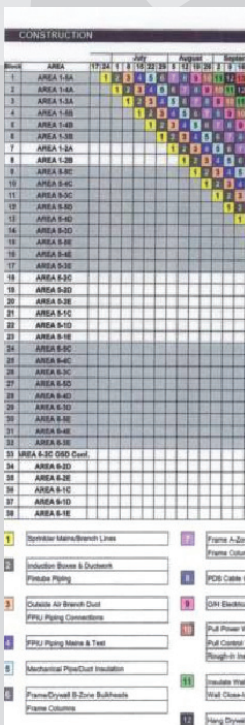
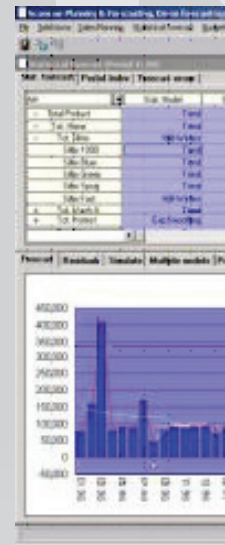


# BURMAN ASSOCIATES

## Demand forecasting & scheduling

Our services in demand forecasting & scheduling include:

- Provision of strategies for closer integration of planning
- Identifying root causes of demand
- Alternative approaches to forecasting (including statistical forecasting)
- Improvements in forecast accuracy and forecast management
- Production planning
- Creation of metrics and Key Performance Indicators (KPI) for forecasting & scheduling
- Identification and implementation of planning & scheduling software solutions



## The Real Value

Forecasting is needed for almost every business, yet it is one of the hardest things to do! Many companies in the absence of an overall forecast end up with a proliferation of local forecasts. Purchasing staff buy what they think is needed. Production staff buy new equipment based on their estimate of what is needed. People are recruited on the basis of what various departments believe will be required. Budgets are based on some kind of financial forecast and so on. The problem is that these local forecasts are all likely to be different.

As most businesses cannot avoid forecasting, it makes sense to have one agreed forecast that everyone works to. Furthermore, by using robust forecasting methods companies are more likely to achieve higher forecast accuracy levels than with several local forecasts.

Similarly, good scheduling is a rarity in most companies and is a key area of the business which is often overlooked. However, good scheduling means that idle time on equipment is kept to a minimum whilst completing jobs on time for customers, thus maximising customer satisfaction and return on investment simultaneously.

[www.burmanassociates.com](http://www.burmanassociates.com)

0845 450 4889

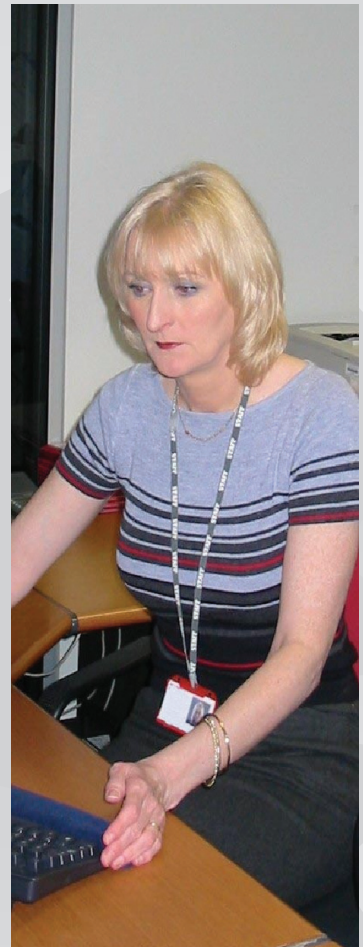
## Case study - Scheduling

Our support to customers has ranged from the simplification of an unduly complicated scheduling and planning system through to the creation of complex algorithms using sophisticated modelling and simulation tools. The result in each case has been to significantly reduce inventory and maximise utilisation on costly equipment for our customers.

For one particular customer in the Aircraft industry, our success was attributed to the approach we took to arriving at a solution. By having a good understanding of the ground rules of the equipment and the business environment in order to create robust heuristic rules, and exploiting cheap computing power by using sophisticated scheduling software on a day-to-day basis, we were able to deliver a scheduling process that was both visible and flexible.

## Case study - Sales Forecasting

We were recently asked to help an international car company to improve its sales forecasting process. The lack of good forecasting meant that they had to carry excessive inventory to compensate. By introducing some simple statistical forecasting techniques, removing non value added activities from the process itself and introducing some simple metrics into the sales forecasting process, the customer was able to forecast with improved accuracy and reduce inventory costs.



## Contact us

For more information on Burman Associates or to arrange a meeting,

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Email us at: [info@burmanassociates.com](mailto:info@burmanassociates.com)

Visit our website: [www.burmanassociates.com](http://www.burmanassociates.com)

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