

ACCURATELY FORECAST FUTURE BUSINESS TRENDS, FOR THE ULTIMATE COMPETITIVE ADVANTAGE...

In today's pharmaceutical business climate, it is important to be able to respond to changing financial factors quickly and with agility. Aspect Consulting can help you accurately predict your future business by utilizing our Financial Forecasting Services.

ADD PREDICTIVE CONTROL TO YOUR BUDGET PROCESSES...

How do you detect patterns in your past business occurrences? Can you apply those trends and create an accurate budget with ease?

With Forecasting Analytics, you can substantially reduce the amount of manual effort involved in budgeting for the future. Let Aspect examine your historical business trends, take into account and apply multiple current business factors, push those factors down to the deepest level of your business, and use the results to predict your future business trends. Forecasting Analytics provide you with a clear idea of a product's success and help improve the key drivers that impact the pharmaceutical business.

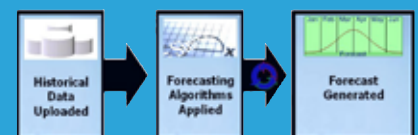
THE ASPECT SOLUTION

Aspect will mine your current historical data from your GL, Contract Management, and any legacy business solutions, research and add any external data sources, and **architect a robust data warehouse** of key business data.

Aspect will **implement forecasting tools** to predict business trends, and push that detailed trending back to the data warehouse. The data will then be available for **custom fixed reporting, Ad-hoc reporting, and OLAP analytical reporting**, to increase your analytical abilities, and provide **professional communication methods** for your analysis.

WHAT IS FINANCIAL FORECASTING?

Financial Forecasting is an approach to budgeting that uses statistical models to detect patterns in past business occurrences in order to predict future business.



Armed with an analytical framework for projecting business trends, your business can create marketing strategies, project budgets, and better align your business with the principles of lean manufacturing with confidence.

THE BENEFITS...

- Reduction in manual effort from days to hours
- In-Depth and timely forecasting
- Achieve a level that can't be produced manually
- Ability to see trends
- Trend data as it becomes available
- Improved goal setting
- Make more informed business decisions

SOLUTION CAPABILITIES THREE STRONG COMPONENTS

ROBUST FINANCIAL DATA WAREHOUSE

Aspect will architect a robust financial data warehouse that can...

- Pull financial data from your in-house and external data sources.
- Store financial forecast results.
- Make all the data available for custom reporting.

COMPREHENSIVE REPORTING SOLUTION

Aspect will work with you to design a reporting system that will enhance your forecasting abilities with...

- A core set of custom-designed, fixed reports that can be run monthly or quarterly.
- Ad-Hoc reporting capability so that users can define their own reports from data within the data warehouse.
- An OLAP reporting tool that enables users to add advanced analytical reporting functionality.

POWERFUL FORECASTING TOOLS

Aspect will implement forecasting tools that can predict future business trends, and allow you to enhance the results using features like...

- **Historical Trend Forecasting:** detects trends like seasonality, and automatically adjusts.
- **Multiple Forecast Methods:** automatically selects the appropriate forecasting technique based on data.
- **Forecasting at Many Data Levels:** create forecasts at a national level and apply to the lowest level of detail.
- **Outlier Detection/Correction:** detect and correct data that falls outside of confidence levels.
- **Override Scenarios:** change results based on internal business rules.
- **Event Planning:** flag and adjust figures for months with special events.
- **What If Scenarios:** project special events, like promotional campaigns, and predict the effect on all products.

DELIVERY METHODS

Choose Forecasting Analytics as a Turnkey Solution...

Aspect will deliver a complete forecasting analytics solution:

- Design an architecture.
- Implement a forecasting tool base.
- Design custom reporting to maximize your analytical capabilities.
- Train your users to utilize the complete forecasting solution to its full advantage.

Choose Forecasting Analytics as a Service...

Aspect will provide your financial forecasting as a service:

- We'll collect your data and business requirements.
- Run your forecasts for you on a scheduled basis.
- Prepare a presentation of the forecasting results for your intended audience.

