

region, market	customer	segment, category, product	2018	2019	2020	2021	2022 EST	Q1	Q2	Q3	Q4	YTD	YTG
All	All	All											

Forecast Accuracy

81,2%✓
LY: 80,2% (+1.2%)

Net Error

-3472,7K✓
LY: -751,7K
(-361.97%)

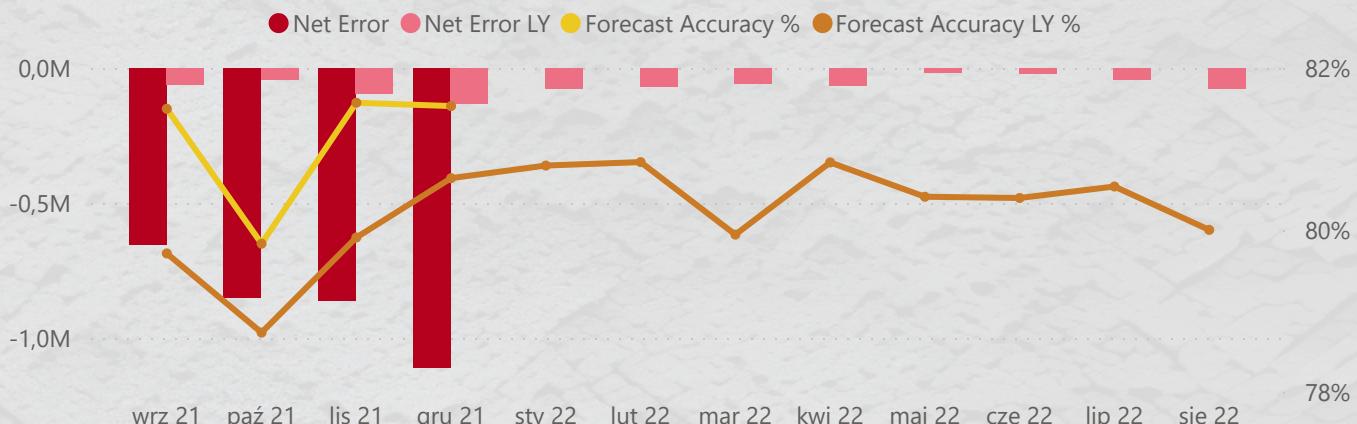
ABS Error

6899,0K!
LY: 9780,7K (-29.46%)

Key Metrics by Customer

customer	Forecast Accuracy %	Forecast Accuracy LY %	Net Error	Net Error %	Risk
BestBuy	46,6%	35,3%	81179,0	16,7%	EI
Circuit City	46,2%	35,0%	85248,0	16,5%	EI
Radio Shack	45,6%	38,5%	69253,0	16,5%	EI
Costco	51,9%	49,4%	101913,0	15,8%	EI
Path	50,6%	45,5%	91486,0	14,9%	EI
Control	52,1%	47,4%	64731,0	13,0%	EI
walmart	54,8%	50,1%	84334,0	12,1%	EI
Staples	54,4%	49,4%	79821,0	11,5%	EI
Leader	48,7%	24,5%	166751,0	11,0%	EI
Acclaimed Stores	57,7%	50,7%	83037,0	10,7%	EI
Sage	50,7%	33,6%	154291,0	10,1%	EI
Currys (Dixons Carphone)	54,3%	35,9%	8104,0	6,0%	EI
Billa	42,6%	18,3%	3704,0	3,9%	EI
Saturn	41,5%	19,2%	2197,0	2,9%	EI
Otto	45,8%	18,4%	1962,0	2,4%	EI
Logic Stores	52,5%	51,4%	6430,0	2,4%	EI
Nomad Stores	52,1%	50,6%	2204,0	1,2%	EI
Total	81,2%	80,2%	-3472690,0	-9,5%	OoS

Accuracy / Net Error Trend



Key Metrics by Products

segment	Forecast Accuracy %	Forecast Accuracy LY %	Net Error	Net Error %	Risk
Networking	93,1%	90,4%	-12967,0	-1,7%	OoS
Desktop	87,5%	84,4%	78576,0	10,2%	EI
Accessories	87,4%	77,7%	341468,0	1,7%	EI
Notebook	87,2%	80,0%	-47221,0	-1,7%	OoS
Storage	71,5%	83,5%	-628266,0	-25,6%	OoS
Peripherals	68,2%	83,2%	-3204280,0	-31,8%	OoS
Total	81,2%	80,2%	-3472690,0	-9,5%	OoS



BM = Benchmark | LY - Last Year | OoS - Out of Stock | EI - Excess inventory

