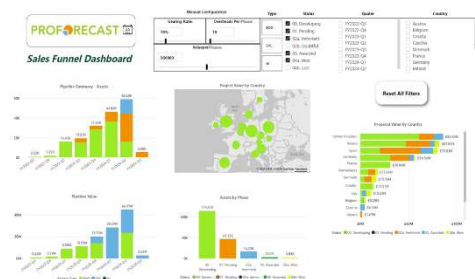
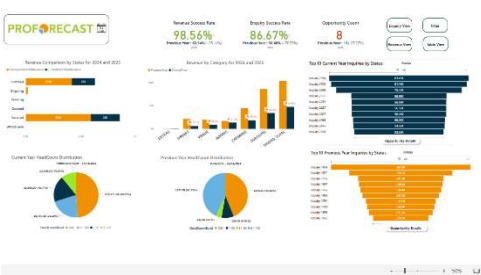
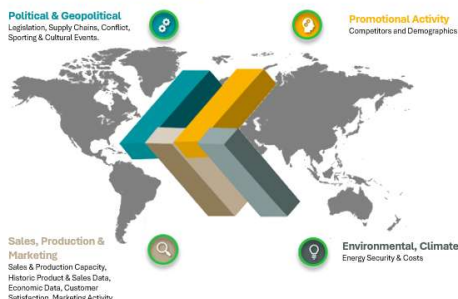


Case Study
Agri Business



Demand Forecasting & AI Inputs



Introduction

The client is a strategically autonomous division of a global U.S.-based multinational specializing in chemical sales. Operating across a vast customer base with thousands of accounts and hundreds of SKUs, their business is highly volume-sensitive, making accurate forecasting and budget stress testing mission-critical. Their core ERP platform is SAP, with a planned upgrade to S4 Hana scheduled for December 2025.

Pain Points

Faced with increasing complexity in financial planning, the CFO identified several operational pain points, chief among them, the reliance on manual Excel-based forecasting. This approach was not only time-intensive but also error-prone, leading to discrepancies between forecasted and actual sales figures and resulting in inventory shortfalls.

The budgeting process consumed significant bandwidth from the finance team, and there was a clear need for a more scalable, robust, and streamlined solution.

Integration concerns were also raised, particularly around compatibility with SAP and the upcoming S4 Hana migration. The CFO sought clarity on data transfer options, including whether CSV imports would be viable if API integration proved challenging.

ProForecast addressed these concerns directly. The platform’s API is fully compatible with both SAP and S4 Hana, and CSV imports are supported for seamless data onboarding. Moreover, ProForecast’s agile development team committed to delivering new API integrations within a two-week window, ensuring future-proof connectivity regardless of system evolution.

To meet the client’s needs, a phased implementation strategy was adopted. Phase one focused on financial systems integration, while phase two would deploy ProForecast’s advanced AI capabilities—Rapier, the proprietary demand forecasting engine, and ProPilot, a GPT-4 Turbo-powered large-scale language model designed to enhance predictive accuracy and strategic insight.

Benefits Realized

In terms of day-to-day operation, they quickly realized the benefits of using ProForecast, including:

- Directly linking to their SAP system at the month end simplified the merging of monthly actual values from the general ledger.
- Automated Reporting Packs: By importing the data, a full suite of fully integrated reports is created including Rolling and Variance

Case Study

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ProForecast offers Mid-market Businesses' flexible, cost effective and comprehensive forecasting and strategic planning capability incorporating AI and Machine Learning.

ProForecast fully integrates into the core accounting system, providing businesses with a powerful and transformational tool to enable management to make informed decisions quickly and accurately.

ProForecast Ltd
Sunderland Software Centre,
Tavistock Place,
Sunderland,
SR1 1PB,
United Kingdom

Tel +44 724 22 99 070
www.proforecast.com
info@proforecast.com

Benefits Realized

- The team changed the GL structure within ProForecast so that the finance team had more flexibility in creating reports that reflected the real profit and cost centres.
- Filters were applied so that further reports could be created allowing divisional and cost centre management to access their own suites of reports.
- This greatly enhanced the monthly reporting structure, ProForecast's team of BI developers also customised the report suite to further enhance them to maximise their impact and effectiveness.
- The implementation of the finance system was a smooth operation with no unexpected outcomes and the benefit of the "What If" scenario planning tool could be fully explored.
- In phase two of the implementation the Rapier & ProPilot system is still being rolled out, but early indications are that it will lead to a significant improvement in the accuracy of demand projections.

Quality Of Support

- The client praised the implementation team's responsiveness and proactive engagement.
- Stress and time burdens were minimized through hands-on collaboration and tailored onboarding.

Application Strengths

- **API Performance:** Near-live data imports via polling simplified month-end routines.
- **User Experience:** Intuitive interface enabled deep dives and rapid "What If" analysis.
- **Template Library:** Prebuilt modules for loans, assets, receivables, and accruals accelerated model buildouts.
- **Live Dashboards:** Polling-based data feeds created near real-time visibility across KPIs.
- **Version Control:** Eliminated formula breakage and versioning issues common in Excel workflows.

Application Dislikes

- None reported.

Desired Features

- The client expressed enthusiasm for the full rollout of the Rapier demand forecasting module.

Conclusion

The client made a confident investment in ProForecast, citing a strong return on investment and transformative impact on forecasting accuracy, reporting efficiency, and strategic agility.