Prepare Your Store for Seasonal High Demand Products

Gain visibility to specific departments and improve shopping experience

Need:

A retail chain with hundreds of locations nationwide wanted to gain more visibility into their seasonal in stock position. Their goal was to validate specific products' inventory on hand across all their stores before the holidays. They would like to have the right quantity and style of products available as they prepare the stores for the anticipated seasonal sales, especially on higher margin and high demand products. They were looking for a trusted third-party resource to provide accurate on-hand counts, during a specific time period, for a specific product line, who had:

- Teams with experience to execute inventories
- Technology to provide a seamless verification process
- The ability to target products based on sales indicators

Solution:

RGIS scheduled local teams of inventory experts to support the retailer by providing a replenishment inventory for a specific department to confirm on-hand quantities against store expectations. This ensured that all UPCs were in stock for the upcoming peak selling season. Our partnership approach allowed for:

- A strong collaboration with a unifying goal across all stores and teams
- Professional technology and labor support
- Open communications and clear understanding of seasonal product data

Results:

The retailer was able to evaluate RGIS' data and gain additional visibility into their seasonal products for each location. The client had ample time to correct the supply chain and deliver the correct number of products to each store. This allowed them to minimize the risk of lost sales due to out-of-stocks by:

- Locating phantom merchandise and truing-up the store's on-hand inventory
- Having full scope of their available products to provide customers the right products, at the right place, at the right time
- Improving customers satisfaction level through a positive shopping experience
- Increasing profitability during the seasonal sales period

29%
of customers walk away when they experience a stock out

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