

Replenishment planning is in the now

with Demand Sensing

Demand planning and S&OP processes use historical data to forecast future results, but replenishment planners operate in the now and need real-time data to achieve growth objectives



Demand Planners

Medium to long-term 6-12 Months and beyond

Monthly or Quarterly

Aggregate Product Family and Category level

Previous 3-5 years of historical sales, augmented by planner insights

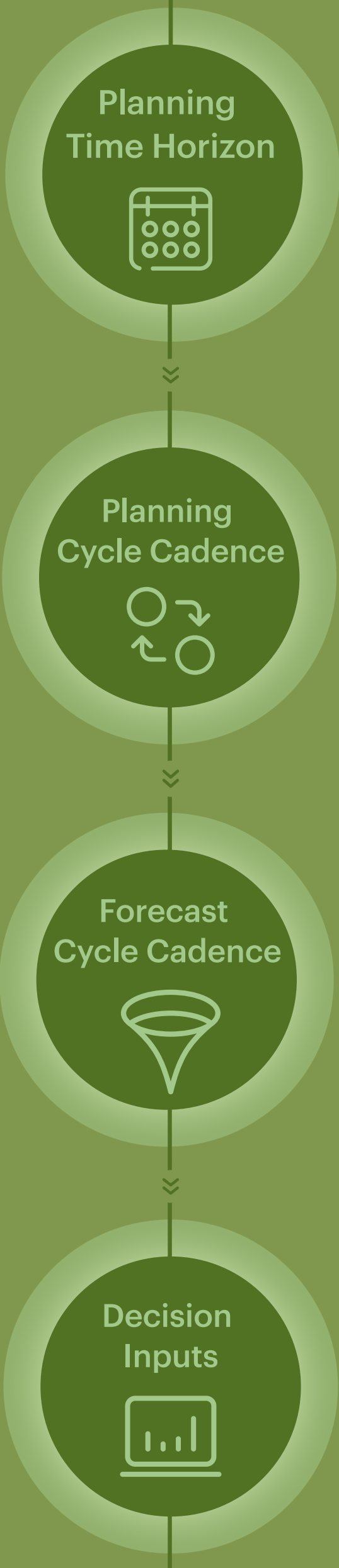
Replenishment Planners

Immediate, short-term 6-13 Weeks

Daily, Weekly

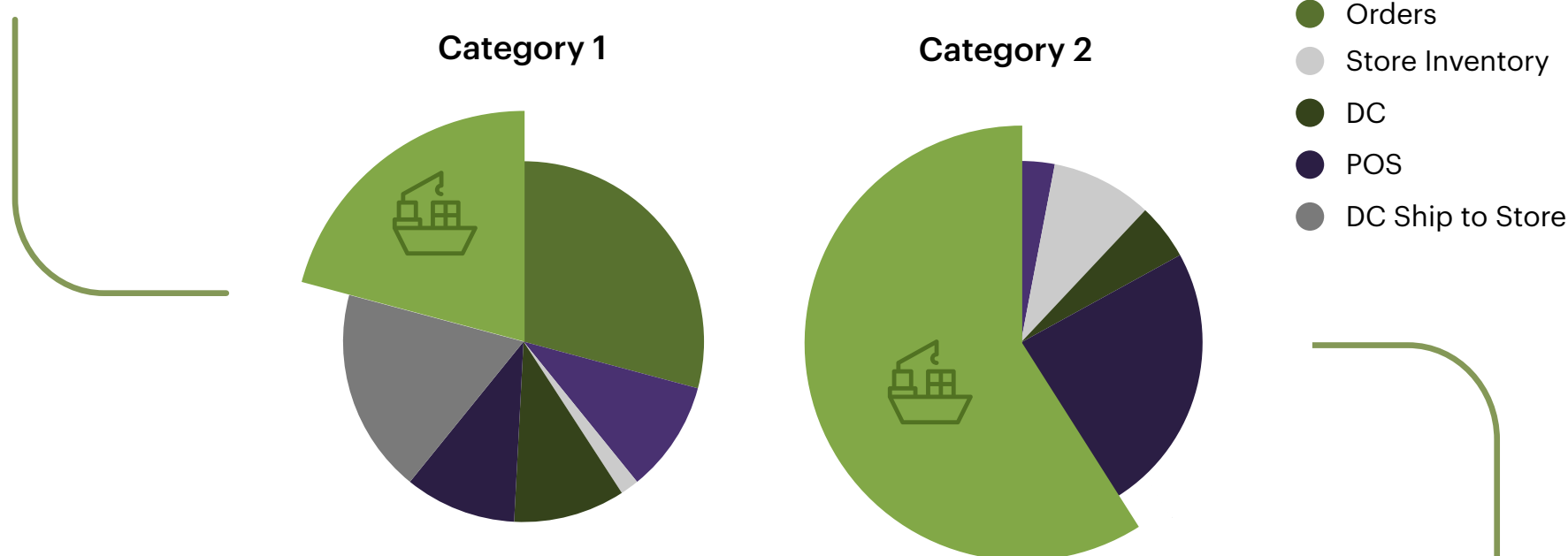
Very granular – item, location, channel, customer

