



Welcome To Today's Webinar: Mastering Demand Forecasting in a High-Tech Environment

The presentation will begin in a few moments

Participants will receive an email within 48 hours with a link to the slide deck and recording.

About the Presenter(s)



Jeff Russell, Esq., MCP **Director – Industry Practice**

Jeff has implemented Microsoft Dynamics AX and CRM for 20+ engagements in semiconductor, electronic device, medical device, pharmaceutical and outsourced technology manufacturing environments.

His professional experience ranges from manufacturing engineering, supply chain management, intellectual property, contracts law and negotiation - bringing a unique array of expertise.

About the Presenter(s)



John Van Metre, MBA

Manager, Sales & Business Development

John has been selling Microsoft Dynamics AX software for 10 years and has extensive experience designing solutions for mid-market clients in a variety of industries including high tech and process manufacturing industries.

Demand Planning in Dynamics AX



During today's webinar, participants will:

- Understand the importance of demand forecasting in the context of S&OP and downstream business ramifications
- Generate statistical forecast baselines and dimensional forecasting in Dynamics AX
- Forecast visualization, review and modification using powerful Excel features
- Review forecast accuracy thru KPIs



Demand Forecasting Matters?

- Demand forecasting
 - Traditional importance

**What do I need?
When do I need it?**

