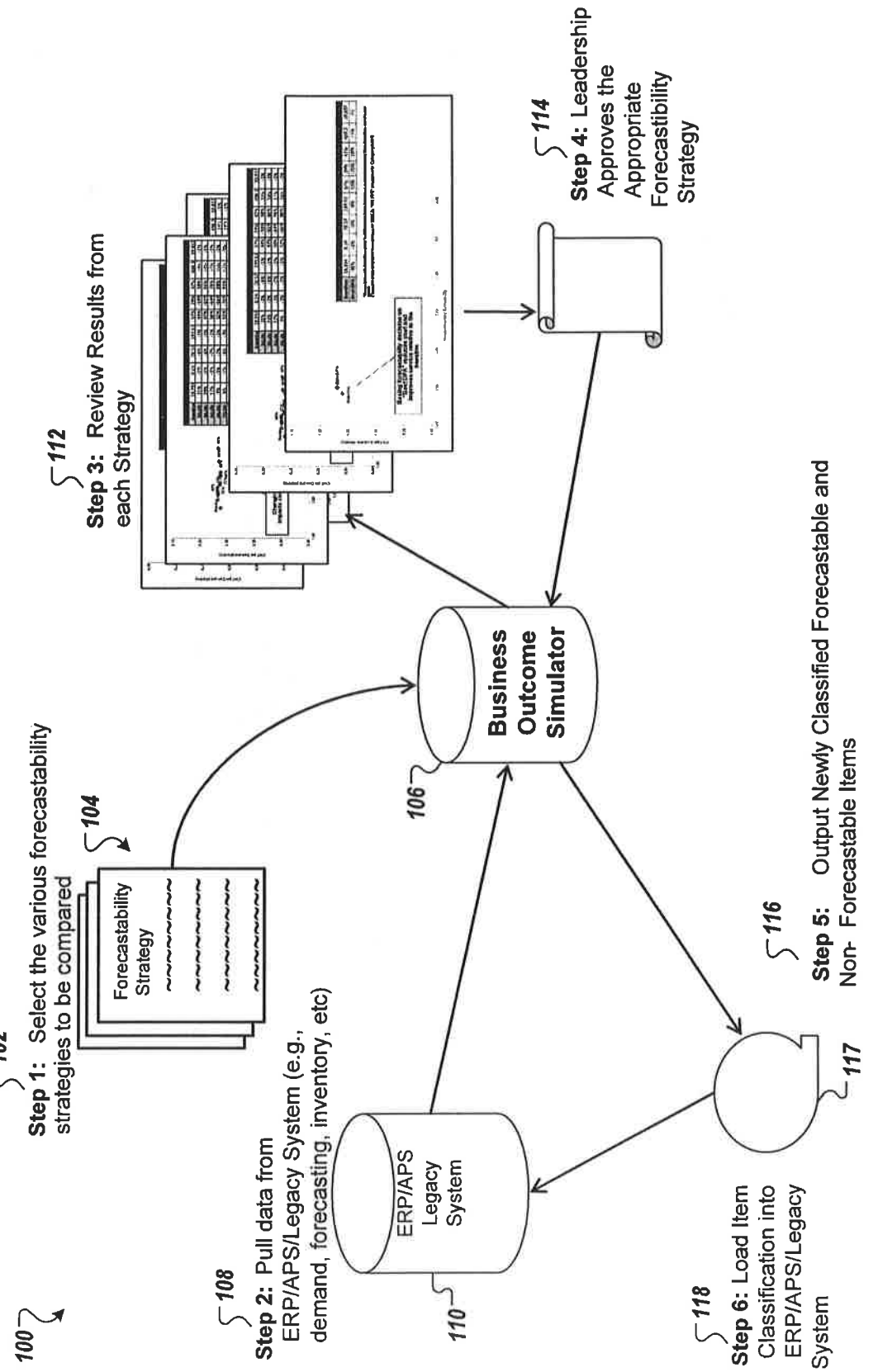

100
102
Step 1: Select the various forecastability strategies to be compared
104
Forecastability Strategy
108
Step 2: Pull data from ERP/APS/Legacy System (e.g., demand, forecasting, inventory, etc)
110
ERP/APS Legacy System
106
Business Outcome Simulator
112
Step 3: Review Results from each Strategy
114
Step 4: Leadership Approves the Appropriate Forecastibility Strategy
