

# Building a Demand Forecast Skill

## BUSINESS SCENARIO

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You are a Skill Developer for Acme Exotic Chocolates, a company that manufactures and sells a variety of Dark and White Chocolates. Andy Woodbin, Vice President of Planning, wants you to build the Demand Forecasting Skill. Demand planning is one of the components of the extensive implementation of the Aera Decision Cloud.

The requirements are:

- Consider sales history and the forecast from SAP APO.
- Create an Aera forecast using Auto Arima, Random Forest, and gradient boosting modeling algorithms.
- Compare the planning system forecast with Aera's generated forecast.
- Generate the recommendation based on the forecast variance.
- The recommendation conditions are:
  - Auto accepts recommendations if the variance is less than 40% from the SAP APO forecast.
  - Demand Planner to review, approve, or reject recommendations that are beyond the threshold of 40%.
- The entire demand forecasting skill needs to be available on Mobile and needs to use the Aera Voice capability to review the plan.

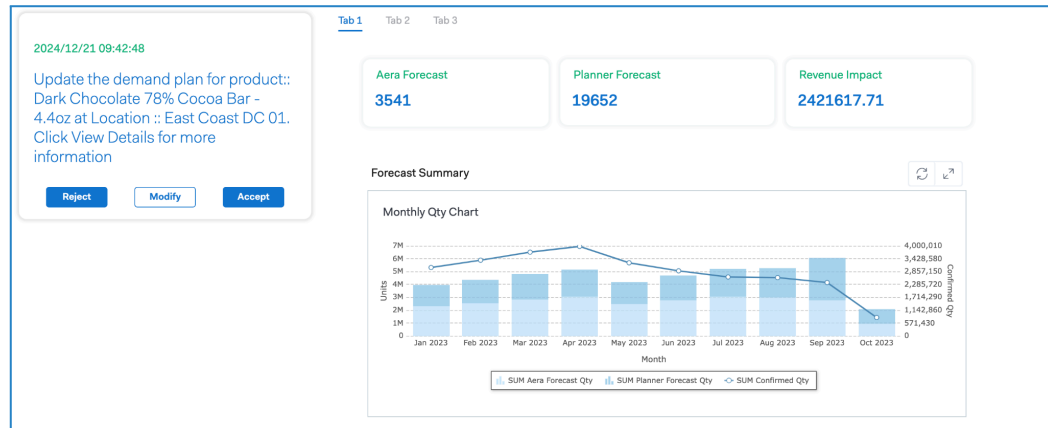
## KEY TAKEAWAY

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- Organize and manage your Workspace within the Aera project.
- Create a dataset using Aera Crawler.
- Build Decision Data Model using Data workbench.
- Use Data science capabilities to generate Demand Forecasts.
- Generate and review recommendations using the Decision workbench
- Create an Analytics layer using Discovery.
- Create a workflow to review, accept, or reject proposals using the Process Builder and UI Builder.
- Automate recommendations using Rules Builder.

## EXPECTED RESULTS

A dashboard to preview the recommendations generated by the Demand Forecasting Skill you have developed with the option to interact with the Aera Decision Cloud to either accept or reject the recommended forecast:



## PREREQUISITES/ ASSUMPTION

### Required Dataset

- MARA/MAKT - Material Data
- MARC - Plant Data for Material
- T001W - Plant Data
- VBAP-VBAK - Sales History
- APO Data - Planner Forecast

### Roles and Permission on the Aera Platform

As Skill Builder, you will need to have the following Roles and Permissions:

- User Type – Skill Developer
- Roles – to access the relevant Skills within the environment