

# Predict with Purpose

Why Supply Chain Leaders are Turning to eXplainable AI (XAI) to Forecast Demand Planning

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## The Forecasting Struggle is Real- And It's Costing You



### Stockouts

Lost sales and customer frustration



### Overstock

Tied-up capital and warehouse gridlock



### Low Accuracy

Planning fire drills



### No Transparency

Can't explain or trust the outputs



**6-10%**

**Global Supply Chain Disruptions** cost firms 6-10% of revenue. And brand damage is just as common as rising costs.

\*The Economist-Intelligence Unit Report

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## Real Results, Real Impact



### SKU-Level clarity

Across diverse product categories



### >97% accuracy

Forecasting horizon up to 180 days



### 10% Reduction

In logistics costs-\$120-\$400M in savings



### 4x to 12.5x

Increase in inventory turnover using SKU-Level forecasting

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## Forecasts Built with Confidence- See the Difference

Enterprise Outcome	Old Way (Guesswork)	Intelligent Forecasting (XAI powered)
Forecast Horizon	30-45 Days (limited visibility)	up to 180 Days with high confidence
Inventory Performance	Stockouts or excessive inventory	Right inventory, time, place
Demand Driver Clarity	Unknown or assumed	Clear visibility at SKU/location level
Team Collaboration	Disconnected planning	Transparent insights, shared understanding
Scenario Planning	Manual & static	Test pricing, seasonality, promotions in real time
Executive Decision Making	Skeptical of forecasts	Trusted, proactive org. alignment



**74%**

**Demand planning** topped the list of areas where supply chain leaders want to apply advanced digital and AI tools.

\*McKinsey Global Supply Chain Leader Survey

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## What Intelligent Forecasting Unlocks



See why the forecast changed

Know what drives demand — at the SKU, region and category level

Ensure regulatory compliance

Continuously improve, the model learns and refines itself

Identify & mitigate supply chain risks

Strengthen supplier negotiations with data

Collaborate with AI to refine & improve accuracy

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## What is Explainable AI (XAI)?



Not a black box.



- **The engine.** XAI shows the "why" behind the forecast—so you're not guessing.
- AI you can **understand.**
- Insights you can **act on.**

## YOU DON'T HAVE TO FLY BLIND

Let us show you what's really driving your demand. Start making confident, connected decisions—backed by eXplainable AI.



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