



Beat the Recession with IBM Planning Analytics with Watson

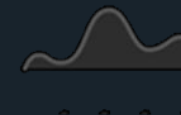
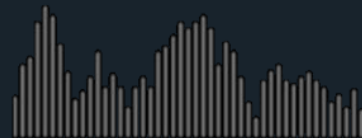
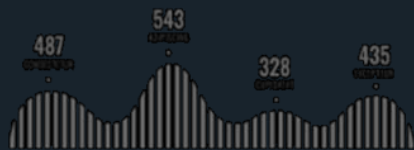
August 16, 2022

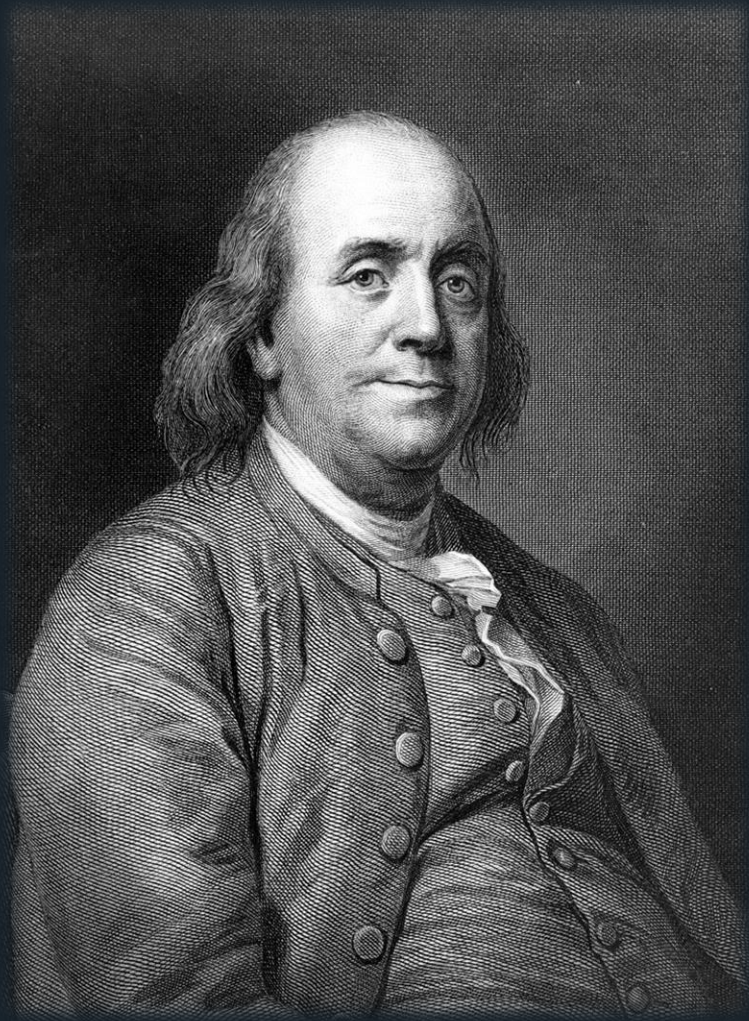


Ann-Grete (A.G.) Tan
IBM Champion 2022



Colin MacDonald
Pre-Sales Manager





Out of adversity
comes
opportunity.

- Benjamin Franklin*

* according to the Internet

Tour de France 2022

When is the
best time to
ATTACK?

By the end of Stage 11, a mountain stage, Jonas Vingegaard of Team Jumbo-Visma had taken the **Yellow Jersey** and went on to win the Tour.



Two-time
winner
Pogacar

Team Jumbo-Visma

Adversity



Opportunity



Data
Analysis
Plan
Scenarios



Tour de France

Adversity



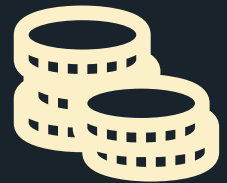
Data
Analysis
Plan
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Opportunity



