



ZS Forecast Manager: Cloud-Based Forecast Management

ZS Associates at a Glance

- > Global leader in sales and marketing consulting, outsourcing, technology and software
- > More than 2,500 professionals in 21 offices worldwide
- > Worked with more than 700 companies in 70 countries
- > 30 years of experience

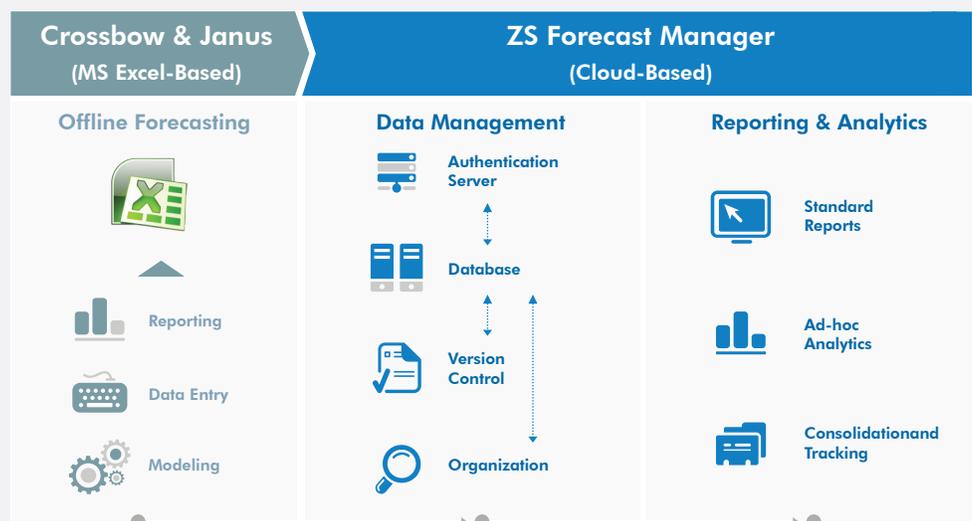
Issue: Decentralized forecasting impedes collaborating and decision making across the organization

How much time do you and your forecasters spend managing version control, tracking down forecasts and overcoming obstacles to sharing information, instead of collaboration and decision making? With limited time and resources, forecasters are left to create spreadsheet models that lack inherent version control, standardized assumptions and outputs, making it difficult to prepare forecasts for management review. Moreover, no centralized mechanism exists to share and collaborate on forecasts with other stakeholders within the organization.

What's needed is a platform that can drive collaboration, centralize forecasting information and efficiently share knowledge with appropriate stakeholders anytime, anywhere. With centralized forecast management, your organization can effectively collaborate and improve the speed and quality of decision making.

Align on one view of the future with ZS Forecast Manager

ZS Forecast Manager provides a flexible, standardized platform to support strategic processes, allowing forecasters and their customers to make informed decisions through online reporting, analytics, version management and access control. The cloud-based solution is a part of ZS's Demand-Driven Forecasting Suite.



ZS Forecast Manager is a part of our ZS's Demand-Driven Forecasting Suite that combines best-in-class offline modeling and forecasting with robust online reporting and control

Why ZS?

Standardized Approach

- Use a single platform everyone understands

High Quality

- Extensive business-focused modeling, quality assurance and calculation transparency tailored for forecasting

Quick to Deploy

- Faster time to market than a custom model

Proven Expertise

- Designed for and built by forecasters with experience in 200+ therapeutic areas
- 40+ life science companies already using our forecasting tools

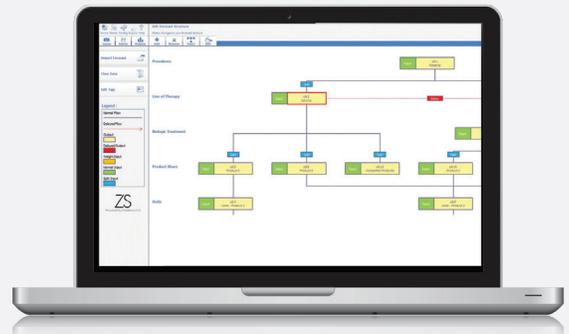
Unified platform built for demand-driven forecasting provides standardization and consistency across your organization

The ZS Demand-Driven Forecasting Suite combines a sophisticated Excel-based platform with collaborative web-based capabilities to create clear and consistent forecasts. Its best-in-class modeling and easy-to-use tools provide transparency and convenience to organizations with multiple users, products and business units.

