CONVERGENCE | AI + ERP

MIAMI | 2025

Improve Forecast Accuracy with Dynamics 365, leveraging AI, External Data & Generative Insights

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Supply Chain portfolio

Leading the way to autonomous ERP

Dynamics 365 Supply Chain Management

Design	Plan	Procure	Produce	Deliver	Operate
Product Information Management	Demand Planning	Procurement	Manufacturing Operations Management for discrete, process and lean	Sales Order Management	Enterprise Asset Management
Engineering Change Management	Supply Planning	Vendor Collaboration	Manufacturing Execution	Pricing & Rebates	Sensor Data Intelligence
Product Lifecycle Management	Inventory Visibility	Vendor Management		Warehouse Management	Field Service Management
	Inventory Management	Sourcing		Transportation Management	

Cost Management, Cost Accounting, Global Inventory Accounting, Landed Cost

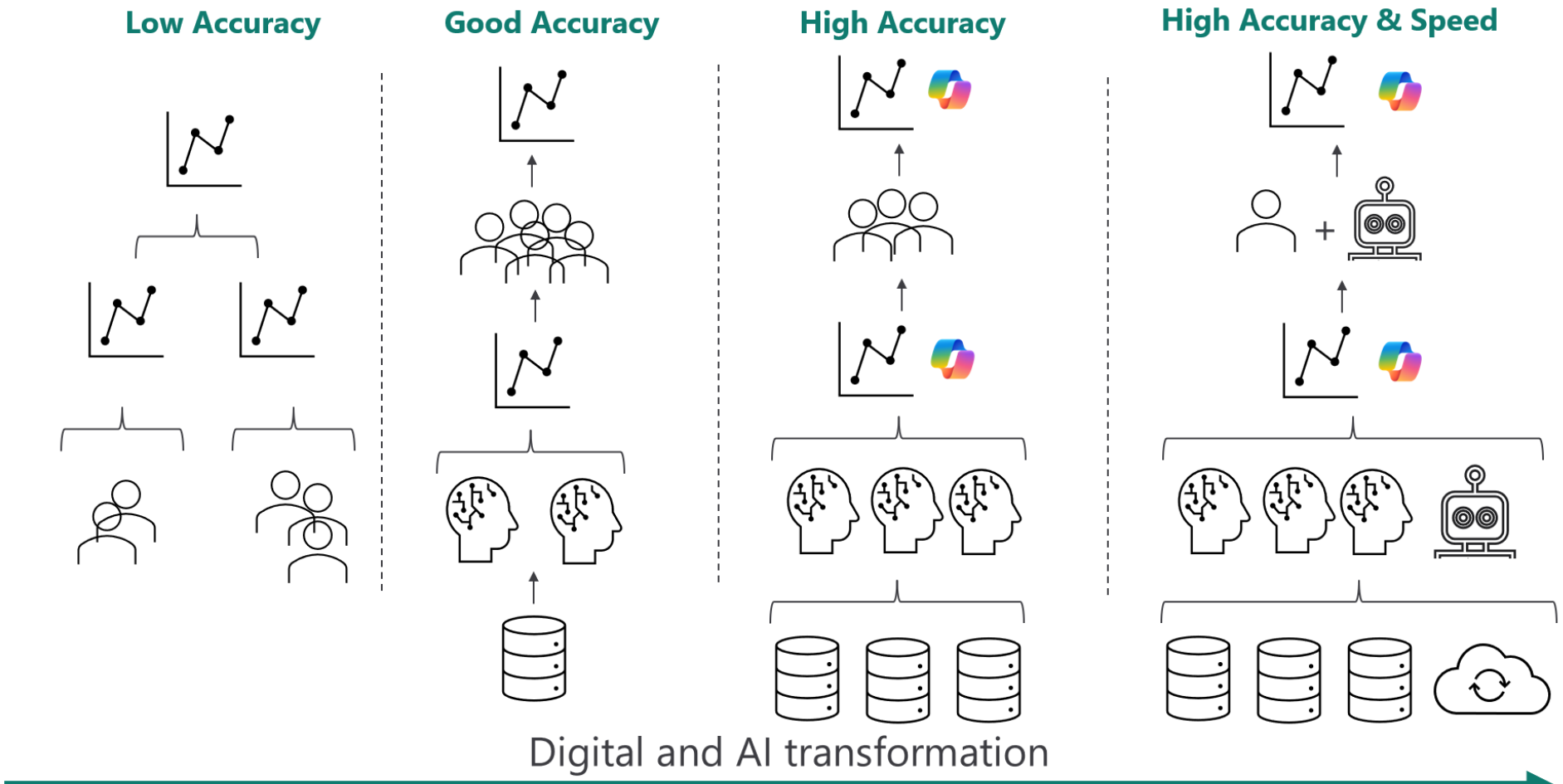
Finance ↔ Supply Chain ↔ Commerce ↔ Human Resources ↔ Project Operations

