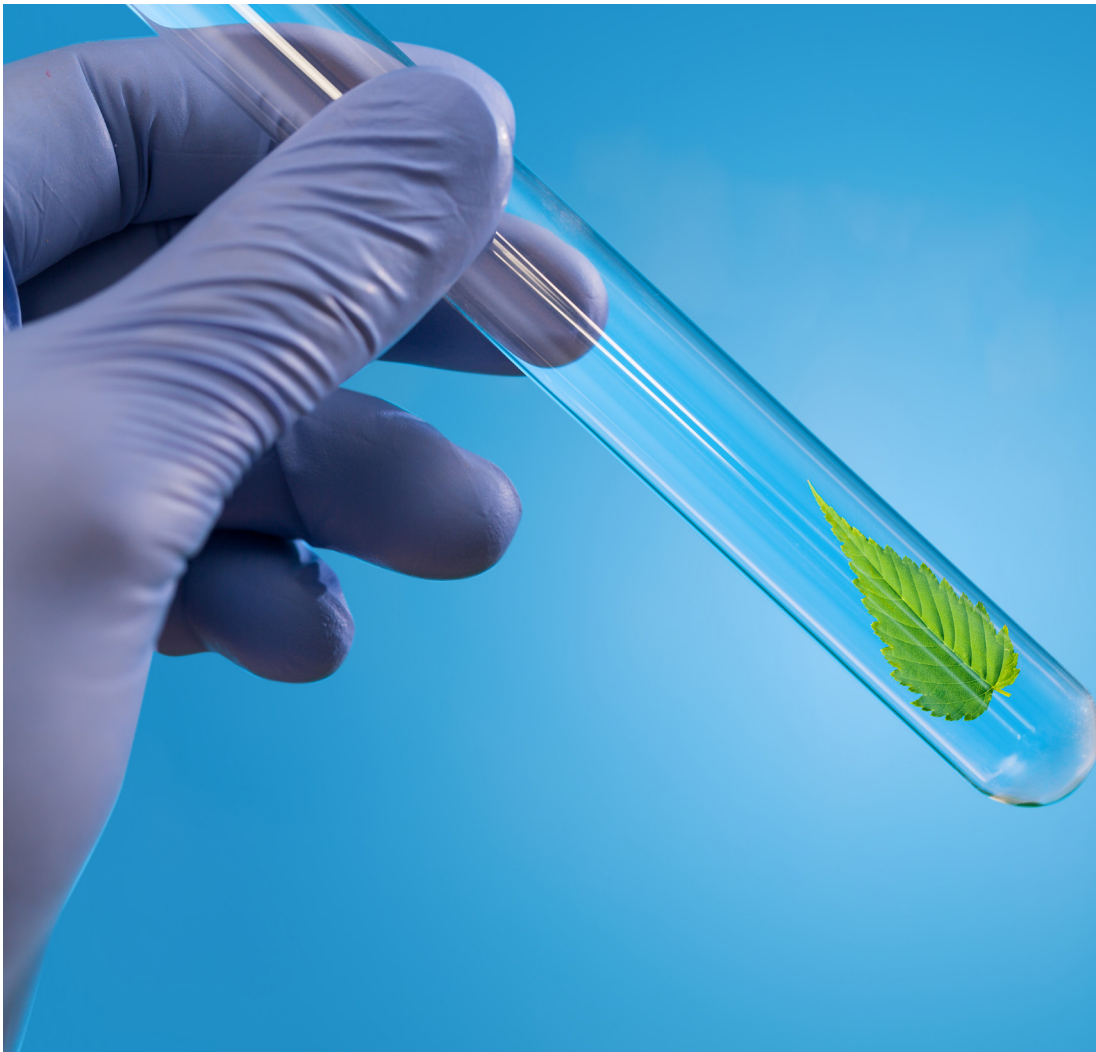




FORECAST  
SERVICES

an eyeon  
company



# EYEON PRODUCT LIFE SCIENCE FORECAST SERVICES

## The best possible forecast!

Life Science supply chain complexity has been and will be increasing due to consolidation, new entrants, growth from biotech and niche products and continued focus on new markets. Maintaining high service levels while keeping inventories in check requires end-to-end planning and a fast demand signal. High-quality and effective planning, executed by well-educated and highly skilled planners, is at the core of maintain supply chain performance. And talent is hard to find. With Forecast Services to outsource your worries are over. Forecast Services is a business process outsourcing service that provides your core SC information, such as a base forecast or forecasting parameters efficiently and at high quality, enabling your SC professionals to focus on making better decisions.

