FOLLMANN CHEMIE GROUP

'As an innovative company, we are always actively looking for new processes and solutions. smartPM.solutions has convinced us of the advantages of their new AI-based models and their forecast quality.'

Ingmar Gon, Director Supply Chain Planning, Follmann Chemie Group

REFERENCE

KEY FACTS

- **SATUS QUO BEFORE**
  Aged, partially unstructured data, analyzes using Excel, forecasting and data reliability fluctuating.

- **TARGETS**
  Integrated software solution for high-quality sales and turnover planning. Fast, precise, rolling AI-based forecasts

- **IMPLEMENTATION SUPPORT**
  Integrated planning at different levels of responsibility, automatic allocation of top-down plan values according to customers / articles / regions, etc., automatic determination of the reference quantities for supply chain management, and when appropriate, use of AI-based methods for rolling forecast

- **RESULTS & LEARNINGS**
  When the project is completed, we expect a native link between the plan data in the CPM system and the integration of statistical calculations. As a result, we aim for quick, high-quality decisions and precise forecasts.
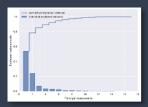
Applied AI in integrated corporate planning

The ecovadis-certified Follmann Chemie GmbH is active in the areas of specialty chemicals, innovative solutions and customer-specific services and generated sales of over € 200 million worldwide in 2019. Precise forecast values are particularly important for the company and the openness of the management for innovations and new processes with the help of AI is impressive. Where other companies hesitate, Follmann Chemie is a pioneer.
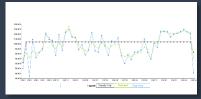
The calculation of the forecast values takes place at an aggregate level and is broken down into various articles / regions / sales organizations / customers and combinations thereof. Changes in sales prices are taken into account. The rolling planning takes place for 15 months into the future. The use of various statistical forecasting methods (especially deep learning / NN but also classic methods such as Holt-Winters triple exp. Smoothing) guarantees the determination of the best forecast result for each aggregation level. Finally, the aggregated data is broken down to the lowest level of detail (individual customers) and weighted for precise sales forecasts. Management can overrule at any point. A retrospective analysis and evaluation is carried out to check the estimates and further train the AI model.

Calculation of forecast based on neural networks and alternative statistical forecasting methods, recommendation "Best Fit"
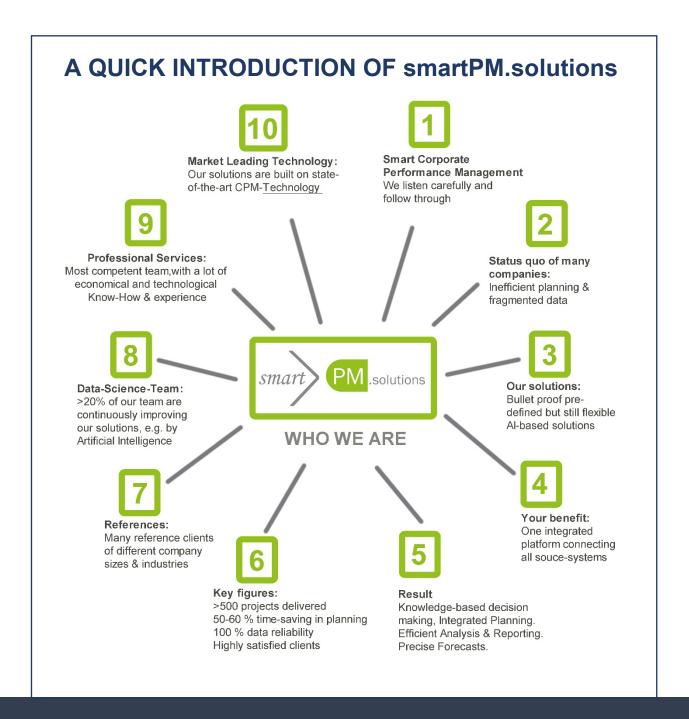

Pre-analysis of relevant influencing factors on the forecast results integrated in the CPM system, reduce subjective selection

Optional: optimization of weekly production plans (S&OP)

A QUICK INTRODUCTION OF smartPM.solutions

10 Market Leading Technology: Our solutions are built on state-of-the-art CPM-Technology

1 Smart Corporate Performance Management We listen carefully and follow through

9 Professional Services: Most competent team,with a lot of economical and technological Know-How & experience

2 Status quo of many companies: Inefficient planning & fragmented data

smart > PM .solutions

WHO WE ARE

8 Data-Science-Team: >20% of our team are continuously improving our solutions, e.g. by Artificial Intelligence

3 Our solutions: Bullet proof pre-defined but still flexible AI-based solutions

7 References: Many reference clients of different company sizes & industries

4 Your benefit: One integrated platform connecting all souce-systems

6 Key figures: >500 projects delivered 50-60 % time-saving in planning 100 % data reliability Highly satisfied clients

5 Result Knowledge-based decision making, Integrated Planning. Efficient Analysis & Reporting. Precise Forecasts.

DISCUSS YOUR USECASE? Book a meeting <u>directly in my calender</u> or connect & discuss via <u>LinkedIn</u>.

You want to get in touch directly with one of our reference clients? Not an issue! Arrange for an appointment >>

You want to learn more about AI in planning and how to connect with INTEGRATED BUSINESS PLANNING? <u>Download Whitepaper >></u>

Want to look behind the scenes? Go for an <u>Online Live Demo</u> >>

Yours

Alexander Hein

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