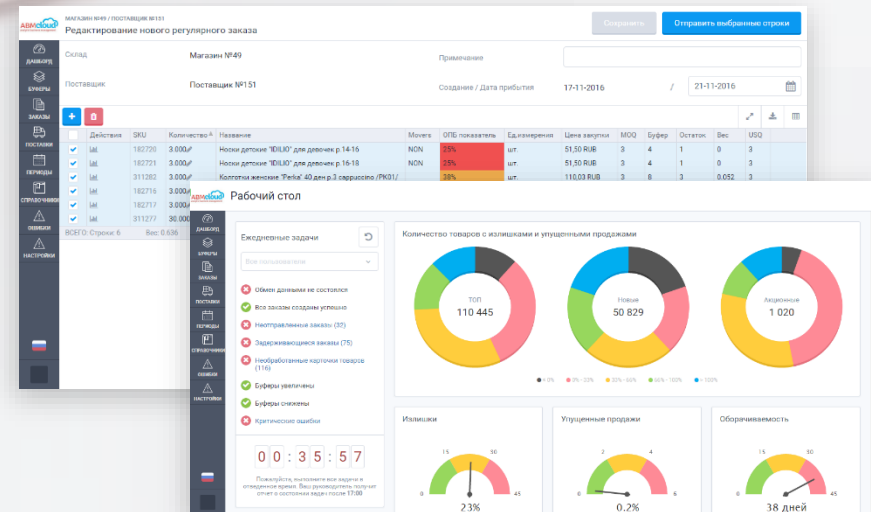


«iStudio»

Monobrand retail chain



Electronics



- iStudio boutique stores offer a wide selection of Mac, iPad and iPhone accessories:
- Amber, Lab.C, Marshall Headphones, Mophie, Moshi, Native Union, Nomad, Parrot, Plusus, Satechi, Skech, Sphero, SGP, Urbanears, White Diamonds, JBL, Beats accessories for Apple
- Acoustic systems, headsets, gadgets, software, protective covers, bags etc.

SITUATION PRIOR TO PROJECT IMPLEMENTATION

Orders were created in semi-automatic mode within Excel and 1C accounting system

There was no assortment mix in the accounting system

Merchandise to be ordered was defined on case-by-case basis depending on remaining stock balance

Such approach to order management required a significant investment of time and led to inevitable mistakes linked to human factor



PROJECT OBJECTIVES



Optimization of product assortment,
decrease of excess inventories

Improvement of turnover indicators

Order management automation

Assortment management
automation

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

ABM Inventory started managing inventories of major product categories. Circa 9000 SKUs are being processed by the system.


01

Initial buffers (target levels of inventory) in each storage location for all the SKUs were calculated

02

The system creates and sends out orders daily to a Distribution Centre, then, cross docking orders are being created based on agreed schedule with the suppliers.

03



Apart from creating orders, the System revises buffer sizes for all of the SKUs managed by the System, and recommends making changes accordingly.

04

Moreover, the system monitors delayed orders, since such orders influence directly consequent orders.

05

Module of flexible BI analytics of key indicators in real time was enabled.

