



End-to-End Inventory Management & Optimization



Take control of your

INVENTORY.

Your supply chain starts with inventory.

Inventory typically represents the largest cost of goods sold and accounts for the single biggest line item for omnichannel retailers, direct-to-consumer (DTC) businesses, manufacturers and distributors alike. The challenge with this significant investment is that it can be an asset, liability or combination of both. Today, many businesses struggle to recover from unusual shifts in demand and must look closely at their supply chains for answers. To improve omnichannel order profitability and margins, it is critical to reduce inventory levels through a robust sales and operations planning (S&OP) process that incorporates demand planning, inventory optimization, supply planning, inventory positioning, product flow and omnichannel order orchestration. By ensuring the right product is deployed to the right place, at the right time and in the right quantities, businesses can reduce safety stock, thereby decreasing mark-downs and lost margins – as well as improving inventory turns and reducing out-of-stocks.

Discover why thousands of leading brands leverage enVista's 20 years of expertise and global software and consulting solutions to optimize their inventory investments, while driving end-to-end fulfillment success.

enVista's End-to-End Inventory Solutions

- Product Lifecycle and Data Management
- Product Planning & Inventory Management
- Sales & Operations Planning
- Network Product Flow and Fulfillment Design
- Order Management and Omnichannel Fulfillment
- Dynamic Inventory Allocation & Positioning
- Sustainability





“Inventory is **money sitting around in another form.”**

– Rhonda Adams, USA Today

Product Lifecycle and Data Management

Product Lifecycle Management (PLM)

C **T**

Optimize your product-to-market strategy with an integrated product lifecycle management solution. The right people, processes and technology are vital to be able to effectively increase speed-to-market, minimize redundancies, reduce unnecessary development and decrease cost. enVista’s inventory experts help you develop a product lifecycle management (PLM) strategy to provide a holistic view of the end-to-end merchandise planning, product development lifecycle and supply chain all the way through end-of-life.

Product Information Management (PIM)

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enVista’s cloud-native product information management (PIM) solution enables omnichannel organizations to easily manage, standardize and publish product data across their enterprise. Our PIM solution reduces the complexity and manual hours involved with maintaining and syndicating extensive item attributes and product data across your enterprise. In addition to enabling greater efficiencies and cost savings, enVista’s PIM solution rapidly integrates with your existing systems and partners to ensure centralized data management, provide consistent product information and attributes to both your associates and customers across all channels.

Network Product Flow & Fulfillment Design

Omnichannel Supply Chain Network Design

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Design an end-to-end supply chain that delights customers, reduces costs and creates a lasting competitive advantage. Incorrect levels of inventory often hides/compensates for supply chain deficiencies. It’s important to leverage smart inventory quantities and placement, product flow and segmentation to develop robust omnichannel fulfillment strategies

driven by customer demand integrated with replenishment policies. Ensuring the right inventory is in the right place at the right time drives efficiencies that reduce the environmental impact of operations.. With solid, proven methodologies and the right modeling tools, enVista is an expert resource for solving complex supply chain network challenges. We work with a broad range of industry verticals, and while specific industry challenges differ, many of the variables impacting network design remain the same.

C = Consulting

T = Technology

M = Managed Services

Product Planning & Inventory Management

Merchandise & Financial Planning

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Drive revenue and maximize gross margin return on inventory investment (GMROI). Using a systematic merchandise & financial planning approach helps maximize your ROI while ensuring merchandise is available at the places, times, prices and quantities that the market demands. enVista's team of inventory experts helps you map your financial targets, including profitability objectives, topline goals and inventory utilization, into your sales plans. enVista also helps develop cost-to-serve models to more accurately identify true profitability.

Merchandise Assortment Planning

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Ensure the right breadth of product assortment. To efficiently and effectively determine which items to sell and understand whether to increase, reduce or eliminate products requires strong planning and analytic tools. Further, anticipating and forecasting the right assortment in the right quantities at the right time for the right price is necessary to successfully satisfy your customers' expectations. enVista's team of experts helps you evaluate your planning tools and processes to ensure they align with your customer demands and provide visibility to react to the impact of omnichannel on your assortment and item performance. Our team also helps your organization select and implement the specific tools necessary to optimize your assortment.

Product Portfolio Optimization

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Optimize your inventory investment strategies. With extensive experience with assortment, activity-based costing and store and category planning, enVista's approach is to build a strategy that allows you to deliver the results you need to shareholders, customers and leadership, as well as identify gaps or points of enterprise misalignment. Once we understand your deliverables and desired outcomes, we take a detailed approach leveraging a segmentation strategy. enVista generates a multi-dimensional segmentation strategy using activity-based costing that is customized to your business to facilitate individualized planning strategies while meeting service expectations.

