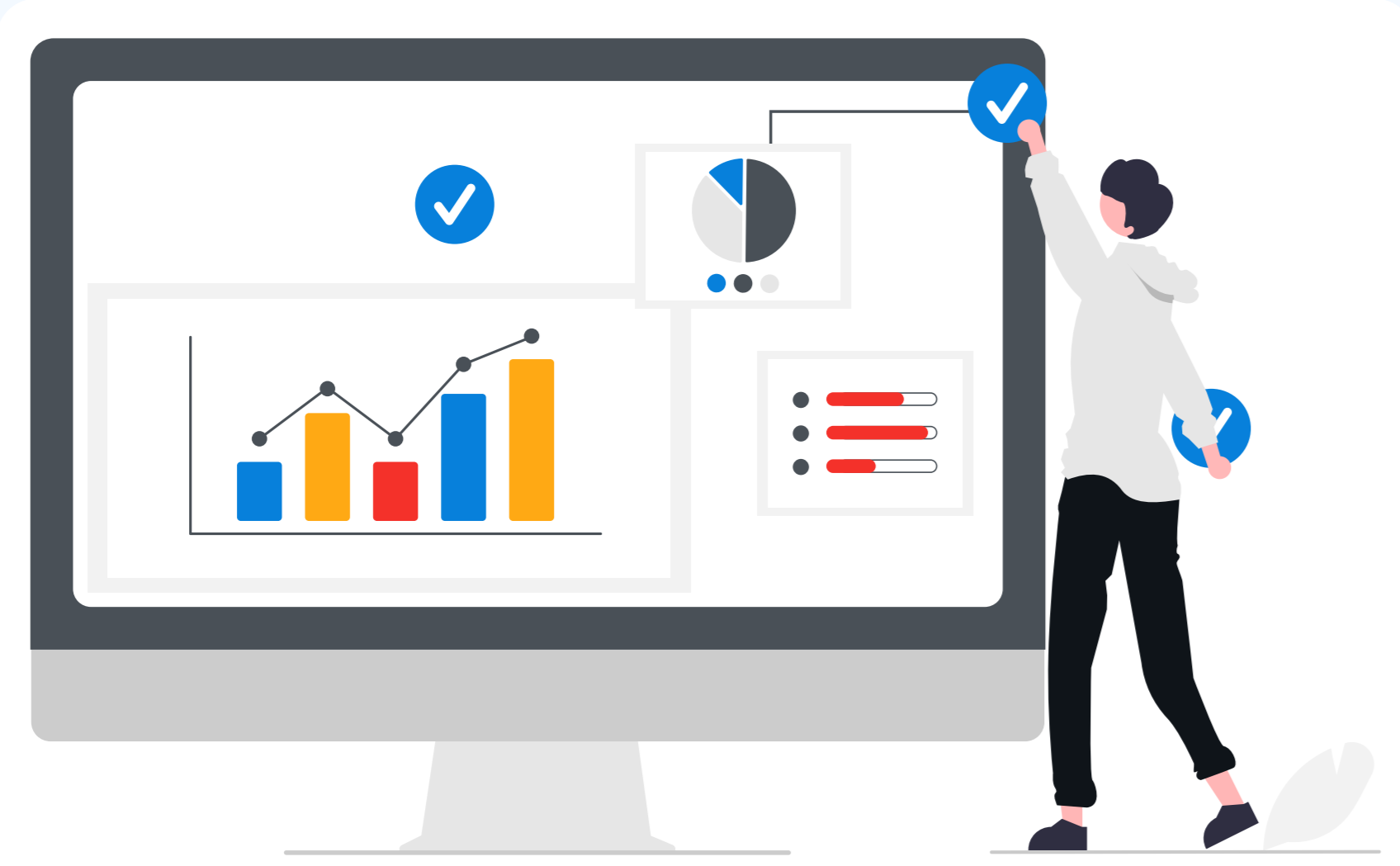


Crafting an Intelligent Replenishment Strategy for Optimal Demand Fulfillment

As many as **70–90%** of **stockouts** are caused by poor shelf replenishment practices that in turn lead to lost sales, erosion of customer loyalty, and directly **impact retail profitability**.

Crafting an **intelligent replenishment strategy** involves cross-functional integration, data-driven insights for smart ordering, automation-driven forecasting, and **improved supply chain visibility**.



Data-Driven Decision Making

40% of retailers cancel at least one in ten orders due to inaccurate inventory data.