Business Performance Analytics, Business Performance Insights

E2E Business Processes | Common Data and Analytics Foundation | Modular and Extensible

Copilot

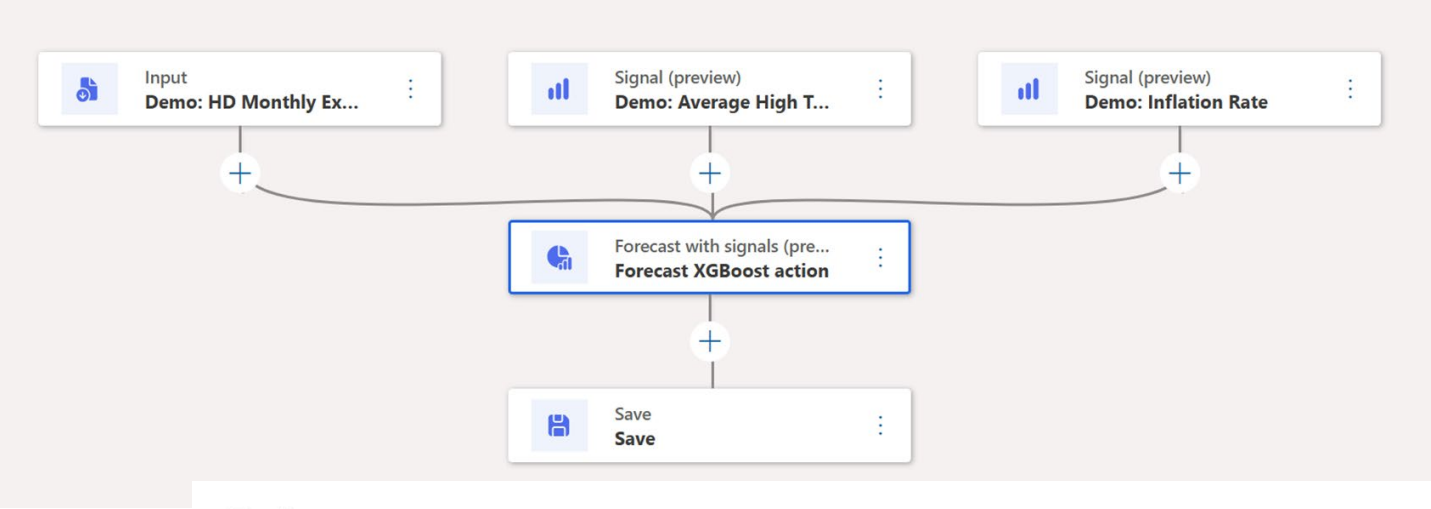
Elevate Forecasting

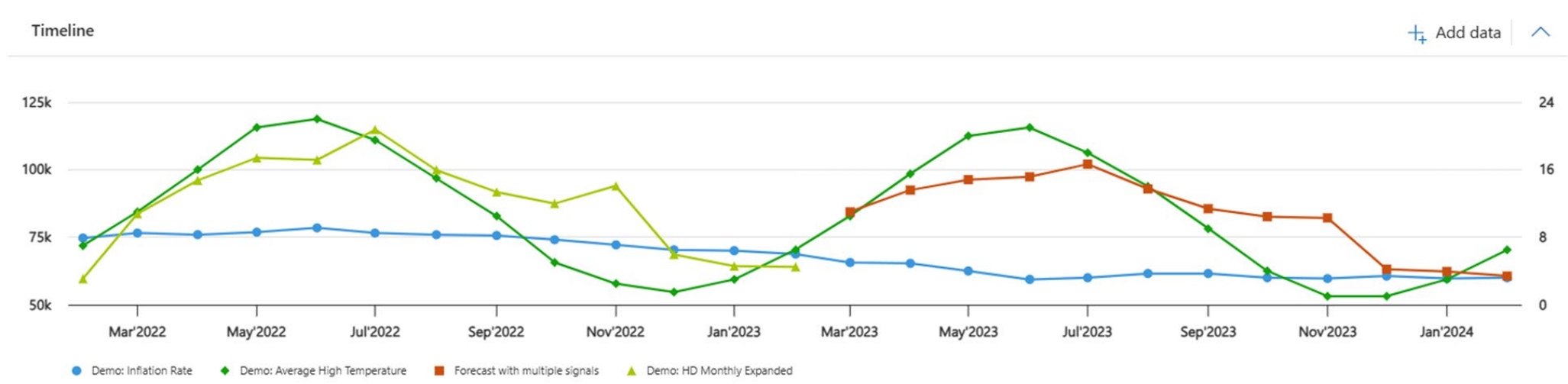


Microsoft Dynamics 365

