



Core Merchandising and Finance System Selection to Drive Visibility and Results

Client Challenge

This privately owned retailer and wholesaler of footwear and accessories, with over 2,000 stores globally, was using three highly customized systems across their retail, wholesale, and franchise businesses.

The client wanted an unbiased retail-focused consulting partner to help them select a best-in-class core merchandising and finance solution to standardize their operations into one system with a common view of their global inventory. As part of a system selection process, the retailer also wanted to identify business process improvements.

Parker Avery Solution

Using the firm's objective, proven system selection approach, Parker Avery guided the client through the selection process and helped determine the best core merchandising and finance system for its business. Parker Avery's key activities during this project included:

- Assessing current business processes and defining future-state requirements based on best practices
- Researching applicable systems and planning the system selection strategy
- Creating demonstration scripts and scoring mechanisms to allow the client to rate vendors using common criteria
- Tabulating demo scoring results and presenting strengths and weaknesses of the systems
- Defining the business case and implementation roadmap to support the selected software provider
- Conducting a thorough analysis of past deployments to assess the retail viability of the selected solution and identify key implementation learnings
- Assisting the retailer in selecting the system integration (SI) partner for the implementation
- Defining new business processes to support the client's new operating model

RESULTS



CORE MERCHANDISING SOLUTION SELECTED



NEW BUSINESS PROCESSES DEFINED



SYSTEM IMPLEMENTATION PLAN INITIATED

The client selected a core merchandising system that will handle all channels of their business and allow real-time data visibility for the client's users.

After completing the system selection process and reviewing the business case and roadmap, the client enlisted Parker Avery's assistance to proceed with the core merchandising and finance system implementation.

