



Small, illegible text blocks, likely representing data or reports.



A4E



energomonitor



What is Forecast? How to use it?

- Define the required **goal**
- Use of historic data (*consumption*)
- Use future data (*clients reservations, production plans*)
- Use external data (*weather*)
- Build model – (as frequent as possible)
- Get **forecast**

- Apply constraints
- Apply business rules
- Transform forecast into **decision**

Some real data example

- Sofia based client
- Consumption data from various of sources (climatization system, water heating, general consumption)
- Historic data – weather
- Forcast data - weather

Forecast results – 2 weeks ahead

■ Climatization System

- Without use of weather data - **+/-20%**
- With the use of weather data - **+/-6%**

Autum/Winter			
Month	Temperature change	Precipitation	Consumption change
January	5 C	No	-11%
January	-5 C	No	16%
January	-5 C	Yes	22%
December	5 C	No	-9%
December	-5 C	No	17%
October	-10 C	No	74%
October	-10 C	Yes	77%

Forecast results – 2 weeks ahead

■ Climatization System

- Without use of weather data - **+/-20%**
- With the use of weather data - **+/-6%**

Spring/Summer			
Month	Temperature change	Precipitation	Consumption change
May	10 C	No	0%
May	-5 C	Yes	0%
June	5 C	No	33%
June	5 C	Yes	24%
August	5 C	No	17%
August	-5 C	No	-45%
July	10 C	No	95%

Forecast results – 2 weeks ahead

■ Water Heating System

- Without use of weather data - **+/-7%**
- With the use of weather data - **+/-7%**

A4E Case Studies - Nedelya

- Real-time forecasting of demand
- Automation of Supply-Demand chain decision process and Production Facility and Distribution
- Analytics for Location and Marketing performances
- Waste minimized ~2% (7% industry average)
- Solution delivered via A4E proprietary Analytics cloud based platform
- Usage of big data – enriched weather data (historical and forecast)

Неделя
CAFÉ & PÂTISSERIE

Industry: Pastry and cakes retail and production

Size: 37 + retail locations

Revenue: € 9M (2016)


Web: <http://nedelya.com>

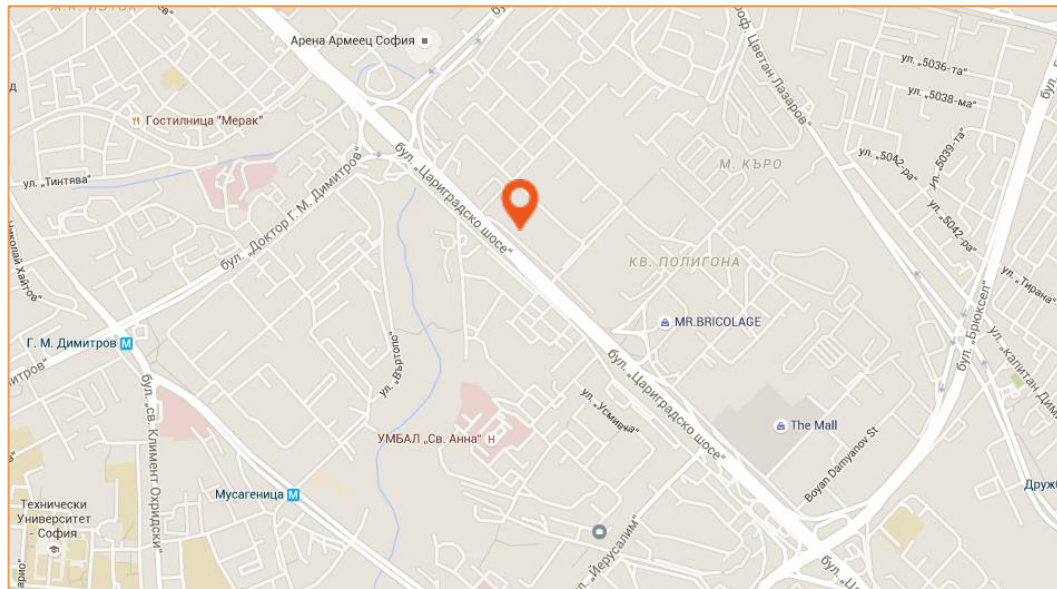
ANY QUESTIONS?

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"It is a capital mistake to theorize
before one has data."

Arthur Conan Doyle

