

## Retail chain of different sizes «Assorti», «Ekonom»

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*"We received a comprehensive inventory management system. As a result of its use in the chain, procurement processes transparency increased, main indicators improved: inventory turnover was accelerated, overstocks were reduced. We appreciate the implementation team for operational efficiency, for flexible approach to our wishes during the project, for qualified consultations".*

Markushev Maxim,  
JSC Assorti Executive manager

### IMPLEMENTATION EFFECTS:

- ① Presence of goods level increased to **98 %**;
- ② Margin on the operated categories raised **2,7** -fold;
- ③ Turnover indicators were improved;
- ④ Assortment was optimized;
- ⑤ Obsolete inventory level was reduced;

## ABOUT THE COMPANY

**Ассорти**  
на любой вкус и цвет



**ЭКОНОМ**  
НИЗКИХ ЦЕН ЧЕМПИОН

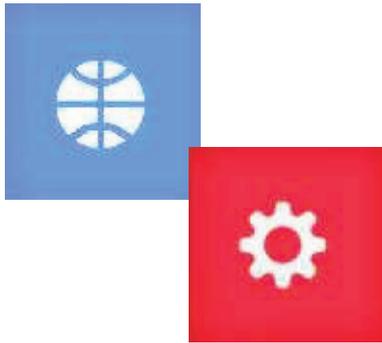



### “Assorti” and “Ekonom” retail chains

- **37** stores in the Komi Republic,
- **16750** sq.m. cumulative floor space ;
- **11 895** unique SKU;
- **50 000** buyers per day,
- own vehicle fleet of **45** cars;
- distribution subdivisions and wholesale trade with branches.

## BACKGROUND

- All orders in the chain were placed in semi-automatic mode that increased labor costs and decreased order quality.
- There was no fast analysis possibility of commodity stocks level changes in storage points.
- There was no tool, which allowed to trace the process of commodities movement thoroughly.
- There were no regulations and convenient tool that allowed to analyze overstocks and out-of-stocks reasons.
- All these reasons negatively reflected on inventory management quality, and, as a result, on overall performance of the chain. The company received less sales and profit.

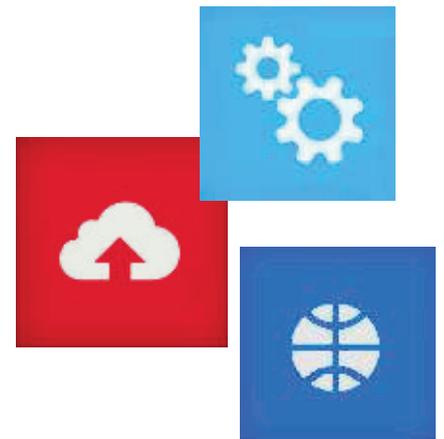


## AIMS OF THE PROJECT

- Commodity stocks surplus reduction and assortment optimization;
- Presence of goods level increase;
- Turnover indicators improvement;
- Staff working hours optimization due to stocks and orders work processes automation.

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At present moment, there are 126 thousand items under the system control. The system automatically places and dispatches orders to 226 suppliers.



## RESULTS



Goods with low turnover were revealed and brought out of assortment; the assortment is reduced by **14%**



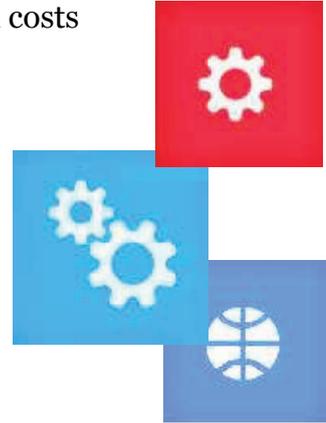
Presence of goods level increased to **98%** due to the order fulfilling improvement



Costs on commodity stock supplying reduced by **13%**

## Margin on operated categories increased 2,7 - fold.

- < Owing to detailed planograms description and shelf space optimization, the level of commodity stocks decreased.
- < The reporting system to control stocks condition (about 30 reports) is implemented.
- < Working conditions with suppliers aimed to increase deliveries reliability are reconsidered.
- < The promotional goods delivery scheme is optimized, transportation costs are cut down.
- < Inventory management key indicators are presented as dashboards. Data are updated in real time that allows to trace stock condition quickly.



### CASE STUDY

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