Efficiently Deliver More for Less with Supply Chain Analytics

Meet Our Speakers!

Ken Bowman

AVP of Retail and Consumer Goods Sales, Salesforce

Sean Mancini

Director, Digital Supply Chain Analytics, Signet Jewelers

Roman Usatin

Principal Solution Engineer, Salesforce

Forward Looking Statements

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Supply chain disruptions may have caused up to $4 trillion in lost revenues

Top trends across retail and consumer goods related to years of supply chain limitations

Empty shelves

67%

of consumers think product shortages are the "new normal"[4]

Consumer trust = brand loyalty

95%

of customers say they're more likely to be loyal to a company they trust.[3]

Labor shortages +wage increases

70%

of executives say labor shortages will hamper retail growth in 2022[1]

High inventory = high discounting

10%

Retail inventories rose 10% faster more than sales [2]

Sources: 1- WSJ 2- Reuters, 3- Salesforce , 4-SAP, Headline- Reuters

Supply chain challenges can be solved with data

Suppliers

41%

lack accurate, real-time inventory visibility [1]

Shipping

48%

Reallocating dollars to investment areas like basic analytics for transportation / logistics [2]

Logistics

Retailers

32%

of retailers share data weekly according to CG orgs [2]

Consumers

48%

CGs report inability to adjust or respond to fluctuations in consumer demand [1]

76% of retailers say improving operational excellence with real-time visibility into supply chain data is their top priority for the next 12 months [3]

Source:1.CGT, 2- RIS News, 3- IT Supply Chain

Build Your Supply Chain Control Tower

Drive Supply Chain Agility with Data & Analytics

Connect Systems and View Real Time Data

Unlock your data across front and back end systems. Make decisions on real-time data

Create Efficiencies with AI and Business Intelligence

Transform and empower your organization with data to fuel digital innovation and reduce costs across the company

Reduce Costs with Accurate Planning and Predictive Analytics

Make demand forecasting and inventory planning easier; spot supply chain changes before they impact your business

Identify and Track KPIs

Find KPIs that drive business, analyze which channels are making the most money and optimize the ones that aren't

41%
Faster time to insights

34%
Signet Jewelers saw 34% reduction of unproductive inventory

Signet Jewelers Created a Connected Supply Chain with Tableau

Developed data points to understand where inventory can be optimized

Produced array of Tableau ~~dashboards~~ “apps” showing what stagnant inventory can be reused, or redistributed, to supply consumer demand, without using suppliers

Created a vendor scorecard to understand the performance of vendors end-to-end (in-take -> at market -> post market)

34%
Reduction of unproductive inventory

10^3
Deep insight increased by at least 3 orders of magnitude

SERVICE MARKETING ANALYTICS INTEGRATION PLATFORM SLACK

Largest retailer of diamond jewelry

Beyond the Dashboard

Tableau ~~Dashboards~~ “Apps”

Integrated

Business processes and technologies

Actionable

Every action has an equal and opposite reaction

SIGinventory Control Tower: Merchandise Purchase Order Notification as of 2023-01-

Reply | Reply All | Forward

SIG*inventory* Control Tower: Merchandise Purchase Order Repurpose Opportunity Notification

The **SIG*inventory* Control Tower** has identified merchandise Purchase Orders (PO) recently placed for which unproductive inventory of the SKU is already available within the Signet network and addresses the quantity needs defined in the PO. This available unproductive inventory is defined as being aged at least 12 months (365 days) or longer within its current location and could potentially be repurposed or reallocated thereby reducing the need for the noted PO.

To further assist the team, each SKU listed below also contains an unique link to the **SIG*market* Merchandise Insight Enabler** *(powered by SIGinventory).* This enabler provides deeper insight and understanding of the noted SKU and its performance within the market in addition to downloading the SKU's full inventory positions directly to Excel.

By internally sourcing the purchase order need(s) below it will help Signet preserve an estimated [redacted] in working capital.

PO Date	PO Buyer	PO Number	PO Type	PO Line Status	PO Vendor	PO SKU	Expected PO Receipt Date	PO SKU Description	PO Line Qty	PO Order Cost	Total Enterprise On-Hand	Total Unproductive On Hand	Kay	Jared	Zales	Peoples	Banter	DC	DR	Non-Assort	Est. Recall Cost	Est. DC Handling	Est. DC Stone Remove Cost	Est. Total Cost	Working Capital Preserved if Internally Sourced	Current Years of Supply Trend	R30 Sales	R90 Sales	R183 Sales	R365 Sales	SIGmarket Merchandise Insight Link

SIGNET JEWELERS

Wait there's more

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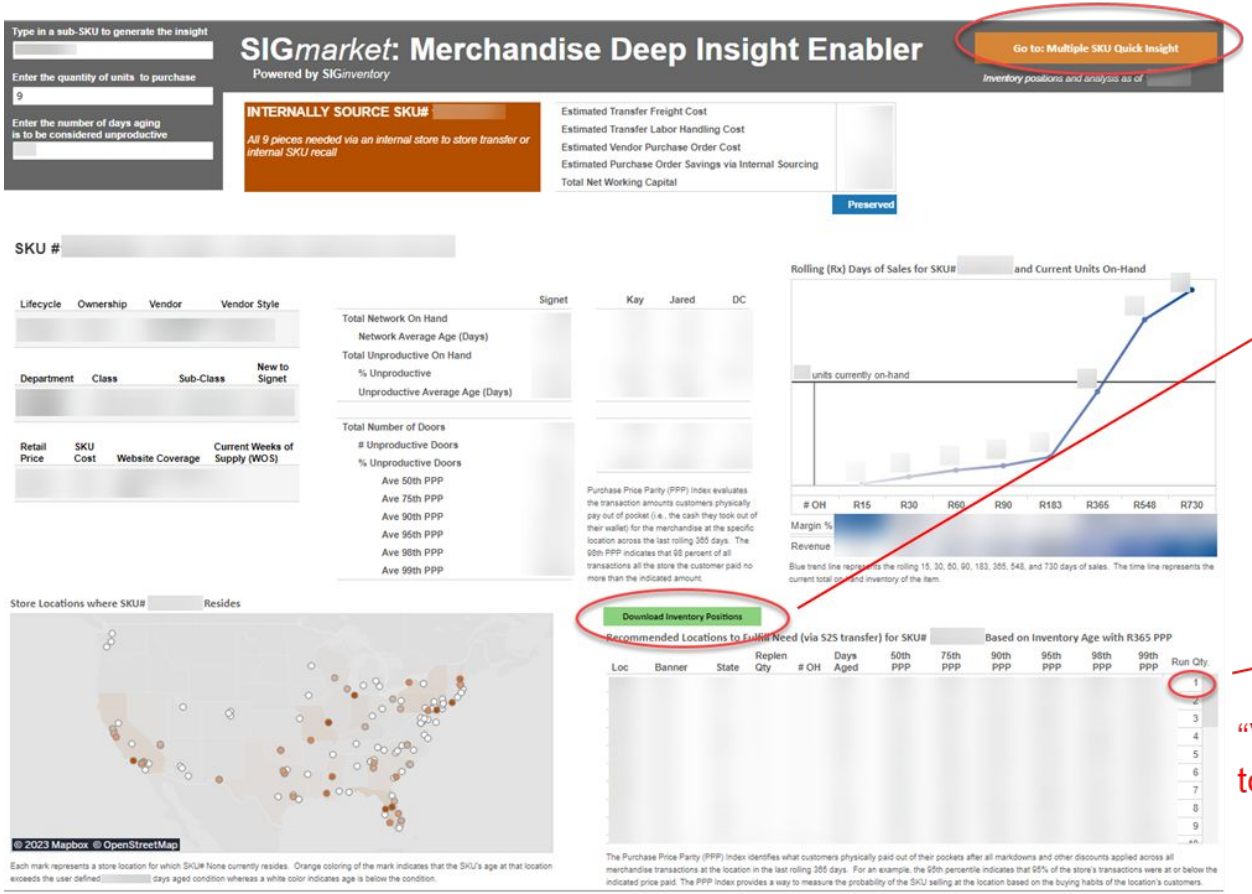

Providing a subconscious "liberating" versus "comfort" comparison

"Viz within viz" tooltip

SIGmarket: Merchandise Quick Insight Multiple SKU Enabler

Powered by SIGinventory

Go to: Single SKU Deep Insight

Inventory positions and analysis as of

Inventory Cost

associated with the 19 unique SKUs that were entered into the assessment. There are 4,939 total units on-hand across these 19 SKUs within Signet.

