



Automated Factory Forecasting



Manufacturing Productivity Solution

- Decrease Inventory
- Optimize Work In Process
- Meet Market Demand

Problem Description

A manufacturing firm producing long lead-time capital equipment had difficulty matching production to seasonal demand. They often lost orders because of inability to meet required lead-times or built inventory in excess of market demand.

AIM Solution

A sophisticated multi-factor regression analysis was performed using historical sales data and the resulting forecasting model was tuned using current sales data. Factors included time of year, quote and bid data from 50 sales representatives, product type, product size, and competition as well as other product and sales data. Data was batch downloaded from the corporate mainframe, analyzed offline using custom programming, and custom reports were generated based on management requirements.

Benefits

The system allowed factory managers to produce a monthly factory demand forecast for multiple products that forecasted three to six months into the future with a better than 90% accuracy.

Why choose AIM?

Choose AIM to guarantee a quality project managed by a hands-on project manager, engineer, MBA, with Six Sigma quality credentials and decades of experience not only designing and implementing productivity and management solutions, but using them as a “real-world” professional manager.

Choose AIM to ensure your project does not go over budget. AIM can offer fixed or ROI-based pricing. Over many years and dozens of projects, AIM has never exceeded a fixed priced budget – and never will.

Choose AIM to reduce delays and missed deadlines. AIM eliminates needless layers of management and communication obstacles inherent to traditional project teams.

Choose AIM because you want a partner with both a winning attitude and record that brings a competitive advantage to your team.

How can I learn more?

Contact Chris Kliesmet at **ADVANCED INTEGRATED METHODS**
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