing tool landscape (SAP)



High forecast
accuracy for relevant
product families in all
sales countries

Risk mitigation through better predictions

Higher visibility on **drivers** for sales & demand

Our Solution



Over 95% accuracy in predicting residual load

Using our Self-Service AI Forecasting Platform, an energy provider achieves significantly more accurate daily forecasts for volatile energy demand compared to standard industry solutions.





Difficult to forecast residual electricity demand

High fluctuations in demand

Traditional forecasts are not sufficient

Fine-grained forecasts necessary

Initial

Situation



AI.S² Solution trains a variety of **AI models** and selects the best model

Forecast horizon: 3, 5 and 9 days, and daily level in 15 min intervals (288-864 future datapoints)

Integration of **internal**and external data
(weather, public
holidays)



Forecast accuracy of over 95%

Significant improvement compared to currently used solution

Optimization of energy generation and grid usage, leading to cost reductions

Our Iution The Benefit

Energy supply



Our Solution

>85% accuracy in key products and customers

Using the Al.S² Self-Service Al Forecasting Platform, a hydraulics manufacturer achieves enhanced production planning and improved operational efficiency.





Difficulty in forecasting demand and **absence of forecasts** for certain products and customers

Inconsistent forecasting processes

Resulting inefficiencies and production delays



Automation of yearly forecast for all products and customers

Accuracy improvements of current customer forecasts

Unification of the forecasting process

Predictions for **previously** unforecasted products



Enhanced production planning accuracy

Reduced inefficiencies and **production delays**

Improved inventory management and customer satisfaction

Hydraulics Manufacturer



Initial Situation Our Solution

paiqo Al.S²

Streamlined Demand Forecasting Across All Markets with over 80% accuracy.

Using the Al.S² Self-Service Al Forecasting Platform, AGRANA-STUDEN Sugar Trading GmbH achieves comprehensive and accurate demand predictions, reducing manual effort and optimizing operations.



Food Manufacturer





Manual, timeconsuming forecasts

Limited coverage of countries and strategies forecasting.

Lack of granular level forecasting

Initial Situation



Scalable Al-driven demand forecasting tool

State-of-the-art AI technology and algorithms

User-friendly interface requiring minimal technical knowledge

Our Solution



Significant reduction in forecasting time and effort

Comprehensive coverage of all countries and strategies

Detailed, **granular level** demand **predictions**

Enhanced Logistics Planning with Daily Demand Forecasts

Using the Al.S² Self-Service Al Forecasting Platform, Witron optimizes distribution center operations for retailers with accurate daily forecasts.



Logistics Automation Company



Orders from customers received too **late**

Inability to plan logistics effectively

Challenges in managing daily demand for all retail products





Daily 7-day forecasts for every retail product

Comprehensive coverage for all stores

Updated data integration for accurate predictions





Improved logistics planning and efficiency

Enhanced ability to **mee**t daily **demand accurately**

Reduced operational delays and increased customer satisfaction





Al.S² Enhances Financial Performance Metrics Forecasts

An €8 billion global manufacturing leader leverages Al.S² Demand Forecasting to automate complex forecasts, significantly reducing manual effort and delivering accuracy that surpasses internal manual processes.









Rolling **12-month** forecasts needed across **global** levels, business **lines**, and **units**.

Key metrics include EBITDA, BCF, gross margin, revenue, and orders.

Forecasting is manual, timeconsuming and inhomogeneous process.

> Initial Situation



Deployment of the automated AI.S² Tool

Inclusion of **external features** such as exchange rates, GDP, global indices, and regional data

Delivery of first positive results in **10 Days**.



Significant improvement in forecast **accuracy** - **over 95%**

Better than manual process with a **margin of up to 5%** (significant difference in the industry).

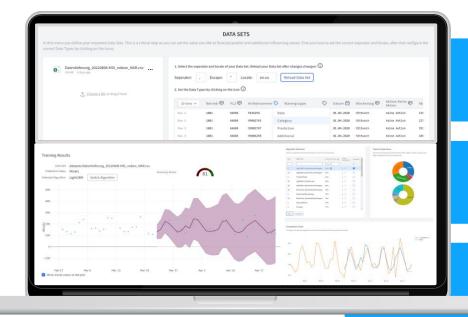
Considerable **time savings** through automation and standardisation

Our Solution

BETTER AI-POWERED FORECASTING

Your journey to better forecasts starts here.





