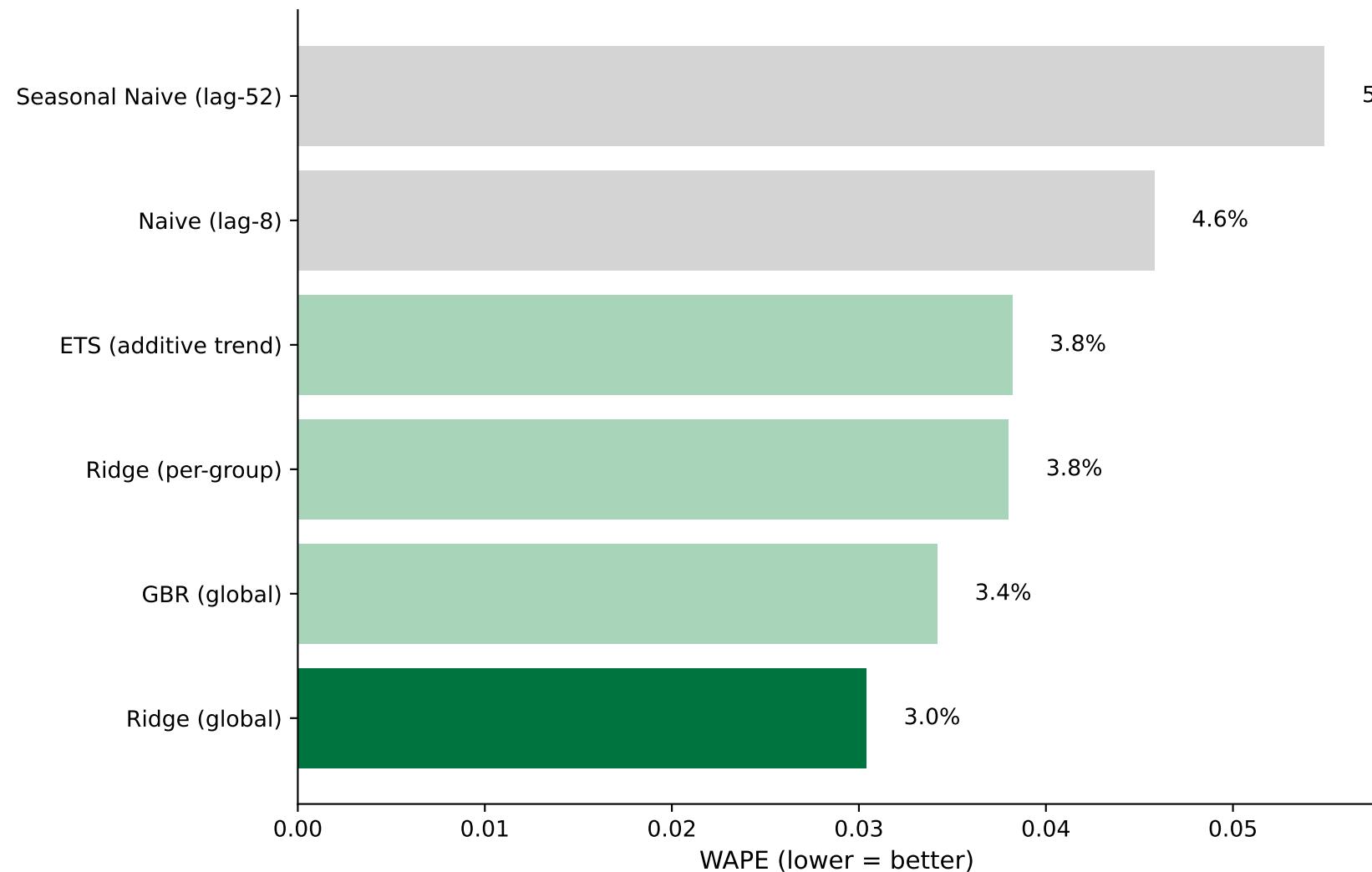


Can We Predict 8 Weeks Ahead Well Enough to Reduce Stock-Outs and Write-Offs?

YES — Our best model (Ridge (global)) achieves 3.0% WAPE, a 34% improvement over naive forecasting.

Forecast Accuracy by Model



Key Drivers

1. Recent demand history (lags 8-12 weeks) explains the majority of forecast variance
2. Promotions increase weekly demand (signal is sparse — only 29 promo weeks in 3 years)

Next Steps

1. Deploy weekly automated forecast pipeline
2. Expand promotion history & integrate inventory data for safety-stock optimization
3. Add drift monitoring with automatic retraining triggers