

Forecasting CoE

Building intuitive global forecasting



Scarsin

THE CLIENT

The new Vice President of Analytics for this global pharmaceutical organization was challenged with streamlining global product reporting and forecasting across more than 20 countries. His vision was to create a global forecasting centre of excellence (CoE) with a dedicated team of full-time experts who could support agile enterprise forecasting needs.

The screenshot displays the Scarsin software interface. The main window shows a dashboard with several data tables. The top table is titled 'Water' and shows data for years 2007 through 2012. Below it is a table titled 'Project by Project Capital Requests and Financing (000s)' with columns for 'Project Description' and years 2007-2012. The table includes rows for 'TOTAL Projects', 'Investment', 'Sustainability', 'Compliance', 'Risk', and 'Growth'. The bottom table is titled 'Growth Use and Assessments' and shows percentages for 'Sustainability %', 'Compliance %', 'Risk %', and 'Growth %' across the years 2007-2012.

Project Description	2007	2008	2009	2010	2011	2012
TOTAL Projects	\$ -	\$ -	\$ 3,215	\$ 2,037	\$ 28,011	\$ -
Investment	\$ -	\$ -	\$ 19,215	\$ 24,037	\$ 28,011	\$ 27
Sustainability	\$ -	\$ -	\$ 6,910	\$ 7,772	\$ 8,007	\$ 4
Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Risk	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Growth	\$ -	\$ -	\$ 12,305	\$ 16,265	\$ 19,914	\$ 14
Un-financed Portion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sustainability	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Risk	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Growth	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
To-be-Debt Financing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sustainability	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Risk	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Growth	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Un-financed Portion	\$ -	\$ -	\$ 19,215	\$ 24,037	\$ 28,011	\$ 27
Sustainability	\$ -	\$ -	\$ 6,910	\$ 7,772	\$ 8,007	\$ 4
Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Risk	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Growth	\$ -	\$ -	\$ 12,305	\$ 16,265	\$ 19,914	\$ 14
Capital Investment	\$ -	\$ -	\$ 1,465	\$ 1,564	\$ 1,564	\$ -
Sustainability %	0%	0%	0%	0%	0%	0%
Compliance %	0%	0%	0%	0%	0%	0%
Risk %	0%	0%	0%	0%	0%	0%
Growth %	100%	100%	100%	100%	100%	100%
Sustainability	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Compliance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Risk	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Growth	\$ -	\$ -	\$ 1,465	\$ 1,564	\$ 1,564	\$ -
Investment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Non-Growth Total	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other Contributions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
To-be-Debt Financing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

THE CHALLENGE

The forecasting team was working out of three locations to build and update complex Excel based models for eight brands and dozens of products. Their existing manual processes meant the team spent most of its time consolidating and updating multiple Excel files and PowerPoint decks to keep up with requests from the business, including support for new product launches. The result was a slow, error-prone process with poor version control for change management, and no time for the forecasters to add value with strategic insights.

THE SOLUTION

Scarsin was selected to build a pilot program to test the platform for two products. In the first 60 days, the client was so impressed, they added the remaining brands to the mandate. Within three months, Scarsin had built models for all brands, including Monte Carlo functionality to support sensitivity analysis.

The client was also impressed with the ease and flexibility of the Scarsin platform to support a corporate restructuring during which the forecasters were able to keep working seamlessly. The models were complete in time for the new forecasting season, and Scarsin soon added consolidated dashboards for senior executives and brand managers to access via the web and mobile solutions.

THE RESULTS

With the Scarsin platform, the Forecasting CoE was able to deliver significant value to the business including:

- 70% faster forecast delivery, with 50% fewer resources
- Accurate, consistent and insightful forecasts
- Improved collaboration, productivity and decision-making
- Intuitive, interactive tools for long range forecasting across divisions
- Simple dashboards that empower executives, finance managers and brand team leads to make faster, more informed decisions
- More efficient forecasting processes across the global organization
- Live internal dashboards that demonstrate how assumption changes affect disease and financial forecasts

“Consolidating forecasting models across countries and teams has given us key insights into market growth.”

- **Vice President of Analytics**



LEARN MORE

Book a demo today to see how our powerful models and simple tools drive productivity and insight that build your competitive advantage.

ABOUT SCARSIN

For more than 25 years, Scarsin has served life sciences and public health forecasters with the simple tools they need and the powerful insights they demand. We work with life sciences leaders and public health agencies to make enterprise forecasting faster, more accurate and more flexible.

Operational plans
Long range plans
Consolidations
Ad hoc reports
Scenario modelling
Epidemiology models



Scarsin

Fast. Intuitive. Simple.

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