Quick Time-to-Value Delivering results in Days not Weeks.

We are supporting you every step of the way.

Security & Integration in YOUR CLOUD

Your data stays in your Cloud-Environment making Integrations with your systems easy & safe.

Scalability & Costs in YOUR CONTROL

Use only what you need, when you need it leveraging the Microsoft Azure Cloud Infrastructure.

paiqo Al.S²

Forecast Smarter - Scale Faster

Your Fast-Track to Better Forecasts

LAB \$ 3.250 # of Projects \bigcirc **Intuitive Web Interface** \bigcirc Access to 70+ Algorithms \bigcirc **Automated Data Preparation Workflow Integration** Single Entity / Tenant **License Scope**

PROFESSIONAL Optimize & Control \$ 6.990 monthly Up to 5 $\langle \! \rangle$ **(V) (V) API-Access** Single Entity / Multi Tenant

ENTERPRISE Manage & Expand From \$ 7.550 monthly **Unlimited** \bigcirc \bigcirc **(V) API-Access** + \$ 3.490 /mo / additional Entity

Your way to Al-powered Forecasting

Your way to Al-powered Forecasting

- GET STARTED TODAY Azure-Marketplace
- TRY IT FOR FREE https://ai-s2.com/
- PREDICTABILITY CHECK Proof of Concept Project

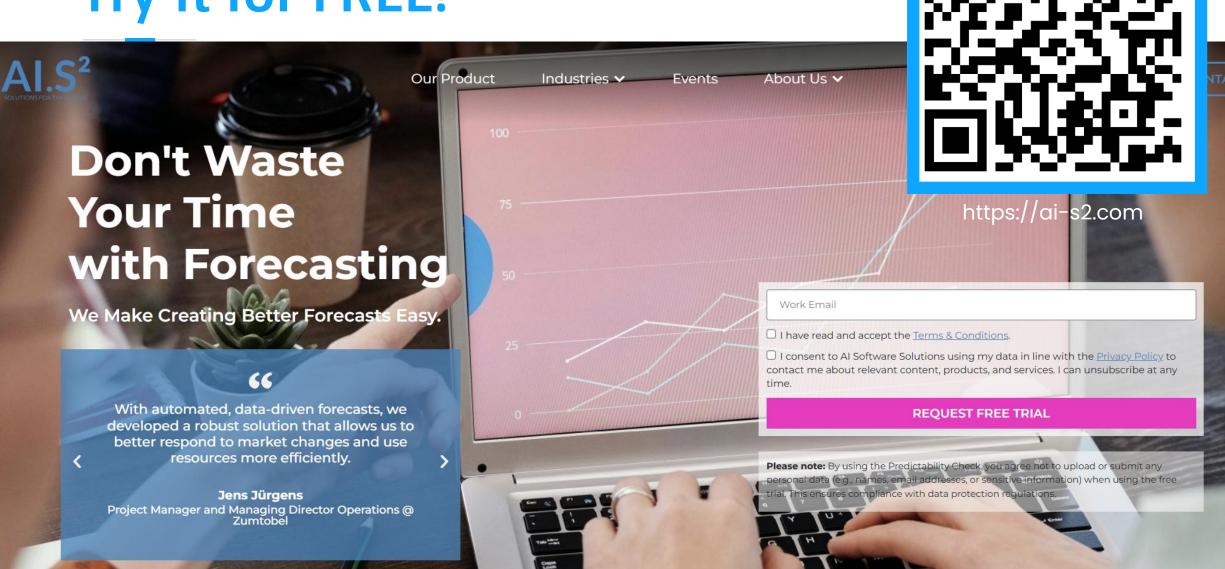
Lab License for 1-2 Month – cancle anytime

6-8 Days Data Scientist Support

Management Presentation for the Business Case



Create Better Forecasts Try it for FREE!



Why do a Predictability Check?

- If you need **Data Science Support**
- If you want to **dig deeper after the Free Trial**
- If you need a **professional Management**
 - **Presentation** for your business case



Predictability Check

Is your data capable to create better Al-driven Forecasts?



1. Provide your Data

Upload your **historical data** (5-10 years)



2. Adding Data

We add **additional**internal/external data
(e.g. GDP) to the forecast
model



3. Analysis

We analyze the forecasting **accuracy** using state-of-the-art Al models



4. Review Meeting

In a review meeting, we discuss the **results** and possible **next steps** with you

Your Contact



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