



BUSINESS FORECASTING SERVICES

ACUMONEY CONSULTING LLP

SYSTEM

CONSULTING

CERTIFICATION

Forecasting is not merely necessary, it is vital

What the research says about the benefits of good forecasting processes

*We found that Computer/Technology companies could save, on average, \$0.97 million a year by reducing the error of under-forecasting by 1 percentage point. In addition, the companies could save \$1.58 million a year by reducing the same amount of error in over-forecasting. **The benefits were even greater for Consumer Products companies.** They could save, on the average, \$3.52 million a year, in the case of under-forecasting, and \$1.43 million, in the case of over-forecasting. Again, we emphasize, the savings could be realized by reducing the error by just 1 percentage point.*

- Institute of Business Forecasting & Planning Survey

Better forecasts could lead to the following operational improvements:

17% stronger fulfillment

15% less inventory

35% shorter cash-to-cash cycle times

- AMR Research Study

25% increase in win rates in companies with best in class sales forecasting.

- CSO Insights Survey

GET YOURSELF A WORLD CLASS SYSTEM

Implementing a world class forecasting software system is the first step to success. We bring you the award winning forecasting software system – **Forecast Pro** from Business Forecast Systems, US.



What makes **Forecast Pro** the best choice?

Easy to use - Forecast Pro's automatic "best pick" feature allows you to generate accurate forecasts, even for thousands of items, in a matter of seconds

Flexible - Forecast Pro gives you the flexibility to create and work with your forecasts in any way you want. In addition to its automatic forecasting capabilities, the software lets you specify approaches, with support for a wide range of models.

Collaborative - Forecast Pro makes it easy to collaborate with others to establish the final forecasts.

Powerful -Forecast Pro does much more than just generate accurate forecasts—the software provides an impressive set of tools and reports for managing your forecast process effectively.

Cost Effective - Forecast Pro offers the features and capabilities of a high-end solution at a fraction of the cost. Above all you can now pay in Indian Rupees

"Forecast Pro is easy to implement and use, and saves us substantial time and resources. The software provides high level of value for the cost – I recommend forecast Pro every chance I get."

Joel Brown
Retail Products Group

JOURNEY IS AS IMPORTANT AS THE END

We do realize that just implementing a software may not be enough if you never had any kind of forecasting process in your company. To get the best results, we help you with the following:

Process Consulting – set up a collaborative but rigorous forecasting process. It is important to note that statistical forecasting is only part of the journey, the qualitative inputs from the stakeholders is what makes the forecast complete and reliable.

In addition we help you understand the Forecast Pro system better by training your team in usage, so that you extract the best out of the powerful system.

Business Forecasting Training – We can conduct workshop for your team on the subject of Business Forecasting. This shall give them deeper understanding of the subject and the process, which will enable them to deal with business requirements with professional ease.

(Certification of Attendance is issued to the participants, in affiliation with IBF, US)

"Rishi has helped put in place a very structured, yet dynamic process for effective forecasting and inventory management at Currents. In particular, Rishi has brought deep expertise in the subject combined with effective communication to bring all users and stakeholders on board and to ensure effective roll-out of the process."

Venkatesh TG
Currents Technology Retail

ARM YOUR TROOPS

Reward your business and the team with **Certified Professional Forecaster** certification from the **Institute of Business Forecasting & Planning (IBF), United States**.

In this highly competitive global economy, IBF Certifications are recognized worldwide as true validation for forecasting & planning knowledge and experience. Certifications have long been recognized as a mark of passion and professionalism. But, not all certificates are equal. Established in 1981, The Institute of Business Forecasting and Planning, IBF, is recognized across the globe.

Certification exam can be conducted on premises, provided there are at least 5 or more candidates who fulfill the eligibility criteria for the examination. On successful passing of the exams, one can use the CPF designation.

Advantages

- Improve your company's planning & forecasting skills and knowledge
- Improve business decisions company wide Increase business performance, market-share, and bottom-line success
- Build your forecasting & planning team with confidence as employees who hold IBF certification possess verified body of knowledge
- Build credibility for the forecasting function internally
- Increase you and your company's recognition in the field



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Rishi has vast industry experience working extensively in Demand Forecasting, Financial Planning & Analytics functions in companies such as Apple, Hewlett-Packard and McAfee. During his tenure at Apple, he set up the demand forecasting function in India and has also lead supply chain projects to improve and rationalize lead times, distribution networks and fill rates.

Rishi is a Chartered Accountant by qualification and holds a Certified Professional Forecaster designation as well. In addition he also holds a management certification from the Indian Institute of Management, Calcutta and a Masters Degree in Economics from the University of Pune.



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