THE Parker Avery GROUP

Enterprise-wide Planning Solution Drives Global Retailer's Agility

Client Challenge

Despite being one of the largest global retail chains operating over 10,000 stores, the company experienced challenges due to organizational silos with no effective collaboration mechanism. Short-term financials led most of the decisions, and there was no simulation environment available to model the impact of proposed strategies and tactics. This insulated operating model limited the company's capabilities around strategic planning, decision-making, and execution of key initiatives.

Additionally, key metrics and analytical methodologies used for reporting, as well as diagnostic, descriptive, and prescriptive studies significantly varied across the organization. These variations further limited the company's ability to react to market conditions with agility.

Parker Avery Solution

- Implemented Enterprise Intelligence for LRP and AOP forecasting to right size inventories and store operations
- Produced enterprise demand signal across a five-year forecast to manage inventory investments, store remodels, and other capital outlays
- Surfaced signal for multiple metrics

- Deployed a simulation capability to test the impact of changes to demand drivers (e.g., inflation, customer sentiment, COVID-19, historical pricing) across functional areas
- Enabled collaboration across multiple functional areas

RESULTS

IMPROVED EFFICIENCY

STRONGER COLLABORATION

BETTER INVENTORY MIX PERFORMANCE

With the help of a more accurate and stable unified demand signal, the client was able to significantly reduce the amount of time and resources required to build out the strategic plan. Combined with the scenario modeling capability based on relevant demand drivers, the client is now able to drive automation and agility at the enterprise level in a highly collaborative manner. The company continues to leverage Parker Avery's Enterprise Intelligence platform across multiple functional areas.

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

Learn more about us at ParkerAvery.com

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