

SENSIBLE MACHINE LEARNING

As organizations deal with the accelerating pace of change from external factors (e.g., pandemic, geopolitics) and internal complexities (e.g., increasing data volumes, more enterprise systems), enterprise Finance and operational leaders are facing more pressure to develop integrated business planning (IBP) to enable agile and comprehensive decision-making processes across all aspects of the organization.

The adoption of artificial intelligence (AI) and machine learning (ML) by the Office of Finance and Operations is a matter of when — not if. Both AI and ML will help Finance teams and business analysts analyze and correlate the most relevant internal/external variables that contribute to forecasting accuracy and performance across the Sales, Supply Chain, HR, and Marketing processes that comprise financial plans and results.

Are You Prepared to Move Beyond “What Happened” and Execute the Vision of AI/ML?

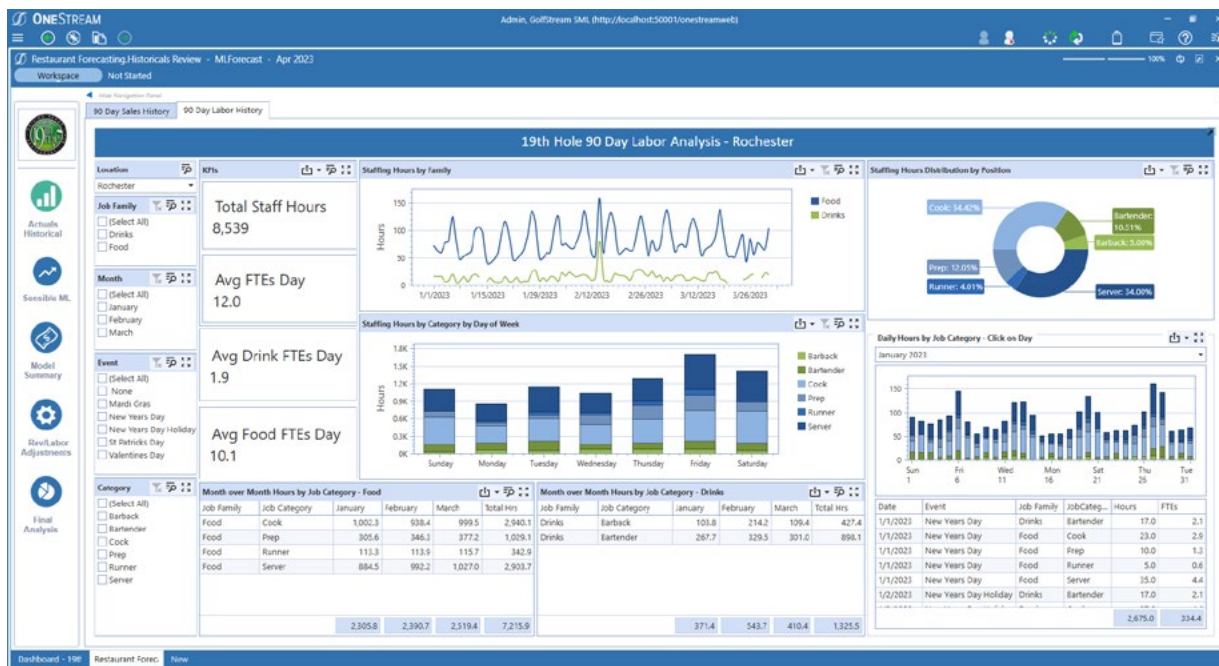
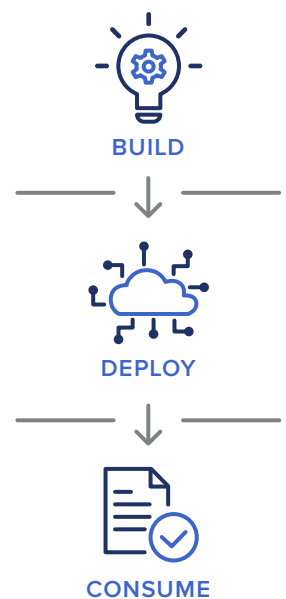
- Can you update business drivers in Sales, Demand or Supply Chain and dynamically understand the financial impacts in real-time?
- Are you able to drill-through from the financials to detailed business drivers such as key business initiatives and apply a product, category or location lens?
- Does your budgeting, planning and forecasting process enable scenario planning based on changing business conditions?

