Retail Replenishment Suite

Improve your fill rates, profile new products, plan and allocate your inventory, and optimize your replenishment with ToolsGroup's powerful Retail Replenishment solution.

// Automatic Replenishment

Manage what's on your shelves with automatic replenishment, including drop ship planning, constraint-based purchase orders, exception-based order review, and an integrated inventory dashboard.

// Smarter Forecasts

Get accurate, demand-driven forecasts that include a forecast tournament, trends, seasonality, lost sales, supersessions, manual adjustments, and promotions.

// Streamlined Inventory Management

Reduce inventory holding and excess stock with smarter forecasts that represent true demand, while minimizing the risks of poor forecasting outcomes such as overstocks, product obsolescence, and lost sales.

// Improved Inventory Turns

Keep inventory flowing downstream with efficient order and line-item fill rates. Understand which products you need, in what quantities, and where they need to flow based on customer purchase trends. Ensure your inventory is rightsized for customer demand, minimizing your inventory investment while maximizing inventory turn.

Based on independent research by Hobson & Co., ToolsGroup customers have reduced lost sales by $2.6M per year thanks to more accurate replenishment planning.

The ToolsGroup Retail Planning Replenishment Suite includes Demand Forecasting, Inventory Planning, and Replenishment modules. By optimizing inventory across their supply chain, leading brands ensure they have the right product in the right place at the right time, maximizing sales potential and service levels – while reducing inventory holding.

Demand Forecasting generates smarter forecasts that represent true demand – not just sales history – and accommodate everything from erratic products to seasonal variations, trends, and lost opportunities. Users can model promotional effects and account for omnichannel demand and fulfillment to meet customer needs anywhere.

Inventory Planning ensures products are in the right place at the right time, and makes it simple for users to calculate the inventory needed to drive higher profit margins and lower inventory costs. Retailers benefit from advanced inventory modeling, enhanced service-level targeting, dynamic ABC classification, and better inventory-level projection capabilities.

Automated Replenishment produces a forward-looking, time-phased order plan that considers sales forecasts, inbound stock, complex supply chains, lead times, and constraints such as presentation minimums, multiples, and MOQs. The replenishment and distribution process offers automation to improve efficiency and exception management, allowing users to focus on more strategic analytical activities.

Drop Ship Planning, Distribution Orders, and Inter-Branch Inventory Transfers

Demand-driven replenishment helps you achieve the ideal order amount to maintain your targeted service levels. The system enables full planning and order flexibility by providing alternative methods of replenishment. All product flow combinations within a distribution network are available, from drop-ship suggestions to distribution center replenishment and inter-branch inventory transfers of excess. The Replenishment system enables you to correctly manage the product flow through your network to optimize your product availability.

Constraint-Based Purchase Orders

Whether it's a purchase order minimum or an imposed container fill rate, real-world situations often constrain your ability to replenish orders as you'd like. ToolsGroup Retail Planning's Replenishment Suite provides a quick and simple wizard to help you approve line-item orders that meet those constraints. The resulting purchase orders release more quickly, reducing planner workload and lead time

Exception-Based Order Review

Order review allows for exceptions to be identified, reducing workload on users. To further improve the efficiency of the business process, filters allow for specific items to be retrieved for ordering, allowing the system to highlight items due for ordering. Within the review, users also get insight into system recommendations, including sales and stock forecasts.

// Supersessions

When you launch a new product, supersessions become vital to ensuring the right amount of product is in your stores or warehouses, helping generate forecasts for items that would otherwise have no sales history. All you have to do is link new products to the sales history of similar existing products. Not only do supersessions improve accuracy in your forecasts, they can even capture seasonality items with insufficient sales history.

// Inventory Dashboard

The inventory dashboard provides a one-shot review of the company's health from an inventory and sales perspective.

Stock mix, improvements in service levels, and excess reduction can be reviewed statically or over time. Dashboard data is classified to highlight areas of concern based on the ABC classifications, and users have the ability to action workflows directly off the dashboard.

// Key Features

- Accounts for seasonality and trends in demand
- Accounts for lost sales opportunities, events, and promotions
- Manages slow-moving, intermittent demand items
- Provides for omnichannel stock optimization
- Supports complex supply chains with multiple alternate sources
- Demand-driven and time-phased to manage proactive replenishment of stock
- Recommends both distribution center and direct store purchase orders
- Provides for stock redistribution between locations, reconsolidation and rebalance at distribution center levels
- Accounts for order scheduling of receipt and shipment of stock across the supply chain

Forecast Tournament

Demand Forecasting uses sophisticated and proprietary modeling algorithms to generate a forecast that's based on true demand history. You don't have to decide which forecasting algorithm will be the most accurate – Demand Forecasting does it for you by automatically running a tournament of best fit. In the tournament, 14 world-class forecasting methods compete against each other to determine which method should be used for a particular product. Each model is back-casted and compared against actual demand, which is computed by the Forecast Method Fit – a measure of forecast accuracy using Mean Absolute Percent Error (MAPE). The model with the best method fit wins and is used to forecast.

Trends & Seasonality

Demand Forecasting keeps up with trends and seasonality by running the same powerful forecasting methods used by the world's biggest brands. Seasonality captures the year-over-year recurring pattern that's typically visible in either weekly or monthly periods. Trends are calculated by removing recurrent and periodic variations, giving added assurance you won't misinterpret seasonal variations as growth or decay.

Minimize Lost Sales

For the most effective demand forecasting, you need true demand history, not just sales history. ToolsGroup Retail Planning provides this critical piece by identifying periods of insufficient stock, which are then used to calculate lost sales. You get the full picture of what sales could have been if stock levels were high enough to meet customer demand.