

AI-native demand planning and forecasting engine ForecastSmart leverages advanced machine learning to deliver exceptionally accurate forecasts for SKUs across stores, styles, and hierarchy levels, ensuring precision throughout the product lifecycle.

15-20% Increase in Forecast Accuracy

+37% Reduction in Lost Sales

>90% Reduction in Forecast Creation and Management Time

Forecast Summary			
Forecast	FW-202523	FW-202524	FW-202525
Original IA forecast	8832.156	6931.618	8832.156
Driver adjusted forecast	8832.156	6931.618	8832.156
Multiplier <small>Edit</small>	1.000	1.000	1.000
Adjusted user forecast	8832.56	6931.618	8832.156
EP feed	14833.000	6046.000	14833.000
Final forecast	9403.391	6835.748	9403.391
Actuals	-	-	-
Last year actuals	-	-	-

Key Features

ForecastSmart offers powerful, AI-native, forecast generation and management functionalities, enhancing forecast precision to highly reliable levels.

✓ **Evaluates over 1M AI and ML model constructs**, dynamically selecting the best-fit model.

✓ **AI-based causal inferencing, outlier detection, and business logic bias corrections.**

✓ **Exception-based workflows** for forecast management, backed by explainable drivers and reason-based alerts.

✓ **End-to-end automation and seamless integration** for faster, more efficient forecasting.

✓ **Performs strongly even in volatile, low-volume categories** and challenging environments.

✓ **Integrates internal, external, and hyperlocal drivers** for more accurate demand forecasts.

Client Outcomes

ForecastSmart helped reduce lost sales by 50% and excess inventory by 60% for a jewelry retailer.

The retailer faced forecasting challenges for high-value, low-volume items, causing idle stock and manual Excel planning. ForecastSmart used clustering and advanced models to boost accuracy, cutting lost sales by 50%, excess inventory by 60%, with 90% of SKU-store forecasts closely matching demand.



About Impact Analytics

Impact Analytics delivers AI-native SaaS solutions and consulting services that help companies maximize profitability and customer satisfaction through deeper data insights and predictive analytics leveraging Agentic AI. Our end-to-end platform for planning, forecasting, merchandising, pricing, and promotions powers smarter, real-time decisions across retail, grocery, QSRs, CPG and manufacturing.

Clients Who Trust Us



The Impact Analytics Smart Platform

Native AI & ML | End-to-End | Seamless Integration | Rapid Implementation

Merchandising

- PlanSmart™ (MFP)**
Merchandise financial planning
- AssortSmart®**
AI-native assortment planning
- VisualSmart™**
AI-native visual line planning
- SizeSmart™**
Optimize size curves using AI
- ItemSmart™**
AI-native item planning
- StoreSmart™**
AI-native store intelligence

Supply Chain

- InventorySmart® (Allocation & Replenishment)**
End-to-end inventory management & planning
- SourceSmart™**
AI-native sourcing optimization
- SpaceSmart™**
Space planning & optimization

Pricing & Promotions

- PriceSmart®**
Unified lifecycle pricing
- BaseSmart™**
AI-native base price optimization
- PromoSmart®**
AI-native promotion planning & optimization
- MarkSmart®**
AI-native markdown optimization
- TradeSmart™**
Trade promotion planning & optimization

Business Intelligence

- CortexEye™**
AI-native decision intelligence system
- AttributeSmart®**
AI-native product tagging and attribution management
- TestSmart®**
Hypothesis-driven automated testing

ForecastSmart™

AI-native demand planning & forecasting engine

Proud to be recognized by:

