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Titolo	Improving Forecasts with Integrated Business Planning [[electronic resource] ] : From Short-Term to Long-Term Demand Planning Enabled by SAP IBP // by Ganesh Sankaran, Federico Sasso, Robert Kepczynski, Alessandro Chiaraviglio
Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2019
ISBN	3-030-05381-4
Edizione	[1st ed. 2019.]
Descrizione fisica	1 online resource (430 pages)
Collana	Management for Professionals, , 2192-8096
Disciplina	025.524
Soggetti	Management information systems Industrial management Application software Sales management Business logistics Business Process Management Information Systems Applications (incl. Internet) Sales/Distribution Supply Chain Management Business Information Systems
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	Introduction -- Building Demand Planning Organization and Competencies -- Efficient and Effective Usage of Out of the Box Statistical Forecasting -- Custom Method to Forecast Seasonal Products -- Custom Method to Forecast Intermittent Products -- Value of Forecasting with Custom Methods -- Improving Short Term Forecast with Demand Sensing -- How to Measure and Improve Forecasting.
Sommario/riassunto	This book provides both a broad overview of the forecasting process, covering technological and human aspects alike, and deep insights into algorithms and platform functionalities in the IBP toolbox required to maximize forecast accuracy. Rich in technical and business explanations, it addresses short-, medium- and long-term forecasting

processes using functionalities available in demand planning and demand sensing. There are also several theoretical concepts underpinning the algorithms discussed; these are explained with numerical examples to help demystify the IBP forecasting toolbox. Beyond standard procedures, the book also discusses custom approaches (e.g. new segmentation criteria, new outlier detection and correction methods) and new methods (e.g. the use of Markov chains for forecasting sporadic demands), etc. It subsequently benchmarks common practices using these innovative approaches and discusses the results. As measurement is an important precondition for improvement, an entire chapter is devoted to discussing process improvement and value using the Six Sigma methodology. In closing, the book provides several useful tips and tricks that should come in handy during project implementation. .

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