



Retail



Anamind helped a top retail company manage inventory, improve fill rates and reduce ageing leading to better service levels and sales performance

## CASE OVERVIEW

The company is engaged in retail business with over 30 stores across the country representing some of the world's best known and most respected technology and fashion brands.

Fast growth in business and store expansion brought operational challenges of inventory management. The risk of ageing inventory vs loss of sale was a typical tough choice for procurement. The entire inventory management process was manual using spreadsheets and managed by junior staff members.

There were frequent complaints by store sales team about lack of adequate inventory leading to potential loss of sale. The procurement team was struggling with the poor order fulfillments.

## KEY CHALLENGES

### Judgment Based Stock Management

No statistical demand forecast  
Merchandising plan based purely on judgment  
Manual stock planning by sales team

### Poor Fill Rates At Store and Warehouse

Judgment and availability based supply management. Imbalances not identified

### No Tracking & Analysis Mechanism

Reports were typically data dumps.  
No analysis and tracking of demand and stocks

## SOLUTION

### Automated Inventory Management

State of art planning tool  
No capex investment. Plug & play  
Statistical forecast at SKU level

### Defined Norms To Improve Fill Rates

Automated forecast & norms based supply. Auto correction of demand due to past poor fill rates

### BI Based Demand Sensing Reports

Trend, market share & promo analysis  
Exceptions report to review forecast  
ABC & forecast error bucket analysis

## KEY BENEFITS

### Quick forecasting capability deployment within 2 weeks

Advanced statistical forecasting system and BI platform  
Resource agnostic robust process

### Improved Fill Rates By 50% Within 4 Weeks

Resulting in higher sell through just on account of better stocking

### Enhanced Analytics and Data Driven Process Capability

Better demand sensing resulting in quicker response times

*"Anamind has put in place a very structured yet dynamic process for effective forecasting and inventory management. In particular they brought deep expertise in the subject combined with effective communication to bring all users and stakeholders on board and to ensure effective roll out of the process "*

Customer Feedback

## EASY, POWERFUL & COLLABORATIVE PLANNING SYSTEM



# MACHINE LEARNING



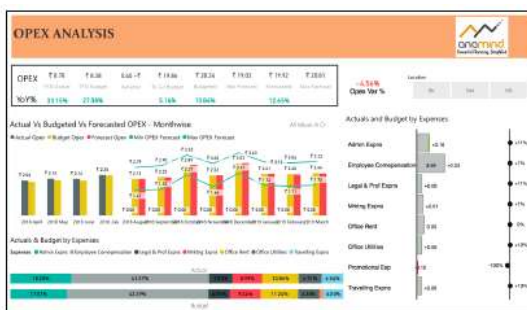
## COLLABORATIVE



MULTI USER

INSIGHTFUL & ACTIONABLE BUSINESS INTELLIGENCE

## PERFORMANCE SCORECARDS



## SUPPLY PLANNING REPORTS

**BUSINESS PLANNING TRAINING** | **PLANNING SERVICES**

## PLANNING SERVICES



## CLASSROOM



## CONSULTING

India's Top Demand Planning Solution  
Providers – 2021



Best demand forecasting solution provider  
– Institute of Supply Chain Management



One Of the Top Six Planning Solutions  
Provider



## + About Us

Anamind helps companies build better planning and forecasting capability by offering process consulting, planning systems, business intelligence platform for planning process, training and certification.

We work with companies across multiple sectors and revenue size helping them build or improve upon to adopt a world class planning process.

## + For more information contact

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