

Trading Network «IZHTRADING»

Магазин №9 / поставщик №133
Родстворивание нового регулярного заказа

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

Действия	SKU	Количество	Название	Монеты	ОПБ показатель	Единица измерения	Цена закупки	MOQ	Буфер	Остаток	Вес	USQ
<input checked="" type="checkbox"/>	182720	3.000P	Носки детские "DILLO" для девочек р.14-15	NDN	95%	шт.	51,50 RUB	3	4	1	0	3
<input checked="" type="checkbox"/>	182721	3.000P	Носки детские "DILLO" для девочек р.16-18	NDN	95%	шт.	51,50 RUB	3	4	1	0	3
<input checked="" type="checkbox"/>	311362	3.000P	Колготки женские "Телья" 40 ден./р.3.сервис/Р/0/1		94%	шт.	110,00 RUB	3	8	3	0,052	3

Рабочий стол

Ежедневные задачи

- Объем данными не составлен
- Все заказы созданы успешно
- Неотправленные заказы (37)
- Задерживающиеся заказы (75)
- Необработанные карточки товаров (116)
- Буферы увеличены
- Буферы снижены
- Критические ошибки

00:35:57

Поставщик, выполняющий ваш заказ в отведенное время. Ваш риск/выгода/потенциал отчета в отношении заказа после 37:00

Количество товаров с излишками и упущенными продажами

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

Илишки: 23%

Упущенные продажи: 0.2%

Оборачиваемость: 38 дней

Food Retail Company



- **90** stores
- **50 000** types of products in assortment
- In-house milk, meat and consumer goods production
- Recognized as one of the leading trade marks in Udmurtia and beyond

SITUATION PRIOR TO PROJECT IMPLEMENTATION

Orders were created by managers in each retail outlet

High percentage of mistakes due to "human factor"

Each manager was operating and ordering large quantities of SKUs, and hence choosing consequently to place orders less frequently and in bigger volumes

Correct data about product display was missing, there were more SKUs in a product mix than space in the shops, therefore managers were choosing independently which inventories to display

Numerous factors, distorting stock volumes existed across stores (delays with receiving inventory, delays with inventory returns, thefts, losses etc)

Product assortment format was not unified, hence managers in each outlet placed orders for products they deemed necessary

Data on Minimum Order Quantities, Undivided Supply Quantities, weight, volume was not updated on constant basis, which led to mistakes in orders



PROJECT OBJECTIVES



Centralization of order placement



Optimization of product assortment,
decrease of excess inventories



Improvement of turnover indicators



Staff Optimization

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

Initial buffers (target levels of inventory) in each storage location for all SKUs were calculated. Dynamic Buffer Management Algorithm was enabled.


01

Major product categories were included into the System. 690 000 SKUs are being managed by the System. 1500 – 2500 orders are being automatically created and sent to suppliers daily.

02

BI Analytics Module was enabled

03



The system contains a powerful BI analytics module (based on Qlik Sense platform), which allows viewing all these indicators across various parameters (commodity groups, managers, brands, regions, suppliers, periods etc)

05

Such stock management KPIs as overstocks or lost sales levels, turnover period of a company are being re-calculated and updated daily.

04

Moreover, certain reports are being generated by the System and periodically sent by e-mail to responsible managers with a certain frequency. Such comprehensive reporting systems allows to continuously monitor situation with inventories at various levels.

06

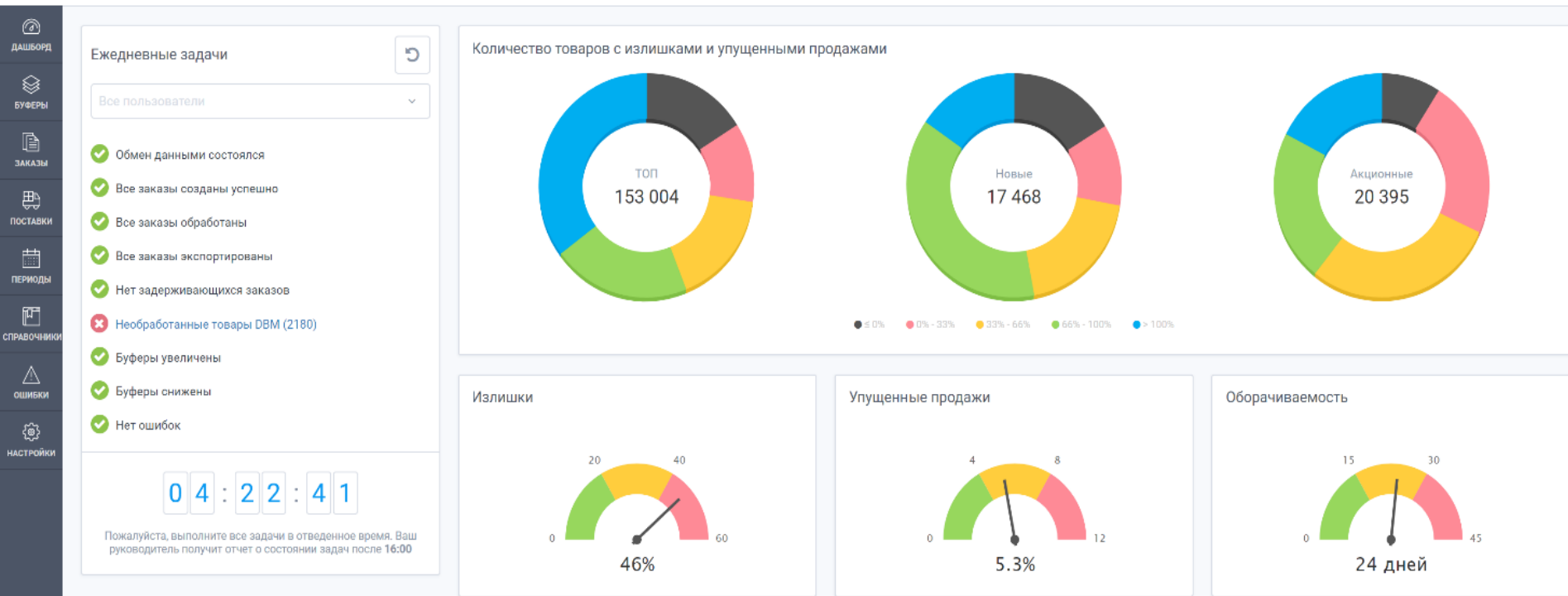


Dashboard

SYSTEM HOME SCREEN WITH KEY BUSINESS PERFORMANCE INDICATORS

A dashboard layout is set for system's home screen, where daily tasks of a manager, key indicators for monitoring stocks and taking managerial decisions are being displayed. Data are being updated in a real-time mode.