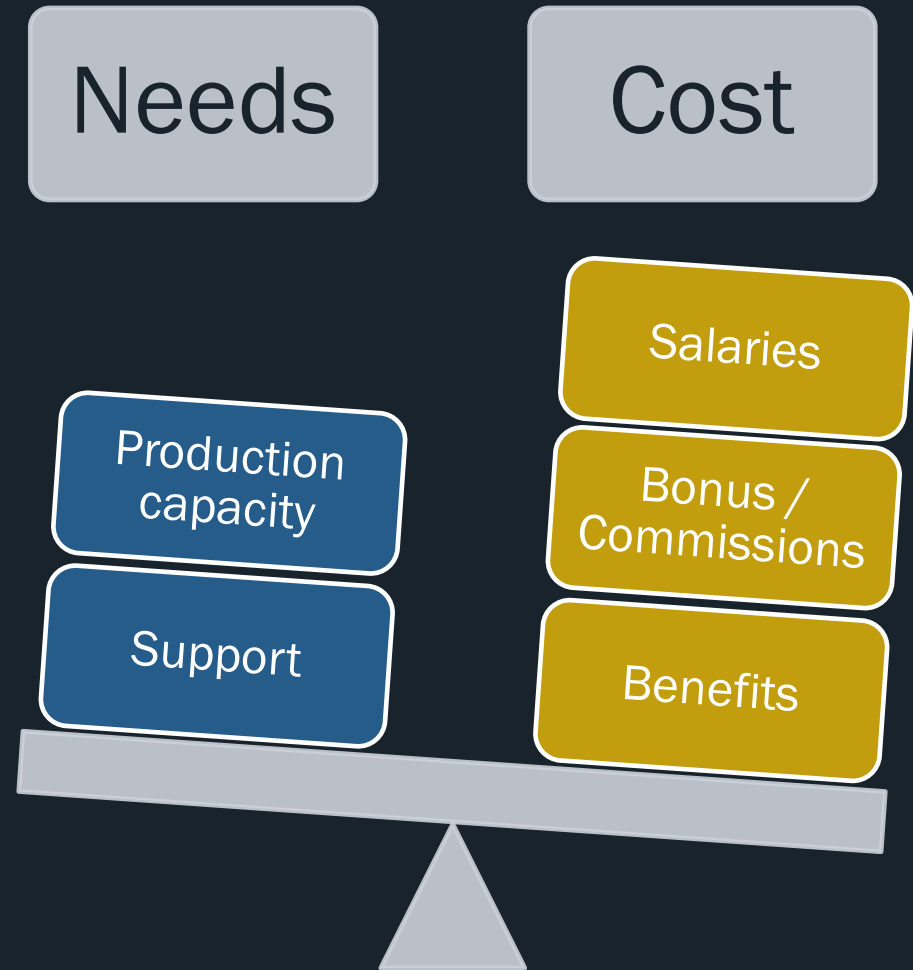
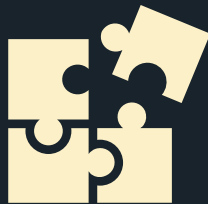
Market
share

