

# Quantitative Demand Forecast Presentation

## Inventory Management

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## 1. Executive Summary

This document presents the quantitative demand forecast for selected products over the next 12 months, supporting strategic inventory management decisions.

## 2. Objectives

- Forecast expected monthly product demand
- Assist in optimizing stock levels
- Minimize stockouts and overstock situations
- Support supply chain efficiency

## 3. Data Overview

- Data Source:** Sales history (Jan 2021 - May 2024)
- Products:** A, B, C
- Forecast Period:** July 2024 - June 2025
- Methodology:** Time Series Analysis (Moving Average)

## 4. Demand Forecast Table

Month	Product A	Product B	Product C
Jul 2024	1,250	2,040	800
Aug 2024	1,300	2,100	810
Sep 2024	1,320	2,150	820
Oct 2024	1,340	2,180	835
Nov 2024	1,360	2,220	850
Dec 2024	1,400	2,280	870
Jan 2025	1,310	2,200	845
Feb 2025	1,280	2,130	830
Mar 2025	1,350	2,210	860
Apr 2025	1,390	2,250	880
May 2025	1,420	2,290	895
Jun 2025	1,400	2,260	880

## 5. Key Insights

1. Consistent upward trend observed in all products.
2. Peak demand expected during holiday season (Nov-Dec).
3. Fluctuations aligned with historical seasonality patterns.
4. Stock planning should address anticipated peaks and lows.

## Important Notes

- Forecasts are estimates based on available historical data and selected model.
- Regularly revisiting and updating the forecast is crucial as new data emerges.
- External factors (market changes, supply chain disruptions) may impact forecast accuracy.
- This document aids decision-making but should be used in conjunction with qualitative insights.