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| Business Scenario | As a user, I require scenario analysis capabilities in our demand forecasting system to simulate market conditions and economic scenarios. This will enable proactive risk management, optimize resource allocation, and support informed decision-making amid uncertainties to maintain business resilience and competitiveness. |
| Benefit | Scenario analysis functionality enhances demand forecasting by allowing users to simulate market conditions, assess impacts on forecasts, and mitigate risks proactively. It supports informed decision-making by providing insights into potential disruptions and opportunities, optimizing resource allocation, and improving strategic agility. This capability strengthens organizational resilience and competitiveness by fostering adaptive planning and strategic foresight in dynamic business environments. |
| Description | Implementing scenario analysis functionality for demand forecasting involves creating tools within the system to define and simulate various market scenarios using integrated datasets such as historical sales and economic forecasts. This enables users to assess the potential impacts of different conditions on demand forecasts, incorporating factors like seasonality and market trends. Visualizations and dashboards will be developed to effectively communicate scenario outcomes, facilitating informed decision-making. Sensitivity analysis will further enhance insights by identifying critical variables influencing forecast accuracy. Comprehensive training and support will ensure users can leverage these capabilities to optimize strategic planning and mitigate risks effectively. |