116
Step 5: Output Newly Classified Forecastable and Non- Forecastable Items
117
118
Step 6: Load Item Classification into ERP/APS/Legacy System

FIG. 1

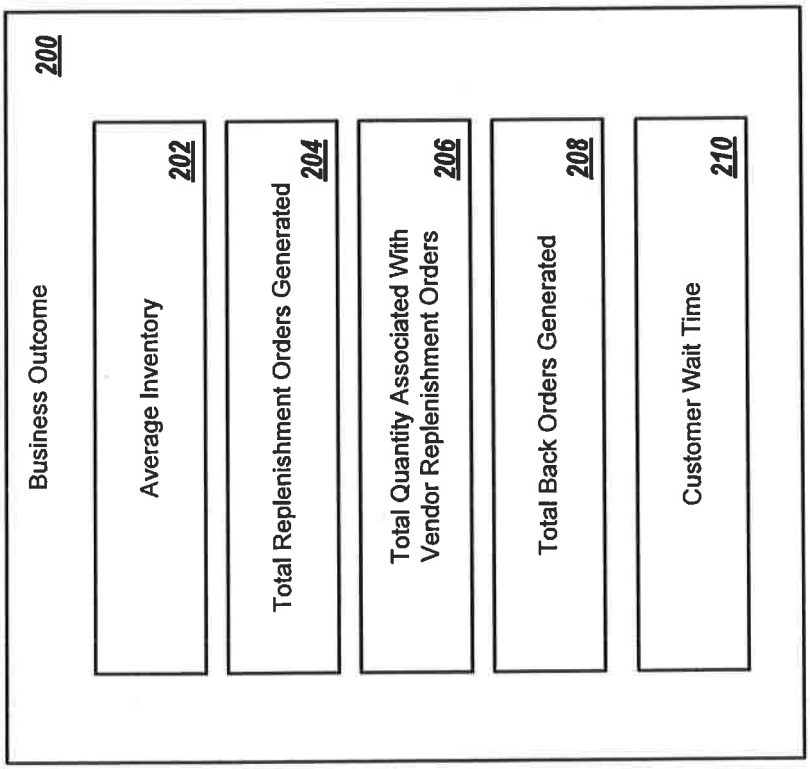

Business Outcome
200
Average Inventory
202
Total Replenishment Orders Generated
204
Total Quantity Associated With Vendor Replenishment Orders
206
Total Back Orders Generated
208
Customer Wait Time
210

