



Expedite & Fresca

Multichannel Retail Specialists



Supply chain solutions

Multichannel retail, wholesale, franchise and international

**Get a place for everything and
put everything in its place**

One stock pool, multiple channels, one system

Multichannel and international trading are blurring the lines between manufacturers, distributors and retailers. With suppliers and factories at one end, an ever-increasing array of channels at the other and your retail business in the middle, it's not always easy to keep on top of everything. But not impossible.

We'll give you the tools you need to manage the full lifecycle of a retail business – from planning, forecasting and assortment planning, through design and sourcing, shipping, allocation and replenishment – all the way to your retail, franchise or wholesale customers.

Our supply chain solutions will help you:

- automate time-consuming planning tasks, from forecasts to assortments
- use technology to streamline design, quotation, production and sourcing
- deliver the latest trends quickly and efficiently
- increase stock accuracy and drive down capital tied up in inventory
- get the right things in the right place at the right time.

Integrated product lifecycle management

Shrink lead times and reduce markdowns with collaborative design, development and trading

Fashion is fickle. To avoid markdowns, you need to work with your trading partners and tighten your supply chain so you've always got the right product mix in the right place at the right time. Our integrated product lifecycle management (iPLM) system will help you do just that.

You'll be able to manage the full product lifecycle, from design and sourcing through to delivery. And you'll have everything available in an environment that supports collaborative trading with vendors, franchisees and customers.

iPLM covers everything from initial design and sample tracking to b2b collaboration portals, so you can manage the progress of a style throughout its entire lifecycle. This means you can:

- create **one central repository** for product management
- **collaborate globally** on concept design and development
- **streamline production** and sourcing processes
- **deliver the latest trends** to your retail, wholesale and franchise customers
- **trade globally** across the internet using common systems, with a single view of the supply chain.

All style information is brought together in one central database, integrated with your other back-office systems. This gives you 'one version' to work with and helps avoid double entry of style information. At the same time, built-in workflow management and alerts mean you can track progress across all departments, throughout all functions of the supply chain.

Merchandising

Get everything in the right place at the right time for the right people

Customers dictate retail. Whether it's in-store, online or over the phone, they want to see what's available and how soon they can get it. Trying to keep up with competing demands from different channels can cause chaos behind the scenes.

This chaos, or lack of integration on the supply side, makes you less competitive, and can end up disappointing your customers. Fail to deliver the goods, and you could lose a customer for ever.

Working with you, we'll deliver a solution that synchronises all the functions within the retail cycle. We'll provide tools to manage all the key business processes, including purchasing, receiving, pricing, stock management, allocation, replenishment, direct selling, order fulfilment and warehousing.

Our solution enables you to manage your inventory across the enterprise, including the status and condition of all stock in all channels, while providing a wealth of information (KPIs) to support decision-making. All this will help you to buy smart and sell through efficiently. It comes with a whole host of features including:

- **inventory management** to maximise merchandise flow and productivity levels
- **price management** to control prices by location, colour and lots of other combinations
- **warehouse management** which gets the product out to the right stores faster
- **automated allocation** to streamline processes and put critical information at your fingertips
- **direct selling** from retail and wholesale customers, integrated with order fulfilment.

Merchandise and assortment planning

Respond instantly to changes in the market, fashion or even the weather

Retailing today is an ever-changing business. To compete, you need to be able to plan at the lowest level and keep category and store plans synchronised. And in the face of competitor campaigns, unpredictable weather and changing trends, it's even more important that you're able to re-plan swiftly.

Customers expect variety and choice, so it's essential to provide them with a comprehensive range across all store groups. Variables such as colour, price point, brand and fabric can all be used to give a balanced offering.

With our **merchandise planning** solution you can easily:

- combine financial and store plans to create ideal plans and WSSIs (weekly sales, stock and intake) for your business
- **re-forecast plans based** on what – and where – your customers are buying
- **implement plans quickly** using standard rules which you can customise later
- use standard or user-defined calculations, based on customer demand to **plan at lower levels of detail**.

Assortment planning takes this process a step further, integrating the creation of assortments, allocations and purchase orders with the numbers driven from the merchandise plan.

This lets you create assortment plans and then generate allocations and purchase orders directly from them. And you can build assortments by simply dragging and dropping digital images of your merchandise.

Assortment planning is the science of matching financial plans with the visual in-store experience and integrates numeric, design and buying functions into one process.

“Mercatus has been remarkably successful. We've already seen a result, with our biggest wholesale customer going from 49 per cent fulfilment last year to 91 per cent this year.”

Melanie Traub, Global Merchandising, Buying, Wholesale and Franchise Director, Thomas Pink

For more information on our supply chain solutions, visit
www.btexpedite.com/supplychain or call us on 0870 850 6880



Offices worldwide

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