STEP 1

*Paste the multiple SKUs that you want to assess directly into the box. Each SKU copied from your source should be on its own line and **does not** contain any separating characters such as commas.*

Clear List

STEP 2

Input the age threshold for which you consider a single unit to be aged and unproductive. This value will be used to calculate the unproductiveness levels within the assessment. By default, a value of 273 days (9 months) is used as being unproductive.

273

Door Health: assesses the percentage of doors where SKU is unproductive for at least 273 days or longer across the network. A network percent of 20% or less is considered to be in good condition. Network levels of 40% or more are considered to be critical condition and need immediate attention to allocations. Levels in-between these two thresholds are considered to be in fair condition and should be monitored.

Unproductive Inventory Health: assesses the percentage of total units SKU is unproductive for at least 273 days or longer across the network. A network percent of 20% or less is considered to be in good condition. Network levels of 40% or more are considered to be critical condition and need immediate attention. Levels in-between these two thresholds are considered to be in fair condition and should be monitored.

Weeks of Supply Health: assesses the weeks of supply on-hand based on the sales trajectory of the last 15, 30, 60, 90, 183, 365 rolling sales days. A value of 27 or more weeks of supply is considered to be overbought with immediate attention needed. A value of 13 or less weeks of supply indicates that a vendor replenishment may be necessary. Levels in-between these two thresholds are considered to be in good condition.

STEP 3

Adjust thresholds as needed.

Good	Critical
20%	40%

Good	Critical
20%	40%

Inqr. Replen	Overbought
13	27

Download Inventory Assessment

Download Inventory Positions

Hovering over any numerical value in this section will display a visualized analysis of the respective sales, margin percentages, revenue recognition history, and Purchase Price Parity (PPP) insight for the SKU. This information is also available when selecting the green download buttons to the left.

SKU	Lifecycle	Ownership	Description	Vendor	Door Health	Unproductive On-Hand Health	Weeks of Supply Health	Retail Price	SKU Cost	Network Average Age (Days)	Current Weeks of Supply (WOS)	Total Network On Hand	Total Unproductive On Hand	% Unproductive	U #
					Critical	Null	Good								
					Fair	Fair	Good								
					Fair	Fair	Overbought								
					Fair	Fair	Overbought								
					Fair	Fair	Good								
					Fair	Fair	Good								
					Critical	Critical	Good								
					Fair	Fair	Overbought								
					Critical	Null	Overbought								
					Fair	Fair	Good								
					Fair	Fair	Overbought								
					Critical	Null	Overbought								
					Fair	Fair	Overbought								
					Fair	Good	Overbought								
					Fair	Fair	Overbought								
					Fair	Fair	Overbought								
					Good	Fair	Inquire Replen								
					Fair	Fair	Good								
					Good	Good	Good								

Beyond the Dashboard

Tableau ~~Dashboards~~ “Apps”

Integrated

Business processes and technologies

Actionable

Every action has an equal and opposite reaction

See how Tableau can connect your supply chain

Live demo with Roman Usatin,
Principal Solution Engineer, Salesforce

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Source:1.CGT, 2- RIS News, 3- IT Supply Chain

NON-GMO
BRAIN & EYE DEVELOPMENT
Please Bring Card to Checkout to Purchase Item
Out of Stock
OVER 30% MORE!
Similac
SIMILAC PRO-ADVANCE PWDR
29.99
Member Price!
28.99 ea
SAVE $1.00
SIMILAC SENSITIVE POWDER
27.99
26.99 ea
SAVE $1.00
SIMILAC POWDER PRO-SENSITIVE
37.99
Member Price!
35.99 ea
SAVE $2.00
Gluten Free
Sorry for the Inconvenience
Baby Formula
Due to a national shortage of Baby Formula, we cannot guarantee a consistent supply.
Limit of two per customer.
Our Store and Supply Teams are working with our vendor partners to address the supply issues as quickly as possible. Thank you for your patience.
SIMILAC ORGANIC A2 POWDER
29.99
SIMILAC PRO-TOTAL COMFORT POWDER
29.99
Member Price!
28.99 ea
SAVE $1.00
SIMILAC PRO-SENSITIVE PWDR
29.99
Member Price!
28.99 ea
SAVE $1.00
digital coupon
$10 OFF

Here is how you can make it happen

The world's leading analytics platform.

Analytics for everyone, from anywhere.

