

Benefit from CLARITY

- Increase sales up to 15%
- Improve cash flow
- Sustain service increases of 3 percentage points, or more
- Remove thousands of slow movers
- Reduce carrying costs and put 2% or more right to the bottom line

CLARITY's unique combination of features help you succeed:

- Inventory Deployment Optimization
- Superior decision-support
- Direct control over execution

One solution for measuring performance, evaluating what-ifs and getting the job done daily.

The power to increase revenue, cash flow and margin by managing inventory deployment to assure optimal customer service with minimal inventory investment.

You sell thousands of items. You can get nearly every item your customers want...somewhere.

You have hundreds of items that no one wants...and naturally they're everywhere.

...And what do you do with 150 new items?

Imagine that scenario...now, add a call from Finance..."we're low on cash...we need to do something about inventory," while your Sales/Operations team is in your office begging for increased service levels.

The Stocking Dilemma

Hundreds of companies face this reality every day. Worse yet, their customers face it...at least until they go somewhere else.

You could guess where items should go, but how do you determine if sales justify stocking the items...and what about the impact to your company and your customers if you do stock the item. Now you can know for sure.

CLARITY meets this challenge by defining the optimal deployment for every item and location. The solution allows wholesalers, retailers and their trading partners to service customers as completely as possible, while creating an assortment in every location that is cost-effective.

Managing what you Measure

The CLARITY suite goes beyond economics analysis, and complex algorithms to assure that all of those advanced techniques can be leveraged into a decision support and performance management tool. The performance management tools in CLARITY allow companies to use what-if analysis to understand the impact of maintaining or changing their deployment strategy, customer service goals, cash flow requirements and other key measures, and then change daily execution to capitalize on that understanding.

The Benefits of Inventory Deployment Optimization are Proven

Fortune 500 client Henry Schein, Inc. tells us that in just 6 months, they:

- Reduced Inventory and Freight Costs by over \$1.4MM
- Sustained a .6% Increase in Service Level
- Discontinued over 9,500 unprofitable slow movers
- Returned \$3 million in unneeded stock
- Liquidated \$1.4 million in dead inventory

The effects of a better item mix are long-lasting. Lowering inventory and freight costs, along with reducing lost sales benefits your company forever. A better item mix means improved sales, cash flow and margin.

Customers benefit while you increase profit...a necessity in today's marketplace.