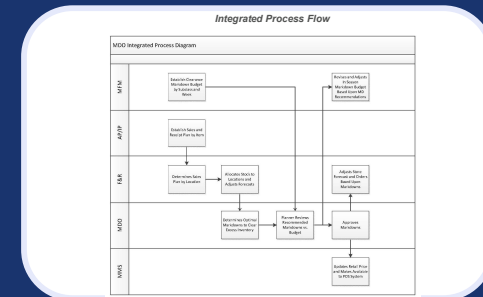


Merchandise Planning & Inventory Management Transformation

Client

A \$1.5B international retailer with multiple channels & banners, specializing in high-end housewares, furniture, and home accessories

Case Study



Challenge

The client was undertaking a major systems overhaul to support its multi-channel, multi-country, and multi-banner operations. They had invested in an advanced merchandising solution covering:

- Merchandise Planning
- Assortment Planning
- Forecasting
- Replenishment
- Markdown Optimization

However, they soon realized they lacked the internal expertise to:

- Develop best practices for these capabilities
- Manage the implementation within their broader transformation program

Approach

Our team led the program management for the planning, replenishment, and markdown system implementation, ensuring seamless integration with other transformation initiatives. We:

- ✓ Designed and implemented new processes
- ✓ Developed and managed test plans
- ✓ Coordinated testing & validation of solutions and data
- ✓ Created training content and supported change management
- ✓ Led project communication to drive adoption

Impact

More accurate forecasting → Reduced stockouts & overages

Optimized markdown strategies → Higher margins

Improved replenishment → Lower inventory costs

Increased profitability → A stronger bottom line