Inventory Forecasting & Planning as a Service (IFPaaS)

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Remain ahead of supply and demand variability and optimize inventory by echelon and channel. enVista's IFPaaS subscription offering provides companies a convenient and ongoing way to leverage enVista's comprehensive inventory optimization solutions to adapt to evolving market changes, optimally position inventory across the network, improve GMROI and ensure the right inventory is available in the right place and the right time to improve customer service. The solution offering can be delivered alongside enVista's highly extensible, cloud-native omnichannel order management system (OMS) with enterprise inventory availability and AI-powered dynamic inventory allocation for even more powerful results.

Merchandising Allocation

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Anticipate and allocate the right quantity of assorted inventory to satisfy customer demand. Merchandising is a continually evolving science that blends the art of understanding your customers' needs with the data-driven ability to execute the procurement, placement and selling of goods in a relevant way. Our inventory experts understand the value of an integrated merchandising ecosystem. Utilizing our proven implementation methodology, our experts have the tools and experience to help you unify your planning processes and realize your optimal merchandising strategy.

Price Optimization and Promotion

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Maximize profitability and build customer loyalty through optimal decision-making about both temporary promotions and permanent markdowns. As an essential part of planning, as well as end-of-life, ensure you are liquidating product profitably before demand collapses – while optimally balancing promotions.

“The goal of forecasting is not to predict the future, but to tell you what you need to know to take meaningful action in the present.”

– Paul Saffo,
Technology Forecaster



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Sales & Operations Planning

Demand Planning & Forecasting

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Advanced demand planning and forecasting tools help omnichannel retailers, DTC businesses, manufacturers and distributors obtain critical visibility to inventory demand where and when it occurs, as well as automate processes and understand exceptions to deliver improved results. enVista's team will engage with your sales, marketing, product and demand teams to develop a comprehensive understanding of what data you have access to and how to best incorporate it into your forecasting process. We test the data, identify correlations and consider relevant data sources from a competitive perspective to inform a forecasting approach that is right for your business. enVista also selects and implements demand planning software on behalf of customers where it makes strategic sense.

Supply Planning and Replenishment Management

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Accurate product placement is critical to meet your localized customer demand. Merchandisers must consider the channels available, the individual stores and the product attributes to meet diverse customer demand and business goals. A holistic allocation and replenishment approach recommends the right merchandise distribution down to size so organizations can optimize inventory, reduce waste and avoid unnecessary markdowns and obsolescence – as well as leverage advanced algorithms to balance limitations and needs for the most cost-effective and efficient buying strategies. With enVista's allocation and replenishment

expertise, you can optimize your product placement inventory strategies and build out the best inventory replenishment based on supply chain constraints to maximize margins.

SKU Rationalization & Segmentation

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enVista generates a multi-dimensional segmentation strategy customized to your business to facilitate individualized planning strategies, without significant time requirements. Through SKU segmentation/ assortment, you can focus your energy on manually adjusting 5-10 SKU profiles, rather than 500-100,000 SKUs. Without segmentation, companies rely on high-level averages to track most of their key performance indicators (KPIs) and while high-level averages can be helpful, they will only help you improve if they are layered with mid-level KPIs.

Multi-Echelon Inventory Optimization

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There are many hidden costs of having inventory appropriately positioned and ensuring that inventory has efficient storage and fulfillment. A key approach to being successful with complex multi-channel businesses is combining multi-echelon strategies overlaid with your channel strategy. Taking a holistic, multi-echelon approach can help reduce the extended supply chain inventory while service levels increase due to a right-sized assortment closer to customers – with fast, automated replenishment.

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“Anywhere from **20 – 30%** of inventory is dead or obsolete for most businesses – leading to lost sales and waste.”

Source: What Is The Real Cost Of Dead Inventory?, Manufacturing.net





“ [enVista’s OMS] gives retailers like GNC the capability to leverage and source all inventory across channels and set tighter rules.”

– Chad Hamby, VP eCommerce Operations & Solutions



Order Management & Omnichannel Fulfillment

Order Management

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Deliver the optimal omnichannel brand experience and maximize order profitability with enVista’s next gen, cloud-native, enterprise order management system (OMS). Named “One of the Seven OMS That Matter Most,” enVista’s functionally-rich order management system (OMS) optimizes order routing/orchestration and omnichannel fulfillment, delivers enterprise visibility to inventory available to promise (ATP), empowers customer care, and enables buy-fulfill-track-and-return-anywhere commerce. Our OMS is enabling DTC and B2B clients curate

the ideal brand experience, drive additional sales and significantly improve margins. enVista’s modern, highly extensible and versionless OMS was built from the ground up as microservices-based, API-first, cloud-native, agnostic architecture, delivered on an integration platform as a service (iPaaS) and common data model to ensure ease of integration and speed time to value. enVista’s OMS can be leveraged on its own or alongside other solutions on enVista’s Enspire Unified Commerce Platform, including: POS/mPOS, marketplaces, dropship, mobile fulfillment, shipment experience management, AI/ML, subscriptions, business intelligence, EDI, PIM and more.

