



# Intelligent Forecasting

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**Leading organizations adopt leapfrog concepts to gain a competitive advantage in their industry.**

By reinventing the planning process with advanced analytics and AI, you can gain insights to make better business decisions.

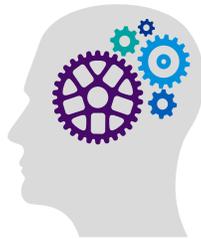
## Achieving effective and insightful financial planning is not easy

Do you know which **external factors drive your business**?

Are your teams **sandbagging their numbers**?

Do you want to **set data-driven financial targets**?

Are you confident in the targets you provide to **wall street**?



Does your team **spend months creating a forecast** that is already outdated once finalized?

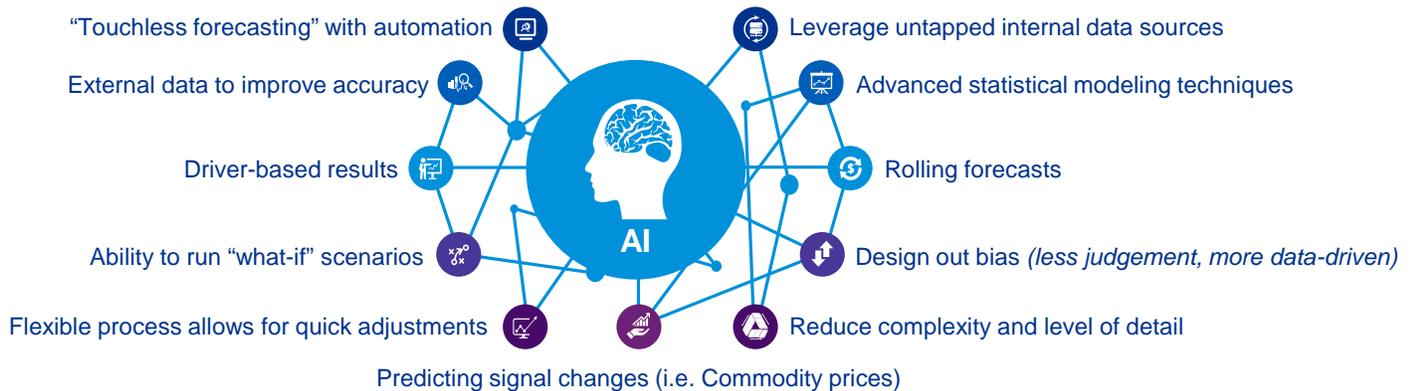
Does your organization do **too much detailed bottom's up planning**?

**How accurate are your current plans?** Budgets? Forecasts?

Is there **BIAS** in your budget and forecasts?

## Analytics and AI are central to the future success of the planning process

And are a key part of the following areas...



**Improve accuracy**  
Improvement in forecast accuracy



**Better insights**  
Customer volume accuracy



**Increase speed**  
Time savings

## Introducing KPMG Intelligent Forecasting

**No off-the-shelf software provides true intelligent forecasting.**

Through a combination of deep industry knowledge with advanced technical capability and enablers, KPMG helps clients reach the next level in forecasting quickly and effectively. It is this unique mix of **our people, our technology, and our methodology** that helps our clients realize value-driven insights and make better decisions for their organization.



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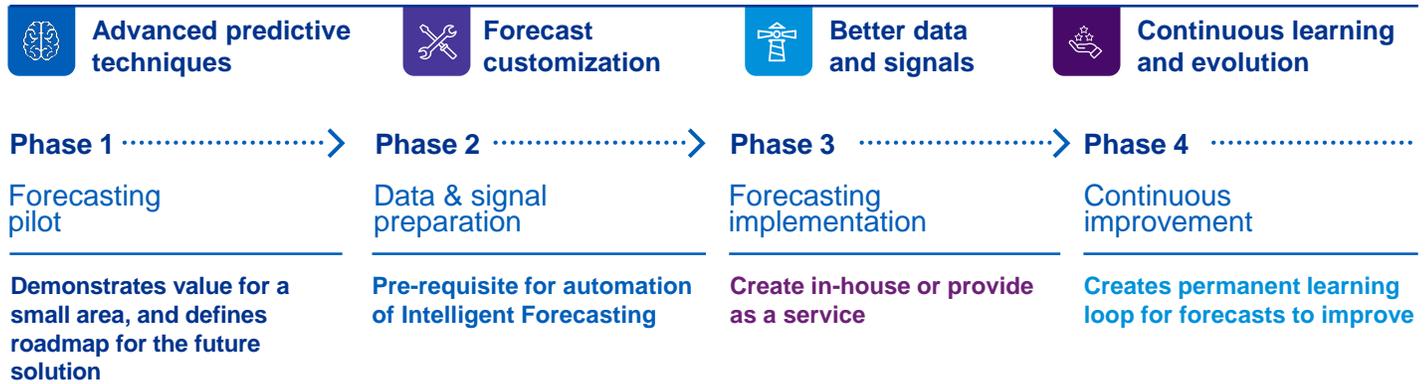
**Tested Methodology**



**People + Technology Mix**

# How does KPMG Intelligent Forecasting work?

**Intelligent forecasting** is a customizable approach, which is based on the following core set of foundational components.



## Intelligent Forecasting Output

Getting great forecast results is just the first step. You then need to consider who within the organization will be using the results, and in what format.



## KPMG Intelligent Forecasting Deployment Options



## Example areas where KPMG Intelligent Forecasting services have been applied

Our services are customized to handle different requirements around input, analysis and results so that the services meet the needs of the business



### Contacts

It's time to start accelerating the value you get from your AI. To find out how, contact:

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