

Retail Chain «EVRIKA»

Магазин №1 / поставщик №113
Родастирование нового регулярного заказа

Склад: Магазин №49
Поставщик: Поставщик №151
Создание / дата прибытия: 17-11-2016 / 21-11-2016

Действия	SKU	Количество	Название	Монитор	ОПБ показатель	Единица измерения	Цена закупки	MOQ	Буфер	Остаток	Вес	USQ
<input checked="" type="checkbox"/>	182720	3.000P	Носки детские "DILKO" для девочек р.14-15	NON	95%	шт.	51,50 RUB	3	4	1	0	3
<input checked="" type="checkbox"/>	182721	3.000P	Носки детские "DILKO" для девочек р.16-18	NON	95%	шт.	51,50 RUB	3	4	1	0	3
<input checked="" type="checkbox"/>	311362	3.000P	Колодки женские "Telia" 40 для р.3. Сервиса (P/NO)		94%	шт.	110,00 RUB	3	8	3	0,052	3
<input checked="" type="checkbox"/>	182717	3.000P										
<input checked="" type="checkbox"/>	311277	30.000										

ВСЕГО: Стр. 6 Вес: 0.630

Рабочий стол

Ежедневные задачи

- Все показываю
- Объем данных не составляет
- Все заказы созданы успешно
- Неуправляемые заказы (37)
- Задерживаемые товары (75)
- Необрабатываемые карточки товаров (116)
- Буферы увеличены
- Буферы снижены
- Критические ошибки

00:35:57

Поставщик, выполняющий заказ в отведенное время. Ваш доходность составил 100% в расчете на день после 17:00

Количество товаров с излишками и упущенными продажами

- ТОП: 110 445
- Новые: 50 829
- Лидеры: 1 020

Илишки: 23%

Упущенные продажи: 0.2%

Оборачиваемость: 38 дней



non-food retailer

Consumer electronics & home appliances retail chain in Kazakhstan

- Consumer electronics and home appliances retail chain in Kazakhstan
- More than 15 000 SKUs in assortment
- 1 Distribution Centre (DC), 12 small, medium and super stores in 7 different cities across the country
- Constant expansion to new locations

SITUATION PRIOR TO SYSTEM IMPLEMENTATION

Inventory management processes were not centralized

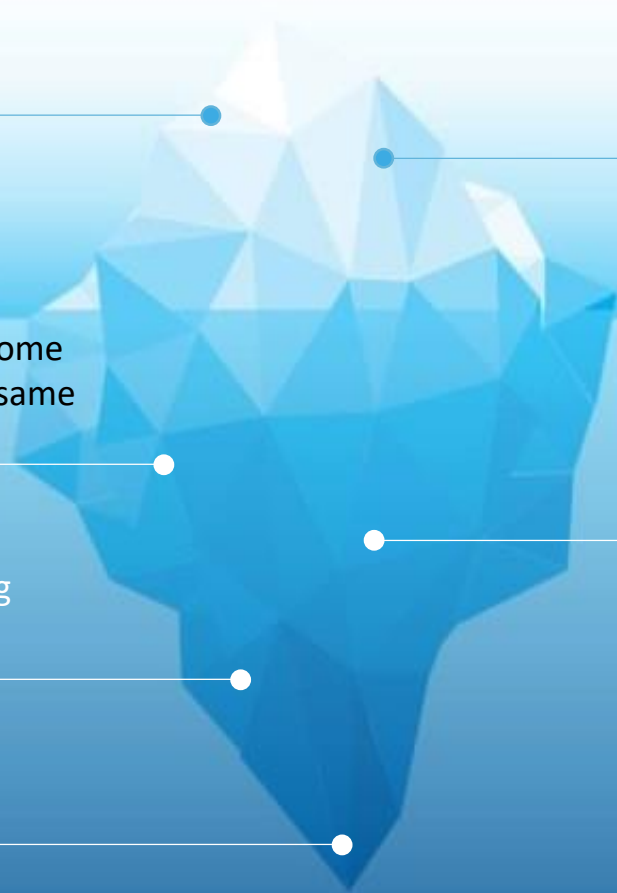
Orders were created manually in Excel by managers of the Central Warehouse and in 1C (accounting system) by store supervisors