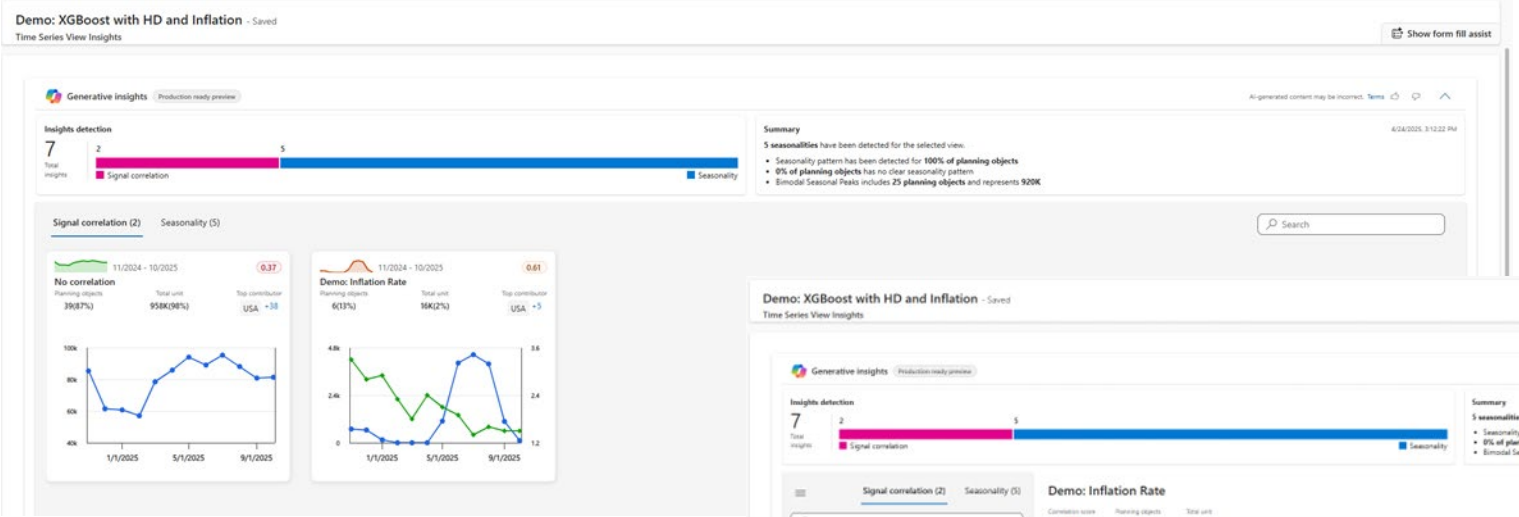
Supply Chain Management

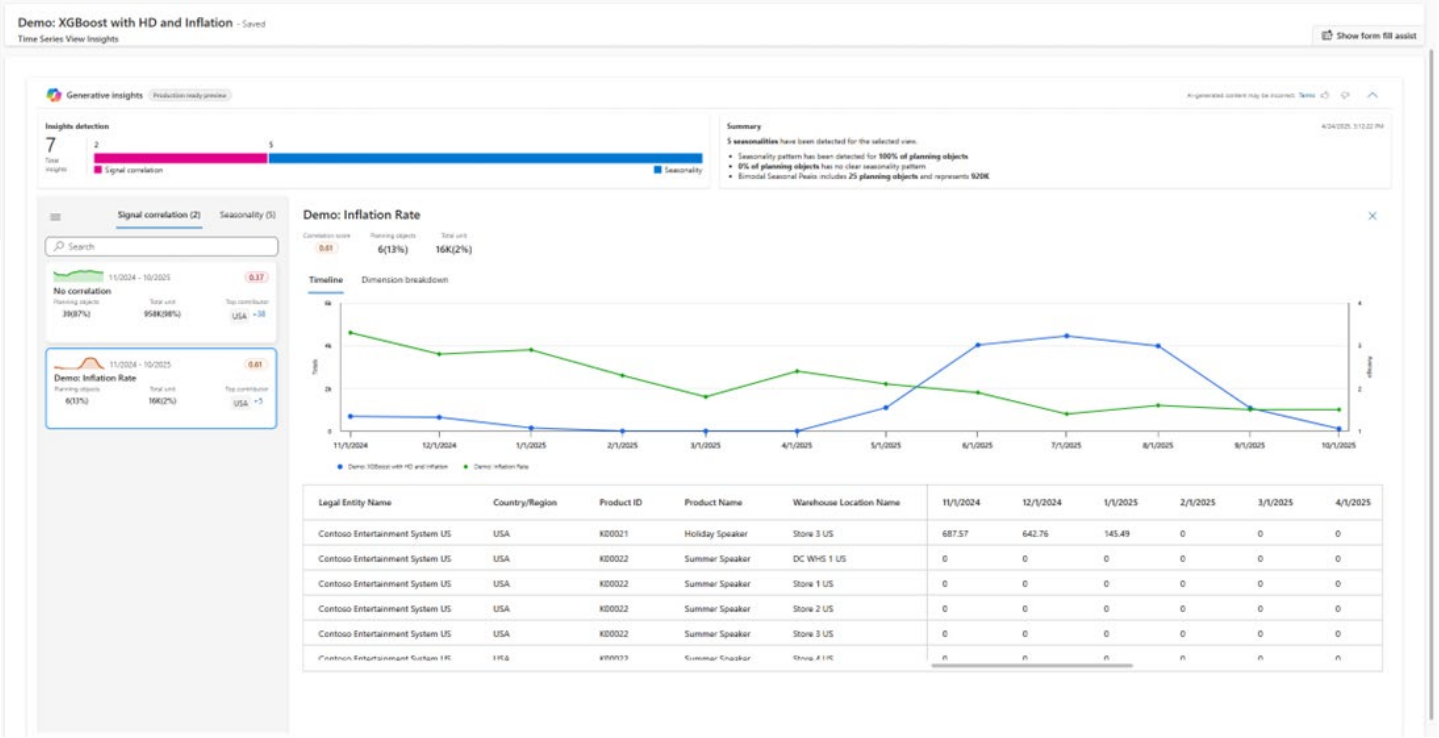
Forecast with multiple signals





Generative Insights





Copilot

Copilot

Shifts from Feb'24 to Mar'24

Shifts from Ma

Trends from Oc

Outliers from J

Deviations fron

