

AI DEMAND FORECASTING REPLACES REACTIVE PLANNING

MOMENTUM VOLUME PROJECTION ACROSS PRODUCT VERTICALS

AI-Driven Demand Planning | Smart Access & Home Security | Manufacturing



INFLECTION POINT

- Disconnected forecasting across product lines: each category had unique demand behaviors but no consistent, unified modeling approach | Siloed planning across verticals
- Limited forward visibility: no demand projections spanning short-term (1–3 months) to long-term (6–12 months) horizons | Inability to plan across multiple time intervals
- Manual planning and missed opportunities: sales, operations, and finance teams were reactive rather than proactive | Excess inventory and missed sales cycles without data-driven projections

EXIQO™ ENGINEERED FIX

OptimaAI Platform: Centralized Momentum Volume Projection platform unifying forecasting across all product verticals;

Context Engineering: Category-specific models built for operators, gate systems, smart cameras, intercoms, and keypads, each contextualized to its unique demand behavior and distribution channel dynamics

AI SDLC Playbook: Multi-model evaluation pipeline across Regression, SARIMA, Prophet, XGBoost, and Exponential Smoothing, with automated best-fit selection delivering 5–10% MAPE accuracy across all categories

AI-EV Program: Real-time dashboards deployed across planning, pricing, and executive teams, enabling continuous, data-informed decision-making on inventory, promotions, and financial performance

5-10%

MAPE forecast accuracy achieved across all product categories

4

forecast horizons delivered: 1, 3, 6 and 12-month demand projections

5+

ML models evaluated per category for best-fit selection across product verticals