

## #024 HOW DO I PREPARE FOR THE END OF THE CRISIS IN MY FORECASTING PROCESS?

Distribution

Industry

Transport

It is likely that the return to normality will take place in 3 steps:



**Containment relief** for at least some professions,



**Return to work for all**, including back-to-school for children, but action is needed as a barrier,



**And finally normal life.**

Each of these periods leads to changes in demand, but especially in supply.



### AS A GSA DISTRIBUTOR

At each step I am getting closer to a classical behavior of my products, **the recent past will be less and less representative of my future forecast, taking back my old history should be more efficient than correcting the past weeks.** Attention some products will see their consumption evolve durably (hydro-alcoholic gels...) even if the consumption of home supplies will lead to a marked, but temporary drop in their purchases.



### AS AN INDUSTRIAL

As far as forecasting is concerned, **collaboration with my clients will be key to limiting errors.** If I have put in place collaborative practices to manage the containment phase, I must continue to do so, and even strengthen them.

**My forecast should come back in line with average consumption as soon as stocks have been stabilized at their average level throughout the chain. I must therefore anticipate weeks or months of disruption to my business** depending on the average overall inventory downstream of my activity.



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### | About ASLOG

**ASLOG brings together more than 400 companies from all sectors**, with 2,000 professionals working together to promote and build tomorrow's Supply Chain. ASLOG is a neutral and independent association that addresses Supply Chain issues.

**As early as 1972, visionary men sensed that this function would be decisive for all companies.** For almost fifty years, professionals in the sector have made ASLOG the reference partner.

ASLOG is the privileged interlocutor of institutions and public authorities on all questions relating to the sector.

### | #supplychain4good

The **#SupplyChain4Good** community was created at the initiative of Michelin and ASLOG, as part of the Movin'On ecosystem, in favor of a more sustainable mobility of goods.

**#SupplyChain4Good's** ambition is to federate the actors who work for Supply Chains that are simultaneously good for the planet, the people and the business performance. The members of this community are «shippers» (industrial and commercial companies), «operators» (transporters, logisticians, shipping companies, ports...), «support functions» (academics, consultants, information systems, regulators, NGOs...).

They cover all economic sectors and all regions of the world. Their work takes place throughout the year and culminates in the annual Movin'On Summit, the world summit on sustainable mobility.