In order to better understand the changes the new algorithm will bring I present to you the following forecast data based on real demand data for product 4B10-3MN on December 3rd and December 4th.

December 3th

Demand Data

Stores		Web		Vertrieb	
ORDER_DATE	QUANTITY	ORDER_DATE	QUANTITY	ORDER_DATE	QUANTITY
2019-11-05	14	2019-11-05	1	2019-11-15	1
2019-11-06	7	2019-11-07	1	2019-11-20	1
2019-11-07	10	2019-11-09	2		
2019-11-08	9	2019-11-11	2		
2019-11-09	10	2019-11-12	2		
2019-11-11	5	2019-11-16	1		
2019-11-12	10	2019-11-19	1		
2019-11-13	6	2019-11-21	1		
2019-11-14	7	2019-11-23	1		
2019-11-15	7	2019-11-24	1		
2019-11-16	8	2019-11-25	1		
2019-11-18	17	2019-11-27	4		

2019-11-19	10	2019-11-28	2
2019-11-20	10	2019-11-29	5
2019-11-21	4	2019-12-01	3
2019-11-22	11	2019-12-02	2
2019-11-23	13		
2019-11-25	5		
2019-11-26	8		
2019-11-27	7		
2019-11-28	12		
2019-11-29	23		
2019-11-30	12		
2019-12-02	15		

“Average Forecast”

SUM: 408, AVG: 9.714285714

Fallback Demand Forecast (Original)

Fallback Demand Forecast 2

December 4th

Demand Data

Stores		Web		Vertrieb		Sonstige	
ORDER_DATE	QUANTITY	ORDER_DATE	QUANTITY	ORDER_DATE	QUANTITY	ORDER_DATE	QU
2019-11-06	7	2019-11-07	1	2019-11-15	1	2019-12-03	1
2019-11-07	10	2019-11-09	2	2019-11-20	1		
2019-11-08	9	2019-11-11	2				
2019-11-09	10	2019-11-12	2				
2019-11-11	5	2019-11-16	1				
2019-11-12	10	2019-11-19	1				
2019-11-13	6	2019-11-21	1				
2019-11-14	7	2019-11-23	1				
2019-11-15	7	2019-11-24	1				
2019-11-16	8	2019-11-25	1				
2019-11-18	17	2019-11-27	4				
2019-11-19	10	2019-11-28	2				
2019-11-20	10	2019-11-29	5				
2019-11-21	4	2019-12-01	3				

2019-11-22	11	2019-12-02	2
2019-11-23	13	2019-12-03	2
2019-11-25	5		
2019-11-26	8		
2019-11-27	7		
2019-11-28	12		
2019-11-29	23		
2019-11-30	12		
2019-12-02	15		
2019-12-03	9		

“Average Forecast”

SUM: 403.5, AVG: 9.607142857

Fallback Demand Forecast (Original)

Fallback Demand Forecast 2

*Vertrieb and Sonstige are computed as “sum_channel” / 2

Conclusions

Date	**28 day demand**	**“Average Forecast”**		**Fallback Demand Forecast**		**Fallback Demand Forecast 2**	
	Sum	Sum	Average	Sum	Average	Sum	Average

2019-12-03 272	408	9.714	384	9.142	373.506	8.893
2019-12-04 269	403.5	9.607	390	9.285	377.496	8.988

Based on this extremely small sample of data I can point out two interesting “facts” which might not hold up in larger sets of data, but could be worth looking into:

1. Both algorithms seem to ignore the descending trend in sales (9.714 → 9.607 daily average) and instead show an increase in the expected sales
2. The new algorithm seems to forecast fewer sales than the old one

PS: Sorry for the Excel screenshots but Confluence is retarded and it doesn’t allow pasting all tables properly as it automatically converts any float numbers it finds into single item ordered lists (i.e 7.929 becomes 1. 929 as it believes 7 was the index number in a list).