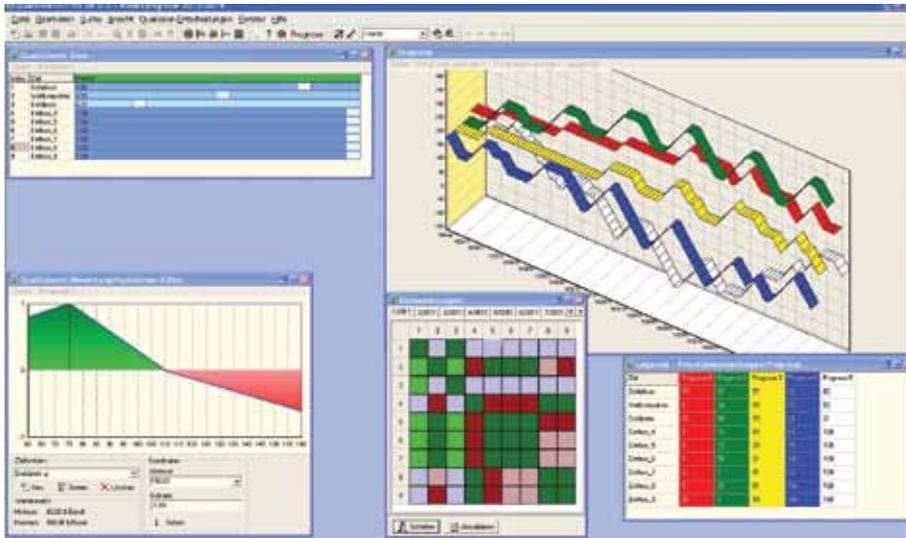


Products & Solutions: Qualicision-based forecasting tool for long-term production planning in PSIPec

Adjusting to changing framework conditions ahead of time



The tool can be used to incorporate various forecast scenarios into the planning. Source: F/L/S

Global market conditions have an increasing influence on a company's mid-term and long-term sales expectations. However, projected sales expectations are of great importance for a business to be able to strategically adapt to changed market conditions as early as possible. Long-term sales forecasts cannot yet be supported by concrete customer queries. The forecasts result much more from an evaluation of various market and sales indicators.

Another possible aspect is the determination of optimised product portfolios for a period under review (e.g. a fiscal year). In this analysis, as a rule, many additional criteria are included that go beyond traditional production planning parameters, such as production capacity or delivery deadlines. In both situations described above, the difficulty lies in making the best possible decisions on the basis of many arbitrary – possibly also competing – criteria (multi-criteria decision-making).

Within the PSIPec approach (planning, execution and control) from PSIPENTA, the Qualicision® forecast, based on Fuzzy technologies, from F/L/S Fuzzy Logik Systeme, has been incorporated in the planning processes. With this aid, in the cases mentioned above, forecast

scenarios can be determined and their results can be compared with one another. As an example, the production capacities are defined dependent on a sales forecast. The dollar rate can, for example, be just one of many sales indicators that flow into Qualicision calculations and therefore into a forecast scenario. Various sales scenarios can be deduced for each dollar rate development forecast. These can then be used to derive utilisation scenarios in respect of the production capacities. At the same time, other arbitrary indicators such as oil prices, economic or operational indicators or consumer indexes can also be added.

Just like determining an optimised product portfolio, supporting a sales forecast is a matter of deriving scenarios on the

basis of multi-criteria decision-making as well as scenario evaluation.

The fundamental benefit of the integration of Qualicision into the PSIPec solution from PSIPENTA can be summarised as follows:

- Seamless transition from long-term strategic planning to short-term and medium-term operative planning whilst using existing data from other modules.
- The effects of changed influencing factors on strategic and operative planning are immediately recognisable.
- The application is industry-independent: influencing factors from other modules can be used or recorded individually by means of the user interface.
- Company-specific skills can be represented: the user defines how individual influencing factors are to affect the result. ☺



Perfectly adjusting to changing conditions with PSIPec.

► Information

Contact: Stephan Klaas,
Aerospace & Power Generation Division
PSIPENTA Software Systems GmbH
Telephone: +49 800 3774968
Fax: +49 30 2801-1042
E-Mail: sklaas@psipenta.de
Internet: www.psipenta.de