Profits

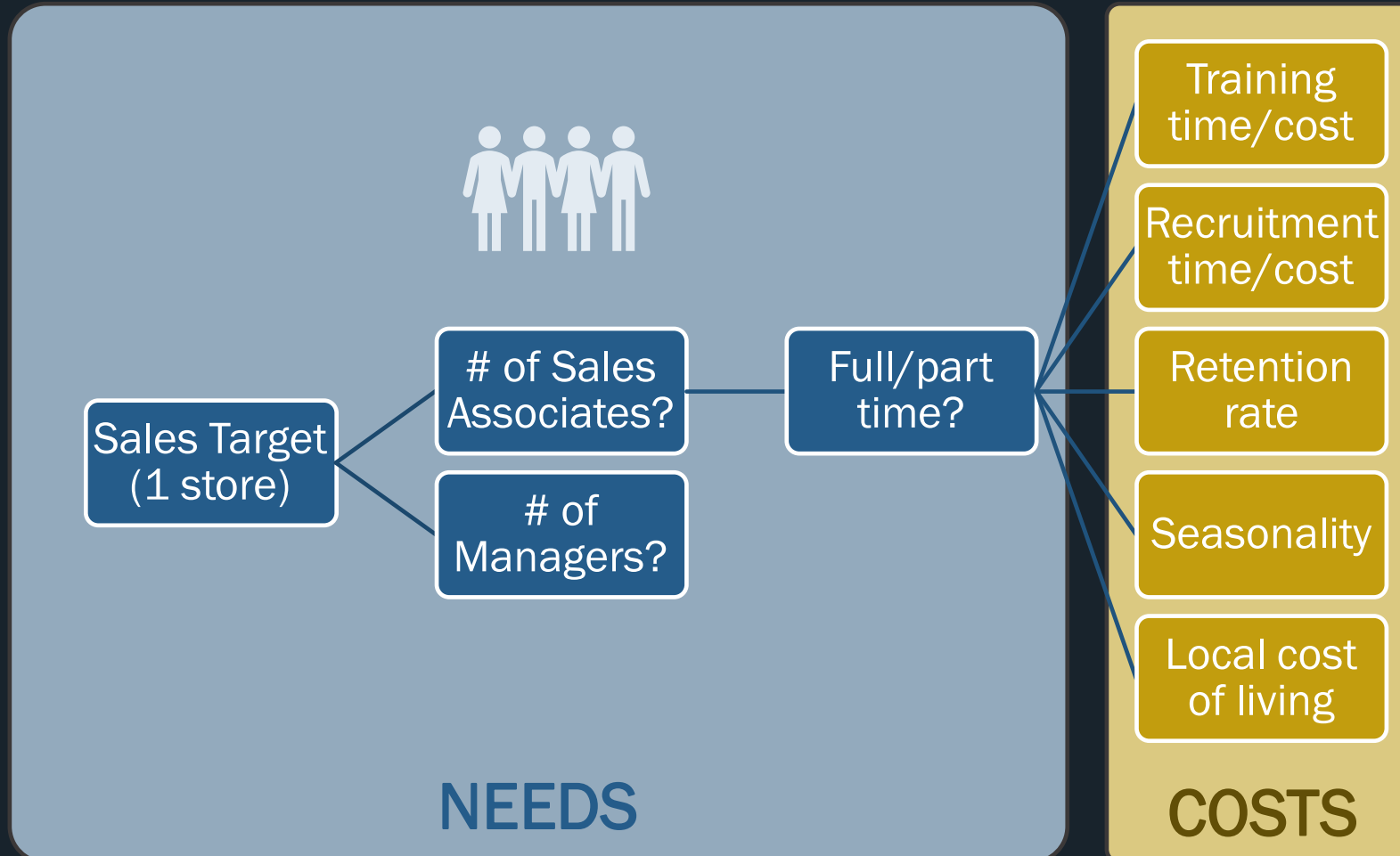


Business

Business Example 1: The Workforce Planning Puzzle

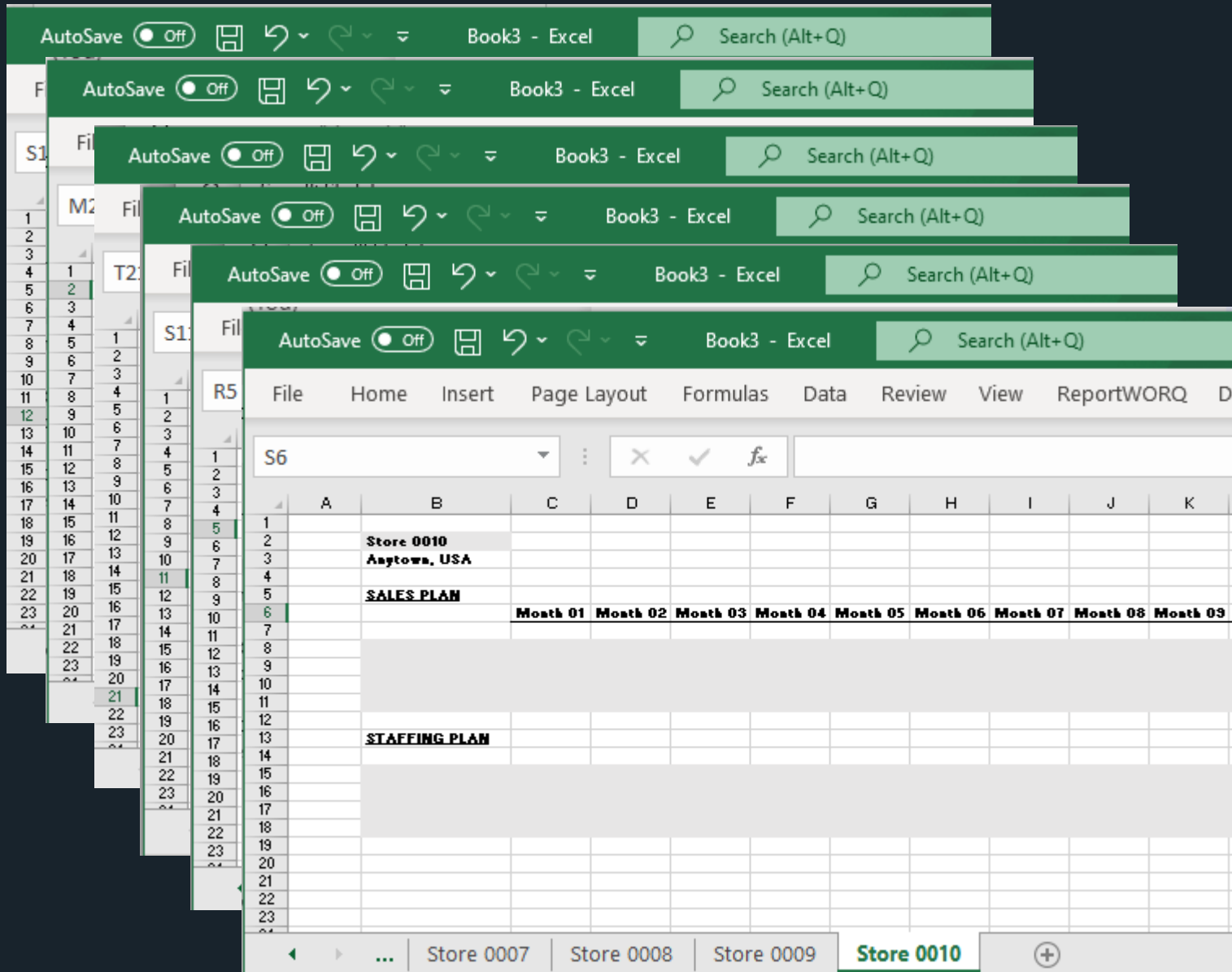


Workforce Planning model drivers (Retail example)



