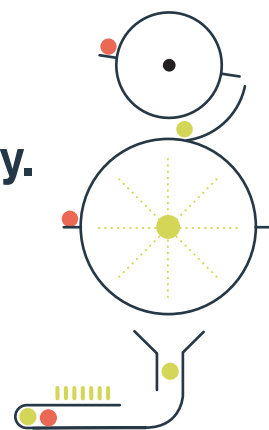


HOW TO

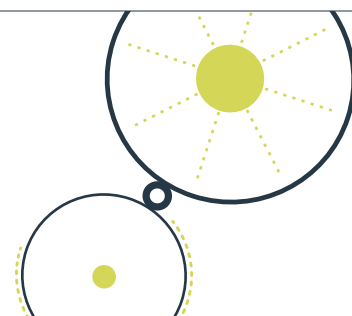
shift your inventory mindset **for agility.**

Inventory management is key for profitability in retail. Consumers today have high expectations; they want to be able to shop seamlessly wherever, whenever they want. Managing your inventory is no longer a set-it and forget-it endeavor. So, how do we make the shift to agility?



Consumers see runway trends and are no longer willing to wait 6 months before merchandise hits their local boutiques. They have access to a huge variety of products across many verticals and can shop 24/7.

Today, communication is instantaneous and demand is continuous, forcing brands and retailers to shift their mindset in order to meet this new breed of customer. Here's a snapshot look at inventory management techniques comparing a traditional to a more modern mindset.



TRADITIONAL MINDSET *reactive*

Inventory planning based on “beating last year”, yet often the conditions (ie) weather, staffing are not considered.

Space driven planning.

Separate inventory plans for each channel.

Seasonal assortment planning that is set & forget.

Annual inventory audits.

Vendor dictates buying terms.

MODERN-AGILE MINDSET *proactive*

Inventory planning based on current customer demand.

Sales driven planning, micro plans by merchandise class, location, season and brand.

Holistic inventory plan that incorporates all channels and is unified by customer demand.

Assortment planning based on current trends.

Regular partial inventory counts.

Retailer demands terms and backs up with sales data.

