



smARTE3BY FLEX SOLUTIONS DIGITAL

SMARTE STOCK MANAGEMENT

RETAIL

"REAL-TIME OPERATIONAL EXCELLENCE"

FLEX SMARTER SOLUTIONS

FLAWLESS EXECUTION THROUGH DIGITAL MASTERY

We will help you to maximise your organisation's Return on operational Assets (RooA). This means that we enable you to operate your assets as effectively and efficiently as possible, while also ensuring they are healthy and safe. In this way, you reduce your operational costs and risks, becoming far more profitable as a result.

We can achieve this through one or more of our six "smARTE solutions" that have been built using a combination of our leading-edge, digital technologies and are focused around our "Real-Time Operational Excellence (RTE)" mantra.



$$\frac{\text{Operating Income}}{\text{Average Operating Assets}} = \text{RETURN ON OPERATING ASSETS} \uparrow$$



SMARTER STOCK

RETAIL STOCK MANAGEMENT

The objective of the retail supply chain:

The ultimate objective of the retail supply chain is to ensure retailers stock only what is necessary to perfectly match the demand from shoppers in their stores and online.

Over-stocks vs understocks:

You don't want to overstock items that aren't moving, and consequently have cash flow tied up in working capital, nor do you want to understock your shelves and warehouses, which results in lost sales. This is an extremely fine balance.

The complexity of the retail supply chain:

A retail supply chain is complicated in that thousands of different SKUs usually move daily from your suppliers/factories to your warehouse/s and then to your various stores and outlets, or directly to your shoppers' homes. What makes this even more complicated is the additional requirement of inter-branch transfers and returns.

The importance of stock accuracy:

Achieving 99% stock accuracy daily results in a substantial improvement in freeing up cash flows and increases in sales. It is well documented that for every 3% increase in stock accuracy, you can expect a 1% increase in sales alone.

This is even more impressive knowing that the industry average for stock accuracy using barcodes hovers between 60% and 70%. Imagine if you could take this to 99% and know that you will achieve approximately a 10% increase in sales as a direct result while freeing up cash flow to invest more wisely in your business and people.





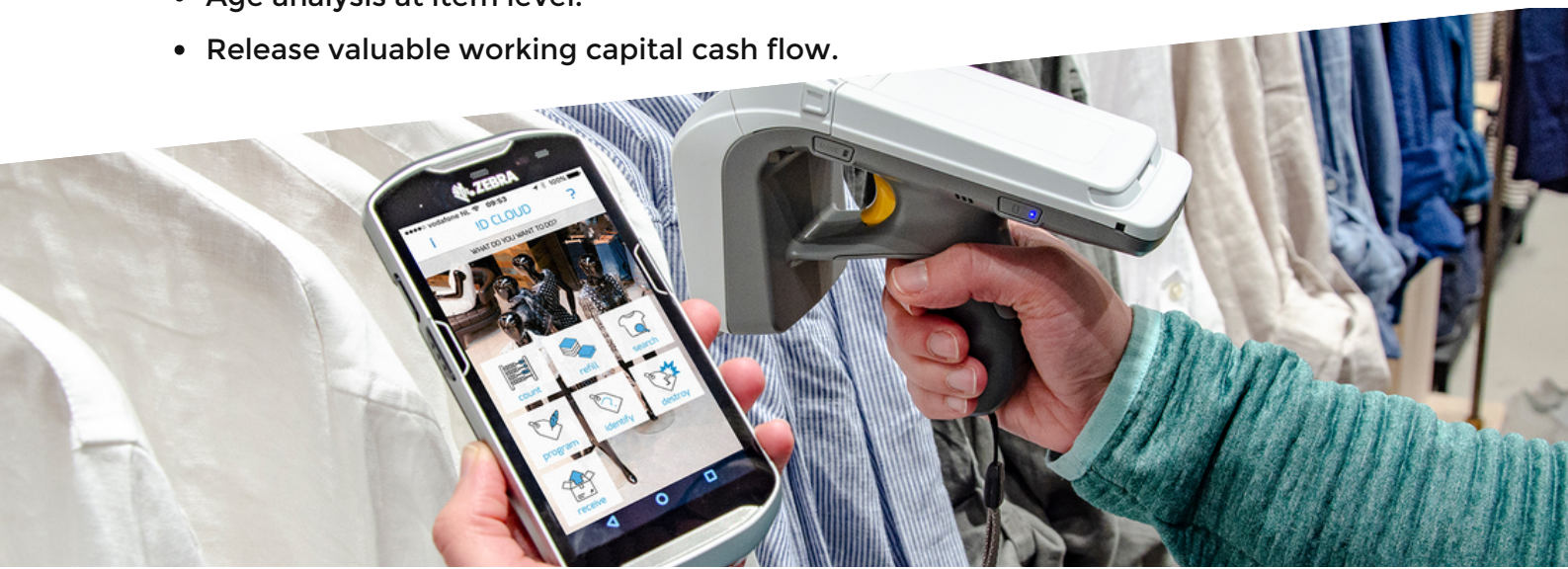
SMARTER STOCK

THE SMARTER RFID RETAIL SOLUTION:



THE OPERATIONAL BENEFITS:

- Unique identification for each stock item - no duplicate counts.
- Frequent and fast stock takes - does not depend on direct line-of-sight, resulting in 300 stock item counts per second. No need to shut down operations and stores.
- Improved stock-on-hand accuracy to 99%.
- Model stock fulfilment by location.
- Reduced shrinkage.
- Improved on-shelf replenishment and availability.
- Age analysis at item level.
- Release valuable working capital cash flow.





SMARTER STOCK

THE POSITIVE FINANCIAL IMPACT OF RFID:

- Increase sales by up to **11%** across all stores.
- Reduce sales lost, due to stockouts, by **34%** or more.
- Fewer labour hours are spent on stock takes and an increase in operating hours by up to **65 hours per month**.
- Free up valuable working capital by up to **18%**.
- Reduce mark-downs leading to **5%** more profit.
- Decrease inter-branch transfer costs by **52%**.
- Optimise inventory turnover - improve business performance, cost management, and sales.
- Lower shrinkage by as much as **58%**.

ROI < 1 YEAR!

**INCREASE ROOA
BY 10% OR MORE**

CONTACT US TO FIND OUT MORE!



Website: www.flexdigitalsolutions.com

Email: info@flexdigitalsolutions.com

Phone: +27 (0)10 023 9044

