Enhance Inventory Control and Grow Sales with Scan-Based Trading

Automate point-of-sale data collection and replenishment calculations to optimize ordering, assortment and service.

BENEFITS FOR SUPPLIERS

More Connected. More Supported. More Prepared for What's Next.

➤ Automation saves time, effort and cost and helps improve inventory performance

➤ Advanced replenishment logic leverages store-level POS data as the demand signal to optimize items and quantities to order

➤ By having the correct products in the right quantities at each store, suppliers can capture more in-store sales

➤ Robust, scalable collaborative replenishment solution allows suppliers to manage hundreds to thousands of retail stores

➤ Access to POS data lets suppliers know when SBT items are sold, simplifying reporting and invoicing

➤ Advanced SBT capabilities empower suppliers to improve service levels and strengthen customer relationships

Retailers are under enormous pressure to reduce inventory and cut carrying costs while maximizing in-stock levels and product variety. Because of this, more retail leaders—and their supplier partners—are embracing scan-based trading (SBT) supported by collaborative replenishment to achieve these goals and do business in every direction.

This innovative SBT approach enables retailers to widen their product assortments while reducing inventory investments. Suppliers benefit from enhanced inventory control plus the ability to deliver optimal assortments and a differentiating level of service, leading to stronger sales.

But without automation, suppliers must manually collect store-level sales and inventory data, which hampers their ability to generate timely replenishment orders and accurate invoices. The TrueCommerce Datalliance SBT solution streamlines the SBT process end-to-end to accelerate communication, eliminate errors and disputes, maximize inventory performance and improve sales. Both suppliers and retailers gain significant bottom-line benefits with this collaborative model.

TrueCommerce Datalliance™

Do business in every direction

MANAGE BY EXCEPTION ACROSS THOUSANDS OF RETAIL LOCATIONS

➤ The robust, proven collaborative replenishment solution scales to handle item sales and inventory data across thousands of retailer locations.

➤ Achieve high-efficiency inventory control with even the largest retailers.

➤ A targeted, streamlined user experience enables suppliers to review and release orders in large batches.

ACCURATELY FORECAST AND ADAPT TO FAST AND SLOW ITEM DEMAND

➤ Advanced sales profile forecasting allows SBT partners to properly manage the replenishment process to accommodate seasonal demand swings.

➤ Multiple forecasting approaches and a wide range of features handles items of any sales velocity.

OPTIMIZE STORE ITEM ASSORTMENTS

➤ Store item assortments vary by store location, type, item and other factors. The TrueCommerce Datalliance SBT solution makes it straightforward to establish and maintain store-level item assortments via an easy-to-use interface.

➤ Because SBT reduces inventory risk for retailers, suppliers can test new products, analyze performance and fine-tune selection and placement before full-scale rollout.

➤ The solution efficiently supports "store-within-a-store" models or exclusive sales arrangements.

ENSURE PROPER STOCK LEVELS FOR PROMOTIONS AND MIN/MAX SHELF PRESENCE

➤ Integrated support for promotions provides the critical ability to proactively maintain required stock levels during promotional periods.

➤ Built-in algorithms automatically factor minimum and maximum shelf presence into replenishment quantity decisions.

INCREASE RETAIL SALES AND CUT INVENTORY AND ORDER PROCESSING COSTS

➤ Optimized replenishment reduces stock-outs and improves assortment, leading to increased sales and a better customer experience.

➤ In the SBT model, ownership of inventory remains with the supplier until the item is sold, thus reducing retailers' inventory costs and improving associated financial metrics (e.g., return on assets, working capital required).

➤ Automation and improved collaboration significantly reduce invoicing and order processing costs.

BOTH SUPPLIERS AND RETAILERS GET MORE TO GROW ON

➤ Enhances collaboration across the supply chain, which saves time and money.

➤ Fewer billing and invoicing issues mean a corresponding reduction in error correction costs for both suppliers and retailers.

➤ Streamlined communications reduces time spent conveying basic information, resolving questions, etc. for both parties.

➤ Greater inventory control and forecasting capability made possible by the TrueCommerce Datalliance SBT model can dramatically reduce the amount of product held in the supply chain, thus reducing cost of inventory for both suppliers and retailers.

➤ By providing greater visibility into the demand chain, SBT reduces suppliers' costs associated with non-sellable (discontinued, damaged) products that retailers would otherwise return.

ABOUT TRUECOMMERCE

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. That's why thousands of companies across various industries rely on us.

**TrueCommerce.
Do business in every direction.**

THE TRUECOMMERCE TEAM IS HERE TO HELP!

If you have any questions regarding TrueCommerce, or how our solutions apply to your business, our passionate, customer focused team is here for you.

Call us today at 888.430.4489

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