FIG. 2

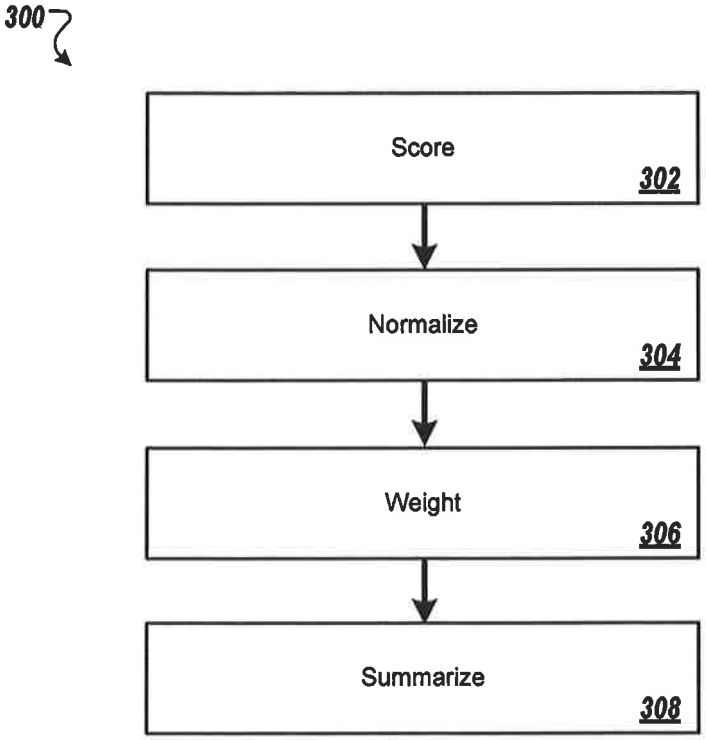



FIG. 3

400

| | 402 | 404 | 406 | 408 | 410 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ID | Avg Inv | PR CT | PR Qty | BO Ct | CWT | ID | Avg Inv | PR CT | PR Qty | BO Ct | CWT |
| 1 | 20.00% | 20.00% | 20.00% | 20.00% | 20.00% | 13 | 0.00% | 0.00% | 0.00% | 50.00% | 50.00% |
| 2 | 0.00% | 0.00% | 0.00% | 100.00% | 0.00% | 14 | 0.00% | 50.00% | 50.00% | 0.00% | 0.00% |
| 3 | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% | 15 | 12.50% | 50.00% | 12.50% | 12.50% | 12.50% |
| 4 | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 16 | 12.50% | 12.50% | 50.00% | 12.50% | 12.50% |
| 5 | 0.00% | 0.00% | 100.00% | 0.00% | 0.00% | 17 | 12.50% | 12.50% | 12.50% | 50.00% | 12.50% |
| 6 | 0.00% | 0.00% | 0.00% | 0.00% | 100.00% | 18 | 12.50% | 12.50% | 12.50% | 12.50% | 50.00% |
| 7 | 33.33% | 33.33% | 0.00% | 33.33% | 0.00% | 19 | 25.00% | 18.75% | 18.75% | 18.75% | 18.75% |
| 8 | 33.33% | 0.00% | 33.33% | 0.00% | 33.33% | 20 | 18.75% | 25.00% | 18.75% | 18.75% | 18.75% |
| 9 | 0.00% | 25.00% | 25.00% | 25.00% | 25.00% | 21 | 18.75% | 18.75% | 25.00% | 18.75% | 18.75% |
| 10 | 50.00% | 12.50% | 12.50% | 12.50% | 12.50% | 22 | 18.75% | 18.75% | 18.75% | 25.00% | 18.75% |
| 11 | 50.00% | 25.00% | 0.00% | 25.00% | 0.00% | 23 | 18.75% | 18.75% | 18.75% | 18.75% | 25.00% |
| 12 | 50.00% | 0.00% | 25.00% | 0.00% | 25.00% | 24 | 50.00% | 0.00% | 0.00% | 0.00% | 50.00% |