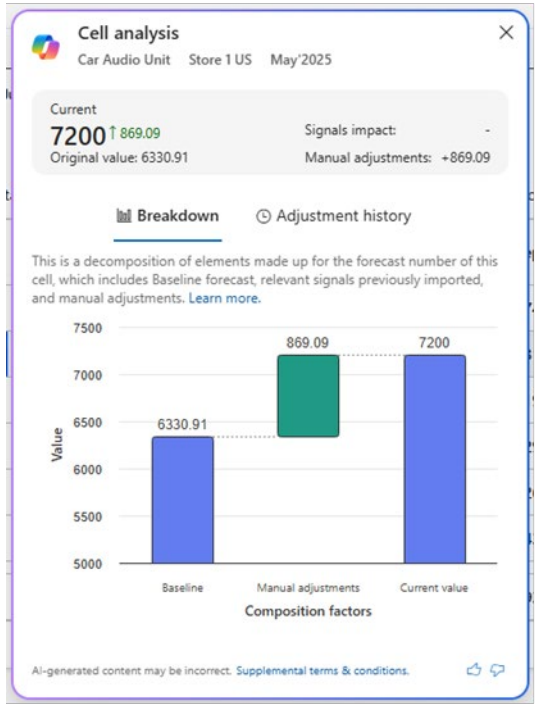
Copilot

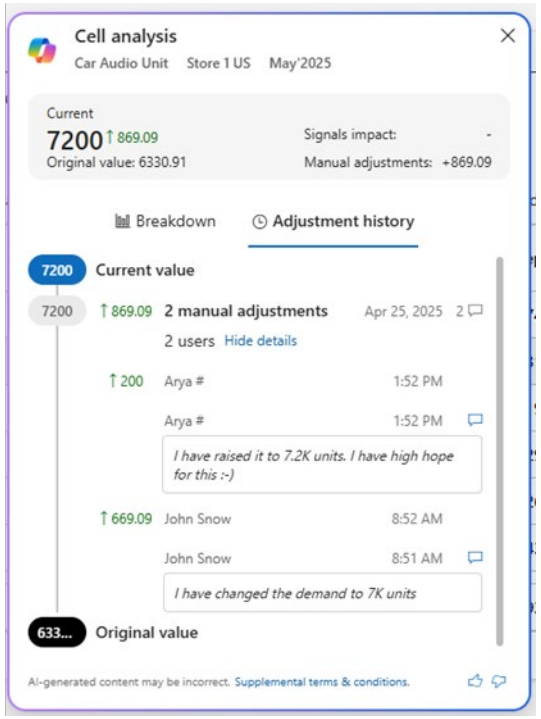
The largest shifts for timeseries **Demo: 2023 Prophet 24mo** from **Feb'23** to **Mar'23**.
This is an overview of top shifts calculated across combinations of product variants and warehouse locations.