With a **Model** you can:

- Explore scenarios
- Analyze History
- Understand causality
- Capture TIME impact
- Scale-up (MANY stores)



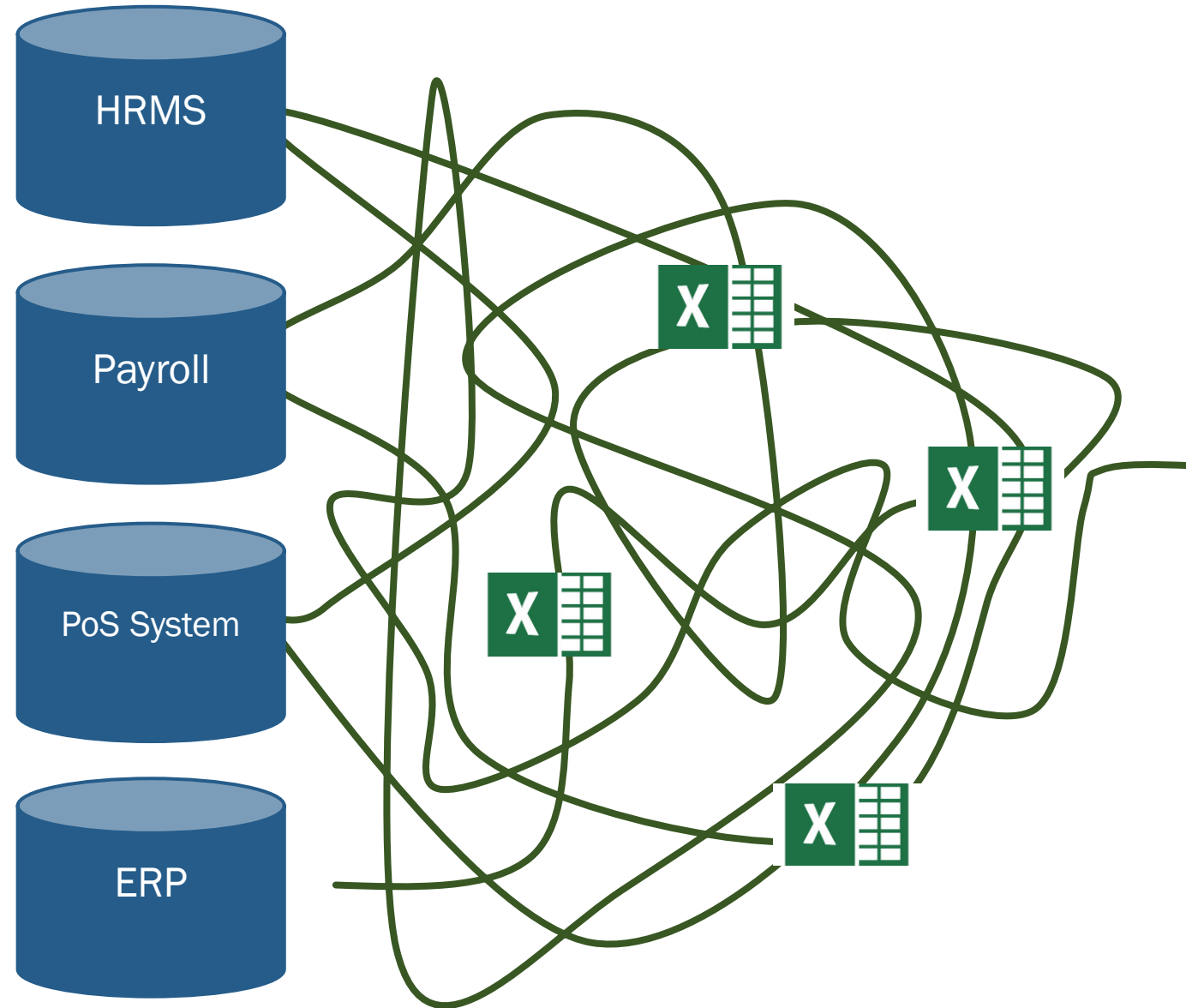
The Fallback:



