

# Anaplan & Spaulding Ridge: Improving forecast accuracy with PlanIQ™

PlanIQ forecasted sales plan reveals 2-8% increase in forecast accuracy

## About Anaplan PlanIQ

Anaplan PlanIQ equips business users with the power of artificial intelligence (AI) and machine learning (ML) so they can independently run forecasts, pinpoint new insights, and make the right decisions to optimize outcomes.

Users can leverage AI and ML to train their forecast models. They can easily select the Anaplan module data that is trained, and then train automatically with Anaplan Auto ML or manually with a prebuilt selection of algorithms. PlanIQ forecasting can also be baked into existing processes, scheduled to align with forecasting cycles, or performed ad-hoc as needed.

With PlanIQ, customers have seen improvements compared to prior forecasting solutions. It helps improve forecast accuracy by leveraging more historical and external data, delivers quick time to value as an end-to-end managed service, makes the process more accessible to a wider set of users, and allows users to expand new use cases over time.

## About Spaulding Ridge

Spaulding Ridge is a global advisory and cloud implementation firm. Their Anaplan practice works across a wide variety of industries, including Financial Services, Technology, Manufacturing, and Higher Education. Spaulding Ridge works with clients to deploy leading cloud applications that help maximize their value and investments.

As a Gold Anaplan Partner, Spaulding Ridge has 115 Anaplan consultants, 20 certified SAs, and 21 Master Anaplanners to assist clients through larger transformation initiatives. Together, Spaulding Ridge and Anaplan have helped clients elevate their Connected Planning journeys so they can insights into their plans, operations, and make rapid, effective decisions.

Spaulding Ridge helps customers improve the accuracy of their forecasts with intelligent forecasting from PlanIQ. Spaulding Ridge works with customers every step of the way from configuration to deployment to improve forecasts and drive business results.

## Key benefits of PlanIQ



### Accurate

Improve predictions continuously by leveraging new and existing data



### Accessible

Democratize ML-based forecasting for business users with easy configuration and analysis



### Scalable

Easily scale across use-cases and datasets enabling data driven growth for your business

## Spaulding Ridge implementation of PlanIQ

Spaulding Ridge helped deploy PlanIQ for a mining company who typically relied heavily on the sales team overriding their traditional forecasts, which eroded the sales team's trust in the results. The goal was to provide an ML-driven, automated forecasting process that more closely aligned with the client's consensus forecast.

Using actual shipments and SKUs, PlanIQ delivered forecasts that were 2-8% more accurate. The more accurate, reliable forecasts from PlanIQ eliminated the need for the sales team to manually override the results and instilled trust in the forecasting process.

### Fine-tune forecasting with PlanIQ

Spaulding Ridge helped their client leverage related time series data and metadata when implementing PlanIQ. Including this type of relational data is part of what differentiates PlanIQ from traditional time series forecasting. PlanIQ hones its accuracy when you feed ML algorithms with data about the company's past and future activities, such as promotional periods, prices, opportunities, industry market caps, and historic stockouts.

- Incorporate a wide set of internal, external, and historical data to achieve highly accurate forecasts
- Generate forecasts with a simple and fast three-step process, empowering more users to leverage intelligent forecasting
- Leverage the Spaulding Ridge partnership to advise on which forecast to use on a granular level, build visual dashboards to highlight results, and provide suggestions on how to continuously improve results

### Accurate, intelligent forecasting made easy

- Fast, simple forecast generation delivers quick time to value.
- Intuitive dashboards visualize predictions so business users can make more informed decisions.
- ML-driven forecasting for customer's sales plans revealed a 2-8% increase in forecast accuracy compared to the prior forecasting method.
- Incorporating a wide set of historical data, as well as metadata by product and customer type, delivered highly-accurate forecasts.

“PlanIQ has the ability to make forecasting more accessible, speed time to value, and improve forecast accuracy, unlocking the potential to take forecasting to the next level.”

- Kevin Beltz, Spaulding Ridge

## Conclusion

PlanIQ delivers embedded predictive forecasting all within Anaplan. Its ability to leverage both internal and external data equips users with the insights they need to make better, faster decisions. Please contact Anaplan or Spaulding Ridge for a quick demo and read the [PlanIQ solution brief](#) to learn more.

For more information on Anaplan and Spaulding Ridge, visit: [Anaplan.com](https://anaplan.com) and [Anaplan.com/partners/spaulding-ridge/](https://anaplan.com/partners/spaulding-ridge/)