

# USE CASE

€60B+ Life science  
organization

-11% stockouts and <3.8 days of  
stock through improved  
forecasting with Demand Sensing

## Major Life Sciences Organization

- One of the largest pharmaceutical and biotech organizations in the world.
- >€60B yearly revenue

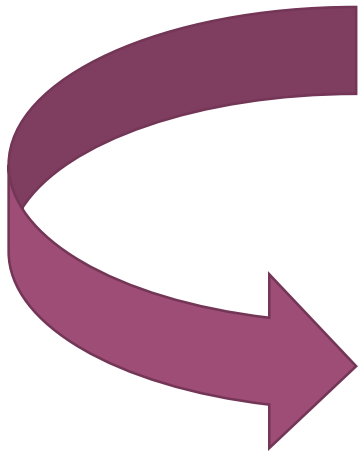
### The problem

- Forecast accuracy based on statistical planning is insufficient and leads to stock outs or lack of active ingredients for critical markets
- Customers and distributors often adapt their order behaviors in order to get sufficient production thus increasing the problem by creating more volatility
- Orders that are exceptionally large or higher in market sales could lead to material or capacity shortages if not spotted in time



## Garvis Demand Sensing

- Demand sensing monitors orders on hand using AI and can add in market sales and distributor/country stocks to compare it with the forecast.
- It uses AI to detect changes in demand up to 90 days ahead and reduces forecast error with 30% to 40%.
- It also allows to identify excessive orders or problematic orders early that require understocked active ingredients or capacity.



### Results

- 30-60% error reduction in the short term compared to existing method
- 10% stock outs reduction
- Early detection of problematic demand
- Zero implementation cost & time