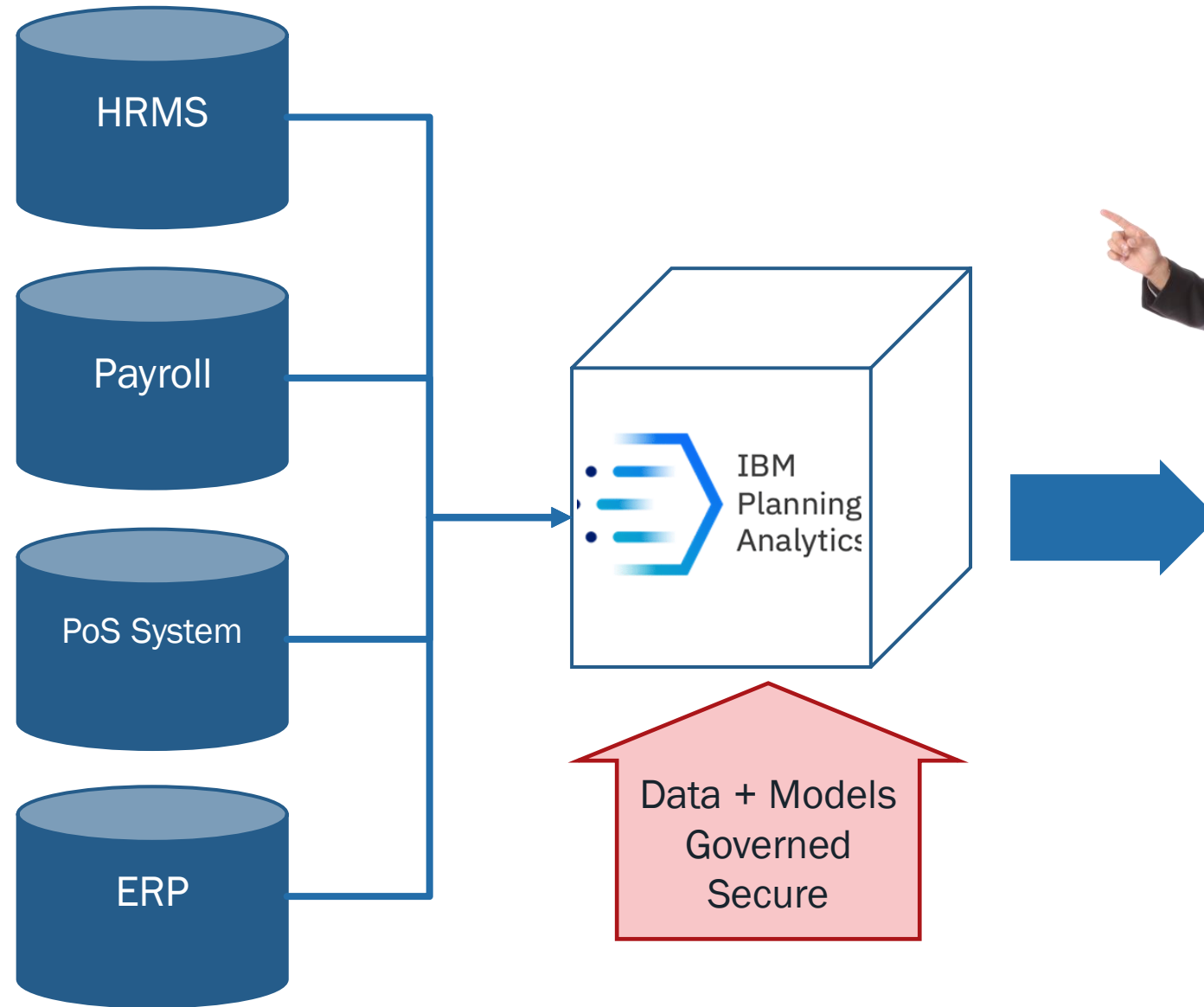
How do you handle:

- Historical data?
- 3000 stores?
- New stores?
- Sales by Product?
- Regional roll-ups?
- Etc.

