

Retailer Selects Science-Driven Forecasting and Replenishment System

Client Challenge

This US-based big box home décor retail chain has a complex assortment ranging from small décor items to large furniture. The assortment is sourced from a combination of domestic partners and direct sourcing overseas, requiring an efficient process to optimize inventory placement within the store network as the organization looks to grow the store count significantly.

The company's existing allocation system has been in place for many years and is unable to support new capabilities required to support the evolving business needs, including demand forecasting and automated replenishment. To address these needs, a new solution supporting demand forecasting, allocation, and replenishment was needed. The new systems must integrate and align with the recently deployed planning solutions while enabling increased efficiency in the fulfillment process.

Parker Avery Solution

Working closely with the client, Parker Avery:

- Defined future-state business requirements
- Developed a comprehensive RFP
- Developed key business scenarios and demo topics aligned with the business requirements
- Tailored a scoring tool to capture the selection team's impressions and insights during vendor demos
- Facilitated and supported vendor demos
- Summarized all responses and scoring results
- Coordinated reference calls with customers actively using the proposed solutions
- Led quantitative and qualitative evaluation of the solutions, arriving at a recommended solution provider for demand forecasting, allocation, and replenishment

RESULTS



FUTURE BUSINESS
CAPABILITIES DEFINED



SOLUTION ASSESSMENT
COMPLETED



NEW SOLUTION
SELECTED

With a thorough review and evaluation of leading solution providers in the fulfillment space, the client has confidence that the selection process and recommendation will enable them to evolve their business. The addition of science-based demand forecasting and replenishment capabilities to their current business process will drive much more efficient use of their inventory.