

Retail chain of different sizes «Assorti», «Ekonom»

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"We received a comprehensive inventory management system. As a result of its use in the chain, procurement processes transparency increased, main indicators improved: inventory turnover was accelerated, overstocks were reduced. We appreciate the implementation team for operational efficiency, for flexible approach to our wishes during the project, for qualified consultations".

Markushev Maxim,
JSC Assorti Executive manager

IMPLEMENTATION EFFECTS:

- ① Presence of goods level increased to **98 %**;
- ② Margin on the operated categories raised **2,7** -fold;
- ③ Turnover indicators were improved;
- ④ Assortment was optimized;
- ⑤ Obsolete inventory level was reduced;

ABOUT THE COMPANY

Ассорти
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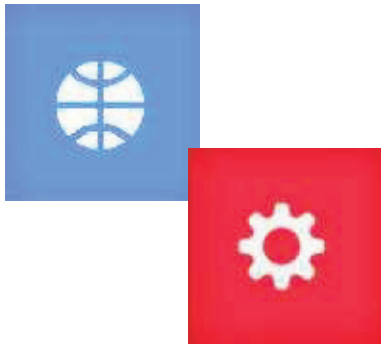



“Assorti” and “Ekonom” retail chains

- **37** stores in the Komi Republic,
- **16750** sq.m. cumulative floor space ;
- **11 895** unique SKU;
- **50 000** buyers per day,
- own vehicle fleet of **45** cars;
- distribution subdivisions and wholesale trade with branches.

BACKGROUND

- All orders in the chain were placed in semi-automatic mode that increased labor costs and decreased order quality.
- There was no fast analysis possibility of commodity stocks level changes in storage points.
- There was no tool, which allowed to trace the process of commodities movement thoroughly.
- There were no regulations and convenient tool that allowed to analyze overstocks and out-of-stocks reasons.
- All these reasons negatively reflected on inventory management quality, and, as a result, on overall performance of the chain. The company received less sales and profit.



AIMS OF THE PROJECT

- Commodity stocks surplus reduction and assortment optimization;
- Presence of goods level increase;
- Turnover indicators improvement;
- Staff working hours optimization due to stocks and orders work processes automation.

At present moment, there are 126 thousand items under the system control. The system automatically places and dispatches orders to 226 suppliers.



RESULTS



Goods with low turnover were revealed and brought out of assortment; the assortment is reduced by **14%**



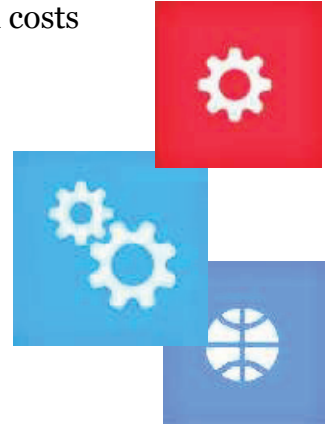
Presence of goods level increased to **98%** due to the order fulfilling improvement



Costs on commodity stock supplying reduced by **13%**

Margin on operated categories increased 2,7 - fold.

- < Owing to detailed planograms description and shelf space optimization, the level of commodity stocks decreased.
- < The reporting system to control stocks condition (about 30 reports) is implemented.
- < Working conditions with suppliers aimed to increase deliveries reliability are reconsidered.
- < The promotional goods delivery scheme is optimized, transportation costs are cut down.
- < Inventory management key indicators are presented as dashboards. Data are updated in real time that allows to trace stock condition quickly.



CASE STUDY

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