



# OMNI-CHANNEL SALES FORECASTING WITH NEW PRODUCT INTRODUCTIONS

One of largest sneaker companies in the world forecasts global sales with Vanguard Software.

## CASE STUDY

### THE CHALLENGE

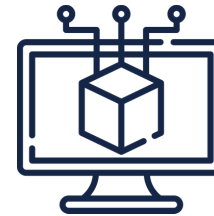


Planners struggled to keep up with **high product style turnover** and **countless NPIs**.

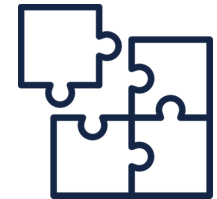


Faced planning obstacles due to **omni-channel sales**, and a **global network of distributors and retailers**.

### THE SOLUTION



Supports **100+ languages**, the input of **insights regarding market changes**, and uses a **global mesh network**.



**Regional roll-out** ensuring all teams received functionalities specific to their needs.

### THE RESULTS



GAINED A SINGLE VERSION OF THE TRUTH AND IMPROVED C-SUITE CONFIDENCE IN BUSINESS FORECASTING AND PLANNING.



ACHIEVED NETWORK COLLABORATION, ADVANCED NPI TECHNIQUES, AND THE CONSOLIDATION OF KEY INSIGHTS FROM SALES.



HAVE A BETTER PULSE ON THE HEALTH OF SALES ACROSS THE ORGANIZATION.

