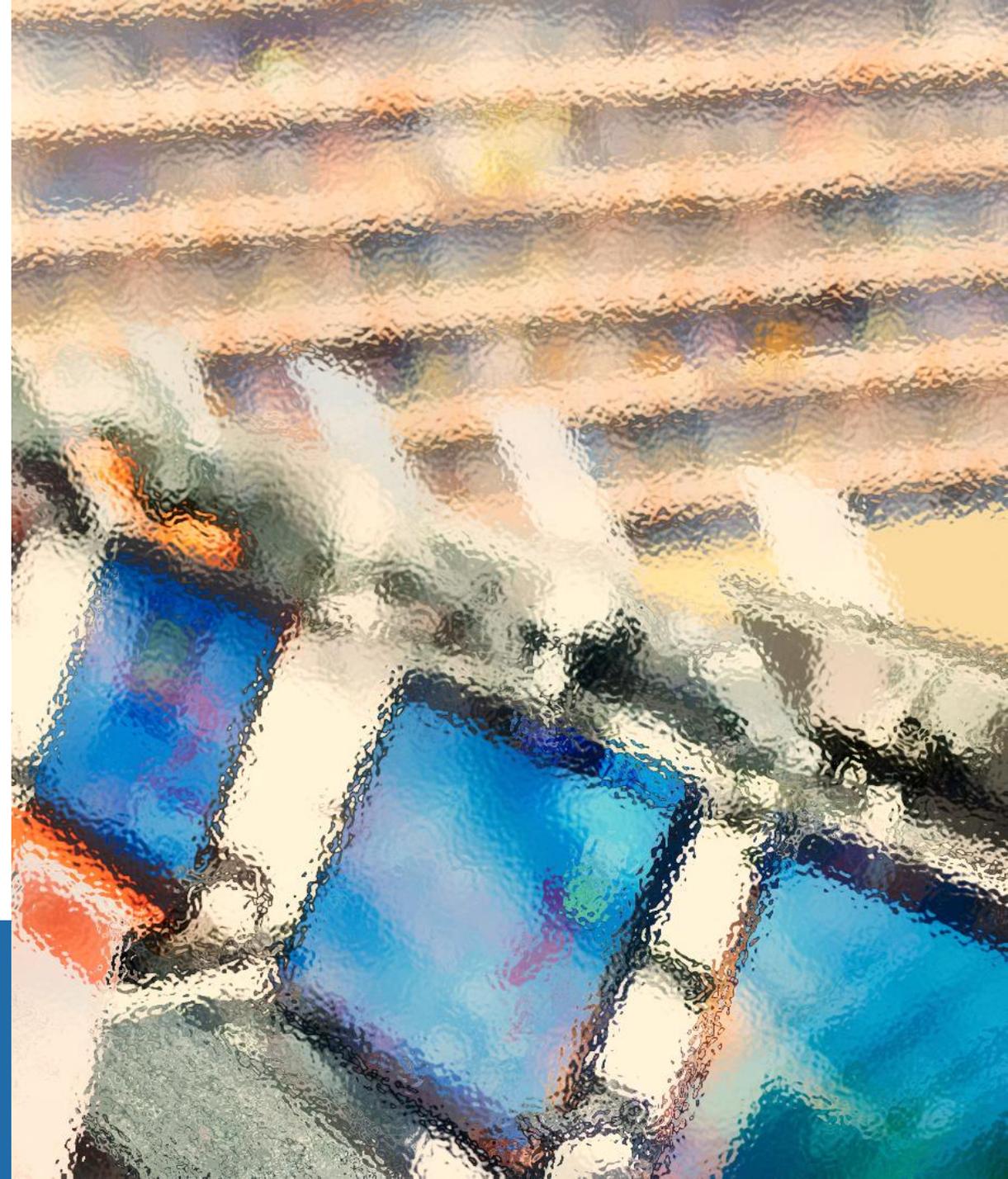


# INVENTORY DISTORTION

THE PRICE  
OF NOT KNOWING

POINT OF SALE  
Advanced Analytics  
Solution Services

retail  
**HARVEST**<sup>®</sup>  
insights to stay ahead



# A BIG PROBLEM OR A GREAT OPPORTUNITY?

\$ 47.4B  
OVERSTOCK

WHEN ITEMS ARE NEEDED TO BE SOLD AT A LOSS BECAUSE THERE ARE TOO MANY. OPPORTUNITY COST NUMBERS ARE MORE THAN DOUBLED.

