

DATA ANALYTICS: RETAIL AND CONSUMER PRODUCTS



Your data is an asset - manage it and use it.

Anchin's Digital Risk Solutions (ADRS) group knows how to turn your challenges and business complexity into data-driven strategic decisions. ADRS has developed unique and impactful solutions to help our clients master their data and information management, from developing a data strategy to assessing business needs and turning those into a bona fide cross-functional analysis of your greatest business problems and strategies.

ADRS's deep domain expertise in the Retail and Consumer Products arena enables you to gain valuable insights into your business operations. We work with management to analyze key performance indicators, review industry benchmarks, develop key employee retention and incentive plans, and help drive business growth.



How do you win?

Winning in retail requires expertly managing supply and demand. If you have too many products at some locations and not enough at others, you might be losing an important battle. ADRS helps you gain a better understanding of your customers' needs and reduces any interruptions in sales. ADRS helps you predict and analyze the best mix of your future supply against future demand. The same applies to consumer products, managing logistics between suppliers, producers and retailers.

TOP FINDS	
Market Basket Co-occurring relationships in customers' purchasing behaviors	Customer Retention and Loyalty Analyze customer experience and behaviors
Product Innovation Go to market quickly-align with new customer expectations	Procurement Optimization Analyze suppliers historical performance and prices or analyze contract terms and conditions

Data Analysis and Business Intelligence

ADRS's strategy starts with gathering and analyzing your data. Our AI digitally explores your information line-by-line and our skilled team analyzes the AI output, looking at every nuance in your portfolio to deliver actionable data intelligence—a single view of all customers across multiple sources and silos of information (sales, loyalty, vendor information, etc.).

Retail Merchandise Audit

Many retailers carry tens of thousands of SKUs, generating high transaction volume and complexity. While most transactions are processed accurately, even a small percentage of errors can add up to millions of dollars in overpayments. A data analysis can uncover these errors across a wide range of retail merchandising processes. What does a Retail Merchandise Audit look for?

- Allowances
- Pricing
- DSD
- Freight
- Pharmacy
- Reclamation
- eCommerce
- Grocery Warehouse

Cost Savings Approach to Fulfillment

ADRS is a leader in applying advanced analytics and AI to fulfillment costs. Parcel shipping is your richest source of fulfillment operations savings, and each dollar saved goes straight to the bottom line. Our AI analyzes carrier contracts to determine cost reduction opportunities, and our team identifies areas for optimizing current contracts.

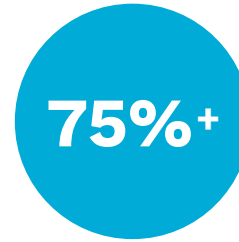
We identify past and existing issues and set up monitoring to ensure future invoices are correct and cost-efficient. Almost any shipping invoice can have errors, such as invalid accessorial charges, incorrect classifications, duplicate charges, rate inaccuracies, duplicate charges, and/or charges for shipments delivered outside the FedEx and UPS service guarantees, incorrectly assessed tariff weight breaks, and service level failures.



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Typical % of Invoices with Errors



- Our team saved a national home improvement retailer approx. \$7m or 7% of their total spend.
- At smaller and less complex entities, savings have been 15-22%.

Guided Analytics and Business Process Improvements

In fulfillment, there are many opportunities to find significant savings - from pre-sort services to zone skipping and packaging improvements. ADRS will help you analyze which ones will save you most for your types of shipping:

USPS for Final Mile Delivery: 30-40% of the total delivery expense

Leverage a Pre-Sort Service: 5-8% delivery expense reduction is likely.

Packaging Improvements: 2-10% savings from right sizing, packaging type or dunnage type

Ensure Address Quality: 1-2%

Multiple Shipping Options: 10-15% savings

Changing Fulfillment Locations: 10%+

Zone Skipping: 10-15% depending on the density of the line-haul (80%+)

To learn more about ADRS, scan the code below.



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