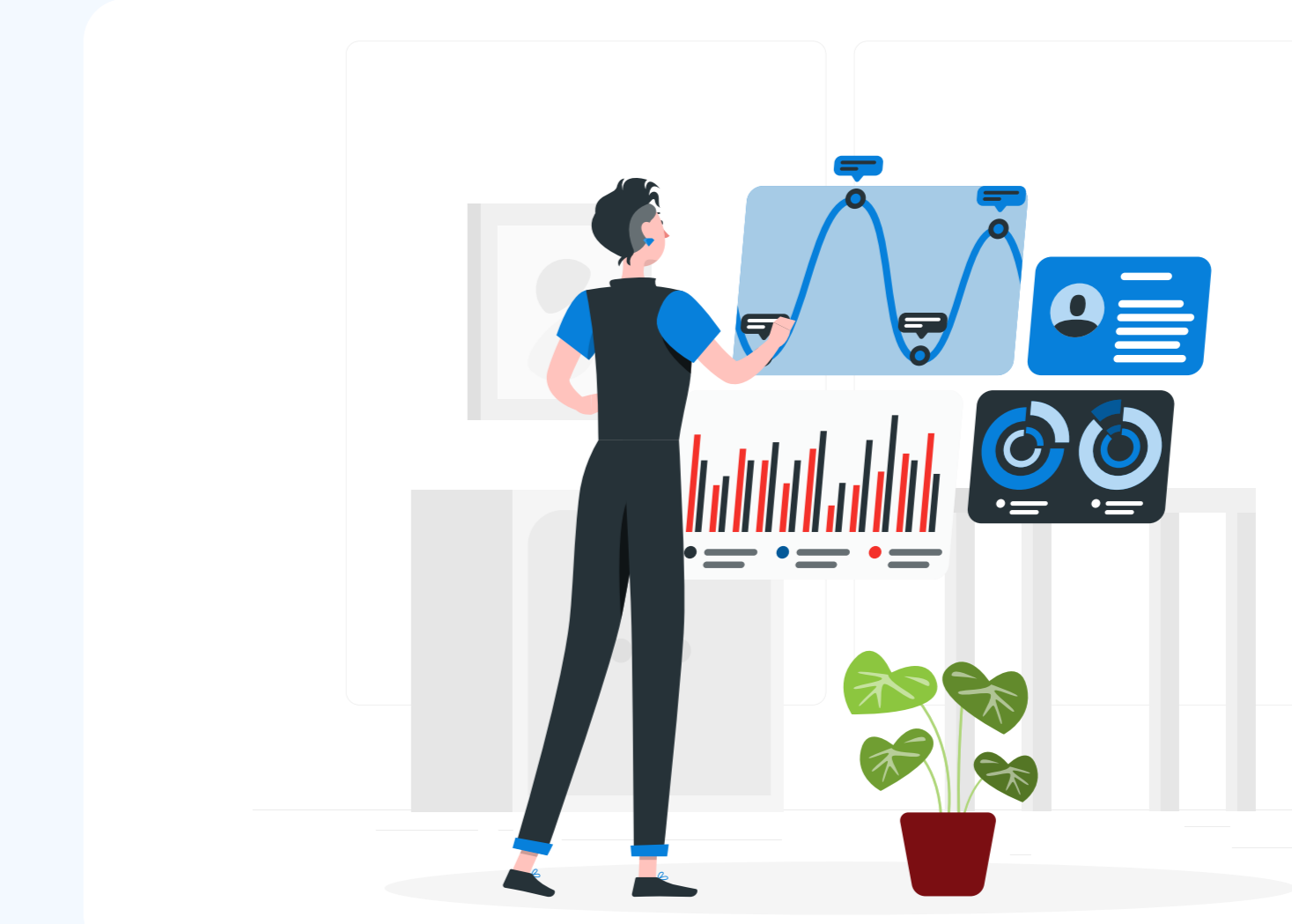
Integrating data across all functions to draw actionable insights for inventory planning ensures accurate and responsive inventory management aligned with real-time customer demand.



Automated Forecasting

AI-powered forecasting can reduce supply chain errors by **30 to 50%**, shrinking lost sales by **65%** and warehousing costs by **10 to 40%**.

Automating demand forecasting streamlines supplier communication and collaboration reduces lead times, and improves fulfillment.

