

**Intelligent Inventory Optimization**

# VENDOR ORDER OPTIMIZATION

Create purchasing process efficiencies, increase buyer productivity and maximize profitability with optimized and prepared orders for suppliers.

# Better Analysis for Buyers

Retail buyers are at the heart of a company and have the power to directly influence trends and boost profit. They are key players in keeping their company competitive. The retail buyer job is also one of the most challenging jobs in the industry.

Retail buying can be a hit-or-miss exercise to buy the right amount and assortment of products and allocate them appropriately to meet local demand and preferences. To complicate the buying process, there is so much data to sift through. Buyers need a better way to analyze the data for insight that is helpful for more profitable buying.

## 4R's Vendor Order Optimization (VOO) Solution

An intelligent and automated ordering system that prepares optimized orders for buyers to process. VOO projects inventory that will be needed throughout the supply chain, uses the projections to optimize orders subject to vendor requirements.

The tool then delivers the prepared orders to the buyer to evaluate and process. From the Vendor Order Manager, buyers manage alerts and action items, and view important metrics, like fill rates, open-to-buy tracking, rebates, and top vendors.

Buyers have control over daily orders, how they are adjusted to ensure products are allocated and shipped prior to processing them through their purchasing system.

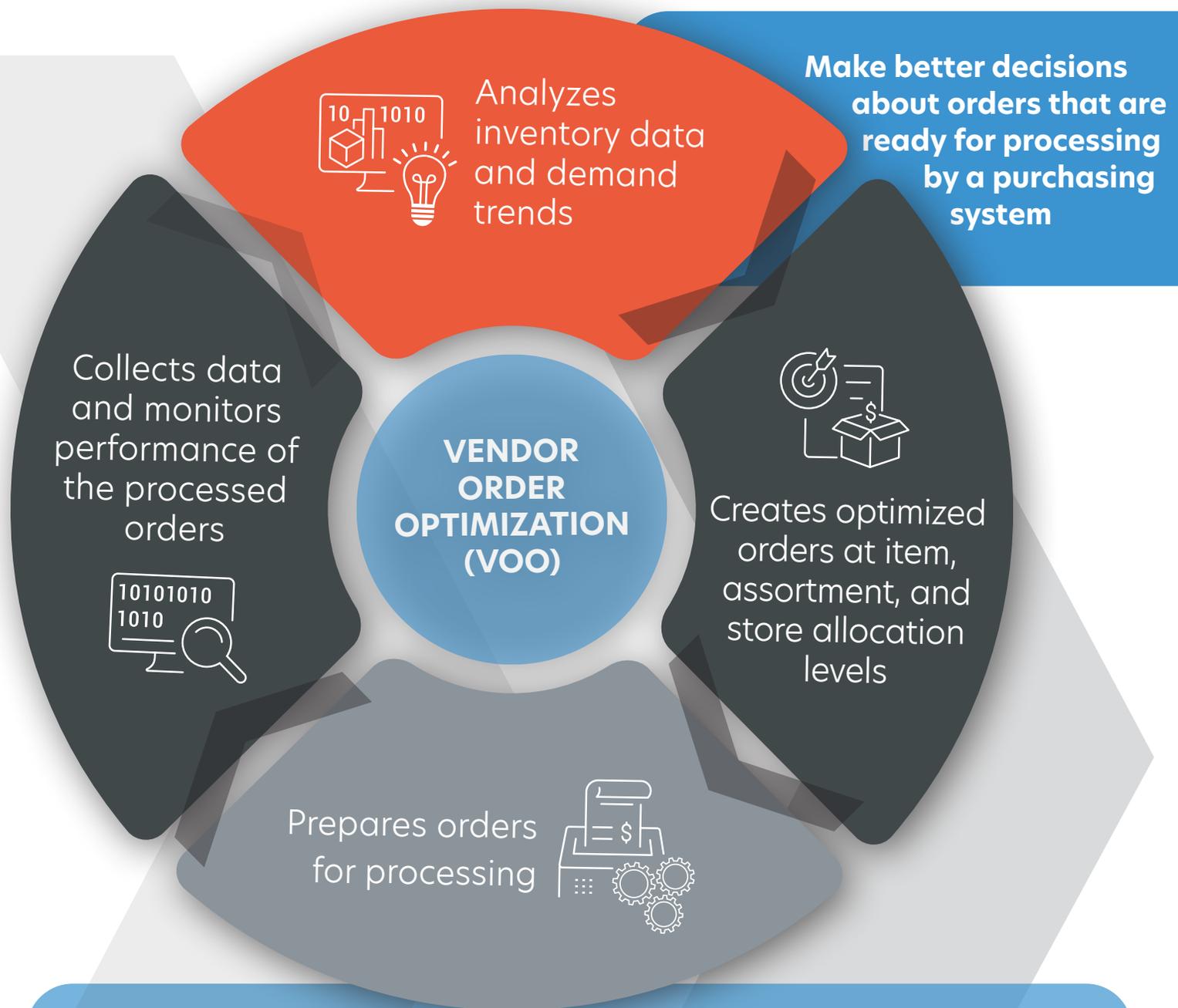
Retail buyers need visibility into the supply chain and control of the purchasing process to achieve the most profitable buying.

