

Demand Planning

Epic: Product Lifecycle Management

User Story Title: New Product Introduction

Who? Demand planner / team member

What? Establish a forecast to be assigned to a new product

Why? To ensure demand for a new product without sales history is captured in the plan

How? Identify "like" product and use as baseline for the new product

Description:

As a demand planner, I need the ability to plan for new products that have no sales history.

I will know it's achieved when I can assign a baseline forecast from a "like" product to the new product SKU and add to the consolidated plan.

As new products are identified in Anaplan demand forecasting model, the system should allow user to review the baseline new product demand of similar products and assign "like" product to the new product SKU. Anaplan will apply the "like" product trendline to the new product SKU and give an user the ability to manually override expected sales volume for the ramp-up period.

Complexity Estimate: Medium

Level of Effort Estimate: Medium

Sprint Cycle: Sprint 2

Sprint Points Assigned: TBD

Demand Planning

Epic: Attach Rates

User Story Title: Attach Rates for Bundled Demand

Who? Demand planner / team member

What? Set attach rates for a family of products

Why? We know that when customers buy certain products, they buy associated accessories/products as well

How? Set attach rate percentages for specific products and calculate the demand based on the attach rate x original demand volume

Description:

As a demand planner, I need the ability to set attach rates for a family or products because we know that when customers buy certain products, they are likely to buy associated accessories / products as well.

I will know it's achieved when I can set attach rate percentages for specific products and calculate the demand based on the attach rate x original demand volume.

This could potentially be calculated based off historical demand across products, rather than being an input.

Complexity Estimate: Low

Level of Effort Estimate: Medium

Sprint Cycle: Sprint 3

Sprint Points Assigned: TBD

Demand Planning

Epic: Adjustments to Consensus Forecast

User Story Title: Sales Adjustments

Who? Sales manager

What? Review and make manual adjustments to consensus forecast

Why? To incorporate sales and marketing inputs that were not considered as a part of demand forecast

How? Review consensus forecast at product family level and add manual adjustments to align with projected sales activities

Description:

As a sales manager, I need the ability to review the consensus forecast at the product family level and make manual line-item adjustments to consensus forecast as necessary.

I will know it's achieved when I can reset the product family forecast to the desired value.

Anaplan will provide a projected forecast at the product family level. I can add a manual line-item adjustment – either positive or negative – to the consensus forecast. I can also add notes to the line-item to provide feedback for the adjustment.

Complexity Estimate: Medium

Level of Effort Estimate: Medium

Sprint Cycle: Sprint 3

Sprint Points Assigned: TBD