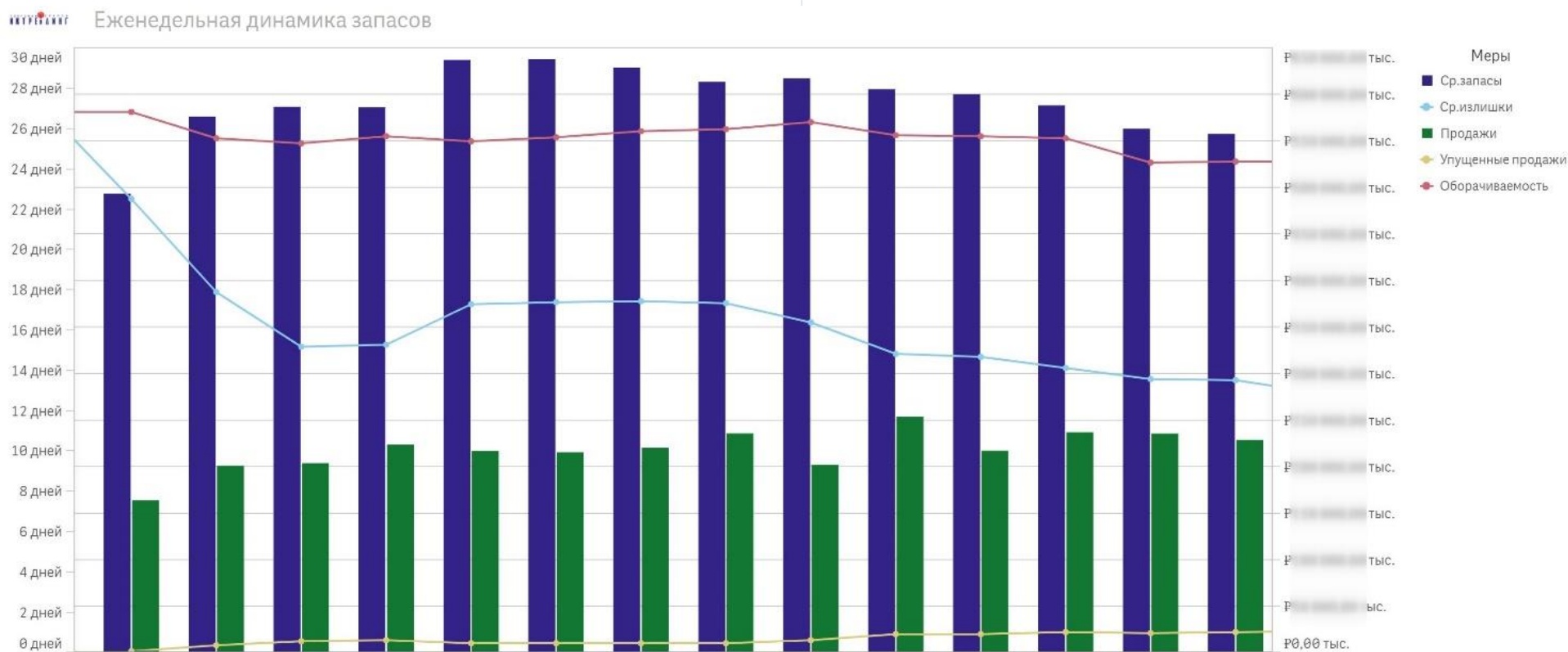
Рабочий стол



BI Analytics Module

WEEKLY STOCKS DYNAMICS

A diagram displays information on stock dynamics for 52 weeks (average stock levels, overstocks, sales, turnover). We can select specific period for further analysis of these major indicators across specific group of products, storage locations, managers, suppliers).

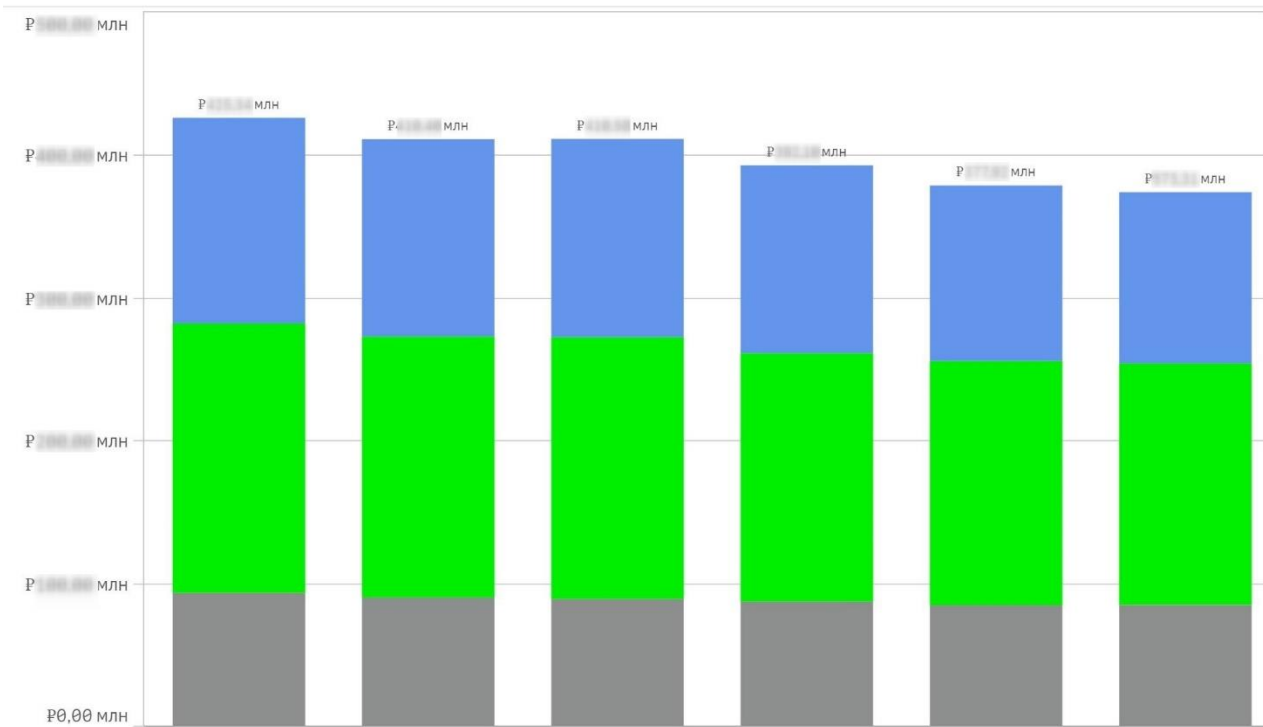


BI Analytics Module

MTS PRODUCTS STOCK STRUCTURE IN RELATION TO A SPECIFIC BUFFER ZONE

Visualization represents an amount of funds “frozen” in safety buffer zone, within buffer, in overstocks.

