BlueYonder
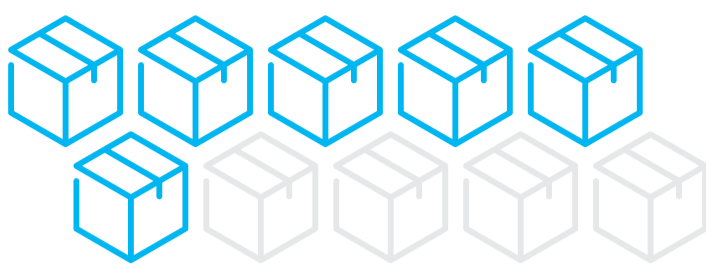
Slow Mover Planning: as Easy as 123

Over 60%
of merchandise in stores are slow movers

"Bunching"
Traditional planning causes distortion of order, leading to over- & under-stocking

Can't
make a true model of the business

Seasonal
products increase order distortion

Past wrong solutions

Don't forecast— use re-order point planning
- Creates false positives
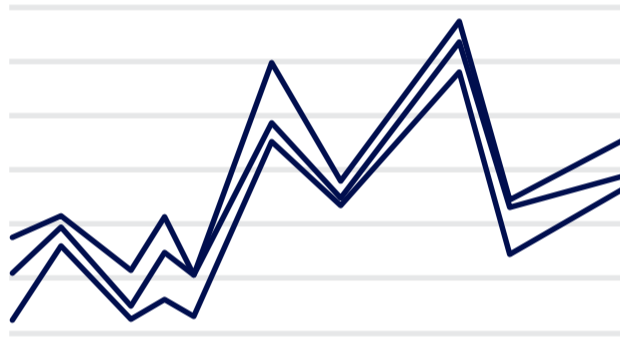- No time-phased forecasts or plan projections
- No demand signals to send to DC

Fractional forecasting
- You can't sell a fraction of a product
- Distorts demand and replenishment plans

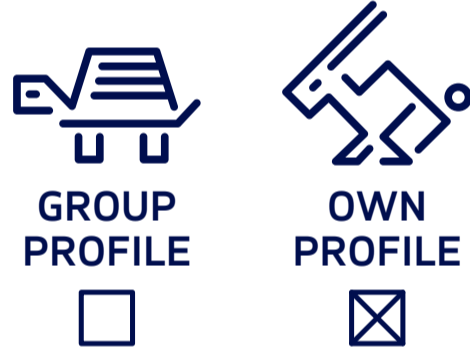## The right solution: profile-based forecasting

As easy as:

1 Extract Profiles
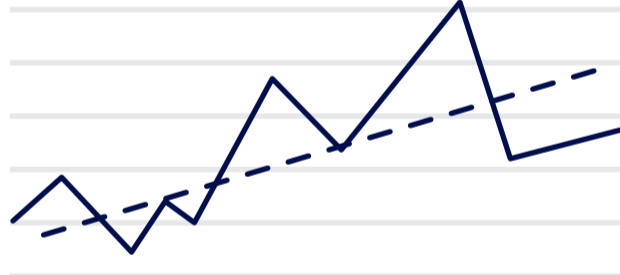Aggregate the sales for many products within or across stores

= Better, stable seasonal patterns with less effort

2 Select Profile
Leverage similar items for slow movers, avoid dilution of the profile for fast movers

GROUP PROFILE ☐

OWN PROFILE ☒

= Better forecast accuracy

3 Generate Forecast
Easy to understand and tune

= Less training

Actual real-world results from a Blue Yonder customer

A major consumer electronics manufacturer and retailer

Before Blue Yonder Slow Mover Planning	After Blue Yonder Slow Mover Planning
Missed delivery commitments	Forecast accuracy improved by **40%**
Poor promotion performance	Inventory investment dropped by **26%**
Sub-optimal assortments	Obsolete inventory decreased
Out-of-stocks	from **14%** to **9%** of total inventory
Bad customer experience	**Good customer experience**
Higher landing costs	**Lower landing costs**

Year Two: in-stock percentage with Blue Yonder profile-based forecasting

Year One: in-stock percentage prior year

99%
97%
95%
93%
91%
89%
87%

BlueYonder

Providing industry-leading solutions to drive performance and value with today's supply chain strategies

| Brand Awareness | Omni-Channel | Cost Effective | Customer Engagement | Brand Loyalty | Fulfillment |