



ORION
PREDICTIVE ASSORTMENT PLANNING

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Transform Your Assortment Planning Process with Analytics



How does your business ensure that you have the right mix or products to drive customer satisfaction and profitability?

Choosing the right mix of products for each location/warehouse is a complicated and time consuming task. Using Analytics, this task can be highly automated, data driven and result in significantly more accurate assortments.

Regardless of whether you lead a Fortune 500 company or a Mid-Market Business, **more accurate assortments** results in:

- Increased customer satisfaction as a result of having all the required products available at the right location
- Long-term customer retention by ensuring the customer gets what they want every time they want to make a purchase
- Improved inventory turn by reducing unproductive inventory
- A more profitable inventory model that significantly increases both top-line sales and margin.

Today, many businesses rely upon spreadsheets with many data elements to make manual **assortment decisions.**

These decisions are based on:

- Merchants/planners trying to “in their head” evaluate many different data elements and decide which product attributes will result in better meeting customer demand
- Merchant/planner experience with specific brands
- Vendor input on product replacement/demand

The result of this manual, human led process is [often] inconsistent execution based on merchant and vendor bias. The assortment often meets vendor goals but does not truly meet customer demand. These assortments are also backwards looking and cannot anticipate changes in customer demand patterns.



What Makes ORION Predictive Assortment Planning Unique?

At its heart, QueBIT's Predictive Assortment Planning solution is data driven. Sophisticated analytics predict what products will sell at each specific location and using optimization techniques/software place items in those locations at just the right time. Because the process is analytically driven, there no vendor bias. In fact, the results of the assortment planning process can provide valuable feedback for vendors.

The solution provides the following unique features:

- Predictive modes that accurately predict demand for new and existing products (with and without sales history)
- Clustering/segmentation of locations based on unique demand patterns
- Location specific assortments or cluster based assortments (based on clients ability to execute)
- Incorporation of life cycle modeling to ensure products are added or removed based product life cycle
- Mathematical optimization of inventory placement to maximize inventory availability and minimize delivery/wait times
- Detailed impact reporting for vendor feedback and inventory management planning

We find that implementing our solution results in 100's to 1,000's of merchant/planner hours saved each year. How much benefit can your company derive by using these hours to negotiate vendor pricing, explore new offerings and gather feedback from customers.

ORION Predictive Assortment Planning by QueBIT incorporates a use friendly planning interface and sophisticated predictive modeling and optimization engine to deliver highly accurate location specific (or clustered) assortments. QueBIT's unequivocal experience implementing assortment planning solutions results in significantly improved assortment accuracy that can result in millions of dollars in incremental revenue.

By implementing our Assortment Planning Solution, clients can expect the following:

- A reduction in perpetual inventory of up to 10%
- Increased sales up to 15%
- Increased inventory turn by up to 5%
- Reduction in transportation costs of up to 20%



About QueBIT

Trusted experts in analytics, QueBIT is dedicated to helping organizations to leverage their data to make more intelligent decisions that result in significantly improved business value. QueBIT has delivered analytics solutions to more than 450 organizations, including some of the largest and most successful companies in the world. QueBIT solutions span the entire spectrum of analytics, from data management, including Big Data strategy and implementation, Business Intelligence, Business Planning, Predictive Analytics and IoT Analytics. QueBIT's unique CARE methodology coaches customers to achieve independence in solution ownership, while delivering rapid time to value. QueBIT has been recognized by many industry awards.



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