06

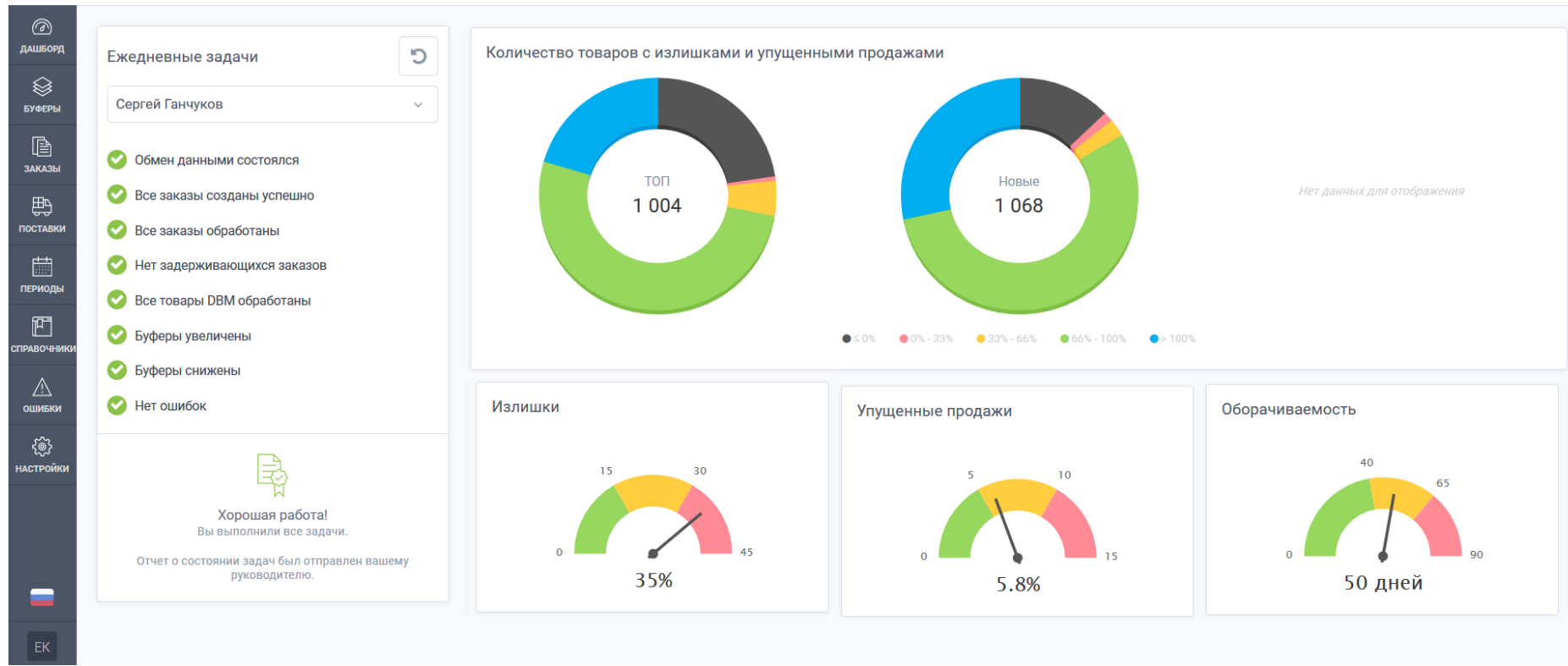


Dashboard

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.

iStudio Рабочий стол

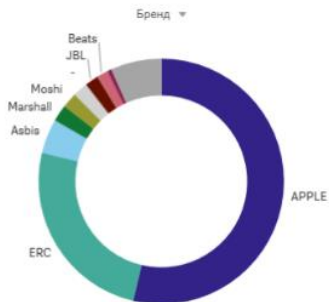
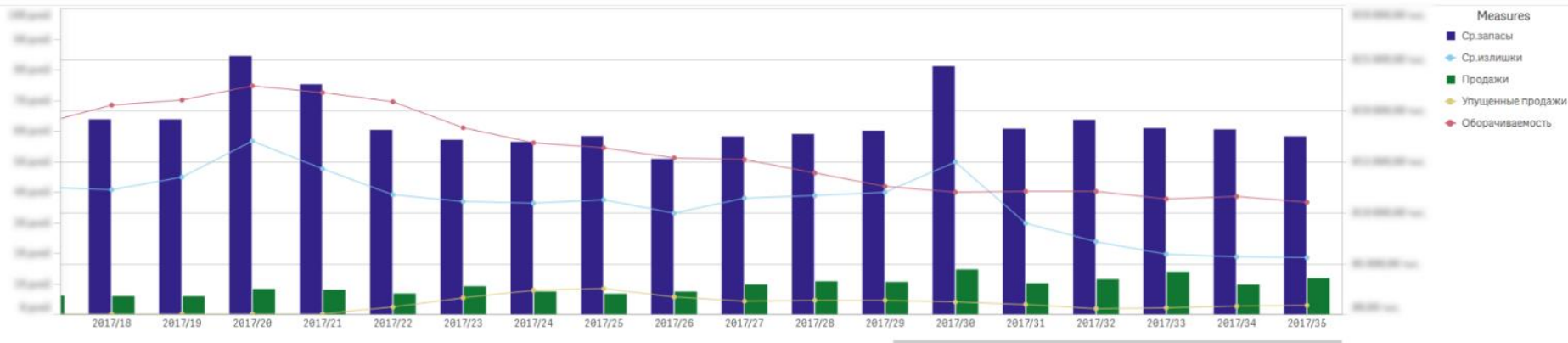


BI Analytics Module

WEEKLY STOCK 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).

iStudio Еженедельная динамика запасов



Недели	Бренд	Ср. запасы (недели)	Ср. излишки (недели)	Продажи (недели)	Упущенные продажи (недели)	Оборачиваемость в днях (недели)
2016/36	APPLE	100000000	100000000	100000000	100000000	100000000
2016/36	ERC	100000000	100000000	100000000	100000000	100000000
2016/36	Moshi	100000000	100000000	100000000	100000000	100000000
2016/36	Marshall	100000000	100000000	100000000	100000000	100000000
2016/36	JBL	100000000	100000000	100000000	100000000	100000000
2016/36	Beats	100000000	100000000	100000000	100000000	100000000
2016/36	Laut	100000000	100000000	100000000	100000000	100000000
2016/36	-	100000000	100000000	100000000	100000000	100000000
2016/36	COTEetCI	100000000	100000000	100000000	100000000	100000000
2016/36	Urbanears	100000000	100000000	100000000	100000000	100000000
2016/36	Skech	100000000	100000000	100000000	100000000	100000000

BI Analytics Module

WEEKLY PRODUCT TURNOVER

The report provides information on stocks to sales ratio, highlights SKUs with best turnover indicators and products to be potentially removed

iStudio® Оборачиваемость по товарам (прошлая неделя)

