

Retail Panel: United Commerce – Fact or Fiction

velocity

CONNECT + ACCELERATE + INNOVATE

Presenters



John Trainor

CIO and SVP of
Digital Products



Pravin Rangachari

Vice President,
Planning



Katie Morrison

Senior Director,
Planning & Allocation



Sam Wyman


Manager, Allocation –
US/UK/Outlet



Debbie Baer, Moderator

Vice President,
Global Services -
Retail Optimization





Challenge: Selecting the appropriate products, having them available in whatever channel consumers demand while getting marketing, merchandising, and supply chain to work harmoniously.

~ Retail Systems Research, "Making Planning Real, How Merchandise Plans Drive Enterprise Success"

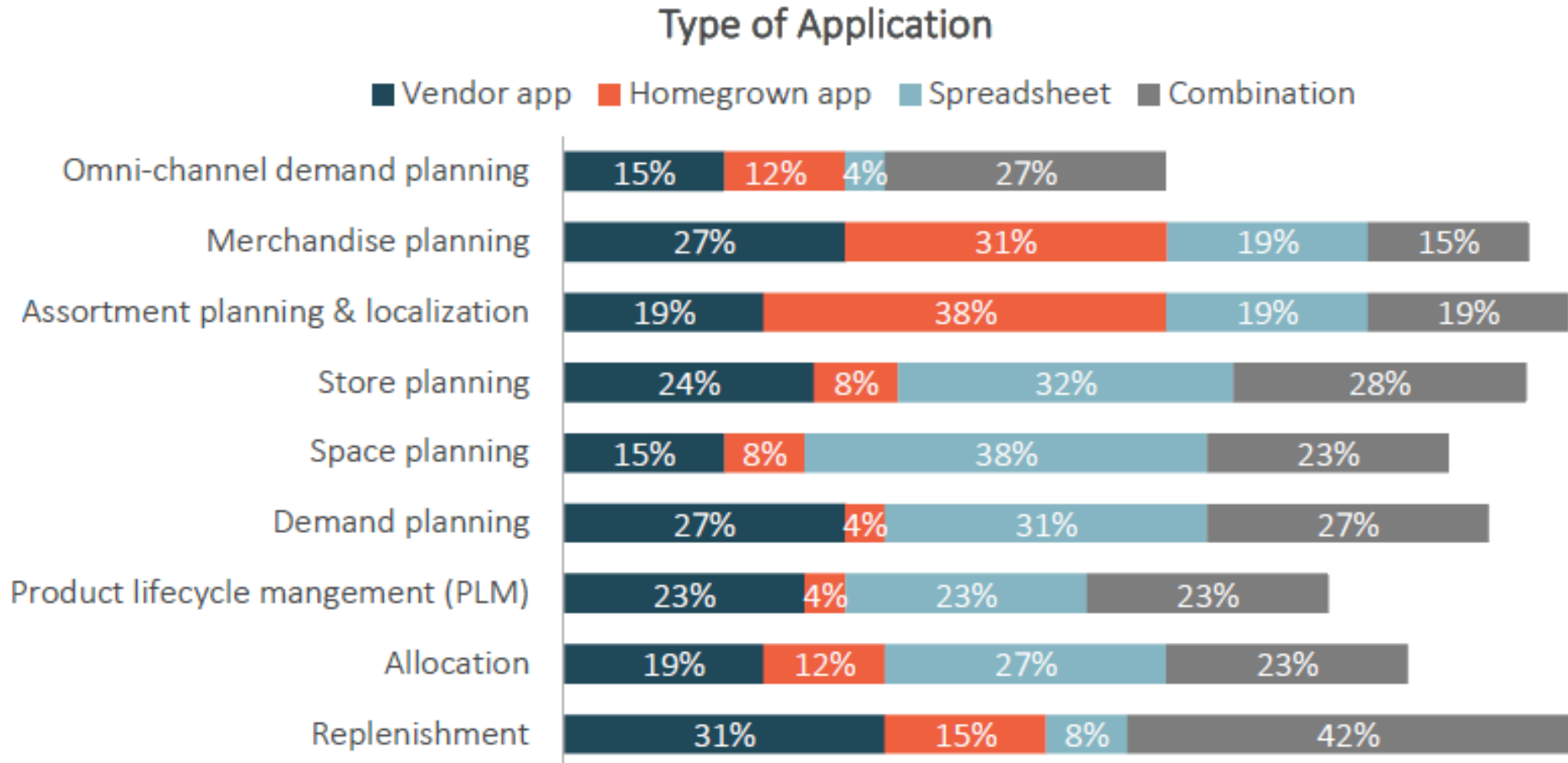


83%
Winners

**An integrated planning,
allocation and
replenishment system is a
'highly valuable'
technology**

*~ Retail Systems Research, "Making Planning Real,
How Merchandise Plans Drive Enterprise Success"*

