

Featured Success Story

**AI-powered
forecasting saves
90% of company's
resources, improves
accuracy in 4 weeks**

Client: Multinational, commercial property developer



Challenges



Subpar accuracy

in forecasting that hampered the company's controlling, supply chain, and marketing teams

Inconsistencies

in retail and sales information between multiple properties the company managed

Business need

for optimization in supply and demand to deal with the pandemic

Manual, error-prone

processes that adversely affected financial performance and added unnecessary overhead



Solutions



Forecasting engine

Tailored to automatically and accurately predict sales and customer turnouts in each property

Automation

in data collection through deployment of machine learning-driven (ML) engineering processes

Custom dashboard

developed for visualizing and verifying the forecasting engine's predictions

Pipelines

created for training ML models and generated explainability values from raw data up to the reporting layer



Value Delivered



90%

of resources saved that were previously spent on generating manual forecasts

80%

improvement in forecasting accuracy within four weeks

Automated

forecasts for thousands of products for all the properties, including reports that enabled decision-makers to validate what-if scenarios and add new values to the forecasting engine

Capacity building

that empowered the company's teams to easily use the AI-powered tool and adjust their strategies



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