## PRINCIPAL DRIVERS

- FORECASTING
- SUPPLIERS
- WEATHER



\$ 77.1B  
OUT OF STOCK

WHEN CUSTOMERS WANT TO BUY SOMETHING BUT DON'T DUE TO UNAVAILABILITY OF MERCHANDISE THEY WANT TO BUY (FOR REASON OTHER THAN PRICE.)

## PRINCIPAL DRIVERS

- DEMAND PLANNING
- INSTORE OPPS
- SUPPLIER

# SERVICE PROCESS

BIG DATA INGESTION  
FROM  
MULTIPLE SOURCES

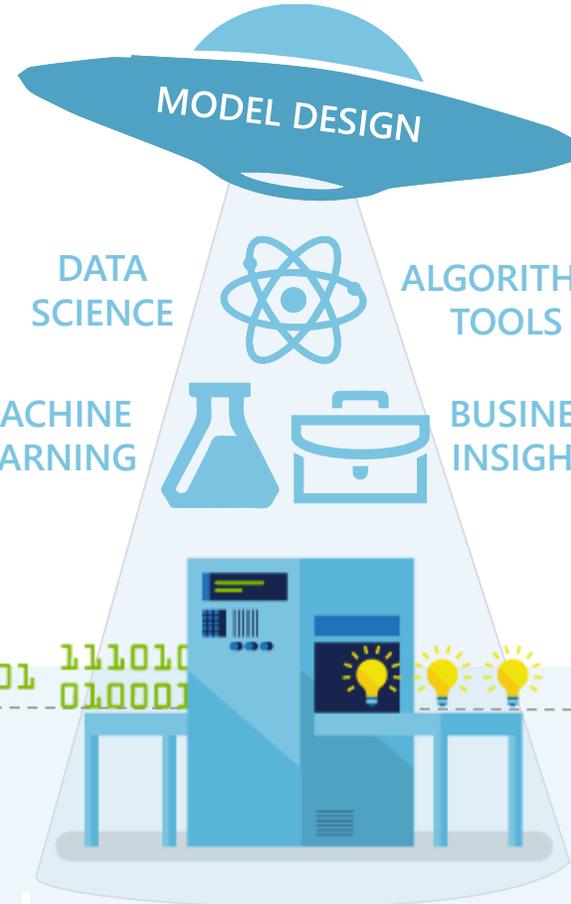


MULTIPLE  
POINT OF  
SALE DATA

Collect, Ingest  
and prepare



Monitor and  
Manage



Transform and  
analyze



Publish and  
consume

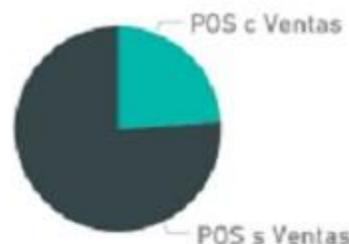


ACTIONS

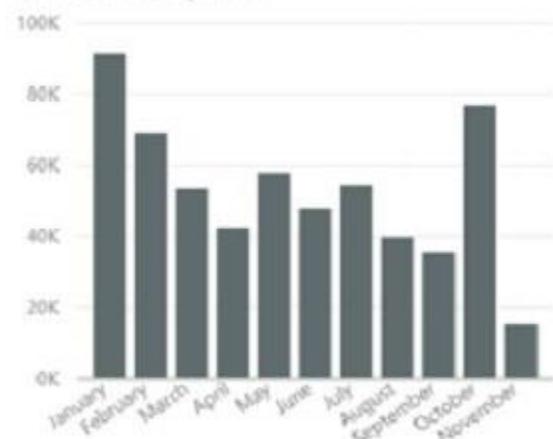


marca	Ventas Totales \$	% Participación
producto UNO	\$11,268,775	48.28 %
producto DOS	\$4,591,173	19.67 %
producto TRES	\$3,013,970	12.91 %
producto CUATRO	\$2,816,677	12.07 %
producto CINCO	\$1,648,850	7.06 %
producto SEIS	\$0	0.00 %
