

Real-Time Sales Trends

Get seasonal purchase and shrink data on your time

Need:

A national retailer without a **perpetual inventory system** came to RGIS. The retailer relied on a physical cycle count to track seasonal merchandise. They typically executed all seasonal counts **in one market**, limiting their data.

- The retailer executed seasonal counts throughout the year using **pen and paper**.
- There were **no product details** included in the seasonal inventory counts.

Solution:

The RGIS team worked with the retailer to develop a new, **SKU based inventory** program. This new system allowed for the collection of detailed seasonal count data.

With this new inventory program, each seasonal SKU file contained **only relevant items**. RGIS employees recorded SKUs and important details with **RM2 scanners**.

Each count had at least **3 physical counts**. Counts would be at the beginning, middle, and end of the selling cycle.

Results:

RGIS was able to perform sample inventories in several **different markets** around the country. This provided a wider view of seasonal **sales trends**.

- **Inventory count time** decreased by 1 hour
- **Write-offs and unresolved** discrepancies decreased
- **Real-time data** allowed for resolution of shrink issues

