

### Why Compact Solutions?

- Real-time access to critical data
- World-class technology
- Superior Speed to Value: rapid solution development & deployment
- Field proven method -- down to a science
- Exceptional skills
- Knowledge transfer
- Offshore development options

### Components of this Client's Solution

- Ab Initio
- SQL-based ETL flat file queries
- Parallel Processing
- Real-time Enterprise Information Integration (EII)

### Compact Services

Complete Enterprise Information Integration (EII)

- Diagnostics
- Solution Development (off-shore or on-shore)
- Data Architecture
- Master Data Management
- Data Quality
- Real Time EII
- Systems Architecture
- Data Warehouse Assessment
- Data Warehouse Design
- ETL Design & Development
- Metadata Management & Repositories
- Data Warehouse Performance Optimization
- Platform Migration

### Unique Ab Initio Expertise

- Design & Development
- EME Design
- Application Migration from other ETL Platforms
- Continuous Flow Processing
- Metadata Driven ETL
- Performance Optimization
- Data Profiler, Shop for Data & Plan>IT
- Center of Excellence (COE) Development
- Project and Staff Mentoring

### Talk to Us

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## INDUSTRY | RETAIL SECTOR | DISCOUNT CHAIN

*Founded in the early 1960s, our client has become one of the world's most successful retailers. Over the years, diversification into grocery, international operations and membership warehouses, has steadily fueled the company's growth. Our client has more than 1,100 discount stores in the United States alone. Each store averages 107,000 square feet, employs an average of 225 associates and offers 120,000 items. The company's goal is to offer its millions of customers a variety of quality, value-priced general merchandise, as well as a positive shopping experience.*

### BUSINESS & TECHNOLOGY CHALLENGE

During specific times of the year, retail stores in the client's chain often stock up on certain "seasonal" items that sell very well during a finite period of time. Afterward, sales taper off for the rest of the year. After the selling season ends, some stores had a surplus of these items left over, while other stores may have experienced a shortage. The Inter-Store Balancing Project was created to help the company "smooth" its inventory of seasonal items across stores, based on needs and excess inventories. By distributing inventory to stores based according to demand, it would be possible to satisfy customers, avoid inventory overages, and order these items from distribution centers farther in advance, saving time and money.

### THE COMPACT SOLUTION

Compact developed an inter-company forecasting system. Compact's forecasting system used real-time data and forecasting models to determine Days-of-Supply and balance on each store's current inventory for individual items with the forecasted sales rate of this item. Once "Days-of-Supply" was calculated, a store's excess/demand could be calculated for each seasonal item. The solution then determined which stores needed specific items first, and an external "sort key" was created to allow stores to adjust priorities in the future. Compact also created a scan component to track item transfers. Additional variables were factored in to the solution to keep track of partial fills (i.e., if a store needs five items and gets three from one store, it must still track down availability of the remaining two items). To extend the success, the solution was extended beyond seasonal use. District Managers can run Inter-Store Balancing on-demand and select specific items to smooth based on demand levels.

### RESULTS

- During the first holiday season following deployment, the client realized a savings of over \$14 million in a single district.
- Customer satisfaction increased by providing items where demand was greatest.
- Inventory carrying costs have been significantly reduced.
- The process is being widely adopted by district managers across the country.

**COMPACT SOLUTIONS** | *High Performance Information Solutions*