Sales Forecast Automation

We as T-Systems supported the complete automation and deployment of the sales forecast process on Google Cloud. We managed the end-to-end implementation, providing consulting for efficient data preparation and integration of external data sources.

The challenge

The customer faced challenges with lengthy, manual sales forecasting due to fragmented data sources and a slow legacy pipeline. This project addressed the need for a streamlined, automated process on Google Cloud, enabling faster, data-driven forecasts, improved resource planning, and reduced operational overhead during peak periods, ultimately boosting forecast accuracy and scalability.

The solution

A microservices architecture on Google Cloud fully automated and accelerated the sales forecasting process. By integrating data from multiple sources and automating preparation, this scalable solution enabled fast, accurate forecasting. The streamlined, cloud-based pipeline reduced manual effort and supported agile, data-driven decisions during peak periods.

The result

The automated sales forecasting process reduced processing time from days to hours, providing faster, more accurate sales predictions. The streamlined pipeline minimized manual tasks, improved forecast reliability, and enhanced resource planning capabilities. With Google Cloud, the customer responds more effectively to peak demand periods, optimizing operations, decision-making, and scalability.

> " At Hermes Germany, we've transformed our forecasting process to be more transparent and independent. Leveraging Google Cloud's powerful tools, we've achieved a higher level of digitization, making our forecasting more dynamic and valuable. This advancement strengthens our collaboration and alignment with clients and partners, driving success at every level. "
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> Franz Stockinger, Team Lead Prognosis

About Hermes Germany GmbH

Hermes Germany, a leading logistics provider, specialises in parcel delivery and integrated supply chain solutions across Europe. Known for its extensive last-mile network, Hermes serves both private customers and businesses, providing reliable, flexible delivery options tailored to meet evolving consumer demands.
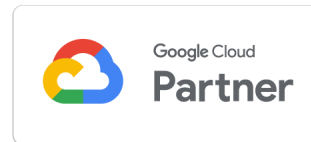
Vertical/horizontal solution: Logistics

Primary project location: Germany

About T-Systems International GmbH

With individual multi- and hybrid-cloud solutions, we offer opportunities for more growth and efficiency in the development of new business models.

Products

Google Cloud Platform