

## **Demand Management**

 Purpose is to identify the demand for a particular service to prevent capacity limitations

 Unmanaged demand is a cost and risk to the service provider



## **Major Activities**

 Identify and analyze patterns of business activity (PBA)

 Analyze usage of services by different types of users and identify/document user profiles



## **Important Considerations**

- Business have busy and slow periods
- Retailers are busier during the holiday season
- Many companies don't account for large demand and it cripples them