FIG. 4

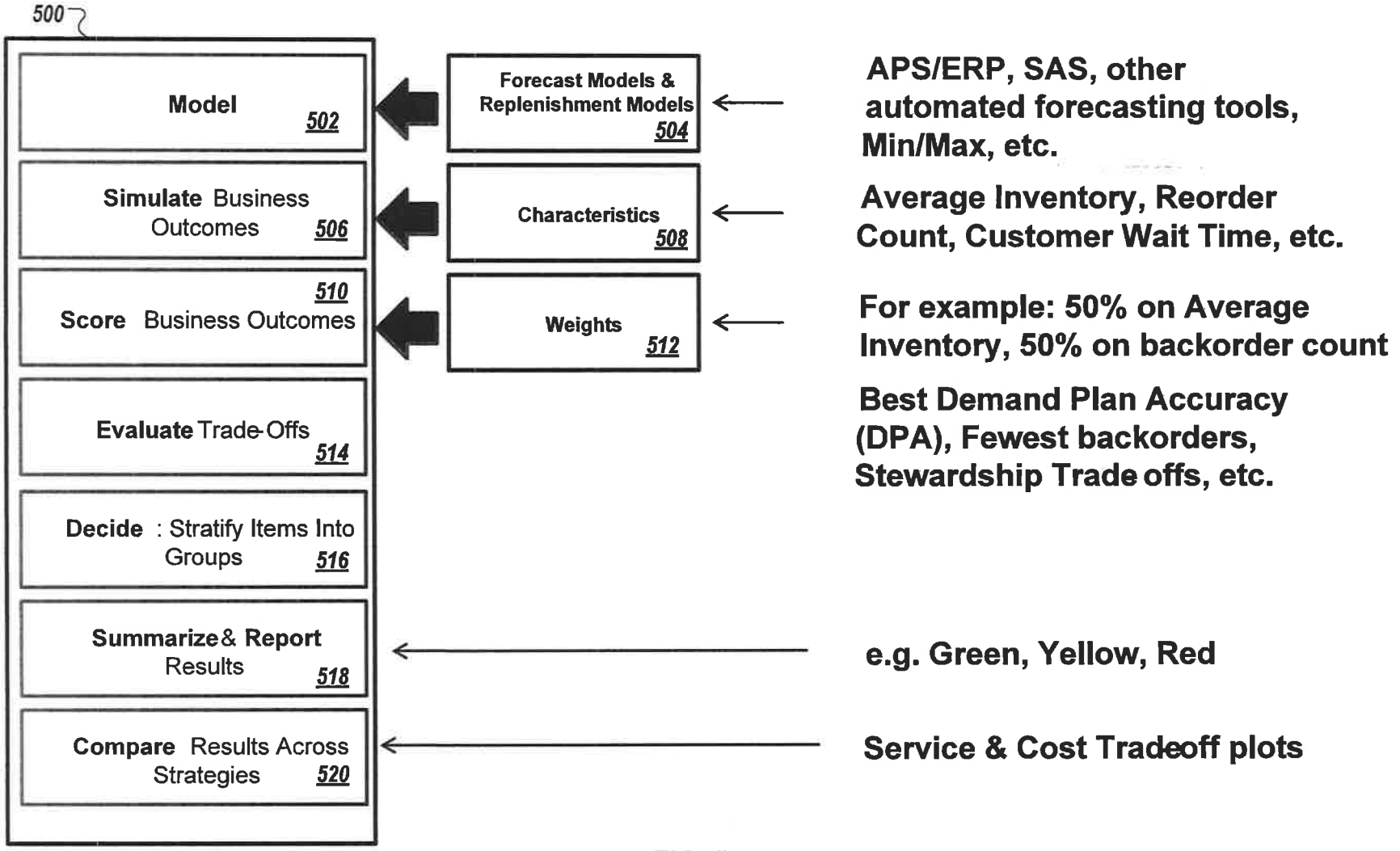

500
Model 502
Simulate Business Outcomes 506
510 Score Business Outcomes
Evaluate Trade-Offs 514
Decide : Stratify Items Into Groups 516
Summarize & Report Results 518
Compare Results Across Strategies 520
Forecast Models & Replenishment Models 504
Characteristics 508
Weights 512
APS/ERP, SAS, other automated forecasting tools, Min/Max, etc.
Average Inventory, Reorder Count, Customer Wait Time, etc.
For example: 50% on Average Inventory, 50% on backorder count
Best Demand Plan Accuracy (DPA), Fewest backorders, Stewardship Trade offs, etc.
e.g. Green, Yellow, Red
Service & Cost Tradeoff plots