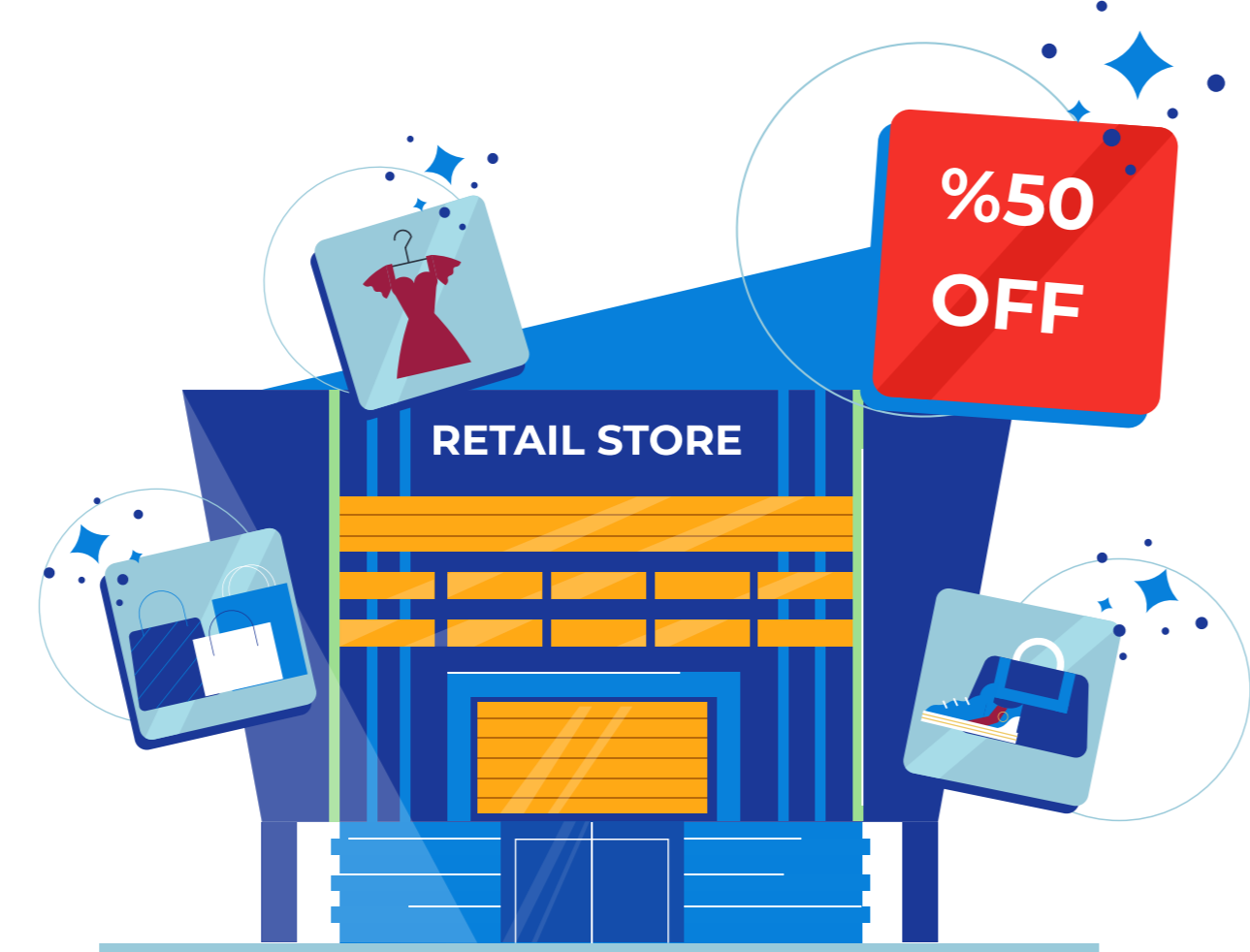


Multi-Variate Demand Planning

Almost **60%** of retailers have less than **80%** inventory accuracy and face data challenges.

AI-powered demand planning considers external as well as internal sales influencers to generate highly accurate forecasts for product location-level precision.

INTELLIGENT REPLENISHMENT FOR OPTIMAL DEMAND FULFILLMENT



In-Store Promotions Dynamics

Cannibalization wipes out as much as **17%** of the extra sales volume generated by promotions.

ML-driven replenishment balances demand at the SKU-level to ensure minimal competition and keeps the profits intact across all categories.



Supply-Side Disruptions

45% of businesses have limited supply chain visibility, and only **15%** have visibility beyond Tier 1 suppliers.

ML-driven self-learning models adapt to supply chain disruptions and generate optimal replenishment plans by modeling variations in lead times, fill rates, safety stock, and pending orders.