1. **Top Increases:**
   - **Distribution center** and **Car Audio Unit-500** : Increased by 208.0 units (31.0%).
   - **Distribution center** and **Car Audio Unit-65-Black** : Increased by 173.0 units (31.0%).
2. **Top Declines:**
   - **Store 3** and **Car Audio Unit-65-Silver** : Decreased by 676.63 units (40.0%).
   - **Distribution center** and **Car Audio Unit-65-Silver** : Decreased by 716.75 units (40.0%).
3. **Other Increases or Declines:**
   - Various other Product Variants across Warehouse Locations have shifts ranging from approximately 36.0% to 38.0%.

Warehouse Location N...	Product Variant Name	Shift (%)	Shift (u...	Fe
Store 3	Car Audio Unit-65-Silver	-40%	-676.63	16
Distribution center	Car Audio Unit-65-Silver	-40%	-716.75	17
	Car Audio Unit-65-Silver	-38%	-3109	81
Store 4	Car Audio Unit-65-Silver	-38%	-460.9	12
Store 1	Car Audio Unit-65-Silver	-37%	-525.47	14
Store 2	Car Audio Unit-65-Silver	-36%	-729.25	19
Distribution center	Car Audio Unit-500	31%	208	66
Distribution center	Car Audio Unit-65-Black	31%	173	56
Store 1	Mid-Range Speaker	29%	509	17
Store 1	High End Speaker	28%	351	12

AI-generated content may be incorrect. Terms





Demo

Roadmap

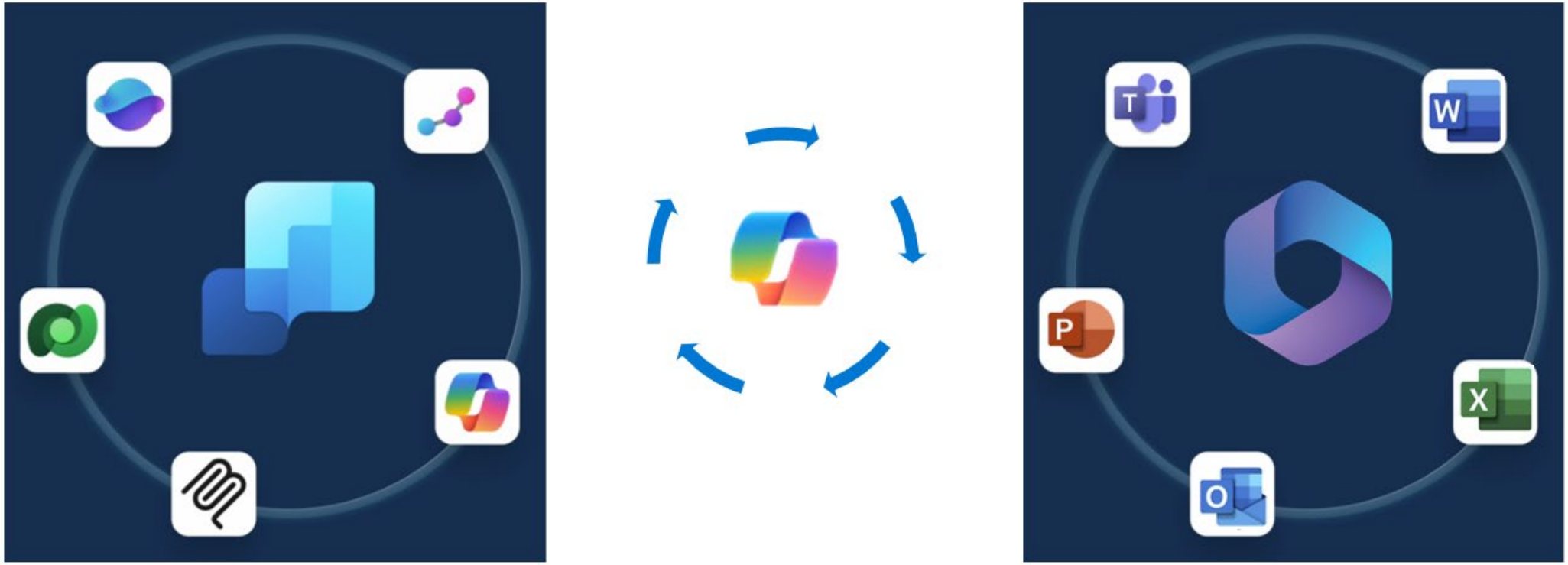
Delivered in the last 12 months

- Forecast with 1 Signal (XGBoost)
- Copilot Chart Cursor – Predefined questions
- Auto-detect seasonality
- Time-Freeze – Time rule based
- Generative insights (Seasonality and Correlation)
- Copilot Grid Cursor – Break-down & Track Timeline
- Time Freeze – on all manual adjusted cells
- Naïve forecast model (Best fit Ver 2)
- Croston forecast model (Best fit Ver 3)
- Forecast with multiple Signals (XGBoost)

What's Next

- M365 Copilot, Analyst and Researcher agents
- Promotion planning (with Unified pricing)
- View forecast with full break-down
- View all manual adjusted cells toggle
- Event planning
- Demand planning agent
- Assortment planning (Top-down)
- Supply Chain Planning overview (Inv. Projection)

M365 Copilot



"Utilize the **Analyst agent** to ad-hoc **examine** the **discrepancies** between actual and forecasted sales across different countries, product categories, customers, and products."