## Why outsource to EyeOn Forecast Services?

**Better:** Statistical forecast equals or outperforms your current forecasts and is unbiased. Our specialists are up to date with the latest analytic developments and can apply these to your business.

**Efficient:** Forecast Services quickly helps you to focus where it matters. No need for your demand planners in the country ops to review all products for the coming 24 months each month, but let them focus where it adds value (for example tenders and new products). All while significantly reducing your demand cycle.

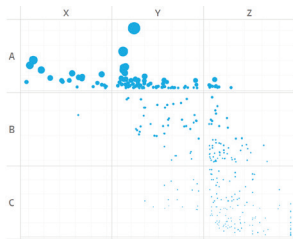
**Worry-Free:** You can rely on our forecast professionals to consistently execute forecast while actively tuning these to changing business dynamic. This ensures continuity and constant improvement of your forecast.



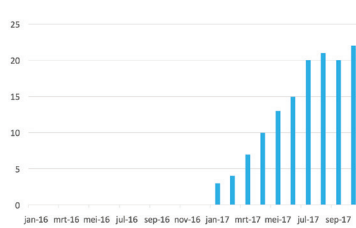
## Our forecast services:

- Statistical baseline forecasting: an initial forecast for regular sales, focused on mature products.
- Market driver based forecasting: a long-term forecast on an aggregate level, focusing on drivers that explain the market.

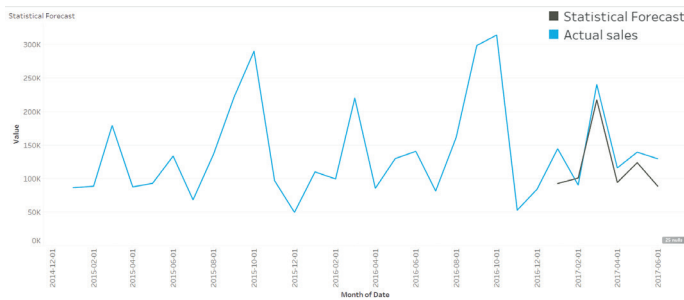
Segmentation



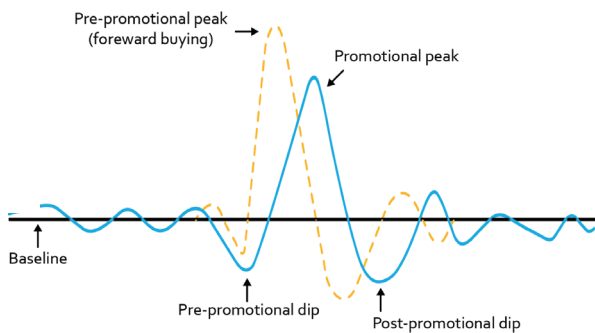
New product forecasting



Statistical baseline forecasting



Promotion forecasting



As a third-party service provider, we continually invest in new technologies and skills. We translate our wide and in-depth experience with various leading global companies into best practices your company can use to perform better.

## Our 3 proven steps to accurate forecasting:

### 1. Proof of concept

We deliver:

- A segmentation of your product portfolio(s)
- Maximal achievable statistical forecast accuracy per portfolio segment
- A solid and proven implementation approach.

### 2. Design & Configure

We deliver:

- An end-to-end tested, secure forecasting process
- A forecast engine configured at EyeOn using your sales data
- Focus reports tuned to your business needs.

### 3. Execute:

We deliver on a periodical basis:

- A segmentation update
- An optimized statistical forecast
- Alert & focused reports
- Hands-on support in continuous performance and process improvement.

## EyeOn Forecast services deliver business benefits that boost sales:

- Improve your forecast accuracy and bias.
- Optimize your planning organization.
- Focus your resources on areas where attention is needed.
- Lower your company's operating costs.
- Innovate your 'planning capability' faster.

## How can we help you?

Lighten your load. Let us assist you in managing complex supply chain and planning processes. Make use of our high-quality planning and forecasting resources to get ahead. Give your team the opportunity to focus on value-added activities that enable your company to stand out from the rest.

## Interested?

You can contact us at [forecastservices@eyeon.nl](mailto:forecastservices@eyeon.nl) for more information or to make an appointment.

*Next to forecast services, we also offer inventory services. Please contact us for more information.*