




DEMAND OUTLOOKS TO OPERATE AND GROW MORE EFFICIENTLY


At a time when risk and uncertainty are on the rise, Prevedere offers manufacturers an objective view of future market demand based on current economic trends.


Most manufacturers have limited visibility into end market demand. Many rely on the “gut feel” of their salesforce or faulty forecasts from distributors or retailers. And they pay a high price when actual demand doesn’t match expectations—losing sales due to stockouts or shaving profits with discounts and increased inventory costs.

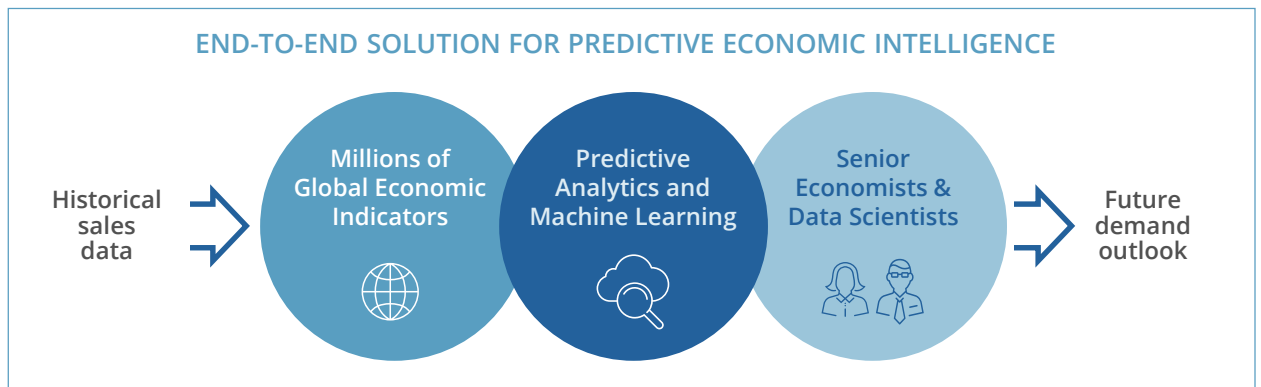
DEMAND OUTLOOKS BASED ON ECONOMICS, NOT BIAS

Prevedere’s SaaS solution delivers demand outlooks that are built from the predictive signals of leading economic indicators. The projections give you insights into the specific economic factors that increase or decrease demand in your end markets, as well as upcoming headwinds and tailwinds. You’ll have more lead time to optimize operations and protect profits in a volatile economic environment.

- 
Identify the economic drivers of end market demand

- 
Foresee headwinds and tailwinds impacting demand

- 
Inform planning and operations with a longer demand outlook



PLAN FOR GROWTH AND OPERATING EFFICIENCY



STRATEGIC PLANNING

Operate and grow more efficiently by identifying economic risks and opportunities across a diverse business portfolio. Inform strategic investments in facilities and markets, and alert business leaders to expected upturns and downturns so they can take proactive action.



FINANCIAL PLANNING

Generate more realistic, data-driven financial plans by integrating the impact of economic factors on future market demand. Enhance the annual S&OP process with demand outlooks grounded in economic realities for better capacity planning and inventory allocation.

CUSTOMER SUCCESS



NORTH AMERICAN GLASS BUSINESS

Demand outlooks for Division Presidents

- Brought in by CEO after models accurately predicted an unexpected decline in demand for beer bottles
- Now arm Division Presidents with outlooks for five different bottle markets to inform financial and annual S&OP planning
- Company used economic intelligence as basis for altering staffing plans and ramping up wine bottle production



LEADING MANUFACTURER OF DRAINAGE PIPE

Unbiased demand outlooks for S&OP process

- Forecasts based on “unbridled optimism” of sales reps led to performance misses in a volatile market
- Added demand outlooks as a standard input to S&OP process for more unbiased, data-driven consensus forecasts
- Company avoided stockouts by proactively managing inventory levels when models accurately predicted 26% increase in demand

PREVEDERE — THE LEADER IN PREDICTIVE ECONOMIC INTELLIGENCE

Prevedere is a predictive analytics software company that delivers insights into future business outcomes based on current economic trends. Executives use Prevedere’s economic intelligence to see what lies ahead for their business, solve for upcoming risks and opportunities, and succeed in an ever-changing market.