Vendor Managed Inventory:

Optimize Replenishment Like Never Before

Increase Sales, Reduce Inventory, and Improve Customer Service

More Connected.

More Supported.

**More Prepared
for What's Next.**

Vendor Managed Inventory (VMI) is a proven approach to streamlining inventory management and order fulfillment. It changes the traditional ordering process, where customers place orders with suppliers with no constraints or understanding if the supplier will fulfill the order completely. VMI combines data from both suppliers and customers, improving supply chain performance through improved order accuracy, reduced rework, and better synchronization of supply and demand in a highly dynamic market. When manufacturers manage inventory levels for their trading partners, they can improves collaboration by aligning business objectives and providing the visibility needed to better optimize operations across the board.

With the rise of omnichannel, consumers have higher expectations of product availability, as well as when and how they receive their purchases. This shift has caused supply chains that lack visibility into how their inventory is being managed to fall behind. To deliver a competitive purchasing experience, supply chain partners need to collaborate.

VMI enables this collaboration with trading partners by automatically sharing inventory data to create a lean, demand-driven supply chain. This allows you to build better forecasts, optimize shipments, improve in-stock rates, and respond real-time to marketplace demand swings.

TrueCommerce DataIlliance VMI is highly effective for any product mix, and can support any replenishment or route-to-market model while scaling to any number of locations. Cloud-based implementation reduces setup time and costs to accelerate time-to-value, while keeping ongoing costs predictable and affordable.

BENEFITS FOR SUPPLIERS

For suppliers, VMI is a strategic initiative that:

➤ Strengthens relationships with distribution and retail partners

➤ Ensures partners get the right quantities, and right products, at the right time

➤ Increases sales (typically by 5% to 20% or more) by enhancing sellers' product assortments, improving promotion execution, and reducing out-of-stocks

➤ Reduces operating costs by streamlining order management, increasing truck utilization, and eliminating order errors, product returns, and emergency orders

BENEFITS FOR RETAILERS AND DISTRIBUTORS

VMI enables retailers and distributors to:

➤ Improve the shopper experience by having the right products and proper shelf assortments on hand

➤ Reduce out-of-stocks and missed sales without overstocking or carrying excess safety stock

➤ Increase inventory turns and cut carrying costs of inventory

➤ Reduce purchasing administrative costs and rework

➤ Better synchronize supply and demand with visibility and response to dynamic market changes

WE DELIVER THE GOODS
TrueCommerce is trusted by brands worldwide to manage:

➤ 20,000 locations (stores and distribution centers)

➤ 25 million SKUs

➤ $50 billion in sales

RIGHT FROM THE START
A dedicated project manager or project team will guide you through each implementation step, including:

➤ Loading data (both yours and your partners')

➤ Configuring the solution to meet your goals

➤ Understanding your business processes and how you work with customers

➤ Training your users on-site to operate the system using your data

➤ Ensuring you get off to a great start so you can immediately focus on enhancing customer satisfaction and building stronger relationships

FAST, EFFECTIVE IMPLEMENTATION
TrueCommerce Datalliance VMI is a fully operational system designed to accelerate the delivery of business results. It is ready to implement with well-defined tools and expert assistance.

The **Implementation Team** is full of experienced professionals who will apply knowledge gained from many environments to your organization.

The **Implementation Process** is a proven, documented methodology that ensures fast, efficient onboarding. Our process speeds the effort while verifying that all steps are well executed before you go live.

Configurable Application Features make it easy to tailor the system to your specific needs without special programming or lengthy modifications.
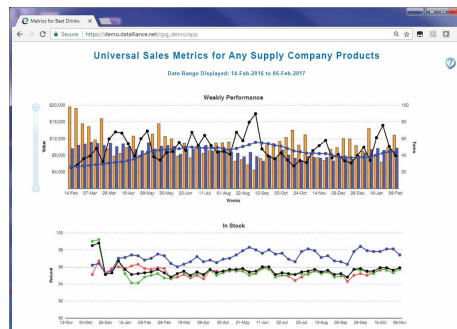
COMPREHENSIVE VMI FUNCTIONALITY
TrueCommerce Datalliance's advanced capabilities support the unique requirements of a VMI relationship and provide superior inventory management logic.

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

Replenishment Order Generation and Transmission accelerates your responsiveness by automatically generating demand-driven orders for store shelves and distribution centers

that integrate into your and your customers' systems in the desired format.

Activity and Analysis Reporting tells you where you were, where you are, and how you got there through graphic representations of your inventory data and integration with your internal business intelligence systems.

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 with configurable sensitivity to meet your needs. 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.

Comments from TrueCommerce Datalliance customers:

"Implementing the TrueCommerce Datalliance VMI service was a breeze compared to systems projects where we had to install and set up everything ourselves. TrueCommerce Datalliance's solution is enhanced several times a year with no effort or disruption on our part at all."

"In addition to the sales volume increase, our customers were able to significantly decrease their inventory levels."

"Customer care has been the best customer service experience I've ever had, personally or professional."

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

ADVANCED FEATURES SUPPORT EVEN MORE USE CASES

Alternate Ship-From enables replenishment planners to dynamically fulfill orders from a secondary location, such as a production plant versus a regional mixing center, based on order sizes or special conditions like a large promotion.

Promotion/Event Management offers a robust workbench for complete management of both promotions and normal replenishment ordering, supporting multiple methods of promotion input and how they are factored into ordering.

Item Stratification supports retailers that need to treat items differently depending on the item's importance and profitability (e.g., service level versus days-of-supply inventory) and specific ordering requirements (how often an item can be replenished).

Available to Promise/Allocation integrates a supplier's known inventory availability shortages into the replenishment solution, including prioritization of inventory for the most critical locations and customers.

Phase-In/Phase-Out is a fully integrated workbench for managing items that replace other items temporarily or permanently.

Supplier Interactive File Upload gives suppliers an easy, self-service interface to control configuration settings, ordering parameters, and a wide range of item attributes.

RELIABLE DAILY OPERATIONS

TrueCommerce Datalliance is a VMI solution you and your customers can rely on day in, day out. TrueCommerce Datalliance combines secure computer operations that meet standard industry requirements with professional system management and responsive user support. The **High Availability** systems environment is designed for mission critical, large-scale applications.

Data Feed Monitoring greatly reduces any potential delay due to data transmission problems by promptly notifying both parties when expected information is not received.

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

www.truecommerce.com

TrueCommerce™ | Do business in every direction