Код товара	Название товара	Код склада	Название склада	Бренд	Продажи (прошлая неделя)	Ср.запасы (прошлая неделя)	Оборачиваемость (прошлая неделя)
35952	Ноутбук Apple MacBook Air 13W" Dual-core i5 1.8GHz/8GB/128GB SSD/Intel HD 6000/Wi-Fi/BT (MQD32UA/A)	GIS000050	KingCross	ERC	110000	110000	1000
35952	Ноутбук Apple MacBook Air 13W" Dual-core i5 1.8GHz/8GB/128GB SSD/Intel HD 6000/Wi-Fi/BT (MQD32UA/A)	GIS000034	Skymall	ERC	110000	110000	1000
35952	Ноутбук Apple MacBook Air 13W" Dual-core i5 1.8GHz/8GB/128GB SSD/Intel HD 6000/Wi-Fi/BT (MQD32UA/A)	GIS000048	Basseina	ERC	110000	110000	1000
34066	Стільниковий телефон iPhone 7 Plus 32GB Black (ZKMNQM2FSA)	GIS000030	Kosmopolit	Asbis	110000	110000	1000
33997	iPhone 7 Plus 32 Gb Rose Gold	GIS000050	KingCross	APPLE	110000	110000	1000
33997	iPhone 7 Plus 32 Gb Rose Gold	GIS000034	Skymall	APPLE	110000	110000	1000
33997	iPhone 7 Plus 32 Gb Rose Gold	GIS000053	Forum	APPLE	110000	110000	1000
33980	iPhone 7 128 Gb Black	GIS000050	KingCross	APPLE	110000	110000	1000
33980	iPhone 7 128 Gb Black	GIS000031	Piramida	APPLE	110000	110000	1000
35322	Стільниковий телефон iPhone 7 128GB Product Red (ZKMPRL2FSA)	IS0000063	Lavina	Asbis	110000	110000	1000
33980	iPhone 7 128 Gb Black	GIS000035	Magelan	APPLE	110000	110000	1000
33980	iPhone 7 128 Gb Black	GIS000034	Skymall	APPLE	110000	110000	1000

BI Analytics Module

AVERAGE OVERSTOCKS OF LAST AND 4 PRECEEDING WEEKS

The treemap chart displays information about overstock dynamics in descending order based on monetary value to emphasize problem areas

iStudio Средние излишки за прошлую и 4 предшествующие недели

Код товара	Название товара	Код скла...	Название склада	Ср.изли... (пн-4)	Ср.излишки (пн-3)	Ср.излишки (пн-2)	Ср.излишки (пн-1)	Ср.излишки (прошлая неделя)
4274	Ноутбук Apple A1502 MacBook Pro 13.3" Retina Dual-Core i5 2.7GHz/8GB	GIS000034	Skymall					
4274	Ноутбук Apple A1502 MacBook Pro 13.3" Retina Dual-Core i5 2.7GHz/8GB	GIS000035	Magelan					
4274	Ноутбук Apple A1502 MacBook Pro 13.3" Retina Dual-Core i5 2.7GHz/8GB	GIS000030	Kosmopolit					
35327	Квадрокоптер DJI MAVIC PRO	GIS000031	Piramida					
9092	Камера HERO 4 Black Adventure EUROPE (CHDX-401-EU)	GIS000053	Forum					
36081	Планшетный комп'ютер 10.5-inch iPad Pro Wi-Fi + Cellular 256GB - Gold Model	GIS000031	Piramida					
24968	Naim Mu-So	GIS000030	Kosmopolit					
35952	Ноутбук Apple MacBook Air 13W" Dual-core i5 1.8GHz/8GB/128GB	IS0000063	Lavina					
30549	Ноутбук Apple A1466 MacBook Air 13W" Dual-core i5 1.8GHz/8GB/128GB	GIS000035	Magelan					

* Набор данных содержит отрицательные или нулевые значения, кото...

3961 SKU на складах

RESULTS



With average sales increase of **57%**, average stocks increased by 27%. New store was opened during the course of project implementation.



Turnover improved by **36%**;



In-store stock levels became more coherent with dynamics of sales



Orders were automated, order handling as well as inventory management processes became transparent

Using analytic tools, excess inventories are being redistributed amongst the stores without order placement to suppliers

Утверждено:
Операционный директор
iStudio
Артем Величковский



КЕЙС ПРОЕКТА «ВНЕДРЕНИЕ СИСТЕМЫ АВТОМАТИЧЕ- СКОГО ЗАКАЗА И УПРАВЛЕНИЯ ЗАПАСАМИ В КОМПАНИИ «iSTUDIO»

Компания - клиент	iSTUDIO
Отрасль	Электроника
Менеджер проекта	Щепаник Елена
Проектная команда	Шамков Глеб, Величковский Артем, Щепаник Елена
Сроки проекта	Сентябрь 2016 г. – Май 2017 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 и использовать в мероприятиях с потенциальными или актуальными заказчиками

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