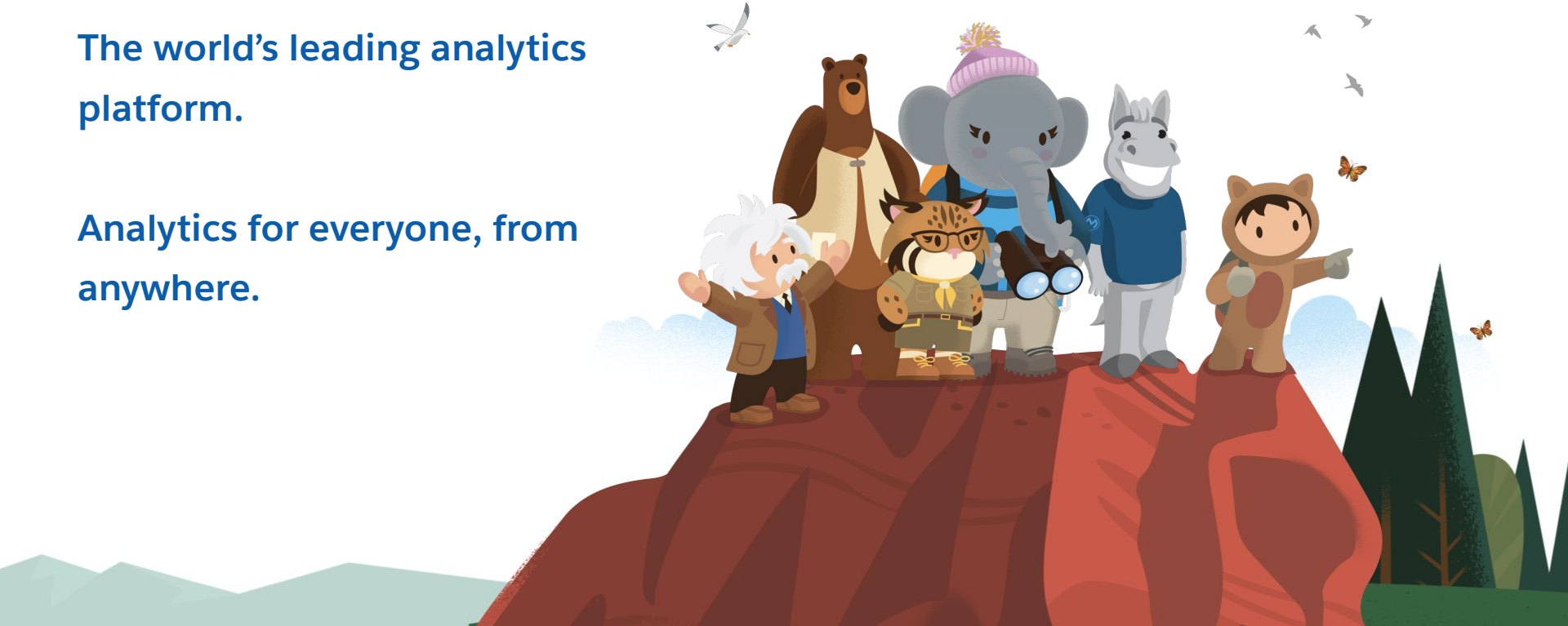


Tableau Accelerators

Instant access to the best business dashboards

Accelerate Time to Value

Ready-to-use (and fully customizable) dashboarding solutions help you accelerate your speed to data-driven insights

