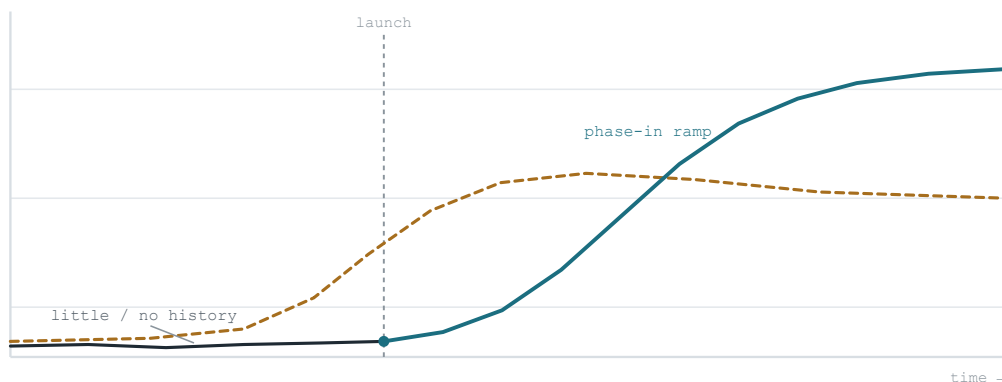


Typical Use Cases

Three representative demand-planning situations where a pretrained tabular foundation model, registered as a native SAP IBP algorithm and judged by IBP best-fit, earns its place. Sketches show the characteristic shape of each situation — they are illustrative, not measured results. (The pretrained model is TabPFN, from PriorLabs.)

01 New Product Introduction

— Actuals — Driver (e.g. marketing spend) — Forecast



THE CHALLENGE

New products launch with little or no sales history — exactly where classical statistical models are weakest. Planners fall back to manual entry or copying a reference product's curve.

HOW THE FOUNDATION MODEL HELPS

- A pretrained model brings prior pattern knowledge learned across many time series, so it does not start from zero the way a fitted statistical model does.
- Where history is thin, drivers carry the forecast: map planned launch signals — distribution ramp, marketing spend, a comparable product's early trajectory, a leading market indicator — to independent-variable key figures.
- It runs natively with your IBP product lifecycle table: phase-in profiles shape the ramp exactly as they do for every other algorithm.

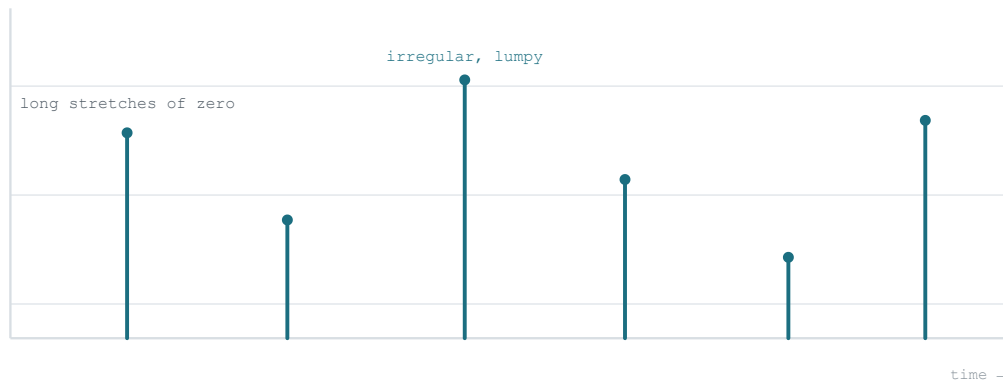
IN IBP

Register the external algorithm in the launch model; map available drivers to independent-variable key figures; assign the product lifecycle profile as usual.

Honest boundary. With genuinely no history and no drivers, no method can invent demand — supply at least one leading signal for the model to condition on. Best-fit still keeps the result only where it wins.

02 Intermittent Demand

— Demand



THE CHALLENGE

Spare parts, slow movers, and long-tail SKUs have sparse, lumpy demand with many zero periods. Moving averages smear it, and specialized methods need per-series tuning that is brittle to configure at scale.

HOW THE FOUNDATION MODEL HELPS

- Zero tuning: one pretrained model handles thousands of intermittent series without per-series parameter selection — there is no window to size wrong.
- It is robust on small and sparse data by design.
- Where drivers exist (installed base, service schedules), they can be added as independent variables to sharpen the signal.

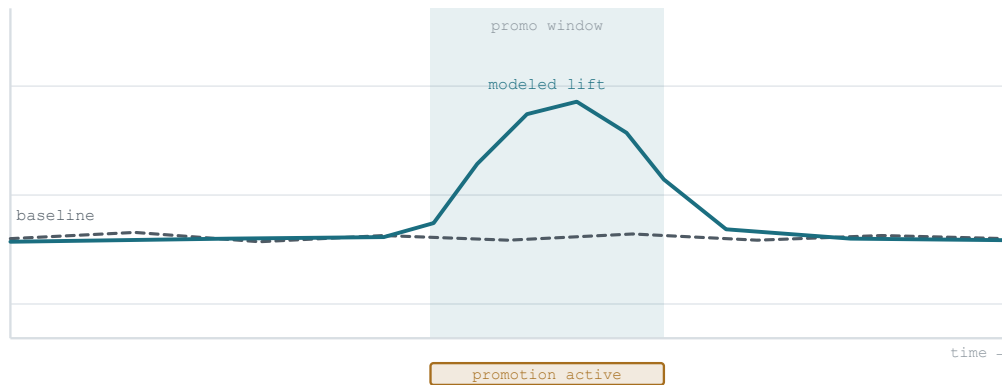
IN IBP

Register the algorithm and run it across the intermittent portfolio; best-fit compares it per planning object against your current method.

Honest boundary. Intermittent demand is inherently low-signal; no method makes lumpy demand smooth. The value is a robust, tuning-free candidate that best-fit adopts only where it improves the result — so the forecast floor can only rise.

03 Promotion Evaluation

--- Baseline (no promo) — With promotion ■ Promotion active



THE CHALLENGE

Promotions distort demand, and history alone cannot tell a planner what a planned promotion will do. Univariate methods simply ignore the promotional drivers.

HOW THE FOUNDATION MODEL HELPS

- As a tabular foundation model, it weighs several independent variables together — promotion flag, price, discount depth, display or feature — jointly with demand history in a single forecast. There is no cap on the number of drivers; the integration passes through every independent variable the planner configures.
- To evaluate a planned promotion, populate its future driver values and the forecast reflects it; comparing runs with and without the promotion driver shows the modeled lift.

IN IBP

Map each promotional key figure to an independent-variable key figure spanning past and future periods, and populate the planned promotion across the forecast horizon.

Honest boundary. The model reflects the relationships present in your history — a promotion mechanic never seen before has no basis to learn from. Drivers must be populated across both history and the forecast horizon; where they are not, the object falls back to a history-only forecast.

Common to all three

- **Zero downside.** Every result is judged by IBP's own best-fit, on the same error measures as your existing algorithms, and selected only where it wins. Adding the model can only raise the forecast floor, never lower it.
- **No accuracy claim.** We do not claim the model is more accurate than your current methods; we let IBP's best-fit decide, per planning object, every run.
- **Native, nothing new to run.** Same preprocessing, postprocessing, and lifecycle settings as your other algorithms; planners run their normal forecast job.
- **Any grain, any area.** Daily, weekly, monthly, or quarterly, across any planning area.

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