OBJECTIVES OF THE FORECASTING ANALYSIS

Contract Research, Drug Development and Clinical Laboratory Network Organizations need to forecast kits demand for running the trial as well as kits returned for lab tests, both important ingredients for revenue forecasting. Trends of forecasts and historical data highlight the past and future peaks and troughs of the drivers of revenue – thus providing actionable insight and information to adjust upstream operations accordingly.

FORECAST SUMMARY

To get a macro level sense of kits demand and kits returned for the next 6 months, the global level kits demand and the lab level kits returned are shown along with an overall demand/ returned figure for the current calendar year – which is a mix of actuals and forecasts.

FORECAST DETAILS

To find detailed forecast right to the protocol level for next actionable future of 3 months – so that outlier protocols or protocols that are showing sudden peak/trough can be spotted and then can be delved deep into through protocol details link.

GEO DISTRIBUTION

To get a geographical view of the forecasted kits demand and kits returned, and the movement vis-à-vis last month, so get a sense of the zones where the revenue drivers are declining and where those are surging – which in turn provides an overall expectation of revenue contribution geographically.

PAST FORECAST ACCURACY

To understand the accuracy of the forecasts for last 6 months vis-à-vis actuals – this enables gauge forecasting model accuracy trend and spot any drop in accuracy so that if there is any business scenario change that caused the drop can be incorporated.

FORECAST TREND

To understand the trend in coming 12 months, the forecast of kits demand and kits returned are plotted. This provides an opportunity to spot any alarming trend like sharp fall in demand or other actionable scenario like continuously increasing demand which need preparedness in upstream process of production and shipping.

HISTORICAL DRIVERS OF KITS DEMAND

To understand the drivers of kits demand, different points in kits lifecycle – requested, due, shipped - are analyzed from historical data. This provides an understanding of how the requested kits distributed for due in future months, and how those due kits are shipped in a distributed manner

spread over months – which provides unfulfilled kits volume that would potentially be carried over to future months.

TOP N KITS

To understand the highest contributing protocols in terms of kits demand and kits returned, the Top N Pareto chart is plotted that provides a view of how the top few protocols contribute to significant percentage of the kits volume – providing a perspective of the top drivers of demand.

GROWTH OF HIGH VOLUME PROTOCOLS

To get a sense of how protocols of different kits demand or kits returned volume have increased or declined in volume vis-à-vis previous month – which ultimately provides an opportunity to see if any high volume protocol has declined or some other actionable scenarios.