FORRESTER®

The Forrester Wave™: Order Management Systems, Q2 2021



Enterprise Visibility to Inventory Available-to-Promise (ATP)

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Make inventory your competitive advantage by optimally connecting your biggest assets – your inventory and your customer. Drive new sales levels by allowing consumers, customer care and store associates to view real-time stock levels by channel and inventory node. enVista’s omnichannel order management system (OMS) provides visibility to all inventory ATP in your network, empowers store and customer care associates to source inventory and place orders at the time of demand, and leverages the “best” inventory positioned closest to customer demand— reducing fulfillment time and cost.

Order Routing & Orchestration

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Understanding the most efficient and cost-effective way to get your products to your customers is paramount to profitability and customer satisfaction. Consistently rated highest for its order routing and fulfillment logic, enVista’s OMS couples machine learning and AI alongside its custom rules engine and advanced routing capabilities to ensure orders are sourced from the best location or inventory node, every time.

Order Management & Omnichannel Fulfillment (continued)

Omnichannel Fulfillment

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enVista's omnichannel fulfillment solutions easily deploy, scale and enable your target fulfillment strategies, including: **BOPIS/BORIS, curbside, ship to/from store, dark store fulfillment, mobile fulfillment and dropship.** enVista's OMS and mobile fulfillment application provide centralized visibility to all inventory, orders, customer profiles, shipments, and payments across your enterprise empowering store associates and customer care teams to optimally engage customers; deliver a seamless, personalized customer experience; and sell-fulfill-track-and-return items anywhere.

We make omnichannel easy, personalized and profitable. Expand your item assortment without taking on inventory carrying costs by leveraging your suppliers to dropship and fulfill orders directly to the consumer. Provide your customers the convenience to purchase online and easily pick up at their desired store – getting the product into the customers' hands at a much faster rate, and generally at a lower cost to the business. And optimally source and fulfill orders to speed fulfillment timeframes at least cost.

Data Analytics & Reporting

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Superior business intelligence and insights deliver a competitive edge. enVista is the OMS market leader in reporting and analytics. Use our OMS and data analytics to ensure inventory is positioned in your network based on order fulfillment types – and to reduce non-productive inventory (NPI) across your network, while maximizing your gross margin inventory return on investment (GMROI). We make it easy to access data and customize reports, manage orders and exceptions, proactively manage the customer experience, and improve strategic decision-making around customer service and order profitability. Maximize and accelerate your target business outcomes with better BI.

