



TRANSFORMING **RETAIL SUPPLY CHAINS**

Optimize inventory and fulfillment with advanced analytics that **increase inventory turns, eliminate stockouts, and boost margins** across omnichannel retail networks.

Retailers leverage the GAINS supply chain performance optimization platform to speed inventory turns and reduce markdowns – while avoiding endless IT projects. From increasing merchandise availability to planning demand, optimizing inventory, and improving fulfillment, retail leaders rely on GAINS for faster decision-making to deliver better service levels, fewer markdowns, and maximize profits with less effort.

Our mission is to drive unmistakable business impact in as fast as 8 weeks, and relentlessly add value as your supply chain and merchandise portfolio evolve. Automated configuration, out-of-the-box calibration and machine learning ensure your unique business needs activate optimal supply chain response to omnichannel demands. With the GAINS cloud platform, you benefit from continuous releases and the latest innovations without lengthy upgrade cycles.

With a 97% customer retention rate, GAINS offers a proven, rapid path to a new supply chain future. Retail supply chains around the globe rely on the GAINS AI-driven planning platform to optimize merchandise availability, driving increased sales, faster inventory turns, and improving cash flow and availability levels while reducing operating costs.

RETAILERS BENEFIT WITH GAINS

OPTIMIZE GROSS MARGIN **30% Average**

AVOID LOST SALES **15-35%**

REDUCE INVENTORY CARRYING COSTS **15-40%**

KEEP SERVICE LEVELS ABOVE **97%**

GAINS RETAIL SUCCESS



Australia's largest office products retailer

- ◇ Reduced warehouse and store inventory by 20%
- ◇ Increased on the shelf availability 15%
- ◇ Decreased planner and inventory management workload for over 27,000 items in 165+ stores

"We developed a comprehensive supply chain strategy to strengthen our business in a rapidly changing retail landscape."



Australia's largest mobile network with over 6,000 retail points

- ◇ Reduced working capital 28%
- ◇ Increased forecast accuracy by 20%
- ◇ Raised customer service level to 98%

"With GAINS we achieved a 28% reduction in working capital, a 20% increase in forecast accuracy, and a 60% forecast bias improvement – all within 6 months."



National retailer with 80+ stores

- ◇ Decreased inventory by 7% within 4 weeks
- ◇ Boosted in-stock SKULs by 11%
- ◇ Maintained a service level of 98% on active lines

"By standardizing demand and replenishment planning with GAINS, we were able to shift from region-based purchasing to category-based purchasing."



Increased Agility. Optimized Availability. Bigger Margins.

Satisfying today's digital consumers requires an incredibly nimble supply chain. GAINS reduces omnichannel complexity and accelerates planning to drive higher profits.

Continuously Optimize Demand and Supply

GAINS dynamically determines the profit-optimal stocking strategy to achieve targeted availability levels and increase sell through at full price. The performance optimization platform leverages predictive analytics to sense demand changes and optimize trade-offs between options for sourcing, lead times and transportation at the lowest total cost.

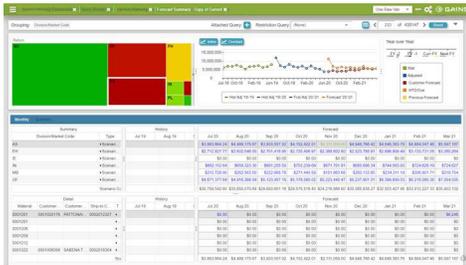
Optimize Store-Level Inventory

Maximize profit by dynamically determining where each SKU should be stocked, and at what service level, and the quantity to stock by facings or total rows. Our AI-driven platform easily considers transportation costs, handling costs, holding costs, expiration risk, lost line margin, lost order margin, and expediting costs.

Analyze and Optimize Supply Plans

GAINS quickly evaluates cost and risk tradeoffs of supply scenarios to ensure targeted availability levels are met at the lowest cost. Item redistribution from another location, optimally meeting vendor minimums and rebate thresholds, cross-docking directly to the POS location, expediting, sourcing from alternative vendors, and utilizing substitute products can all be analyzed.

Avoid stockouts or surplus inventory with continuous planning



Forecast for new items and seasonal or short product lifecycles with ease



To **MOVE FORWARD FASTER** visit www.GAINSystems.com

GAINS Supply Chain Optimization Platform harnesses Artificial Intelligence for:

- ◇ **Dynamic Forecast Model Selection and Demand Sensing** that tests for plausibility and accuracy to provide an objective demand plan baseline and eliminate as much human bias as possible.
- ◇ **Collaboration with Merchandising** to comply with store planograms and meet shelf/display stock requirements while fine-tuning store policies by recommending inventory face swaps within a shelf, optimal back-room stocking between deliveries, and total shelf stock.
- ◇ **Dynamic Analysis of Supply and Demand for every SKUL** (SKU by Location) across the enterprise, from DCs to stores, that considers all error sources including the variability in supply and variance from plan, to ensure precise service level attainment with greater confidence dependencies and constraints.
- ◇ **Profit-Optimized Inventory Policies** including replenishment order sizing and safety stock are calculated at the location and store level, considering total cost, delivery cycles, comprehensive error, optimal availability levels given margin and basket pull-through, and all dependencies and substitutes.
- ◇ **Leading Indicator, Extrinsic Variable, and Viability Analysis** so that forecasts sense changes in demand driven by store-level POS trends, local promotions, and product placement.
- ◇ **Multi-Echelon Inventory Optimization (MEIO)** algorithms that determine the profit and service level optimum source for each replenishment from a parent location, primary vendor, surplus location, alternate vendor, or substitute. Purchase constraints, bulk buy discounts and rebates are dynamically analyzed.