

Adapt for Success

Increase Profits Via Better Decision Making

Accelerate business success by focusing internal processes on analytics. Learn how a specialty retailer with locations across the country added \$9.9 million of margin benefit by applying Armeta's analytics expertise to the inventory management organization.

“Understanding what is happening with the business is like looking for Bigfoot. It’s a mystery and the reports usually fail.”

- Prestige Buyer

The Situation

A multi-billion dollar specialty retailer in revenue and a growing number of locations across the U.S. was stuck with redundant and lagging analytics.

Though IT had powerful data systems in place, it took too long to pull reports and the reports pulled often did not meet business needs. Business users were left compiling and editing Excel files emailed between each other to compensate for disparate sources.

With all these reporting issues left unsolved, SVPs and directors recognized a need to change how people engaged with information.



The Solution

A bridge needed to be built between business needs and IT utilization. Armeta introduced new processes to both segments of the organization to streamline reporting:



Armeta led discussions with business users to explore and define the data requirements and reporting needs, which were then translated into IT directives.



World class retail reporting templates were introduced from Armeta's best practices repository to focus business and IT efforts solely on analytics.



The implementation of proven Fortune 1000 built-in workflow automation tools provided front-line employees easy access to data to improve collaboration and make the right decisions.

**“Now I can quickly get the insights I need for
with the click of a button”
- E-commerce Inventory Planner**

The Result

Improved inventory and margin management from new analytics resulted in an additional \$9.9 million of margin benefit.

Improved communication between business and IT led to faster results and ultimately more productive work. For nearly 100 people, 20,000 hours of work were saved in the first year alone.



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