

Title

Tredence developed a forecasting model to predict volume sales and losses of their products enabling for better decision

Summary

Client is a huge global manufacturer and marketer of consumer and professional products with leading brands that are sold in more than 100 countries. The Client has monthly and quarterly sales and volume data for every newer as well as existing brands and categories. Competitors data was provided by 3rd party vendor with respect to volume sales to compare with similar category of product in the market

Approach

1	Solution Support team understood the end the end process of the refresh
2	Weekly/monthly refresh and data validation was performed
3	Reports to be built and generated through automation process and shared to client

Key Benefits

Models Selection
•Dynamic picking of best model fit results
•Delivered output results with Higher Accuracy
Scalability Factor
•Data scaling had improved processing time from 2days to 2hrs
Automation
•96 Models reports was automated by one click, eliminating manual efforts

Results

1	Tredence built a scalable automated solution supported by analytical framework to input the raw data and run the model as per the previous best combination to get the result in no time
2	Solution provided a quick insights across average sales and change across all the brands(55) and categories(41)