



Merchandise Planning Implementation

Deployment of a merchandise financial planning (MFP) solution utilizing an agile methodology, including software configuration, integration, and testing.

The Client A \$15B+ specialty retailer, operating in more than 35 countries through multiple channels, store formats, and brands.

The Challenge

This retailer was experiencing flat sales and compressed margins, but its planning capabilities limited its ability to analyze the business and develop appropriate strategies.

Specific challenges included:

- Lack of integration between sales, margin, and inventory planning
- No standard workflows across the businesses
- Legacy solutions and spreadsheets
- Minimal reporting capabilities
- Changing accounting methods
- Limited window of time for an implementation

The Parker Avery Group specializes in transforming retail and consumer goods organizations through development of competitive strategies, business process design, deep analytics expertise, change management leadership, and implementation of solutions that enable key capabilities.

The Parker Avery Solution

The Parker Avery Group assisted the retailer in deploying a merchandise financial planning solution utilizing an agile methodology.

Parker Avery provided project management, business consulting, application expertise, and change management consulting to enable a rapid implementation.

Keys to the project’s success included:

- Leveraging Parker Avery’s knowledge of industry best practices
- Utilizing a “do-learn-do” iterative approach to design and build
- Gathering stakeholder buy-in at frequent, multiple checkpoints
- Considering change management requirements
- Developing thorough training materials and curriculum



The Result The Parker Avery Group successfully delivered merchandise financial planning processes, software configuration, integration, testing, training, and deployment in five months. The project was delivered at half the cost and time of a typical large commercial implementation.

Learn more about us at ParkerAvery.com

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