### Retail Buyers:

- › Identify customer preferences and forecast consumer trends
- › Evaluate the quality and popularity of existing products while discovering and determining new products to purchase
- › Evaluate vendor options and determine the best choices
- › Negotiate terms to achieve the best deal
- › Ensure timely ordering and delivery of products and compliance with terms and agreements

***SMART buyers do it better and more profitably, with an AI-powered automated solution***

# Make Better Buy Decisions



**VOO does more than help buyers plan, it helps them make better buy decision with OPTIMIZED orders:**

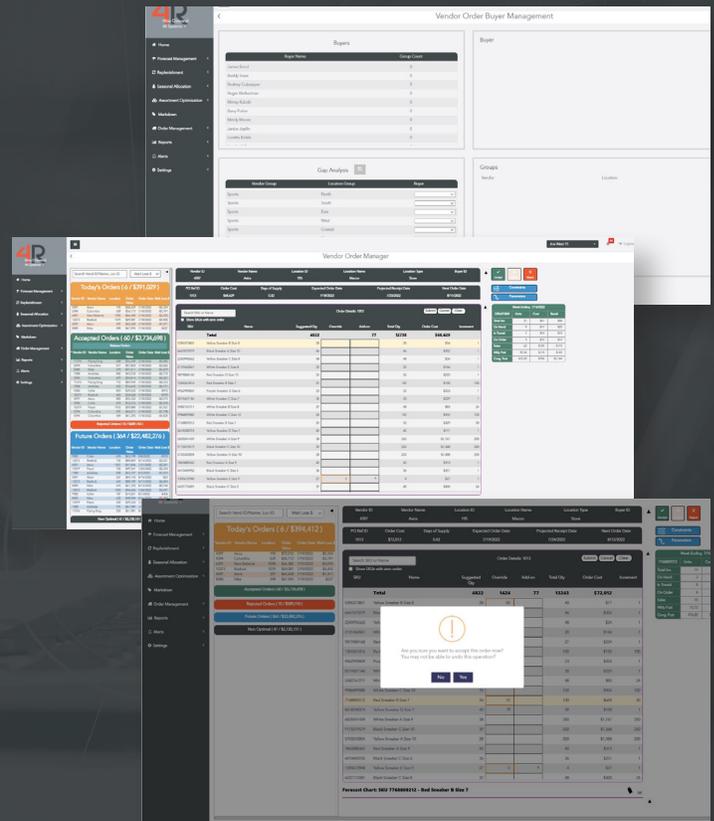
- ✓ *buy the best items and assortment for every location*
- ✓ *match customer demand*
- ✓ *minimize excess inventory*

# 4R's VOO Creates Smart Retail Buyers

With increased visibility into the supply chain and control of the purchasing process through VOO, retailers can reduce excess inventory and improve supply chain efficiency for maximum profit.

