

Becoming an Intelligent Retailer

By integrating POS and purchasing information, Salient is able to provide all business users with visibility into daily consumer buying patterns across their retail landscape. This detail allows them to identify consumer trends to better manage inventory levels, product assortments, promotions, and pricing as well as drive performance improvement across the organization.



Discovering Millions in Savings and Growth

CONSUMER DEMAND

Track business initiatives in real time, measuring levels of success, and adjusting levels in time to impact the results.

Optimize product mix and price points to drive consumer traffic and increase profitability.

Quickly gain visibility into changes in consumer demand and react accordingly to avoid outs and overstocks.

A Client's Results

By tracking sales and promotional initiatives and responding to actual consumer demand fluctuations, the client was able to optimize inventory levels and avoid out of stocks which resulted in lost revenue.

MERCHANDISING

Easily identify revenue opportunities and place the right products in the right locations to maximize revenue and margin.

Immediately identify items with high margin contribution.

Review product sales at the individual store level, informing better negotiations with suppliers.

Identified the potential for **\$1.5M in additional quarterly revenue** by identifying and placing proven sellers into the right store locations.

RETAIL OPERATIONS

Gain visibility into total investment and carrying costs at the item level.

Recapture space allocated to slow moving inventory.

Achieve a level of detail that enables a Just-in-Time purchasing process.

Optimize productivity through easy evaluations of lane traffic and cashier performance.

Discovered over **10,000 products with more than 180 days of supply, totaling over \$3M in total inventory investment costs.**

“Salient is helping us strengthen the value of our wholesale cooperative, all while discovering millions of dollars in savings and potential growth.”

Director of Center Store Procurement, Wholesale Grocer

Contact Us to Learn More About Improving Your Bottom Line