



EBERSPÄCHER X PACEMAKER.AI

Sustainably Better: Driving Forecasting Transformation with AI

pacemaker.ai and Eberspächer are building AI-powered demand forecasts to reduce inventory, boost efficiency, and future-proof supply chain planning.

The Challenge

In the complex industrial landscape and high market volatility of fuel-operated heaters, strategic planning based on precise forecasts is essential, as unreliable predictions lead to overstocking, high inventory costs and out-of-stock situations. Integrating advanced analytics and automation into supply chain planning will enhance efficiency and effectiveness beyond the current methods. Improving the demand planning process is a key factor to achieve the company's objective of optimising inventory management.

The Solution

pacemaker.ai's Demand Forecasting solution leverages advanced AI and machine learning to generate highly accurate predictions of future demand by analysing historical sales data, market trends, seasonality, and both internal and external influencing factors. In Eberspächer's case, the delivery forecast was individualised with internal data points including orders, delivery schedules, budgets and material master data to achieve a precise and reliable monthly up-

dated forecast for more than 1000 materials for the next 12 months. The forecasts will be integrated seamlessly into Eberspächer's existing systems, enabling them to make smarter, data-driven decisions.

The Outcome

While the project is still ongoing, both project partners expect to achieve a significant improvement in forecasting accuracy compared to the previous planning approach, an increase in efficiency and reduced cost of manual labour from high process automation. Finally, they also expect data-driven decision making as a basis for Eberspächer to gain cost savings by reducing inventory.

Project Highlight

The project is still ongoing, but a similar previous project in the automotive industry increased forecasting accuracy by 10%, which is equivalent to a savings potential of several million Euros per year in inventory costs.

pacemaker.ai

pacemaker.ai applies AI solutions to boost efficiency and sustainability in supply chains

pacemaker.ai's software creates highly accurate forecasts and carbon footprints using machine learning algorithms by leveraging AI for a cost-optimised, more efficient and sustainable supply chain.



Headquarters

Münster, Germany

Founded

2021

No. Employees

51+

Website

www.pacemaker.ai

Acknowledgement

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About STARTUP AUTOBAHN powered by Plug and Play

STARTUP AUTOBAHN powered by Plug and Play is an open innovation platform that provides an interface between innovative tech companies and industry-leading corporations.

The basis of the program is the partnership that develops between startups and the corporate business units. The two entities hold an equal footing from the get-go: together they evaluate the potential for a joint venture, move forward to pilot the technology, and work to achieve the ultimate goal – a successful production-ready implementation.

Designed with the intention to exceed startup acceleration, STARTUP AUTOBAHN powered by Plug and Play moderates a community for collaboration with a focus on implementable results.

Over the years, the platform has successfully cultivated over 500 projects with more than 350 startups since its founding in 2016. ■

Project Contact

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