## Key Features:

- **PROFIT-OPTIMIZED ORDERS:**  
Leverage profit-optimal inventory requirements to accurately project ordering needs and optimize daily purchase orders.
- **MULTI-TIER SUPPLY CHAIN SUPPORT:**  
Optimize orders between vendor to DC, vendor to store and any other supply chain structures.
- **HIGH IMPACT ORDERS:** Identify high-impact purchase orders by prioritizing based on waitloss, in-stocks, total order value, or other indicators.
- **IMPROVED BUYER CONTROL:** Consolidate supply chain data in a single place for better decision support and management of the order generation process.
- **EFFICIENT BUYER MANAGEMENT:** Streamline the workflow of internal buyer management with vendors and locations gap and overlap analysis.



The 4R suite of AI-powered supply chain management and inventory optimization solutions and planning team are meeting the challenge of today's turbulent consumer markets.



# A Seamless Solution



When used with the 4R Demand Planning and Store/DC Replenishment solutions and services, Vendor Order Optimization provides seamless inventory management at all levels of your supply chain.

› **Automated Buying Tasks**

Recognize order needs, and adjusts orders automatically based on business rules, order constraint overrides, upcoming promotions

› **Streamline Workflows**

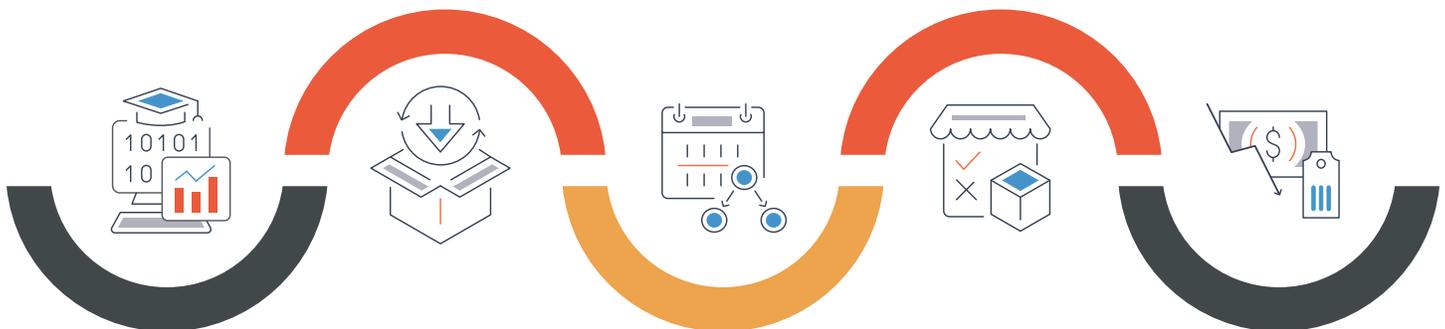
Automate the process to manage vendors, locations and SKU groups, and assignments to individual buyers within the organization

› **Buyer Control**

Enable buyers to review and modify orders in their respective areas to prepare for or react to changing situations and business constraints

› **Future Order Visibility**

Gain visibility into future orders that will help you manage the vendor relationship



**Predictive Demand Planning**  
Machine Learning-based forecasting solution that maximizes profitability and supply chain efficiency.

**Replenishment Planning**  
Multi-echelon inventory management that is guaranteed to maximize profit across all channels.

**Allocation Planning**  
The right amount of inventory to the most profitable locations at the right time to maximize sales and minimize stranded inventory.

**Assortment Optimization**  
Optimize product offerings at each store to meet consumer preferences and drive revenue growth.

**Markdown Optimization**  
The optimal timing and depth of end-of-season and end-of-life markdowns to achieve merchandising goals.

**“VOO focuses on generating more profit for customers. It does this by accounting for all internal and vendor constraints in its optimization and then directing buyers' efforts to vendors and locations where immediate orders are most beneficial.”**

*~ James VanDusen  
Director of Analytics*



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