Sensible ML, OneStream’s first AI-enabled MarketPlace solution, is designed to **productize time-series ML modeling for corporate performance management (CPM)** and break down the traditionally high barriers to entry of advanced analytics for organizations. Instead of taking on the burden of building models and investing in the underlying infrastructure, Sensible ML unleashes the power and sophistication of data science across Finance and Operations **at scale and at a fraction of the total cost of alternative solutions.**

Data Science for FP&A

For Business Analysts & Citizen Data Scientists,

Sensible ML provides a guided experience to **build, deploy and consume** time-series ML models **inside** of OneStream.



SENSIBLE MACHINE LEARNING

Sensible ML Elevates FP&A to Lead @ Speed

Unlike “most” predictive analytics forecasting capabilities (looking at prior results and statistics and generating forecasts based on what happened in the past), Sensible ML has the capability to not only look at prior results, but then take on additional business intuition such as events, pricing, competitive information, and weather to help drive more precise/robust forecasting.

For FP&A teams, Sensible ML **automatically creates and deploys** thousands of ML forecast targets across the enterprise, and includes the following key features:

- Automatically create **thousands of daily and/or weekly** demand planning ML forecasts and enhance with business intuition.
- **Reduce forecast bias** with ML scenarios across reports, visualizations, forms and dashboards.
- **Unify** and align demand plans with **driver-based** sales, material costs inventory, and labor plans across the **P&L, Balance Sheet and Cash Flow** forecasts.
- **Monitor and re-train** ML models to enable continuous forecasting & **scenario analysis**.
- Drill-back and back testing capabilities create **transparency, trust and confidence** in demand forecasts.



Retail (CPG)

Category:

Long-Range Planning

Target Values:

Retail Sales Dollars

Forecast Horizon:

37–48 Months

Forecast Granularity:

Monthly

Usage(s):

- LRP Development
- Planning and Analysis YoY Growth



Manufacturing (Equipment)

Category:

Demand/Supply Forecasting

Target Values:

Shipped/Retail Units

Forecast Horizon:

12–18 Months

Forecast Granularity: Daily

Usage(s):

- Accurate Demand/Revenue Forecasting
- Models for Supply/Demand Constraints
- Forecast Value Add (FVA) Framework



Retail (Grocery)

Category:

Demand Forecasting

Target Values:

Sales Units/Dollars

Forecast Horizon:

2 Weeks–1 Year

Forecast Granularity: Daily

Usage(s):

- Accurate Budgeting
- Demand/Revenue
- Suppliers Provided with Forecasts

Purpose-Built Intelligent Financial & Operational Machine Learning

UNLEASH

the power of AI across enterprise planning processes by **accelerating time to value** for ML forecasting for CPM processes at a **fraction of the cost** of traditional methods.

EMPOWER

enterprise planning processes with scalable AI **purpose-built for Finance, Operations and Data Science teams to build, deploy and consume** time-series models inside of OneStream.

EVOLVE

enterprise planning processes by making **ML forecasting easy for FP&A and operational analysts**. Sensible ML breaks down the traditional barriers of embracing AI/ML.



Sensible ML is designed for OneStream SaaS customers.



The ability to **quickly generate driver-based forecasts** is essential to adapting to our changing business conditions. Incorporating AI into our planning and forecasting through the OneStream Sensible ML solution **accelerates the forecasting process** and further **elevates it through more accurate ML data-driven forecasts.**

— *Melanie Hermann, Director of Finance Process & Systems*
POLARIS INDUSTRIES