



# Vendor Managed Inventory

## Softeon VMI Solution

- Track Vendor Inventory Ownership and Transfer of Ownership at a DC/Store Level
- Optimize Store Replenishment Based on Forecasts or Sales History
- Set Event Alerts

## Benefits

- **Gain Visibility into Stock Levels Throughout the Supply Chain**
- **Improve Store Level Operations**
- **Reduce Stock-Outs and Over-Stock**
- **Increase Revenues Due to Better Demand Chain Performance**

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*"What really separates Softeon from the rest is their partnership and people. Their software provides all the functionalities and controls needed, but they also understand that all companies are different and were willing to adapt to our developing needs."*

Hensley Beverage Company

## Optimize Inventory-Demand Balance

### The Challenge

Inventory, the most visible part of the supply chain, is difficult to balance in the hand-off from suppliers, manufacturers and distributors to retailers. For all the stakeholders in the supply chain, proper inventory management and demand planning can make or break the bottom-line and determine business success.

### The Solution

Many companies struggle with inventory planning and demand balancing in their quest for improved "one number" sales and operations planning (S&OP). Softeon's Vendor Managed Inventory (VMI) helps to ease the gap. A powerful combination of Softeon VMI with Softeon Agile Demand Planner (ADP) provides inventory-demand balancing and demand planning in a single solution.

## Softeon Vendor Managed Inventory (VMI)

Softeon VMI enables all stakeholders in the supply chain to see into their networks and perform better demand forecasting and inventory planning in true collaborative fashion with vendors. VMI uses various data feeds to create an optimized "demand stream" and perform inventory-demand balancing. The solution examines raw data collected by the system to see into in-store inventory levels and establish forecasts and demand based on factors such as seasonality, promotions, campaigns, merchandising plans and actual sales.

With Softeon VMI, visibility into stock levels throughout the supply chain, including reduction of stock-outs and over-stock situations, improved localized operations at the store level and higher revenues due to better demand-chain performance are a natural occurrence. Vendors gain real-time visibility of their inventory and change of ownership.

Manufacturers, Distributors and Retailers use Softeon VMI to:

- **Gain real-time visibility of stock levels to identify priorities for replenishment**
- **Manage actual sales, maintain minimum inventory levels and change minimum levels depending on seasonality, promotions or other events at supplier, retailer and/or store level**
- **Determine most optimized store replenishment needs to help stores manage the right amount of inventory at the right time.**
- **Set event alerts by priority level or type of stock to reorder**
- **Assess store, distributor or manufacturer inventory data at single or aggregate level for better demand planning and stock optimization.**