Increase Relevance of Data

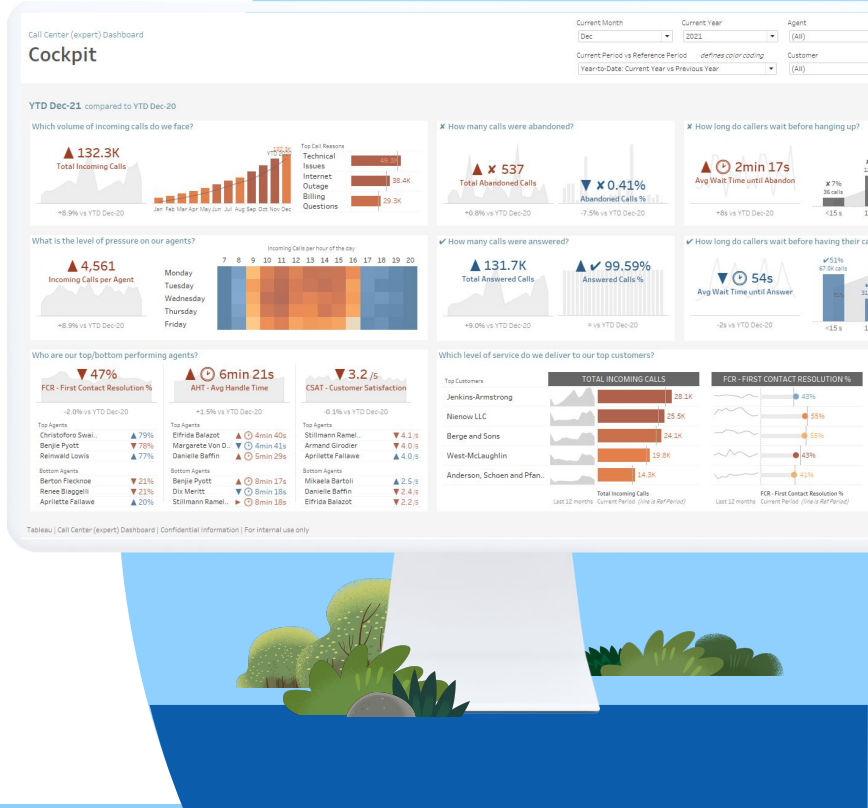
Leveraging market best practices to address use cases across 100+ functions, industries and enterprise applications

Enable Action and Drive Results

Become a data-driven organization by empowering your organization with insights to make better business decisions

Boost Adoption and Amaze Stakeholders

Take the art of the possible and make it your own to amaze stakeholders and boost analytics adoption across your organization



Data Stories

Make Analytics Easy for Everyone

Augment Manual Reporting

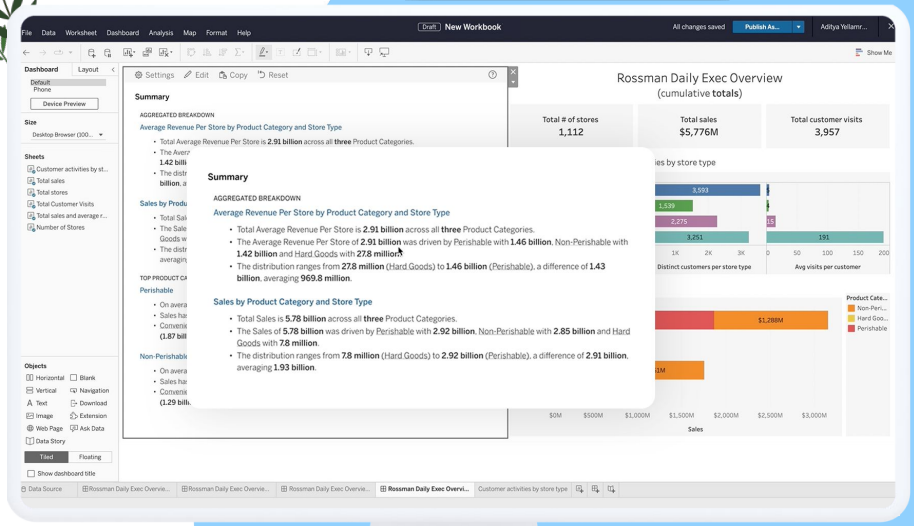
Save analysts' time by adding automated plain-language explanations to your dashboards in seconds

Empower Every Business User

Grow faster by empowering every business user to understand data and make data-driven decisions

Increase Data Adoption

Increase data adoption by providing a consumption experience purpose-built for business users



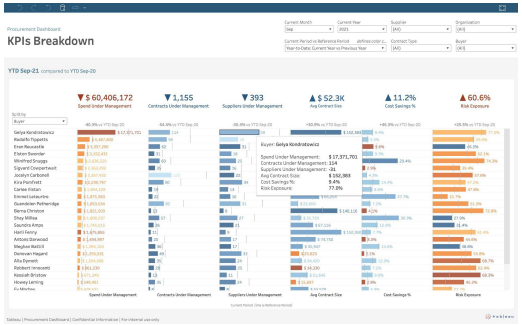
Recap

Retail and CG must evolve their supply chains

Signet Jewelers implements Supply Chain Control Tower

SIGNET JEWELERS

Tableau can connect your supply chain and more



Q & A

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VISIT

Supply Chain Analytics for Retail and Consumer Goods

tableau.com/supply-chain-analytics-retail-and-consumer-goods

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See you soon, DataFam!

Thank You