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Vision Inventory Management

Proving the Return on
Your Investment



Few retail supply chains operate as efficiently as they should – many have access to sales and inventory data, but not many know how to use this information to maximize their supply chain efficiency.

One customer sought to maximize sales in a market experiencing a slow decline year-over-year. Over any given 12-month period, the business averaged a retail in-stock rate of 85%. This meant that up to 15% of sales volume was potentially being lost due to out of stock items.

The customer began researching inventory management solutions to maintain higher availability while keeping returns to a minimum. They wanted a tool with the power to make recommendations and capture opportunities as they occur. The system also needed to allow different methodologies to be deployed at different stages of their product's life cycle, managing items from initial placement through to end of life.

“By using Vision Inventory Management for our replenishment and demand planning, we have increased our sales, improved our forecast accuracy and reduced our returns rate.

The efficiency of the Vision system has allowed us to achieve significant supply chain improvements and streamline our resources.”

Vice President of Operations
Global CPG Brand

Vision Inventory Management was selected for its advanced replenishment and demand planning capabilities, as well as its sophisticated reporting functionality. Another important factor was that Vision can incorporate additional considerations such as operational costs and processing returns.

With Vision, the customer is able to be more accurate and more reflexive. In-store availability increased from 85% to almost 99%. Trends analysis allowed for almost 100% availability during peak holiday seasons, turning that 15% potential sales volume into realizable revenue.



The **Vision Advantage** is plain to see – customers enjoy increased sales with higher stock turns, lower retail returns and a reduced inventory stock position.

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Avolin provides critical software solutions to enterprises around the world, specializing in Customer Relationship Management, Knowledge Management, IT Support and Supply Chain Management. Over 1,400 customers in more than 50 countries use our portfolio of solutions to help them provide outstanding customer service, keep their day-to-day operations running smoothly and make intelligent decisions based on relevant and real-time data. Our customers are at the center of everything we do and our singular goal is to deliver the right solutions for their industry-specific workflows helping to keep them at the forefront of their industries. For more information, visit www.avolin.com.