Forecast Value Added Analysis (1/2 day)

Forecast Value Added (FVA) is the change in a forecasting performance metric that can be attributed to a particular step or participant in the forecasting process. FVA analysis is used to identify those process activities that are failing to make the forecast better (or may even be making it worse). This course provides step-by-step guidelines for conducting FVA analysis to identify and eliminate the waste, inefficiency, and worst practices in your forecasting process. The result can be better forecasts, with fewer resources and less management time spent on forecasting.

Learn how to
• map your forecasting process
• gather, organize, and store required data
• analyze the data using simple statistical methods
• determine the volatility and forecastability of your demand patterns
• visualize the data
• create the "comet chart" relating forecast accuracy to volatility
• identify worst practices and other non-value adding activities
• report FVA results
• communicate results to management
• eliminate wasted efforts and streamline your forecasting process
• set reasonable forecasting performance objectives and expectations.

Presented by Michael Gilliland, author of The Business Forecasting Deal and Product Marketing Manager for SAS forecasting software