Excess inventories of certain SKUs in some locations along with lost sales for the same SKUs in other locations

Lack of time for proper stock levels control and assortment management

High costs associated with inventory transfers between stores due to wrong distribution of merchandise from DC across the chain

High impact of human factor on stock management processes



PROJECT OBJECTIVES



Automatization of order handling procedures, optimization of purchasing processes



Transition to a centralized inventory management system



Reduction of excess inventories and lost sales



Improvement of turnover indicators

TOOL

SYSTEM CAPABILITIES

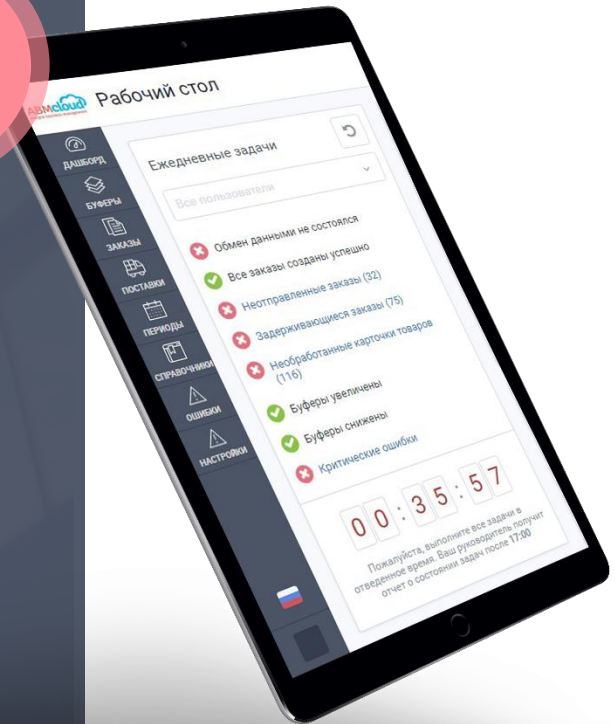
ABM Inventory – is an Inventory Management System with powerful BI Analytics module for analysis and control of key indicators of Stock management in a context of various parameters

1. Auto-order
2. Order placement schedules
3. Keeping track of placed orders
4. Estimation of supplier reliability
5. Assortment management and optimization
6. SKU withdrawal from product range
7. Operating alternative products
8. Adjustment to promotions and seasonal demand fluctuations
9. Detailed BI Analytics

and many other features and capabilities

PROJECT IMPLEMENTATION STEPS

- Centralization of purchasing processes. 11 managers were assigned as responsible for DC procurement and stores procurement
- Order and delivery schedules were established
- Automatic Store Replenishment based on Dynamic Buffer Management mechanism was enabled for all of the products in 4 days
- Procedures for handling groups of alternative products were set up, which allowed to
 - Sell out products in one alternative group in priority order with introduction of a new product as a replacement
 - Automate order creation processes for products combined into one group taking into consideration remaining stock balance of the entire group



Project Implementation

Assortment was configured in ABM Inventory

01

Suppliers making deliveries to Distribution Centre were configured in the system in 3 days! At the moment, the system manages 28, 5 thousand SKU-location combinations. DFO algorithm was deployed.

02

Minimum quantities for ordering products from suppliers, divisibility of DC orders were defined

03

Procedures of product removal from assortment were enabled

04

Seasonality and promo campaigns module, defining conditions for automatic stock buffer changes, was enabled

