



# DSX Forecasting Fundamentals

1

## Decision Context

Define the decision, scope, time horizon, geographies and level of review required.

2

## Market Structure

Map epidemiology, diagnosis, eligibility, treatment flow, access, pricing and competition.

3

## Assumptions

Make key assumptions explicit, evidence-based and open to challenge.

4

## Forecast Mechanics

Ensure patient flow, uptake, persistence, pricing and share reflect how the market actually works.

5

## Structural Risk

Build delay, access pressure, price erosion and competition into the forecast itself.

6

## Decision Translation

Turn outputs into clear business cases, decision materials, trigger points and action flags.