The suite is a quick-to-implement, cost-effective solution that was built expressly for forecasters and their customers to make informed, strategic decisions.

1 Model the market

Build credible forecasts with ease, using both patient-based and patient-flow approaches that allow for modeling even the most complex market dynamics



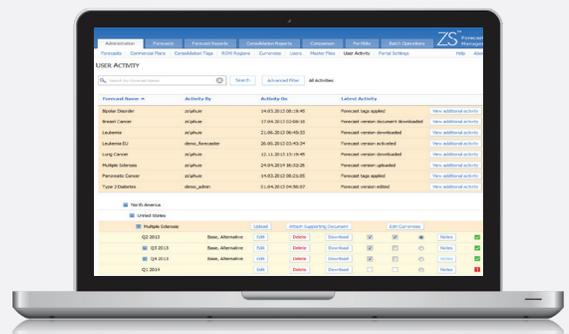
2 Generate forecasts

Collect, manage and refine forecast inputs via user-friendly interfaces and powerful data entry tools



3 Collaborate to build consensus

Upload, publish, share and collaborate on forecasts with a web-based, centralized repository and reporting system

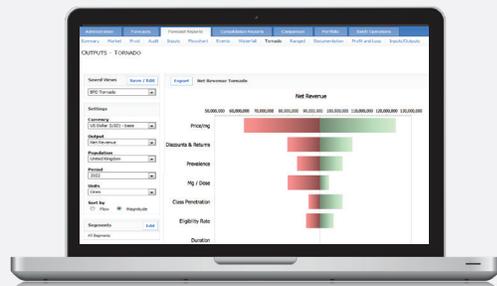


Share and collaborate on the web

ZS Forecast Manager combines flexible reporting capabilities that are business focused and actionable with a centralized management system and repository that allows forecasters to easily upload and manage version control of their forecasts for sharing, reporting, ad hoc analytics and aggregation.



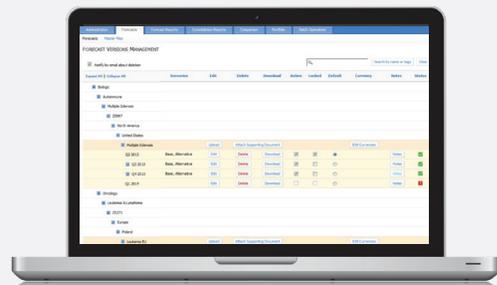
Aggregate results at the portfolio level, grouped by relevant consolidation categories



Understand key drivers of uncertainty and their impact at the portfolio level



Compare outputs across forecasts or versions



Manage and track both users and forecasts with a variety of options and business rules



Why ZS Forecast Manager?

- **Real-time accessibility** provides one version of the truth anytime, anywhere, through a single, centralized repository of forecasting information
- **Integrated access** control provides forecast-level user access control, forecast monitoring and sharing of forecasting information to ensure the right people have the right access, to the right information, at the right time
- **Tag-based organization** allows you to organize forecasts in a central repository, structured around how you think about your markets
- **Turnkey implementation** with a cloud-based solution requires no additional software installation
- **Automatic update** process ensures your organization benefits from the latest innovations on an ongoing basis for both Excel and online tool components

Discover the difference

Deploy quickly with a flexible cloud-based forecasting reporting and management solution that can be implemented in less time and at lower cost than a custom-built solution.

Improve efficiency by spending time collaborating on forecasts and making business decisions, not on logistics to collect, organize and aggregate forecasts, by leveraging a standardized platform to do the heavy lifting for you.

Drive strategy by leveraging what-if analyses, probabilities of technical success, Monte Carlo simulations and sensitivity analyses to weigh and understand the impact of uncertainty on the portfolio.

About ZS Associates

ZS Associates is a global leader in sales and marketing consulting, outsourcing, technology and software. For more than 30 years, ZS has helped companies across a range of industries get the most out of their sales and marketing organizations. From 21 offices around the world, ZS experts use analytics and deep expertise to help companies make smart decisions quickly and cost-effectively. ZS comprises multiple affiliated legal entities. Learn more at www.zsassociates.com.

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