



 indikator

Your **real** need

☑ Index

## What will we see in this presentation:

- What problems do we solve;
- Consulting and implementation;
- Our Tecnology;
- Next Steps.



☑ | Your real need

# What problem do will we solve

The **Stock-Out and Over Stock** are some of retail's biggest enemies

Supermarket retail chain loss selling

R\$ 39 bi

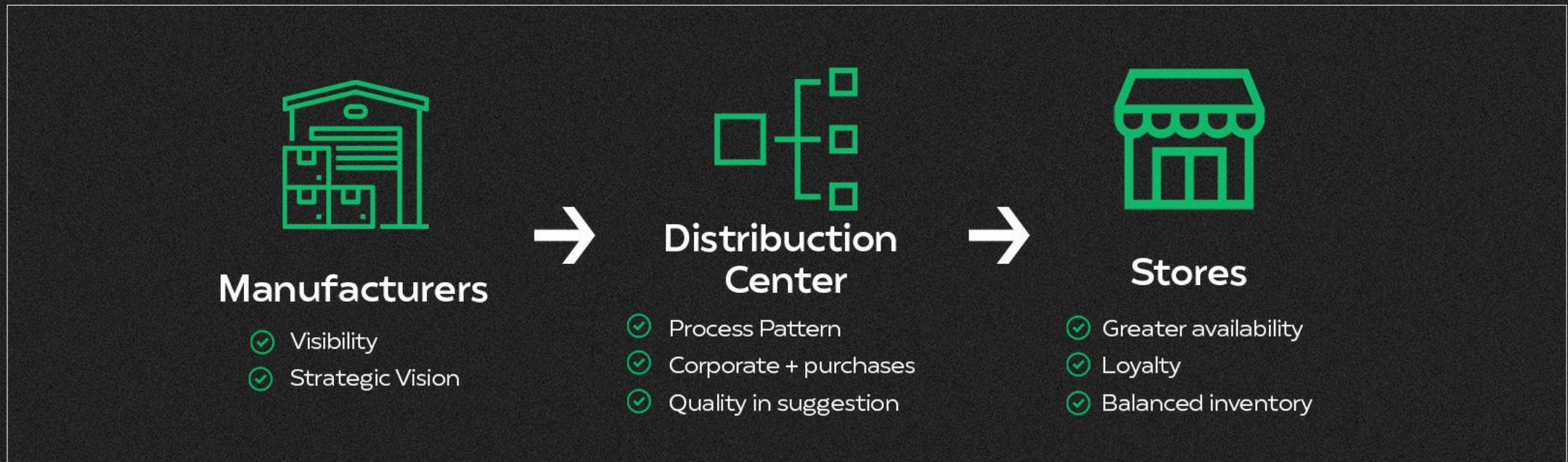
Unnecessary Stock accounted

R\$ 48 bi

Source: Nielsen / Abras / Super Hiper / Indikatore  
Data from Brazil 2018

Looking to solve this problem through excellence  
in demand and inventory management, we created Indikatore

Our solution encompasses all aspects of the supply chain and demand management, right from your customer ,to your store, to your distribution center and external stakeholders, such as the suppliers, and brings them all together to deliver the best results



# The process works in **3 steps**

# 1

## **We study your company**

Our specialists study the current process of your business and model the implementation of the system. **We adapt the systems to your needs to maximize results.**

# 2

## **We implement and customize the system**

We went on to implement the system in the company. **This part is on us.** We customize the dashboards according to the needs of your business.

# 3

## **We train your team**

It's time to train your team for a new stage. Our objective is to train all employees. Our goal is to train the employees involved, without leaving any doubts or limitations. For your company to achieve the best results. We follow all the steps so that your team can be will able to continue the work. **Our company maintains constant support of the implementation.**

A person is seen from the side, sitting at a desk and working on a computer. The background is a blurred office environment. The text is overlaid on the image.

“Cutting-edge technology,  
**specialized and humanized**  
consultancy”



# Our Technology

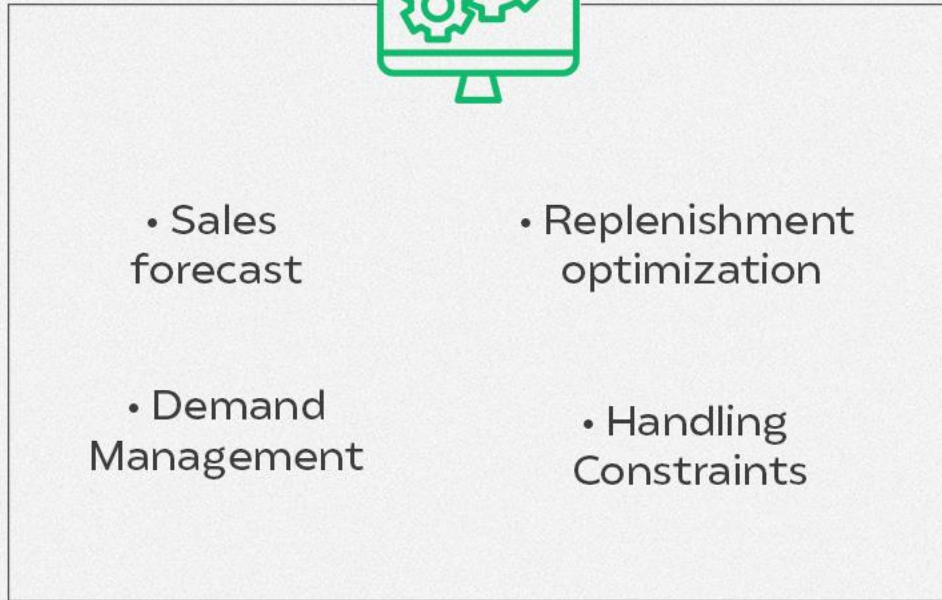
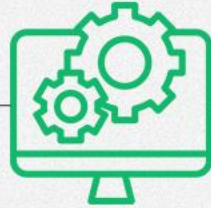
How we deliver our solutions:

Our system works **integrated** with the ERP, receiving data and **sending Forecast, Order to Buy and Orders to Replenishment** among other features





# Indikatore solutions and final products



Order to buy + DRP    Visibility    Checkmix    VMI



# Platform's **Features**

•  
•



Forecast



real consumption



Purchasing Plan



DRP (Replenishment Optimization)



Main Activities



KPIs Management



Scheduling Orders and Replenishment



Operation Quality Assurance



Process Alerts



Analytics



Demand Management



Virtual Item



# Nexts steps:

## **Proposal submission**

- Technical detailing
- Negotiation

## **Customer acceptance**

## **Implementation and technical setup**

- Face-to-face visit by the consultant specialist
- Implantation in the predetermined time (onboarding)

## **Ongoing**

- The consultant or customer success periodically carries out strategic monitoring to ensure that results are achieved

# Who are you partnering with

In the more than 100 stores we serve to date, the average results achieved with our technology were 30% drop in rupture and 25% drop in inventory coverage. In order to achieve results like this, we bring together in our team developers who support the product and specialized consultants with great experience in retail.

Our solution integrates with the customer's ERP, extracts data, and then processes with our Azure + ML algorithms. Then, the information is updated and the end user as viewed in Webapp Azure. Our Supply Chain Platform uses ML .NET libs to forecast offers, to achieve a MAPE below 20% to 75% of the SKUs available on offer.



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