<b>Total</b>	<b>\$23,339,445</b>	<b>100.00 %</b>

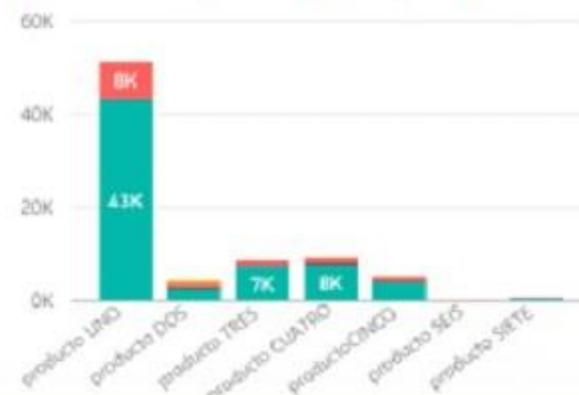
583,794	\$23,339,445
Ventas Totales U	Ventas Totales \$
93,459	\$2,400,745
Inventario LW U	Inventario LW \$
56,855	\$2,295,282
Promedio M U	Promedio M \$
-80	-54
MOM % U	MOA %
15,241	\$386,630
MTD U	MTD \$
9	\$368
Rotación Inv U	Rotación PP
15,241	\$386,630
Pronóstico W U	Pronóstico W \$
74,959	\$2,004,223
Pronóstico M U	Pronóstico M \$
79,503	\$2,121,808
Oportunidad Semanal U	Oportunidad Semanal \$
79,503	\$2,121,808
Oportunidad Mensual U	Oportunidad Mensual \$
\$40	508
Precio Promedio	Ventas Promedio Diario
0.94	



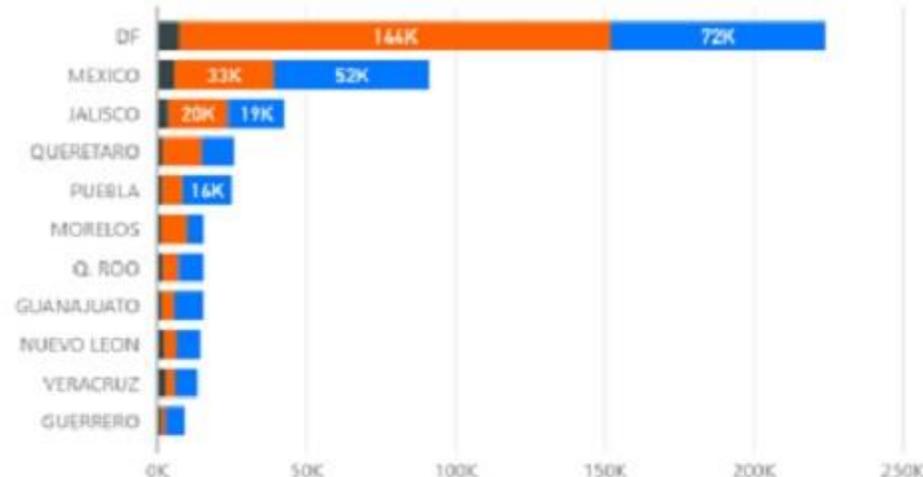
Ventas Totales U by Month



● Sobre Inv LW ● Bajo Inv LW ● Inv Congela... ● Sin Inv LW



Formato ● Bodega ● SAMS ● Superama ● Supercenter



Filters

Report level filters

Formato(All)