Структура запасов MTS товаров по принадлежности к области буфера на начало недели



BI Analytics Module

CURRENT OVERSTOCKED SKUs WITH EXISTING LOST SALES

Visualization allows to identify SKUs for which lost sales in certain storage locations exist simultaneously with excess inventories in other locations. Based on this report a manager can make a decision to transfer such products from one location to another instead of ordering it from an external supplier.

Текущие излишки товаров с упущенными продажами

Покрыти...	Код товара	Название товара	Покрытие излишками потребности к заказу	Потребность к заказу по SKU (кол-во)	Текущие излишки по SKU (кол-во)	Потребность к заказу по SKU (цена закупки)	Текущие излишки по SKU (цена закупки)
0%	0109728		45%	20	9	1 437,20	646,74



Код товара	Название товара	Код склада	Название склада	ADU	Потребно... к заказу (кол-во)	Текущие излишки (кол-во)	Остаток (кол-во)	В пути (кол-во)	Буфер	Буфер безопасности
0109728		100	100 Форум, Ленина, 21	0,357	4	-	0	0	3	1
0109728		89	89 Завьялово, Гольянская, 1	0,271	3	-	0	0	2	1
0109728		82	82 Глазов Циолковского, 12	0,093	1	-	1	0	1	1
0109728		66	66 Нефтекамск пр Комсомольский, 33	0,05	-	1	4	0	2	1

BI Analytics Module

STOCK BALANCE OF OUT MOVER SKUs

A different report is used for SKU removal from a product mix. It contains information about products marked as "OUT-movers" in the system (an OUT-mover mark signalizes, that an automatic removal procedure has been initiated for a specific SKU)

Запасы товаров OUT

Код товара	Название товара	Текущие запасы OUT (кол-во)	Текущие запасы OUT
Totals		211	₽22,77 тыс.
100473833		211	₽22,77 тыс.

Код товара	Код склада	Название склада	Статус товара	Активность товара	Текущие запасы OUT (кол-во)	Текущие запасы OUT
Totals					211	₽22,77 тыс.
100473833	99	99 Сигма, Широкий, 53	NM	нет	34	₽3,67 тыс.
100473833	36	36 Аврора-парк Удмуртская, 304	NM	нет	18	₽1,94 тыс.
100473833	121	121 Молодежная, 101	NM	нет	16	₽1,73 тыс.
100473833	123	123 Чайковский Промышленная, 13	NM	нет	16	₽1,73 тыс.
100473833	43	43 Новоажимова, 20	NM	нет	14	₽1,51 тыс.
100473833	3	03 Гипер Эльгрин 10лет Октября, 53	NM	нет	13	₽1,40 тыс.

0,0% **₽22,77 тыс.**
Текущие запасы OUT

...

RESULTS



Turnover improved

20%



Excess inventories decreased

10%



7 people are responsible for order placement from Central Office (earlier—each store had a local manager placing orders)



Transparent ordering procedure including ordering of promotional items, identification of “problematic” SKUs

Minimization of typical order placement mistakes (out of schedule orders, missing/ lost orders, mistakes with order quantities, etc)

Besides,

System provides the following advantages:



1. Centralized purchase management
2. Transparency: abuses in purchasing processes become impossible
3. 10 minutes per week are enough for evaluation of inventories (overstocks and out-of-stocks) across retail chain
4. Maximal automatization, minimal human resources are required for inventory management
5. Transparent procedures, interchangeability of staff, etc



Утверждено:
руководитель направления Лин ТТ "Ижтрейдинг",
Воронцова Ирина Геннадьевна



КЕЙС ПРОЕКТА
«ВНЕДРЕНИЕ СИСТЕМЫ АВТОМАТИЧЕСКОГО
ЗАКАЗА И УПРАВЛЕНИЯ ЗАПАСАМИ
В ТТ «ИЖТРЕЙДИНГ»»

Компания - клиент	ТТ «Ижтрейдинг»
Отрасль	Сеть розничной торговли
Менеджер проекта	Бобрик Ирина
Проектная команда	Воронцова Ирина, Волкова Светлана, Бобрик Ирина
Сроки проекта	Сентябрь 2015 г. – Май 2016 г.
Распространение документа	Этот документ и материалы, созданные на его основании, разрешается распространять в индивидуальном порядке потенциальным или актуальным заказчикам, публиковать на сайте «ABM Cloud», а также в СМИ и использовать в других мероприятиях.

CONTACTS

EE + 372 884-00-64

RU +7 (495) 204-15-09

UA +380 (44) 207-39-55

KZ +7(727) 350-76-33

EE + 372 884-00-64
anyd@abmcloud.com

www.inventory.abmcloud.com

www.abmcloud.com

www.tms.abmcloud.com

www.retail.abmcloud.com