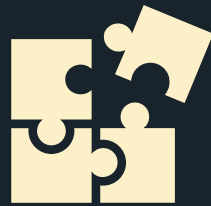
“Spreadsheet
Spaghetti”



~~“Spreadsheet
Spaghetti”~~



Business Example 2: The Demand Planning Puzzle

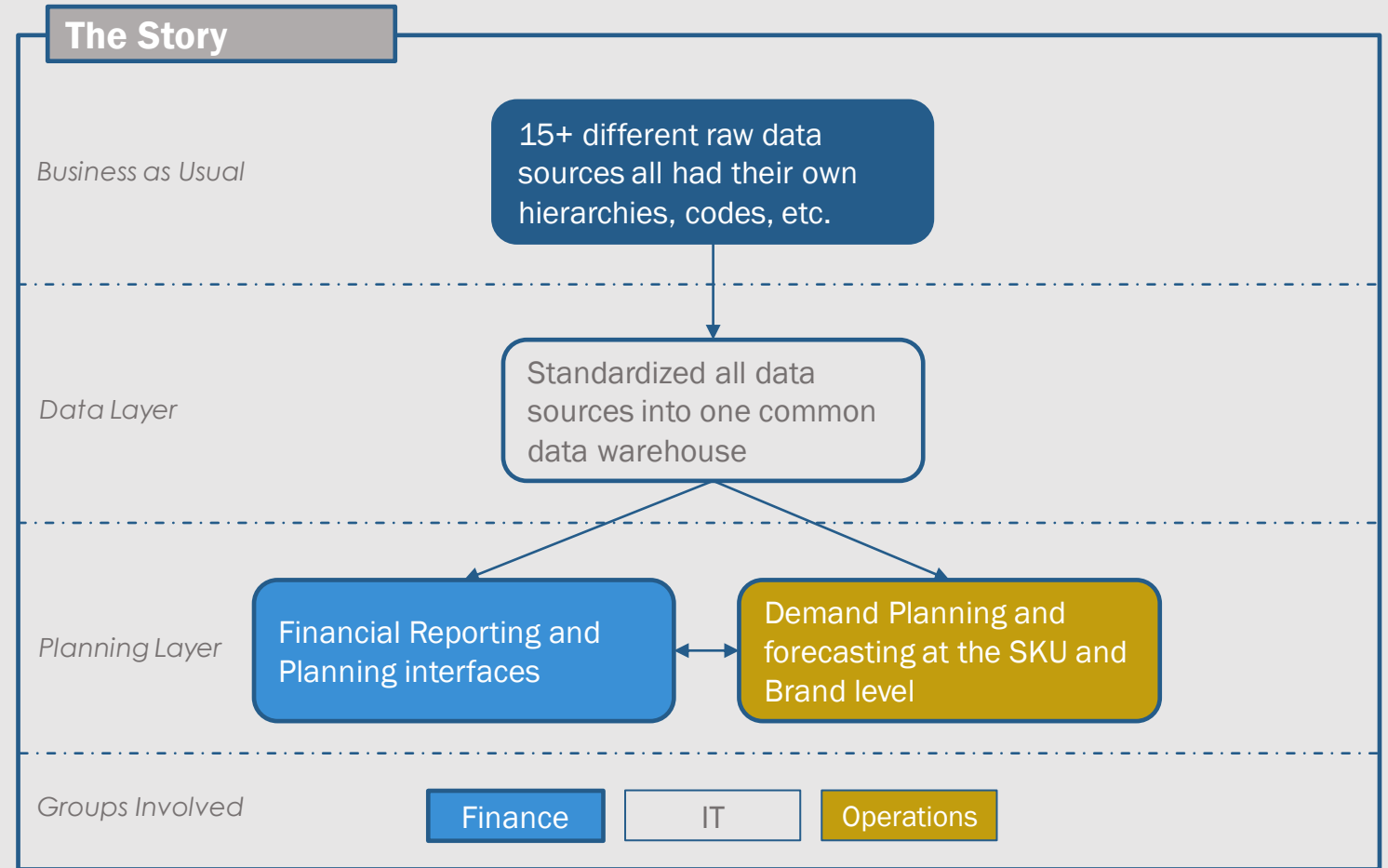


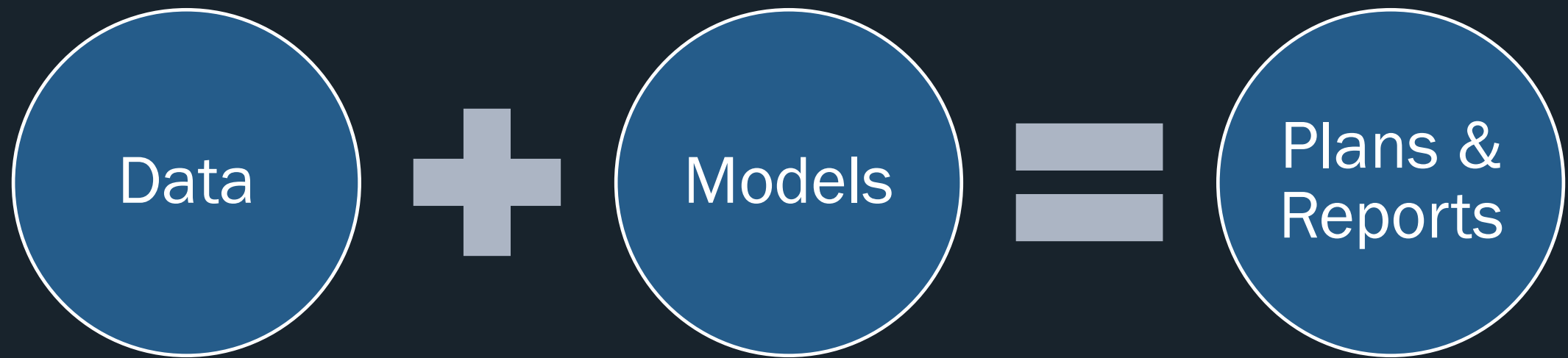
Poor Demand
Planning?

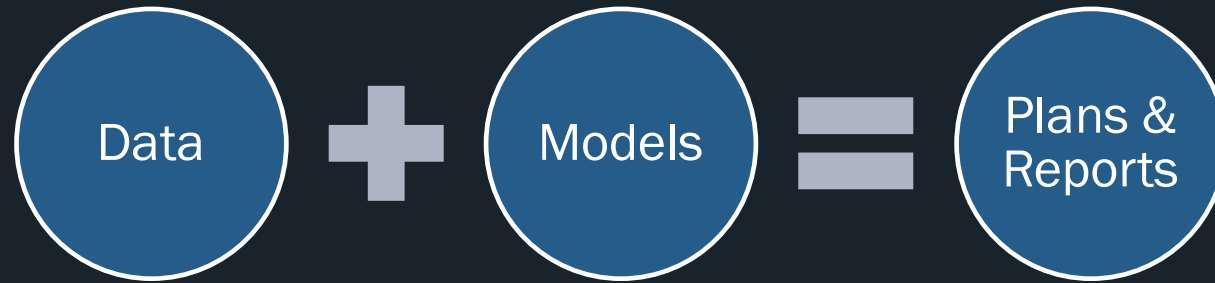
Demand Planning Customer Story – A Beverage Distributor

The Outcome

- Integrated planning process that breaks down silos
- Combines traditional financial planning with data science and complex statistical forecasting
- Transformative capabilities, in terms of forecasting speed, flexibility, and level of detail