05

4 more stores were opened and included into automatic replenishment system

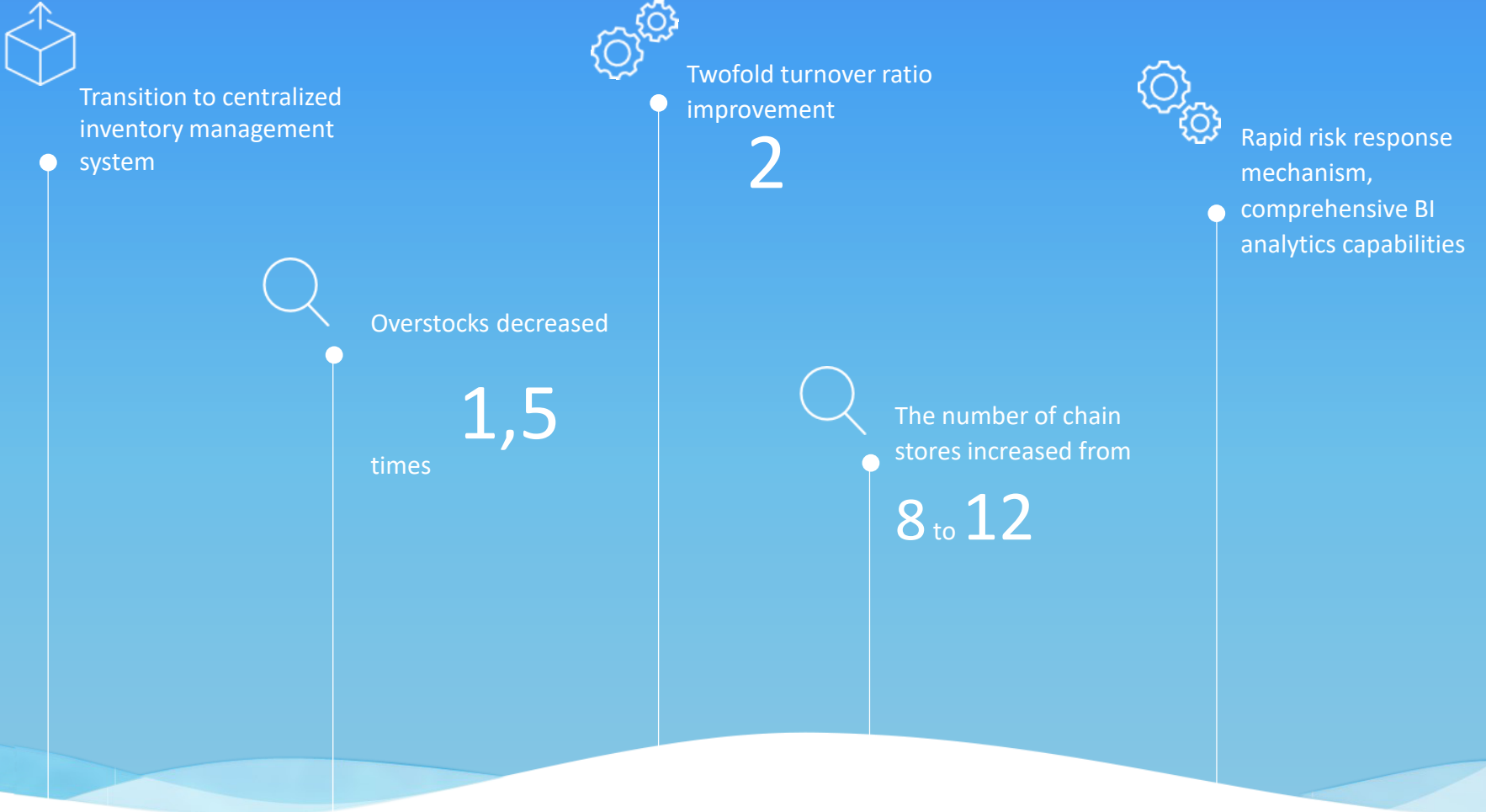
06

Analytic module was enabled, containing reports:

- Current overstocked SKUs with lost sales
- Stock balance of “out-movers”
- Average overstocks of last and 4 preceding weeks
- Etc...

07


RESULTS





Утверждено:
директор по информационным технологиям
ТОО «Компания Эврика»
Музаффар Халыкназаров




(печать, подпись)

КЕЙС ПРОЕКТА «ВНЕДРЕНИЕ СИСТЕМЫ АВТОМАТИЧЕСКОГО ЗАКАЗА И УПРАВЛЕНИЯ ЗАПАСАМИ В ТОО «Компания Эврика»

Компания - клиент	ТОО «Компания Эврика»
Отрасль	Электроника, бытовая техника
Менеджер проекта	Мария Зеленская
Проектная команда	Музаффар Халыкназаров, Мария Зеленская
Сроки проекта	Март 2017 г. – Сентябрь 2017 г.
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