FIG. 5

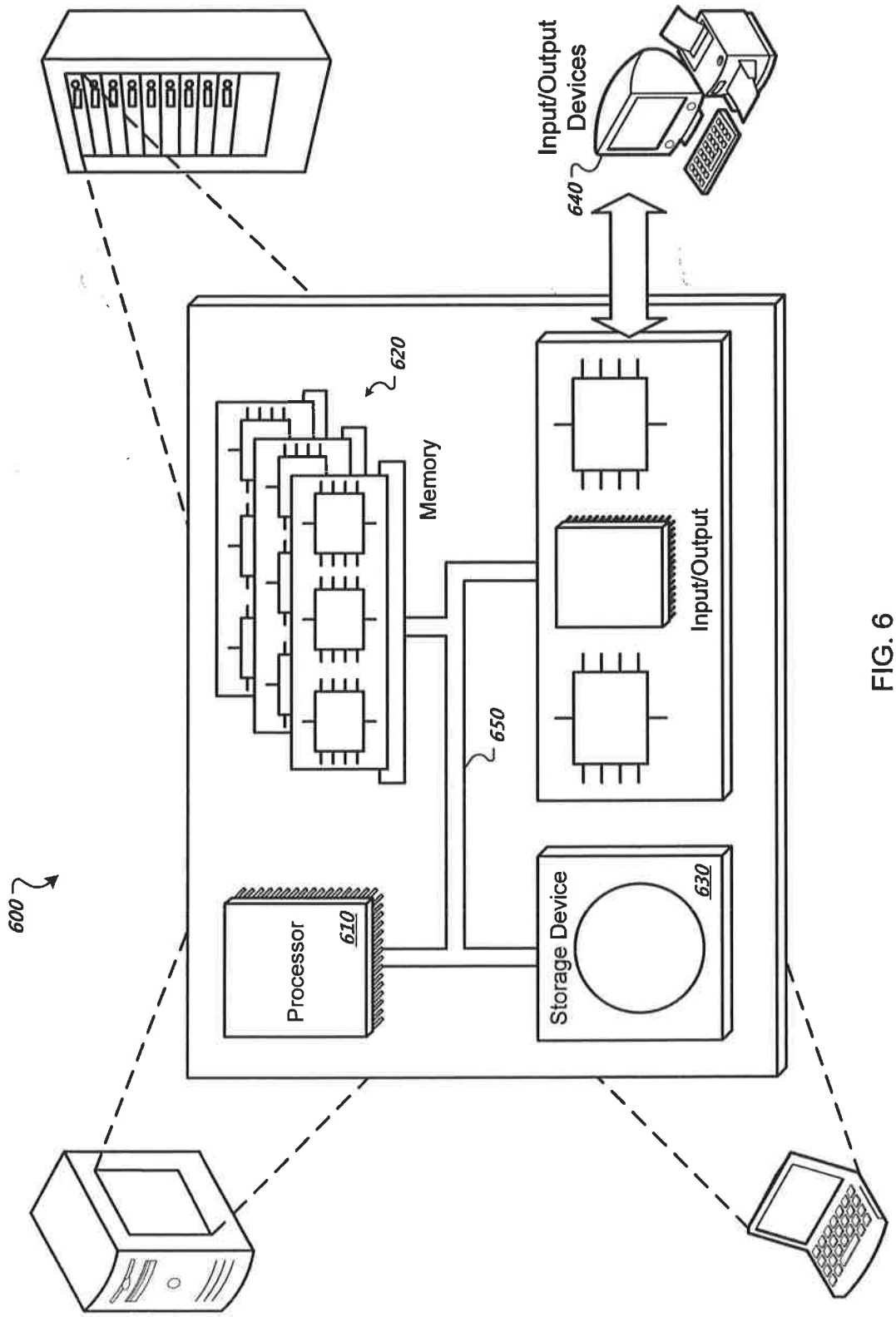

Input/Output Devices
640
620
Memory
650
Input/Output
600
Processor
610
Storage Device
630

FIG. 6