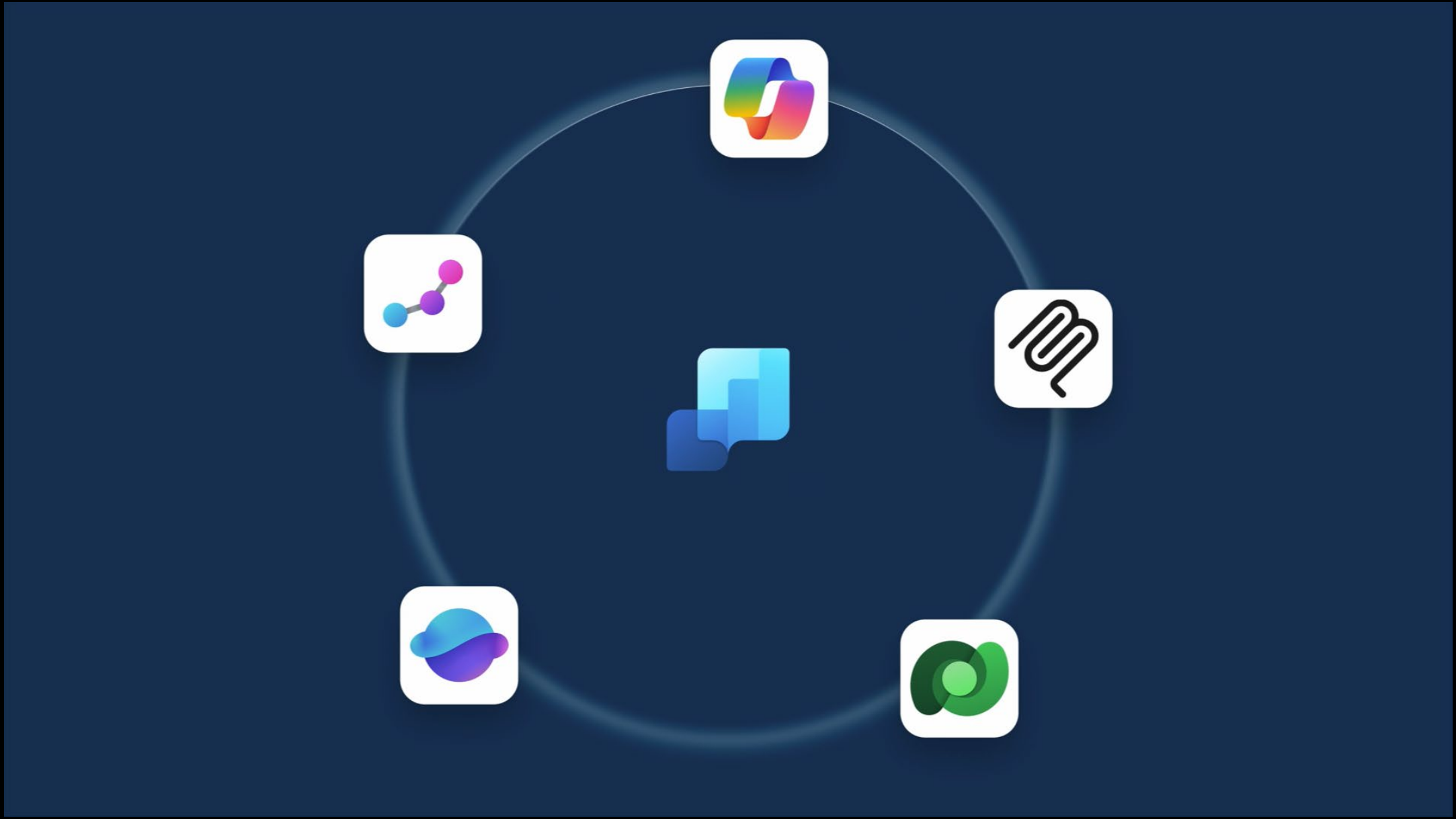
"Utilize the **Analyst agent** to **monitor** signals such as **inflation**, ensuring they align with **market consensus**. **Update the data** if any discrepancies are detected."

"Utilize the **Researcher agent** to **explain** unexpected performance in a product category within a country. Incorporate **external data** such as the **local spending index** and the **general decrease** in demand for the **product category** in the **region**."