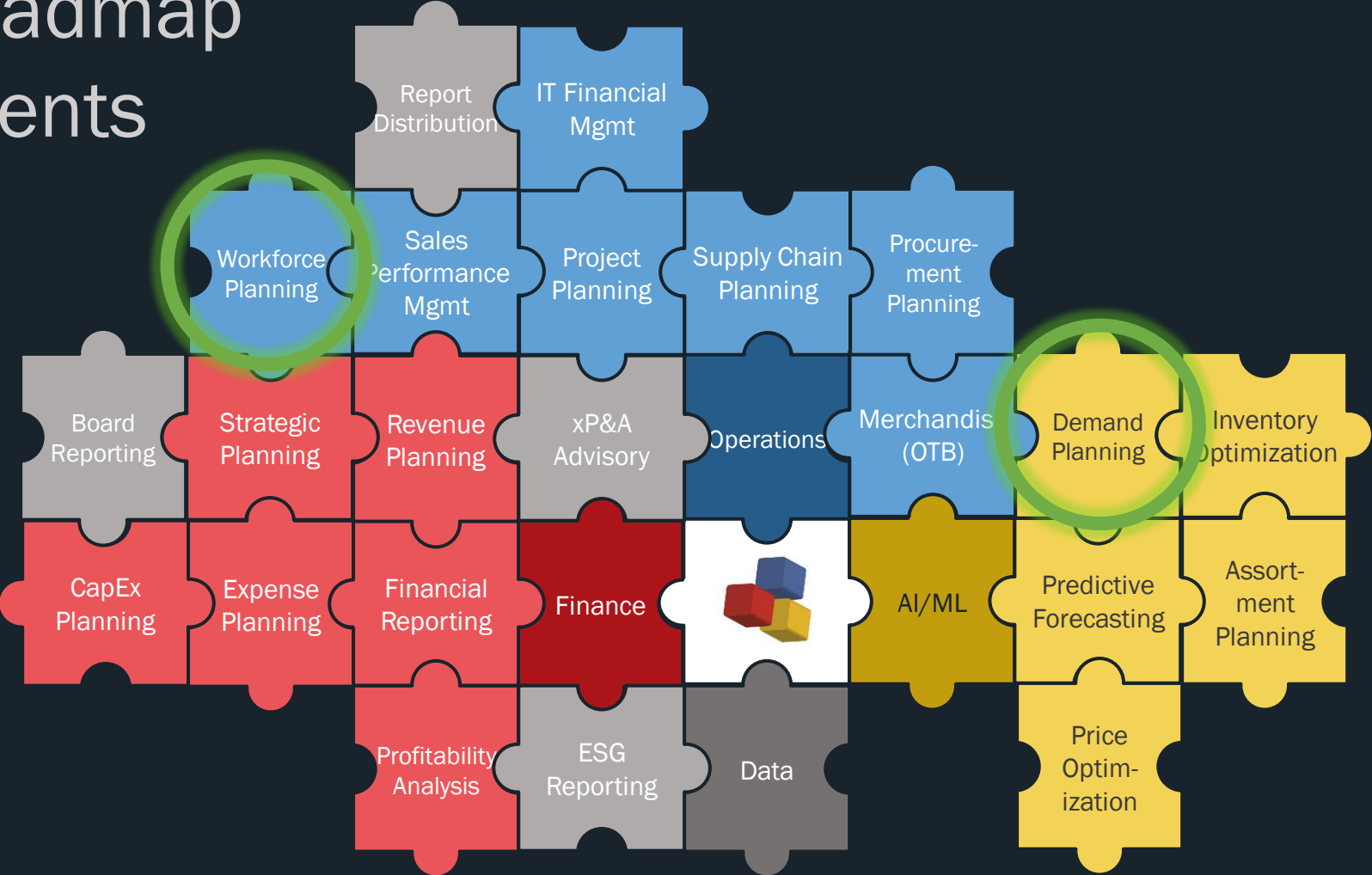


It's ALL connected

The **demand plan** drives the **sales plan**,
which drives the **production plan**
and the **workforce plan** ...

xP&A Roadmap

Components



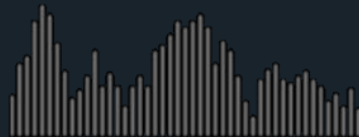
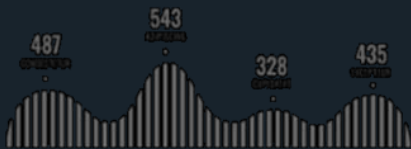


Demonstration Demand Planning Use-case

IBM Planning Analytics with Watson

Agenda:

- Financial Summary Analysis
- Revenue Planning
- Time Series Forecasting
- Dashboards



The Final Word

Why IBM Planning Analytics with Watson?

Excel integration

- Empowers business users

FAST data loads

- A million+ records in < 1 minute supports near-real time reporting
- Batch calculations (in seconds)

Large data volumes

- e.g. Many years of history
- e.g. Product/SKU detail

Calculation performance

- e.g. cost allocations for profitability, transfer pricing applications
- e.g. ability to run and compare multiple what-ifs simultaneously



Expert Hour:
A Tech Talk by IBM Champions

IBM



Questions?



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