



## LAST FEW DAYS!

To register for our SAP APO one-day workshop on Forecast Modeling & Exception Management.

**REGISTRATION  
CLOSING SOON!**

### In This Newsletter

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### WHAT'S HAPPENING?

#### Modeling & Metrics in SAP APO

September 23, 2011  
Boston MA

#### Demand Planning & Forecasting 2-Day Workshop

September 21-22, 2011  
Boston MA

#### Sales, Inventory & Operations Planning

October 19-20, 2011  
Princeton/Philly

### DemandPlanning.Net Services:

[Demand Diagnostics](#)

[Demand Modeling](#)

[Inventory Optimization](#)

[Supply Chain Process Development](#)

### Why moving averages in APO DP rarely move?

September 7th, 2011 by Dr. Chockalingam



When I was a beginning student of Statistics in High School, I was fascinated by moving averages. This is pretty cool stuff to get an average that moves over time rather than the plain vanilla “sum it up and divide by the count” routines.

The question that we hear often from SAP APO users is about the “mysterious” behavior of the moving average model. Many pronounce SAP APO Demand Planning module as weak the moment they see a constant straight line as the forecast after “trying very hard” with countless hours of model iterations!!

To some, APO DP often declares the constant as the “best” forecast. And of course, the planners are frustrated. Management is frustrated to see a constant forecast coming from a million-dollar package most of the time.

There are many factors that may be driving this frustrating challenge- [Continue reading](#)



### Take advantage of our ACCOMMODATION PACKAGES.

2 nights for \$1245 at the Hampton Inn Golf Course  
Boston/Norwood + the DP 2-Day Workshop

### Modeling & Metrics in SAP APO

Are you Forecasting in SAP?

Sept 23, 2011 | Four Points Sheraton  
Norwood Boston

[Brochure](#) | [Register](#) | [Venue](#) | [Info](#)

APO DP workshop only - \$995 per participant

In our one day workshop on September 23rd at Boston, our main focus is Statistical modeling and forecasting in SAP APO. We will cover the various modeling strategies including the automatic model selection procedures. We will spend quality time on explaining data analysis and graphical review in APO and how to leverage the graphical features to create a better forecast. Key takeaways include exception management leveraging Univariate alerts in APO and accuracy metrics.

Add the [APO DP Modeling and Metrics workshop](#) 1-day course to our two day workshop. \$1795 for three days of training. [Continue reading](#)



### Best practices in integrated Sales and Operations Planning

[Solutions consulting](#)

Demand Planning LLC  
Suite 508  
10G Roessler Road  
Woburn MA 01801

**Early-bird price \$895 expiring 9/9/2011**

This workshop is a practical guide to designing and implementing an internal collaboration process which would improve your planning and integrate into senior Management. [Learn more](#)



## Demand Metrics Excel Template

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