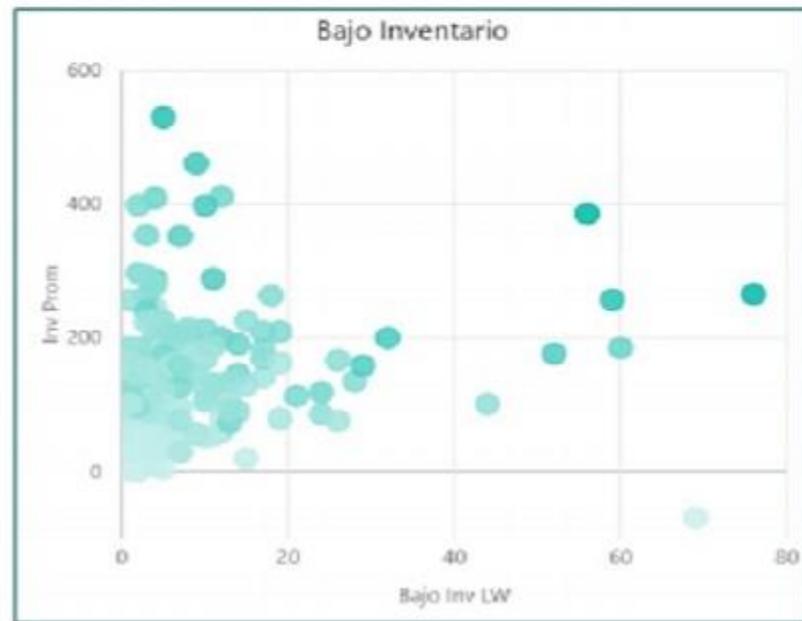
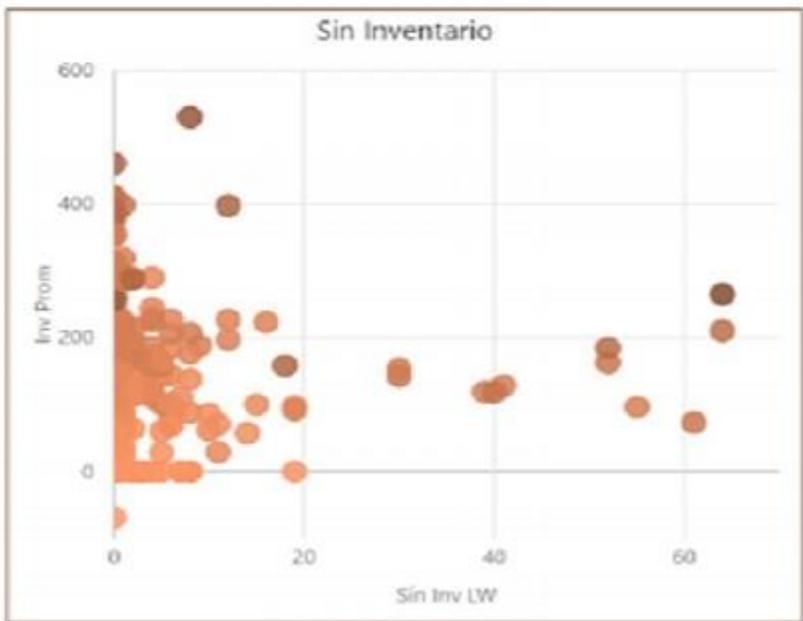
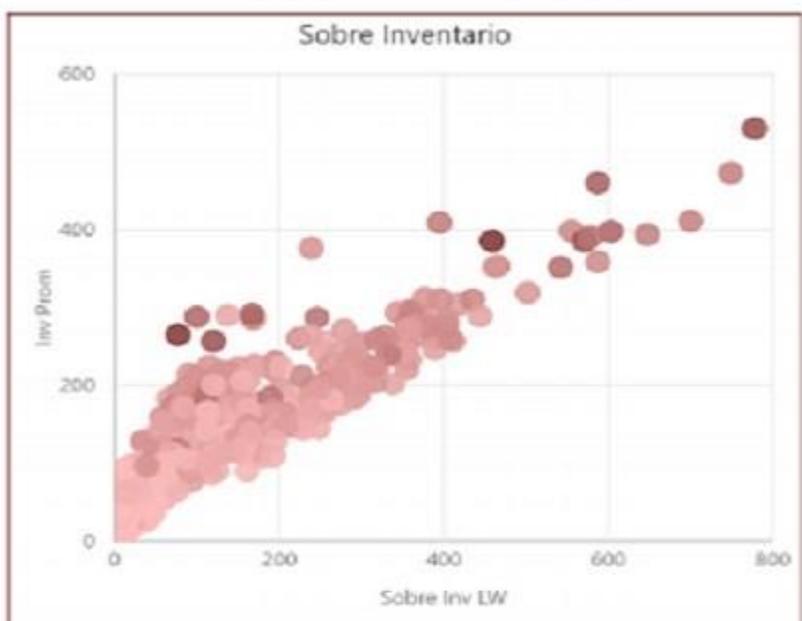
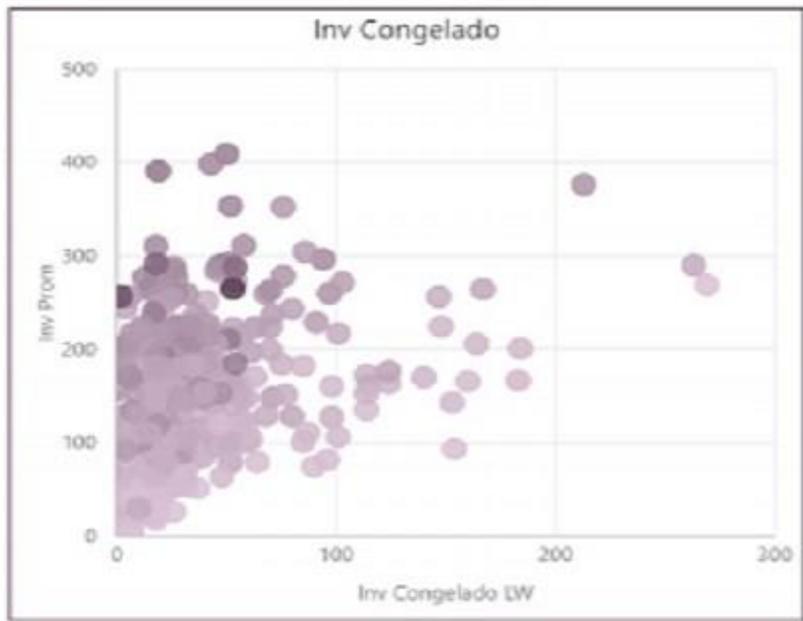
Filter Type

Basic filtering

- Select All
- (Blank)
- Bodega 1742
- SAMS 162
- Superama 106
- Supercenter 256

marca(All)





OUT-OF-STOCKS HURT THE BUSINESS DUE TO LOST SALES AND OVER-STOCKS CAUSE HIGHER MARKDOWNS AND LOWER MARGINS.



**“SINCE IMPLEMENTING RETAILHARVEST, WE HAVE SEEN OUTSTANDING BENEFITS BY REDUCING OUR RECOLLECTION-TIMES BY 80%, OUR DATA RELIABILITY HAS IMPROVED AND SO HAS PRODUCTIVITY AS WE NOW HAVE A CLEAR VISION OF OUR ANNUAL POINT-OF-SALE SALES OF MORE THAN \$600 MILLION US DOLLARS.”**

- HP PARTNER SALES SUPPORT COUNTRY MANAGER

75 CHAINS IN 15 COUNTRIES

# Thank you!

FOR MORE INFORMATION  
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