

Sales & Metric Forecasting

Get smart, automated, consistently accurate forecasting at the metric level across your business.

Forecasting impacts critical business areas, including labor budgets, customer service, promotions and employee schedules. When the forecast is off, it affects your store managers' ability to adhere to plans and budgets and can impact productivity, service and sales. Real-time forecast accuracy is not only critical—it is imperative.

The best forecasting provides incredible accuracy that is *consistently reliable over time*. This requires an intelligent system that analyzes and accounts for metrics like sales, SKU, and individual and consolidated UPCs to support granular, unified forecasting across the retail chain. Our Forecasting solution delivers all of this—automatically.

Just the highlights: Why Logile Forecasting?

- The industry's best forecast accuracy: 97+ percent on daily items and sales for all but the smallest departments

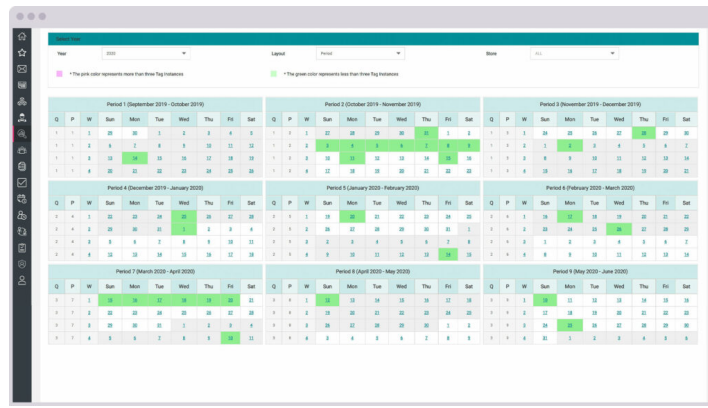


- AI-driven, machine-learning forecasting using dozens of industry-leading and Logile-proprietary algorithms to forecast every metric
- Event/data tagging and cross-comprehensive forecast granularity at the 15-minute, task level
- Continuous reforecasting
- Forecast accuracy improvements of 15-20% for the average business

Get the power of unparalleled AI and self-learning automations

In past competitive evaluations, Logile's forecasting has outperformed all our competition. Our best-practice approaches to 15-minute interval forecasting and demand planning enable superior service coverage for your front end and other customer service functions.

- Extremely accurate, reliable forecast delivered in a completely automated workflow requiring little or no manual intervention
- Goes well beyond methods like moving averages and exponential smoothing and includes recent advances in statistical learning and pattern recognition
- Self-learning AI constantly reviews and changes algorithms as needed over time for each element in each store, based on what is proven to be the most accurate and reliable method



- Each forecast metric in each store may use a different algorithm based on statistical accuracy in individual stores
- Enables precision scheduling that delivers your service and queuing standards with minimal waste
- Allows use of “sister-store” data for new or remodeled stores if needed
- Unique forecasting approach can be shared across your different departments and loyalty marketing to understand customer and item volumes by time of day—as forecasted from department interval POS data

Better capabilities for better results

Benefit from extensive data/event tagging to appropriately influence selection of specific history for enhanced accuracy. You can programmatically automate data tagging for weather specific to each store’s zip code, and leverage detailed promotional tagging for enhanced UPC-level forecasting.

Gain renewed advantage at your front end. Customize queuing service standards by day and time of day or for not busy, busy or extremely busy times in your forecast. And with detailed POS volume data, you are enabled to accurately forecast express, regular and self-checkout volumes for dynamic, interval-specific use of store-specific labor standards for item processing and tendering by method. Optimize

throughput, shorten customer queues, and improve customer satisfaction through better scheduling. If your current system misses the mark on peak express volumes like busy lunch rushes, you will see the positive difference in Logile’s approach.

Key benefits

- Leverages the latest AI and machine-learning algorithms to generate forecasting at each individual metric level averaging above 97% accuracy—the best in industry
- Every 1% improved accuracy can yield up to 50% reduction in overtime, .5% decreased labor costs, 6% improved conversion and 12% improved customer satisfaction
- Optimal stock levels on the shelf at the right time
- Completely integrated with weather and climatology to provide the best opportunity to support seasonality and weather-bound shopping behavior
- Drill-down to the SKU and UPC level with forecasting support at sub-category, category and volume group level
- Provides further deep-down understanding at each individual layer and what that layer contributes to the forecast (e.g., weather, promotion, special events, holidays, day of the week, etc.)



Logile is the leading retail labor planning, workforce management, inventory management and store execution provider. Our proven AI, machine-learning technology and industrial engineering help retailers worldwide achieve operational excellence and provide the best service and products at optimal cost. Gain the Advantage.

The Logic of Retail: One Platform for store planning, scheduling and execution. [Logile.com](https://logile.com)