



Case Study

Inventory optimization for a Vietnamese shoe retailer

SITUATION

- Leading Footwear retailer in Vietnam
- Operates in over 100 stores in Vietnam with over 3000 POS across SE Asia
- The client asked Weave to develop customized replenishment solutions to improve sell-through



PROBLEM STATEMENT

- Decentralized replenishment model led by stores with systematic reviews
- **Manual stock ordering and experience based decision making**
- No formal internal alignment meetings between stores, DC's and factories

SOLUTIONS DESIGN

5 tools were developed to enable centralized planning

1		Assortment Planning	• Optimize the number of products sold per store
2		Demand Forecasting	• Correct historical data/ Bottom-up estimate forecast
3		Automatic Store Re-ordering	• Order up to point to enable re-order at stores and control of inventory
4		DC Re-ordering	• Dynamic safety stock calculation to re-order from factory
5		Capacity Optimizer	• Automatically prioritize factory orders based on capacity available

Contact us

www.weavenow.com

weave@weavenow.com

HONG KONG
+852 2738 6211

SINGAPORE
+ 65 9890 2093

VIETNAM
+84 906 743 212

U.S.A
+1 646 673 8509

Big data and data visualization tools enabled more effective planning

| The Thrill of Solving + = Scaled up new solution within less than 3 months

IMPACTS TO CLIENT

INVENTORY IMPROVEMENT

+23%

Peak period in-stock rate

FINANCIAL IMPLICATION

+21%

YOY Sales Increase