Integrated Merchandise Planning

Case Study

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Client Profile

The client is a large retailer with stores across North America both corporate and franchises. The client is growing via store openings and through acquisitions.

Business Problem and Complexity

The merchandise planning process and systems did not meet the merchants group requirements. They were very early in their merchandise planning journey and did not have an integrated merchandise planning tool. To that extent, the customer was considering investing in a packaged-software at a high cost and at a high risk due to the lack of strong processes within their merchant group.

The Spice Insight MPF solution, an integrated and robust Excel-based toolset with software-like capabilities were selected to fulfill the needs for Merchandise and Assortment planning. The solution was considered to be a highly functional tool with similar capabilities as those offered by other more expensive packages. The solution was deemed to be ideal in it could be configured to handle the complexities from having different companies, different countries and currencies, wholesale and retail operations and corporate and franchised stores.

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SPICE Solution and Services

Spice Insight MPF tool was deployed in two phases. The customer was able to start using the Merchandise Plan tool, together with historical data and hierarchy in just 3 months. The second phase leading to Assortment planning was delivered in 4 months. Deliverables included an integrated solution covering:

- Top Down - Bottom up planning – Finance and Merchant groups
- Merchandise Plan with Pre-Season and In-Season forecast plus Open to Buy
- Toolset to create Store level Sales plans
- Store clustering model integrated to Store Sales Plans
- Assortment Planning by season
- Step by step documentation and instructions
- On-site training and support

As a result, our client was able to have access to a fully functional Merchandise and Assortment Planning system in a very short time. The simplicity of use, the documentation, training and support provided allowed the client to lower its risk and costs and position them for success.

Enabling Modern Commerce for Organizations with Complex Supply Chains

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