"Seamlessly include a **customer forecast** in an **email** and request the **customer** to **review** and make necessary **edits**. **Confirm** the **updates** to the **forecast directly** from the customer's reply."

"**Effortlessly** request and **view forecast data** in **Excel**. You can both view and edit data using Excel tools, and any **changes** made will be automatically **updated back** to **the forecast**."

"Incorporate **forecast data** into the **S&OP PowerPoint** deck. Any **edits** made during the **forecast review** are seamlessly **updated** back to the **forecast.**"



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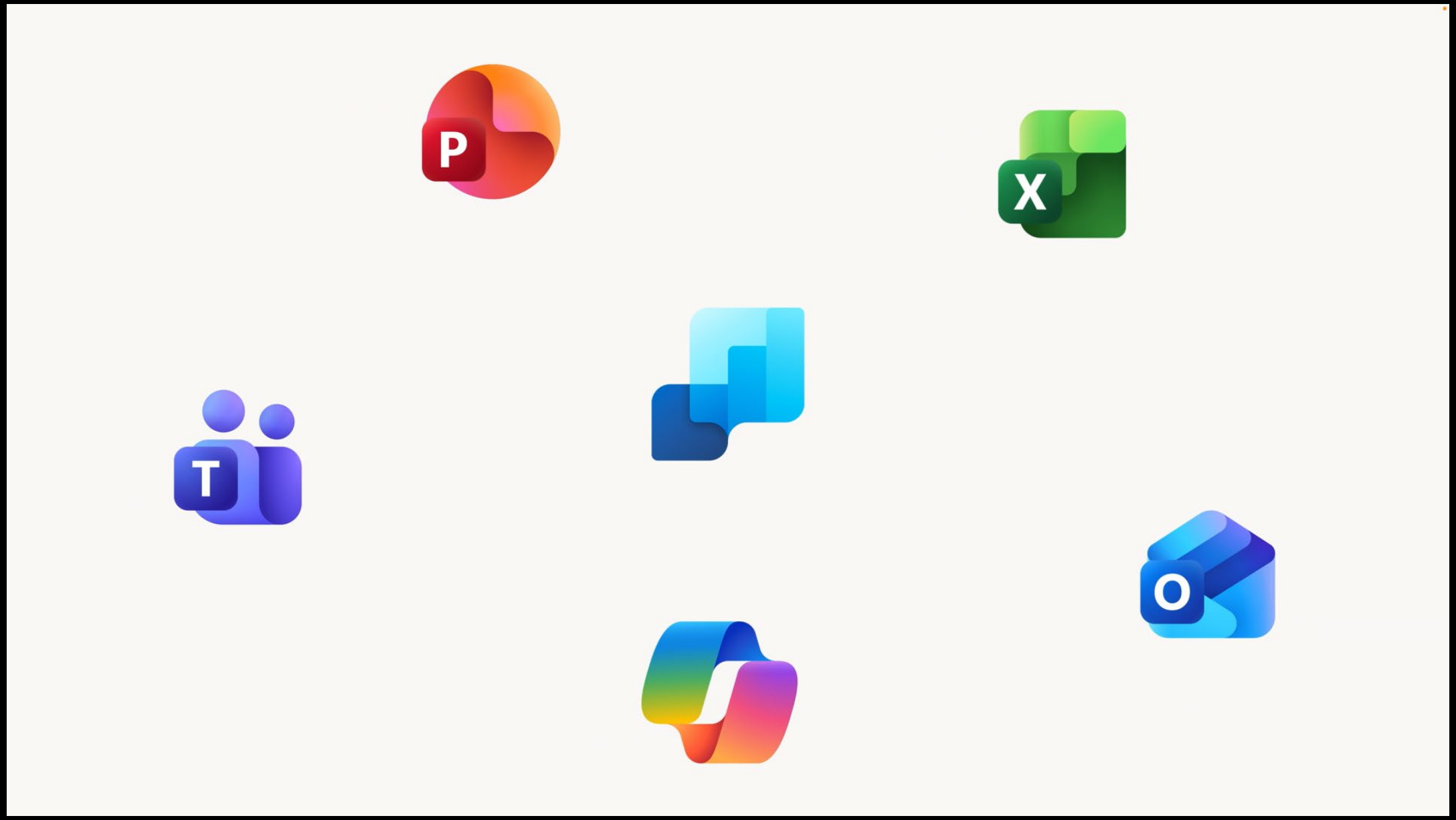
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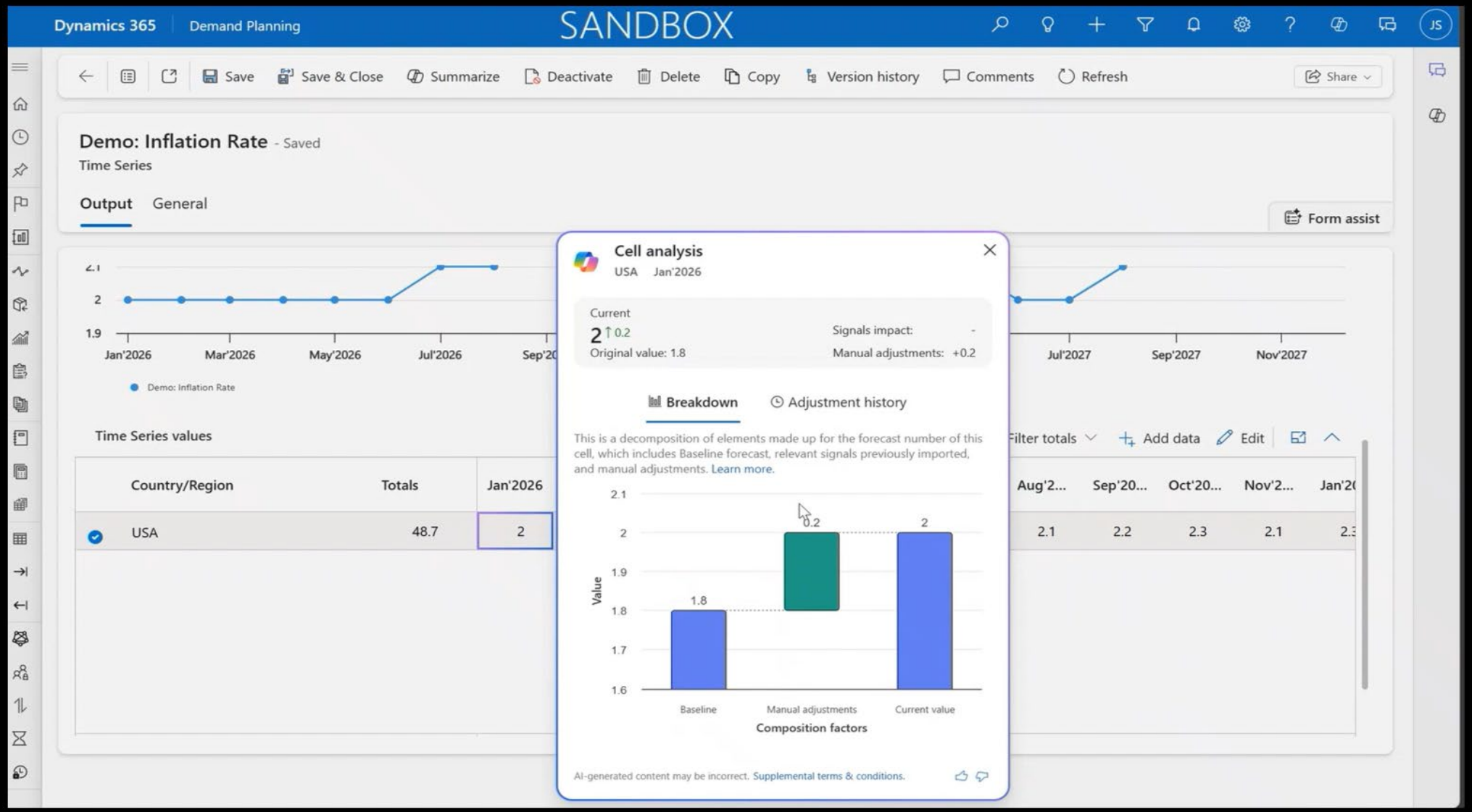
O

Demo


Dynamics 365
Demand Planning
SANDBOX
Save
Save & Close
Summarize
Deactivate
Delete
Copy
Version history
Comments
Refresh
Share
Demo: Inflation Rate - Saved
Time Series
Output
General
Form assist
Jan'2026
Mar'2026
May'2026
Jul'2026
Jul'2027
Sep'2027
Nov'2027
Demo: Inflation Rate
Time Series values
Filter totals
Add data
Edit
Country/Region
Totals
Jan'2026
Aug'2...
Sep'20...
Oct'20...
Nov'2...
USA
48.7
2
2.1
2.2
2.3
2.1
Cell analysis
USA Jan'2026
Current
2 ↑ 0.2
Original value: 1.8
Signals impact: -
Manual adjustments: +0.2
Breakdown
Adjustment history
This is a decomposition of elements made up for the forecast number of this cell, which includes Baseline forecast, relevant signals previously imported, and manual adjustments. Learn more.
Value
1.8
0.2
2
Baseline
Manual adjustments
Current value
Composition factors
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QUESTIONS

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THANK YOU

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