

SIEMENS

EMPOWERING THROUGH AI-DRIVEN FORECASTING

*Transforming business performance through
smarter, faster decisions*

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Why Siemens Must Act Now



Wasted Time, Missed Signals

Manual forecasting is **draining resources** and **slowing responsiveness**.



Hidden Costs of Inaction

Inaccurate forecasting **holds back Siemens'** operational and digital goals.



Intuition Over Data

Forecasts are currently **built on intuition**, not intelligence.

“We will build AI into all our offerings based on a coherent data strategy.”

— Dr. Roland Busch, President & CEO, Siemens AG

Our Goals

Real impact, fast.



Improve Accuracy

- Reduce human bias and error
- Enhance analysis consistency
- Reduce resource waste



Scalability

- Adaptable across product categories and changing market conditions
- Integration with Siemens' processes



Optimize Business Performance

- Faster forecasting
- Deliver immediate business impact
- Improve decision-making
- Reduce costs

What This Means for SIEMENS

What We Achieved

- 25 % expected accuracy increase
- 75% manual reduction
- 14 products covered
- Macro data integrated
- Ready to scale

Why This Works

Industry leaders using AI have achieved:

- 30–50% fewer forecast errors
- 30% lower inventory costs
- 50% task automation → 10–15% cost savings
- Faster response = higher customer satisfaction

“Inditex cut design-to-store time to 2–3 weeks using AI”

“The opportunity cost of poor forecasting is significant – on working capital and/or customer satisfaction.”

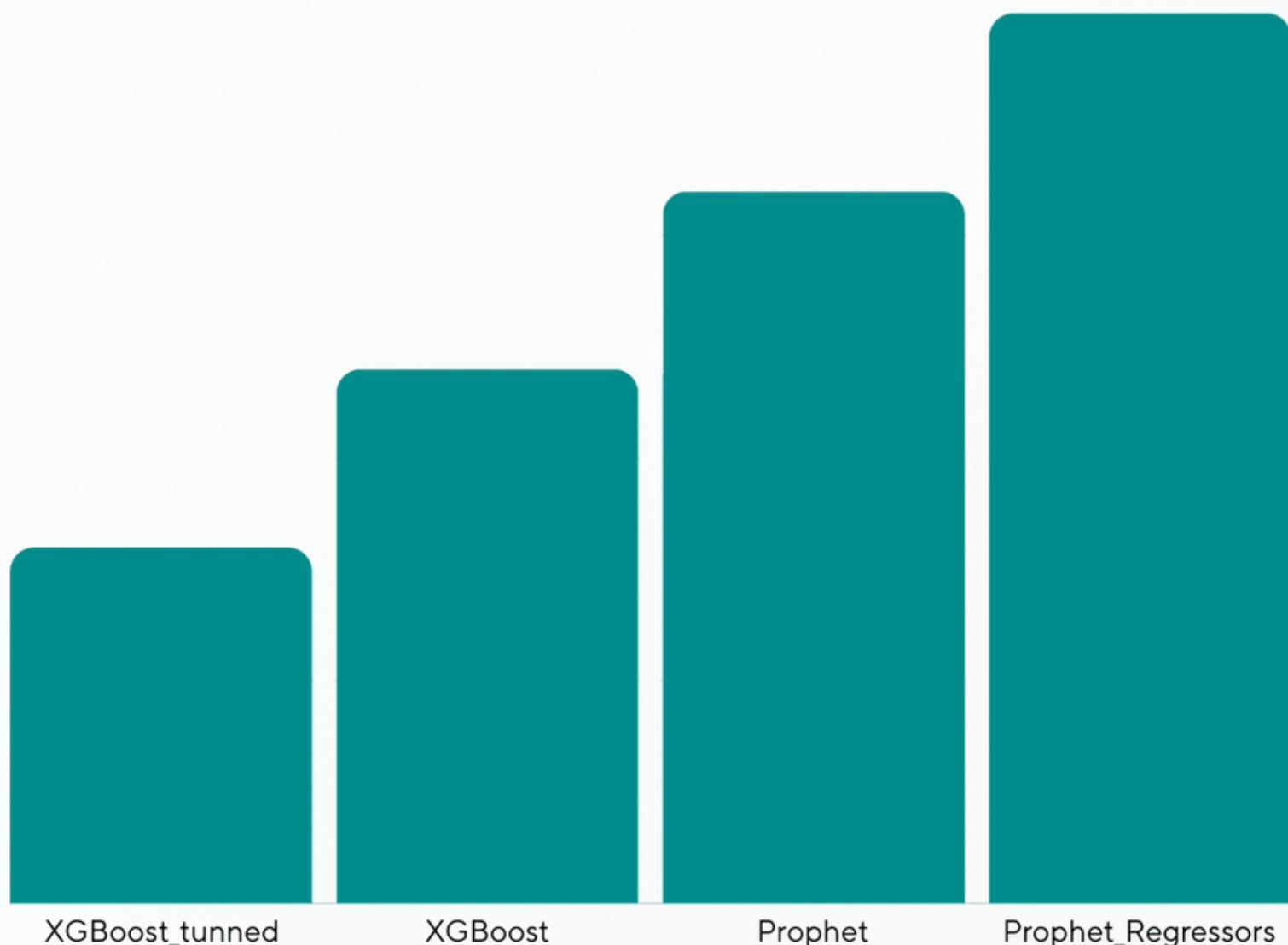
AI Expert Network – Zara Case Study
McKinsey & Company, 2023



What Did We Find?

- Product sales vary widely across categories
- Yearly sales remain stable, but product contribution varies
- External market indicators matter
- Macroeconomic signals improve accuracy
- Seasonal patterns alone are insufficient
- Feature-enriched models significantly outperform time-only models

The Right Model for SIEMENS



Lower is better

Prophet

- Linear/Logistic Regression
- Automatic
- Easy to Interpret

XGBoost

- Decision Tree Based
- Learns from mistakes
- Identifies the best splits

From Forecast to Business Value

"In one month, our model will be fully integrated—delivering accurate forecasts straight to Siemens users."

Timeline	Cost breakdown
Week 1–2: Dev & Setup	Dev & Integration: 15,000–20,000€
Week 3: Compliance Review	Compliance & Review: 5,000€
Week 4: Testing & Handoff	BI Dashboard Integration: 3,000–5,000€

23,000–30,000€



Fast Rollout - live in 4 weeks

Ongoing monitoring

Long-term impact

RECAP

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