Real-time demand signals of sales and inventory movements, in association with the demand plan

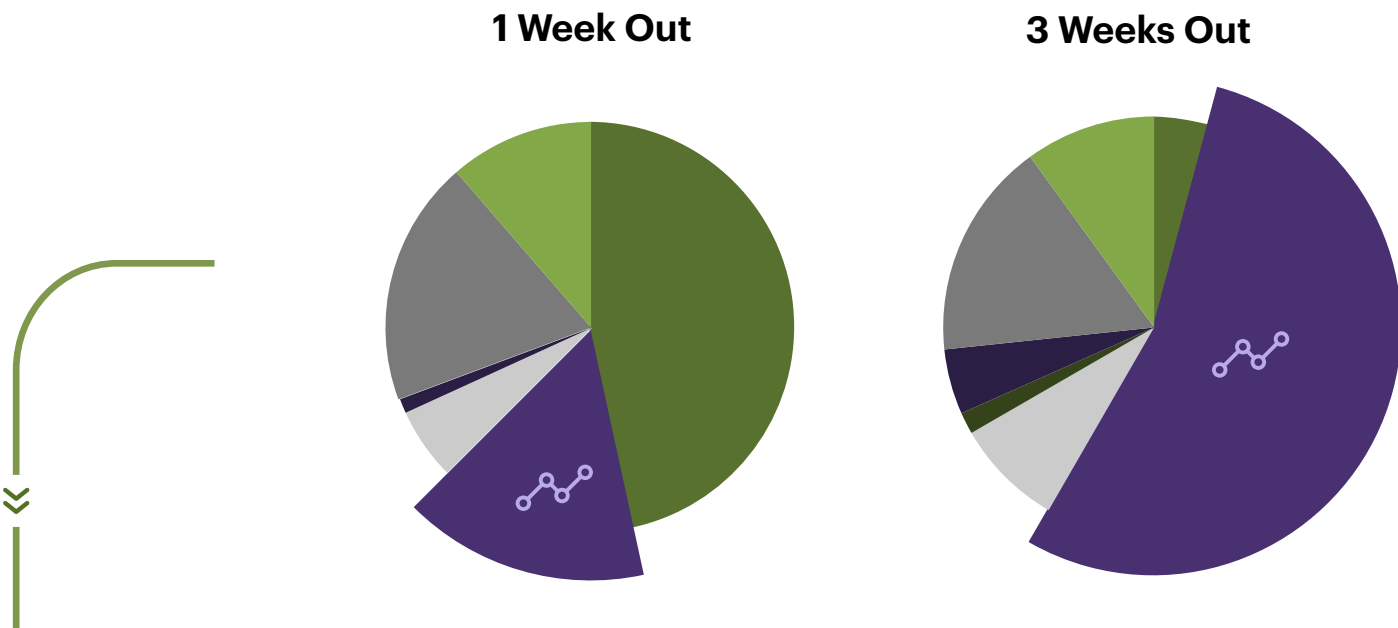


AI is key to understanding causal demand signals at scale

What is predictive in one product category is not for another



What is predictive in one time horizon is not for another



E2open Demand Sensing be in the know

Connect forecasts, inventory, and real-time signals to arm replenishment planners with an accurate daily forecast for every item at every location. Meet commitments more efficiently, effectively, and with agility.



30-40%
Increase in near-term forecast accuracy



2X
Increase in forecast value-added



50%
Reduction in extreme error



Better together with Demand Signal Management

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Let's start the conversation

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