

What Acorn Services provide :

Acorn has the ability to bridge the information gap between the retailer's inventory information and the vendor requiring visibility of product range performance. Often vendors do not have the computer software to receive the inventory information, this is where Acorn can assist.

Acorn has the ability to receive this vital information on a weekly basis and turn it into intelligent meaningful reports. These can be used as a powerful tool for future buying office discussions or assist in Vendor Managed Inventory.

Supporting Vendor Managed Inventory (VMI) ?

Is a process which provides for a collaborative approach between the retailer and the manufacturer/vendor in the management of product inventory. It encourages a closer working relationship between the retailer and the manufacturer in the production/ supply of stock and optimising product life cycle management for the retailer, reducing shelf costs and improving inventory stock turns and sell through.

What information is required to support VMI ?

Most leading retailers provide access to their point-of-sale (POS) and stock-level data via Electronic Data Interchange (EDI).

How can Acorn assist make it work for you ?

Acorn can provide detailed inventory analysis reports from a customised hosted solution.

On a weekly basis Acorn receives from the retailer the raw data via an EDI transmission on behalf of the vendor. This is then translated using Acorn's customised software and updated onto a hosted database.

Then a variety of detailed performance analysis reports are produced in spreadsheet type format and emailed to the vendor.

The processing and production of the reports happens within the same day receipt of the EDI transmission.

The spreadsheet type format allows for further data analysis as required.

What are the key metrics on the reports ?

There are two levels of reporting available, national or store-by-store (optional) with the following key reporting elements:

- Top down best sellers by product range
- Stock-On-Hand
- Stock-On-Order

- Sales
 - Weekly
 - Monthly
 - Year-to-Date
 - By colour for fashion lines
 - By retailer department
- Sales % to stock-on-hand
- Sell through % (seasonal or job lot)
- Weekly turnover
- Weekly stock cover, calculated on product performance
- Out-of-stocks

Reports can also be tailored to suit a particular need or retailer's buying office presentation.

What are the benefits to the manufacturer/vendor ?

The most obvious is the vendor being timelier informed on a retailer's stock position and performance for your product range, allowing for proactive action.

Other mutual benefits would be:

- Timely replenishment or placement of stock
- Leverage off strong performing "like" products
- Maximising sales by reducing out-of-stocks of your products

- Improved sell through
- Improved stock turn
- Be more informed for any retailer buying office discussions

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