

DATAVAIL ANALYTICS SERVICES

Office Product Retailer Case Study

Introduction

A member of the Fortune 500, the client is a large office supply retailer. They employ more than 60,000 people in thousands of stores located in dozens of countries.

Challenges

- Ranking potential partners based only on the price of their goods resulted in less than optimal vendor relationships.
- SKUs were stored in company warehouses and flow through centers haphazardly, without regard for efficiency or prioritization.
- Freight shipping expenses were increasing, due to many LTL (less than load) shipments with room to spare for additional items.

Solution

Datavail worked closely with the client to develop analytic automated tools and solutions for the three pain points above. Respectively, the three solutions were:

- A "vendor scorecard" that graded the performance of potential partners along eight axes, including fill rate, on-time delivery, and item quality.
- A new "ABC by picks" business process, and the associated software, that prioritized SKUs and placed them in the optimal location based on the frequency that they were sold and picked.
- A software application to perform "truckload rounding" by "cubing out" each freight shipment, packing as many items as possible.

Results

The results of collaborating with Datavail were transformative for the client. The benefits included:

- In total, tens of millions of dollars in ROI
- Significantly improved vendor performance
- Increased labor productivity and less travel time for warehouse workers
- Lower freight costs and smarter distribution of stock at individual stores

About Datavail

Datavail is a company of over 1,000 professionals helping clients build and manage applications and data via a world-class tech-enabled delivery platform and software solutions across all leading technologies.