

IT'S A RETAIL REVOLUTION ILLUMINATE THE POSSIBILITIES

Fresh and ultra-fresh product ranges are key to remaining competitive as customers demand the freshest foods, at competitive prices, right now. No matter the product or channel, inventory out-of-stocks can cost you sales now and later. Demand for the same product can vary across your store locations, making it a challenge to order the right amounts. How will you keep the right amount of inventory in-store while minimizing waste?

Today, artificial intelligence can help you gain a competitive edge, automating store replenishment and reducing out-of-stocks by as much as 80 percent. As part of the JDA® Luminate™ family of SaaS, IoT and artificial intelligence solutions which extends and enhances JDA's product portfolio, Luminate Store Fulfillment helps you benefit from the power of digital-edge technologies. Luminate Store Fulfillment delivers accurate, granular demand forecasts that let you reduce waste while also cutting down on unnecessary manual interventions. Store Fulfillment calculates demand and optimizes order decisions by store, product and day, with independent forecast calculations for each store and product for unmatched accuracy. Once it learns the dynamics of item demand, Store Fulfillment analyzes data and delivers accurate, probabilistic demand predictions with 200+ factors impacting demand – giving you more accurate results than traditional forecasting methods, the right inventory levels in store and powering future optimizations.

INTRODUCING LUMINATE STORE FULFILLMENT, PART OF THE JDA LUMINATE™ FAMILY

Luminate Store Fulfillment, powered by Blue Yonder, delivers a competitive edge, automating store replenishment and reducing out-of-stocks by up to 80%. Reduce waste and manual interventions – Luminate Store Fulfillment delivers unmatched precision with granular demand forecasts. Once it learns the dynamics of item demand, Luminate Store Fulfillment analyzes data to deliver the most probabilistic demand predictions within a 21-day horizon.



Ready to demystify the black box? Learn the scientific process behind this elegant technology and discover how you can position your business to reduce waste and overhead like this grocery chain did using Luminate Store Fulfillment.



A STEP-BY-STEP SUCCESS STORY:

CUSTOMER:

Large European Grocer

CHALLENGE:

Losing sales due to out-of-stock items and wasting product and workforce resources with excess inventory in backrooms and high manual efforts to generate demand forecasts

GOAL:

Increase product availability and sales



While this story is unique, the sequence of events looks the same for every retailer:

- 1) The retailer conducted a 3-month pilot with Luminate Store Fulfillment (in this case going into the holiday season)
- 2) Luminate Store Fulfillment calculated demand and produced replenishment recommendations based on 5 years of customer data
- 3) Based on the pilot's success, the grocer deployed Luminate Store Fulfillment to cover 26,000 SKUs in 130 categories across 490+ stores
- 4) Working with Blue Yonder, a JDA company, the retailer phased out outdated legacy systems for fresh and produce and pull this information into their core systems
- 5) The project expanded to include ordering all medium and short-life fresh foods and product (fruits and vegetables) in 490+ stores
- 6) 12 months later, Luminate Store Fulfillment places orders for 30,000 SKUs 365 days a year, making 515.5 million calculations daily with zero manual efforts

AND THE RESULTS?

The grocery chain saw results across the board:

60+

Million GBP annual increase in recurring gross margin of Luminate Store Fulfillment replenishment achieved

2-3

Days on average decrease in stock holding in stores – reducing in-store inventory for long life fresh and ambient

60

Hours weekly (1.5 FTE) reduction in work by boosting in-store workforce efficiency – with 99% automation

30%

Reduction in shelf gaps and increased product availability

LEARN WHAT'S POSSIBLE FOR YOUR BUSINESS

Learn more about how Luminate Store Fulfillment and JDA's Luminate Retail family of solutions can optimize your business at every level and store location.

Visit [JDA.com](https://jda.com) to contact one of our product experts.