A Mantra for Auditing Forecast Process Performance

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Presented at the International Symposium on Forecasting June 25, 2012
Rivershill Consultancy Business Model
You want the truth?

You can’t handle the truth!
What do we mean by GOOD?

Forecast accuracy

New product modelling – skills and software

S&OP  why it’s such a great idea but hard to implement

Unexpected events – could we have expected them?

Risk Management

BUT are there other important issues that need to be addressed........
Three simple (but vital) questions

How good do we think we are?  
(Audit and analysis)

How good are we?  
(Benchmark)

How good do we need to be?  
(Best return on Investment)
Scope and Process

Scope

Environment and Climate

Process

Capacity and Capabilities

Data and Systems.

Process

Audit and Analysis

Benchmark

Implement
The Rivershill Mantra
Providing the Internal Benchmark
Assumptions
Assumption?

‘We will achieve 15% market share one year after launch, reaching a maximum of 25% market share in year three.’
Modelling
Communicating
WILL YOU MARRY ME?
“Ad fifty year vision”

Mutual Resignation

Wedlock

Compromise

moving towards
death AS A TEAM

Foible Tolerance

Walks

49  Don't propose with Powerpoint
Measuring Uncertainty

Managing Risk
Implementation
In Summary

PEOPLE

PROCESSES

TECHNOLOGY
Actually….In Summary

PEOPLE

PROCESSES
Or Even....

PEOPLE
Many thanks for your time

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