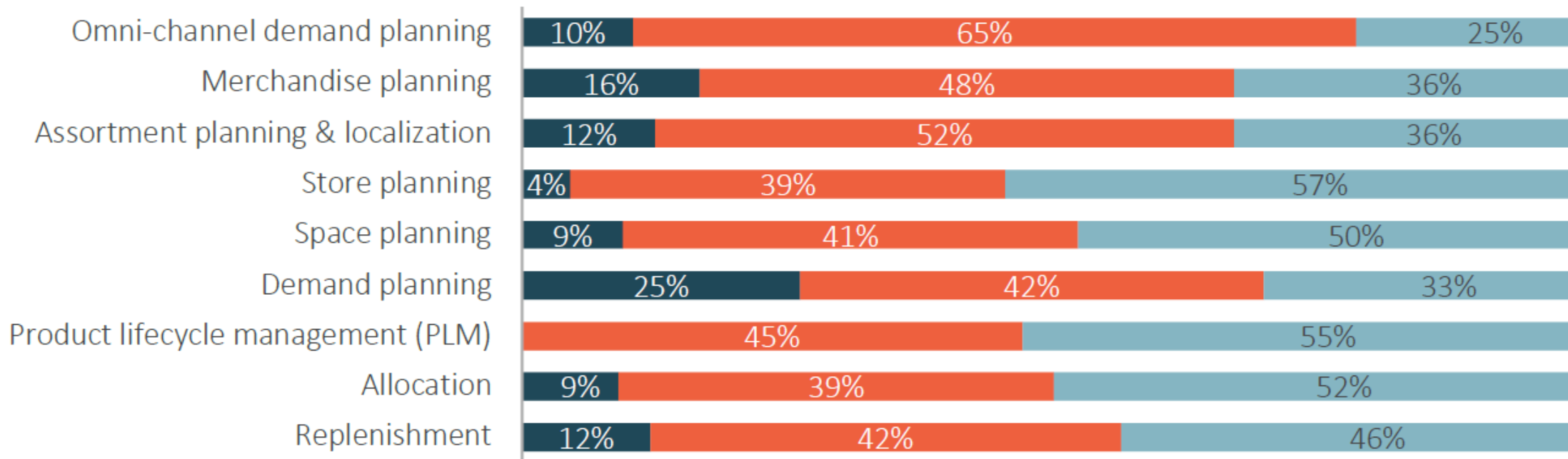
Spreadsheets and Homegrown Solutions Rule the Day



Retail's Technology Investment Plans

Upgrade/Replace Plans

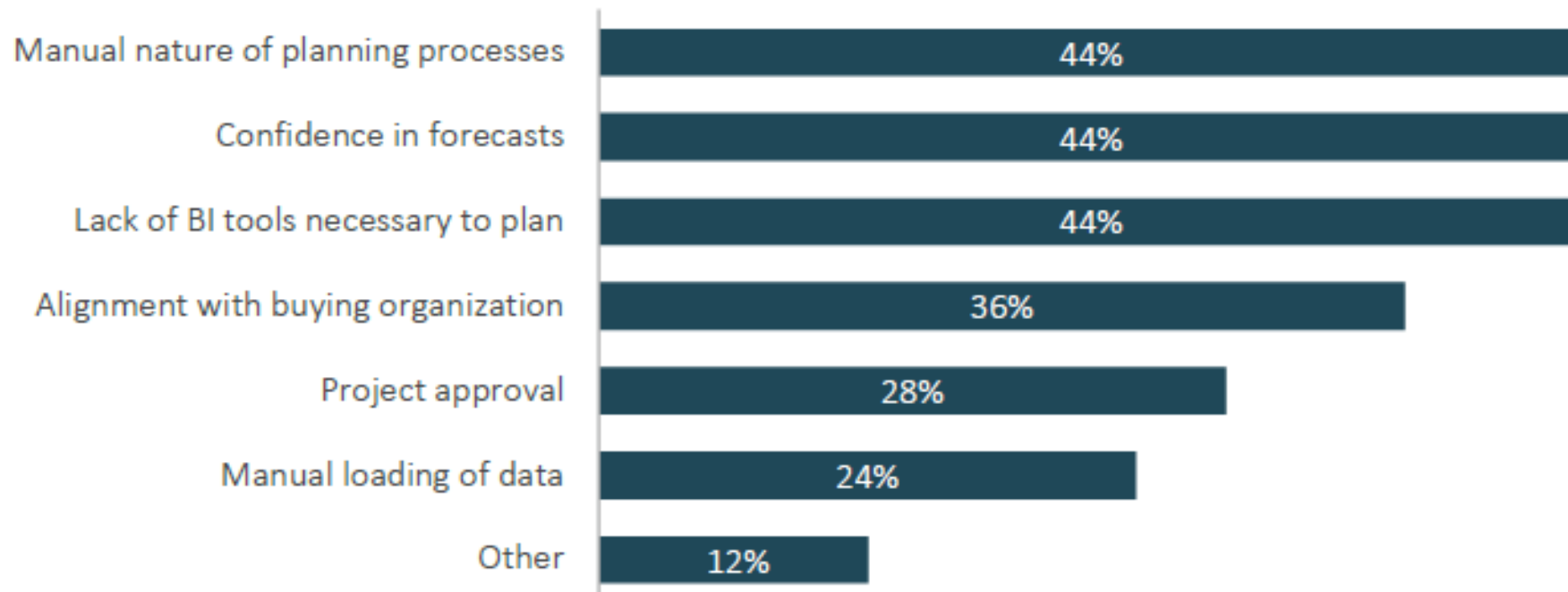
■ Upgrade/ replace within 12 months
 ■ Upgrade/ replace in 1-3 years
 ■ No plans to upgrade/ replace



Integrated Planning Challenges

- ▶ Current processes and technologies pose the greatest challenge for retailers striving for integrated planning.

Greatest Challenge for Buy-in to Integrated Planning Solution



Source: BRP Consulting, December 2018



QUESTIONS?

THANK YOU