AI-Powered Dynamic Inventory Allocation

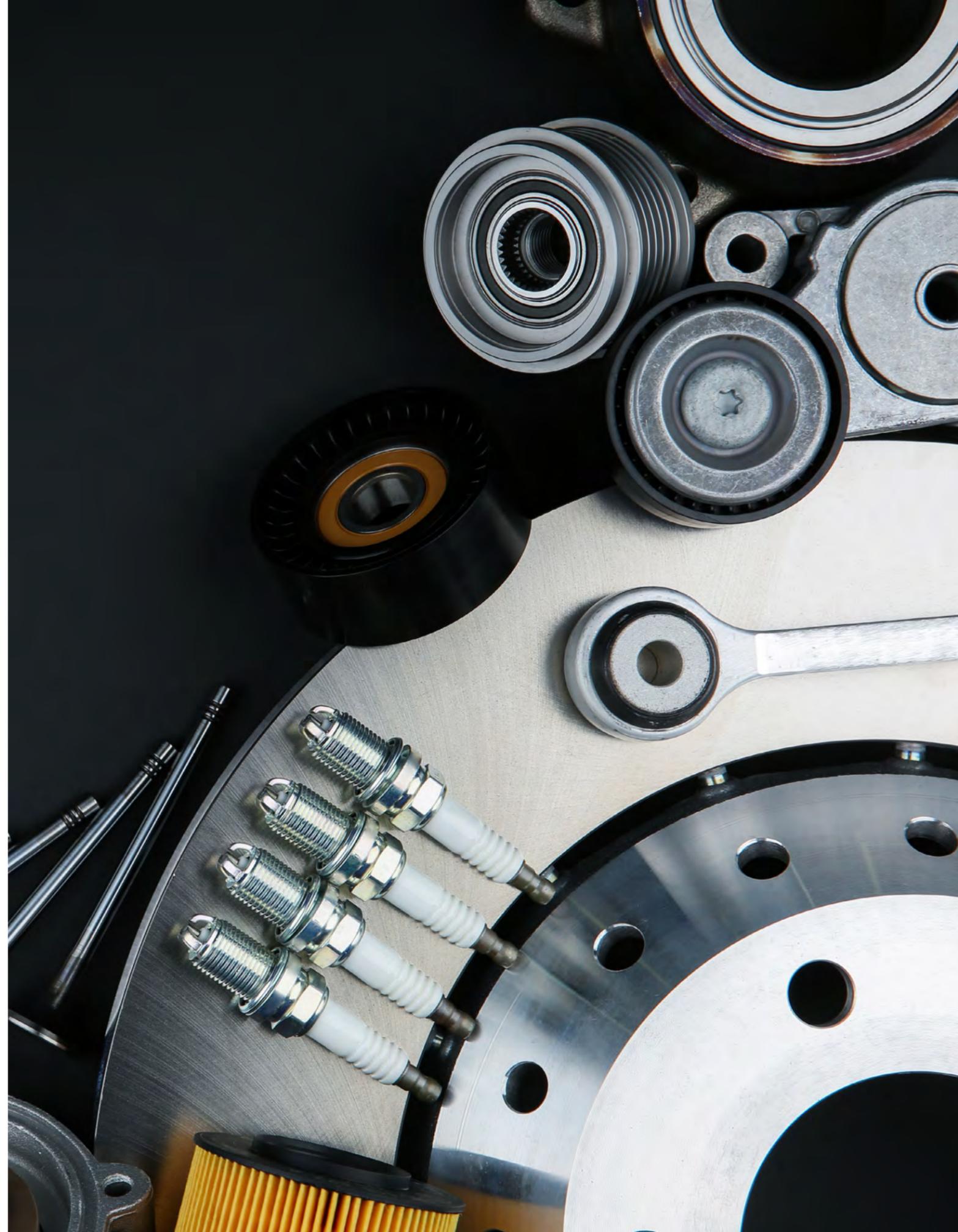
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Maximize gross margin return on inventory investment (GMROI) through enVista. AI Dynamic Inventory Allocation™. Our AI-powered dynamic inventory allocation engine leverages predictive analytics to optimally forecast and allocate inventory across your network. Coupled with enVista's next-gen OMS, the solution delivers superior inventory management and omnichannel order orchestration and fulfillment execution capabilities for optimal enterprise inventory management, omnichannel order management and profitability.

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Sustainability

Product Lifecycle Management

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Inventory management and optimization reduces markdowns, lost margins and inventory waste, promoting a more sustainable operation. Gain a holistic view of your supply chain to manage and minimize cost and reduce inventory by ensuring the right product is deployed in the right place, at the right time – thereby reducing safety stock.

Forecast Inventory

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Minimize inventory investment and wasted transportation by gaining insight into forecast performance across statistical and value add activity, along with historical demand, to inform inventory strategy and correlate supply impacts.

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“Every year, 5.8 billion pounds of retail returns and excess inventory end up in U.S. landfills.”

– Sustainable Brands

Bringing It All Together

The Power of a Comprehensive Inventory Solution

Integrated business planning is enterprise thinking defined. The practice of developing a repeatable cadence to review the business, align on the trajectory, and develop strategies to maximize is a simple concept. Despite that, companies large and small struggle to execute it successfully because sometimes the simplest concepts are the most difficult to deliver due to growth, resource constraint, and expertise. The team at enVista understands these complexities, the obstacles and most importantly, how to overcome them.

Our approach will ensure that your people, process and technology work together to stand up and operationalize this critical element. We will layer on a proven change management approach and work side-by-side with your team to ensure that the right data is presented, the right questions are asked and the appropriate outcomes are delivered.

Getting Started

To help clients drive these results, we leverage 20+ years of experience and proven methodologies to:

- Determine root causes of pain points
- Identify revenue-generating opportunities through merchandise planning
- Establish the quick wins possible with inventory, cost and service levels
- Develop an improvement approach tailored to your business that improves the entire business
- Assess your team’s skills and technologies to determine gaps to best practice
- Implement improvement solutions
- Coach and train your team through the implementation

About enVista

enVista is a leading global software, consulting, automation and managed services provider optimizing and transforming physical and digital commerce for the world’s leading manufacturers, distributors, omnichannel retailers and 3PLs/LSPs. We optimize supply chains to improve efficiencies and cost savings and unify commerce to maximize profitability and customer service.

We bring 20 years of unmatched domain expertise and innovative solutions across supply chain, commerce, transportation and information technology to accelerate target business outcomes.

Make inventory your competitive advantage. Contact enVista today for a customized assessment and learn which of our end-to-end solutions are essential to managing and optimizing your inventory.

Trusted by thousands of the world’s leading brands –





Consulting and solutions delivery are in our DNA.
Let's have a conversation.™

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