

VENDOR MANAGED INVENTORY (VMI)

**INCREASE SALES BY UP TO 24%
BY IMPLEMENTING VMI**

BENEFITS OF THE TRUECOMMERCE SOLUTION:

REDUCED INVENTORY:

- Increased turns, reducing working capital requirements
- Reduced warehousing expenses
- Reduced product damage
- Reduced returns

IMPROVED SERVICE:

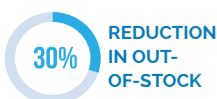
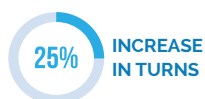
- Tighter business connection
- Improved cooperation

INCREASED SALES:

- Reduced out-of-stocks or shortages
- Improved business relationships

MORE CONNECTED

Vendor Managed Inventory (VMI) improves the traditional ordering process by providing a streamlined, supplier led approach to inventory management and order fulfilment. VMI enables businesses to form a collaborative approach to enhance relationships between vendors and buyers by adding transparency and intelligence to the process. The benefits of a vendor managed inventory system include better inventory accuracy, forecasting and service. Ultimately, both the retailer and supplier can achieve greater sales volumes by efficiently predicting and acting on stock fluctuations.



THE FASTEST ROUTE TO EFFECTIVE VENDOR MANAGED INVENTORY

To quickly establish stronger distributor relationships that lead to increased sales and reduced inventory costs, you need TrueCommerce Datalliance. Delivered using the Software as a Service (SaaS) approach, this comprehensive VMI service enables suppliers and their customers to take an active role in VMI by facilitating collaboration across the Internet.

MORE SUPPORTED

The most effective VMI solution available today, TrueCommerce Datalliance VMI is the fastest to implement and easiest to operate. Since it is a service, not a software product you install and maintain, it requires no additional information technology staff or equipment. With over 20 years of experience helping companies employ VMI solutions, TrueCommerce Datalliance has the resources to get you up and running in just weeks - ensuring the shortest route to your VMI results by combining the latest technologies, a structured implementation methodology, and professional expertise. TrueCommerce Datalliance delivers the full range of VMI capabilities. It is highly effective for virtually any product mix and scalable to any number of locations. With TrueCommerce Datalliance, you and your trading partners will increase profits by effectively managing inventory with minimal day-to-day effort.

PROVEN IN USE

Recognised as the leading supplier of Vendor Managed Inventory (VMI) services, TrueCommerce Datalliance manages billions of pounds in orders, millions of SKUs, and thousands of locations every day. Results from a recent industry report illustrate the market acceptance of TrueCommerce Datalliance VMI.

In that report:

TrueCommerce Datalliance VMI received the highest cumulative rating of all VMI solution providers on "business" factors related to VMI:

- ✓ Speed to value
- ✓ Support and implementation
- ✓ Customer reference strength
- ✓ Industry-specific differentiators

As well as receiving the highest rating in the following categories:

- ✓ User Interface / Experience
- ✓ Connectivity and Visibility

HOW IT WORKS

To drive the order process, customers electronically send their daily demand information in the form of a product activity report to their suppliers instead of purchase orders. This report contains detailed information of their inventory including sales and transfers, along with inventory position information such as on-hand, on-order and in-transit for the items that have changed since the last report.

The buyer (customer) sends a product activity report (1) to the suppliers VMI solution which then analyses the data and creates recommended replenishment orders (2).

The supplier's planner then receives the recommendations and reviews the orders before accepting (3).

Once the order has been confirmed the VMI system then sends a PO (Purchase Order) to the supplier (4) and OA (Order Acknowledgment) to the customer (5).



COMPREHENSIVE VMI FUNCTIONALITY

TrueCommerce Datalliance's advanced capabilities support the unique requirements of a VMI relationship and provide superior inventory management logic.

Customer Data Acquisition, Translation, and Verification simplifies and automates the complex task of getting timely and accurate product activity from each customer location.

Replenishment Order Generation and Transmission accelerates your responsiveness by automatically generating demand-driven orders for your customers' systems in the desired format.

Activity and Analysis Reporting tells you where you are, where you have been, and how you got there through graphic representations of your inventory information.

ADVANCED SYSTEM DESIGN

TrueCommerce Datalliance combines sophisticated VMI capabilities with advanced application design principles to deliver a solution that is both powerful and user-friendly.

Data Filtering and Reasonableness Checks throughout the system are based on an exception-driven approach. Users are alerted to potential problems without wading through long, complicated reports.

Sophisticated Order Point and Order Quantity Calculations handle products with any combination of order frequency, rate of sale, and price point to ensure you always have the right product, at the right place, at the right time.

Data Transparency and Web-based Access provide both you and your customers with the information needed for truly collaborative supply chain management.

TrueCommerce is the most complete way to integrate your business across the supply chain, integrating everything from EDI to inventory management, to fulfillment, to digital storefronts and marketplaces, to your business system and to whatever comes next. Thousands of companies across various industries rely on us.

TrueCommerce: Do business in every direction



Call us today on **+45 4582 1600**
or e-mail infodk@truecommerce.com

www.truecommerce.com

TrueCommerce | Do business in every direction