The Task

**Problem Statement**

Post pandemic geopolitical uncertainty and macro-economic volatility have unprecedently challenged businesses around the globe. Global supply chains are under enormous pressure to fulfill fluctuating customer demand on one hand but maintain profitability on the other.

Demand Planning teams have crucial role in these uncertain times to help organizations drive just the right amount of material by accurately predicting customer demand to fulfill orders and optimize inventory levels.

**Objective**

As part of the elite Cisco Forecast League, you have been tasked to forecast quarterly demand for 20 critical Cisco products. Remember, over-forecasting will drive unnecessary material cost and under-forecasting will make the customer unhappy without their orders fulfilled.

Use your data and business analytical skills to accurately predict the demand for next quarter.

**Given Data**

A data pack with demand values of previous quaters will be provided. We will also provide reference demand values as predicted by Demand Planners, Marketing Teams and Machine Learning teams. During orientation, you will receive basic training on demand forecasting.

**Methodology**

Predict through excel manipulations, or use simple business analysis, or build your own AI model, or demand forecast algorithms! You decide! Can use external data sources or macro analysis - understanding market trends, product research etc.