- Linchpin to the business

Human
Resources

Engineering

Supply
Chain

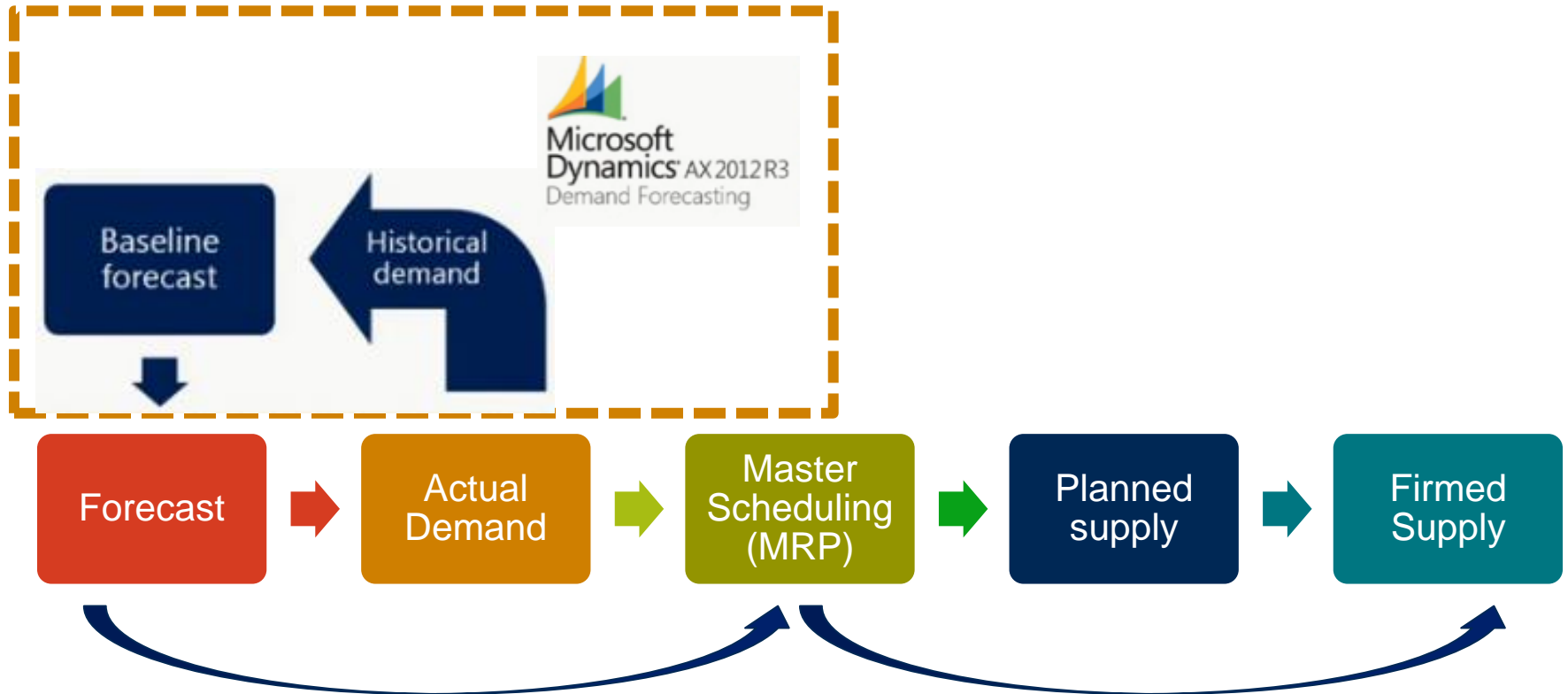
Distribution

Financials

- ERP evolution and implication to demand forecasting value



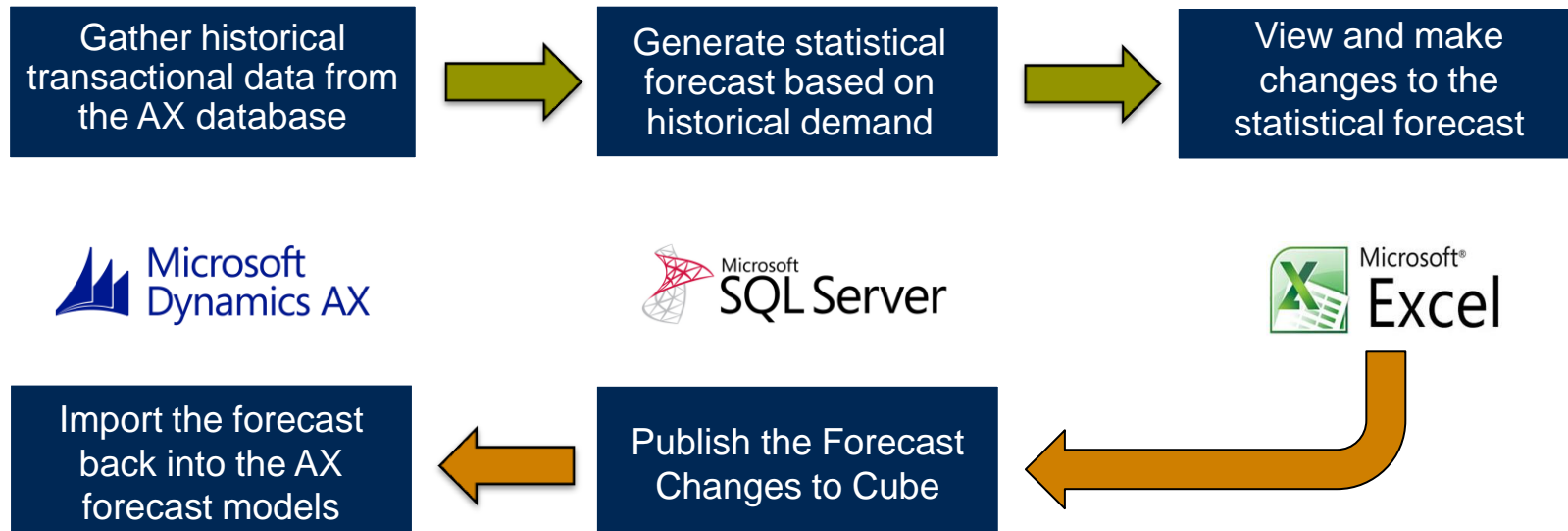
Supply Planning in Microsoft Dynamics AX



Simple & Powerful – Microsoft Stack



Demo Flow

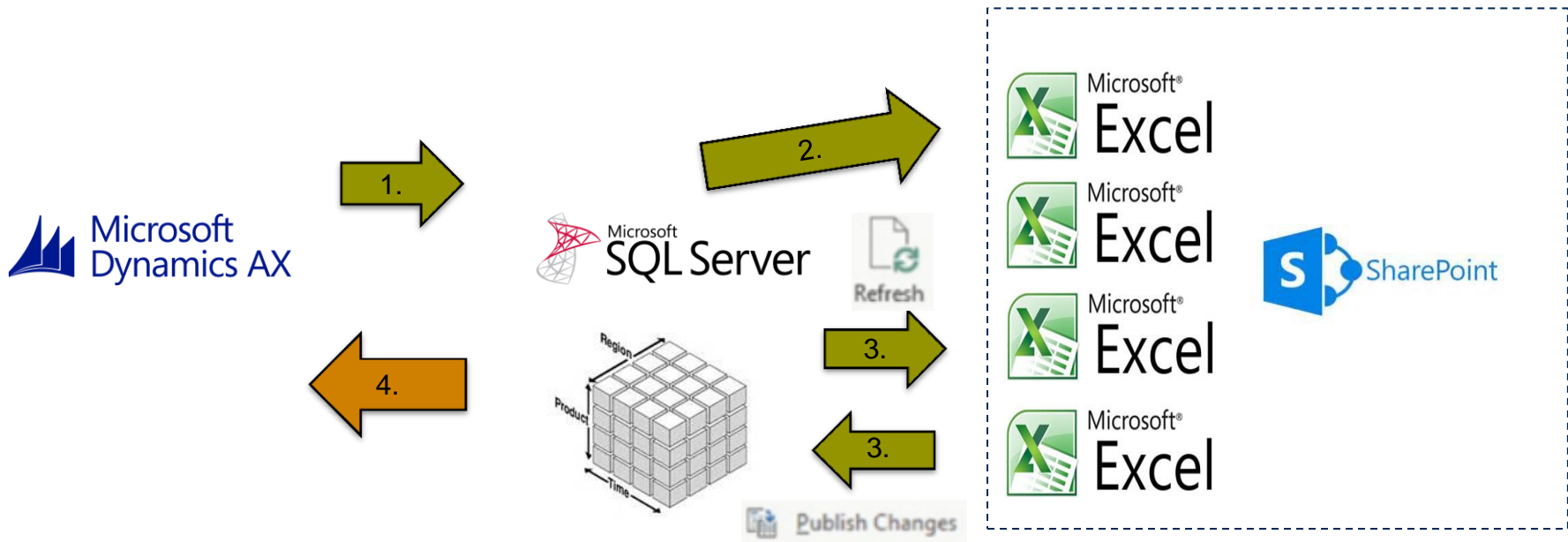


Demo

Multiple Users Participating in Forecasting

Multiple User Updates

1. Generate forecast
2. Each User gets a copy of the Excel sheet or Uses SharePoint
3. Users change their part of the data and publish changes to the cube
4. Import data from the cube to Microsoft Dynamics AX



Lessons Learned

Fully Integrated and free of charge

1. Demand forecasting shipped with Microsoft Dynamics AX 2012 R3
2. Included in the Enterprise Client Access Licensing

Based on historical demand

1. Choose the desired algorithm (currently SSAS and copy-over)
2. Select desired demand types to trigger forecast

Modify data in Excel

1. Familiar editing and easy visualization tools
2. Utilizes existing security tools



In Conclusion...

During this webinar, we've covered:

- Importance of Demand Forecasting for manufacturers
- The standard Microsoft tools that can support basic forecasting requirements
- Ability to combine multiple data sources or legacy databases in SQL SSAS
- Microsoft's innovation roadmap – will continue to build on this foundation





Contact Us

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