



# Are You Ready?



Improve OTIF Performance



Hands-On Help

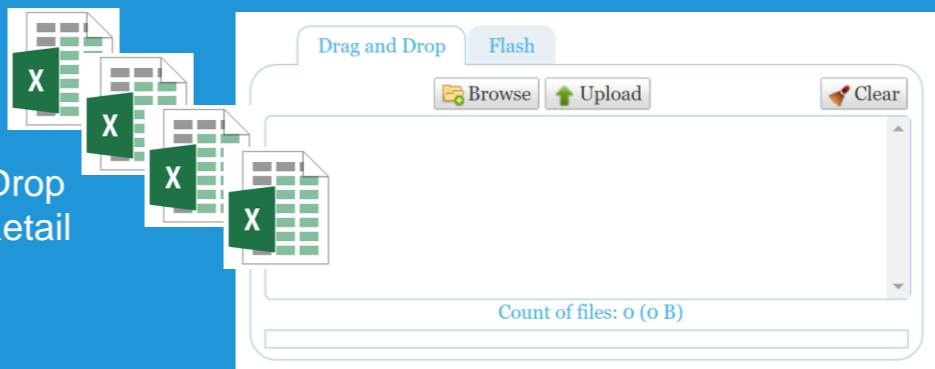


Tools with Intelligence

## Walmart Has Announced New "OTIF" Targets— On Time, In Full Shipping.

- Soft goods now must be either one day early, or on the MABD date (this is down from 4 day window previously).
- Fill Rate (now called "In-Full" %) will continue to be measured as your % of PO (in eaches) that has been received
- Additional penalties are going to be applied if a vendor does not ship in full and on time (up to 3% on each invoice that does not hit targets).

ERS OTIF Optimizer software automates the distillation of Walmart scorecard data and eliminate errors, audits and auto-corrects vendor lead times for Walmart deliveries.



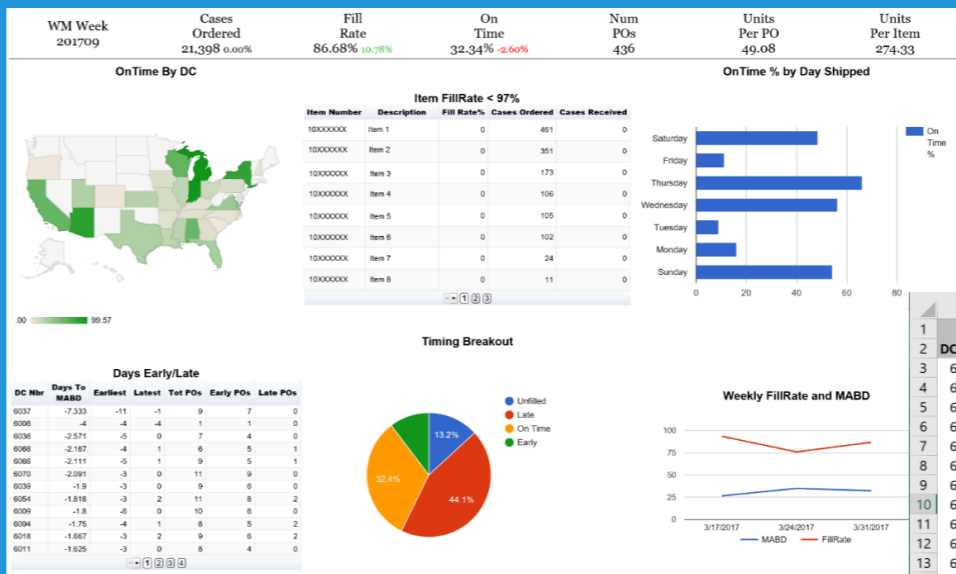
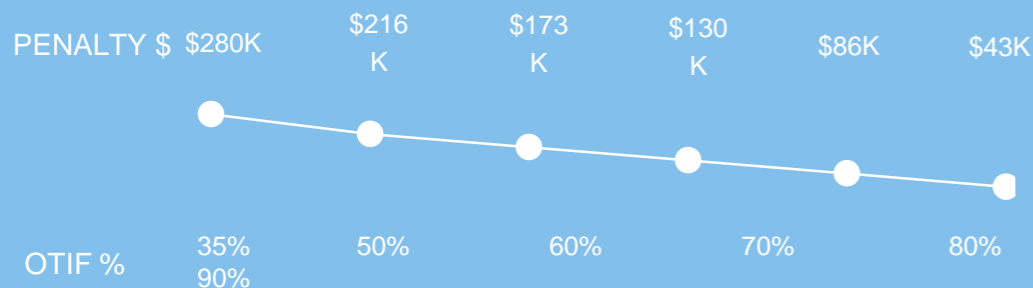
Drag and Drop files from Retail Link

Filter Data

Optimizer Digests Data and Makes Recommendations

Start Date: 201710(2017-04-07) End Date: 201710(2017-04-07)  
 Event Code: ALL Vendor Number: ALL  
 Carrier Code: ALL Ship Point: ALL  
 Filter Data

**If You Ship \$15M A Year, Prepare to Pay Between \$43,000 - \$280,000 in Penalties Per Year**



Optimizer Provides Template with Recommended Changes

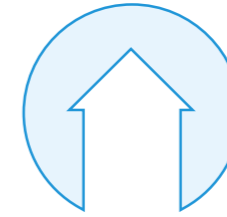
DC Num	DC Location	ZipCode	Non-Grocery	Possible	Min Transit	Max Transit	Total PO
6005	PALESTINE TX	75801	6	50.00%	6	8	2
6006	CULLMAN AL	35055	2	40.00%	1	9	20
6008	BENTONVILLE AR	72716	11	100.00%	11	11	1
6009	MOUNT PLEASANT IA	52641	7	45.00%	1	7	20
6010	DOUGLAS GA	31533	4	41.18%	1	10	17
6011	BROOKHAVEN MS	39601	11	29.41%	2	11	17
6012	PLAINVIEW TX	79072	3	73.68%	2	8	19
6014	LAURENS SC	29360	6	100.00%	6	6	1
6016	NEW BRAUNFELS TX	78130	6	50.00%	1	11	20
6017	SEYMOUR IN	47274	2	45.00%	1	6	20
6018	SEARCY AR	72143	10	38.89%	1	10	18
6019	LOVELAND CO	80538	9	45.00%	1	9	20
6020	BROOKSVILLE FL	34602	9	66.67%	2	13	15
6021	PORTERVILLE CA	93257	10	42.11%	1	12	19
6022	GREENCASTLE IN	46135	12	100.00%	12	12	1
6023	SUTHERLAND VA	23885	2	44.44%	1	11	18
6024	GROVE CITY OH	43123	2	50.00%	1	10	16
6025	MENOMONIE WI	54751	3	42.11%	2	9	19
6026	RED BLUFF CA	96080	10	52.94%	2	13	17
6027	WOODLAND PA	16881	2	50.00%	1	11	18



Call Today 212.938.1991 or visit us on the web <http://www.enhancedretailsolutions.com/rise-challenge-otif-optimizer/>



# ERS Can Help



Improve  
OTIF  
Performance

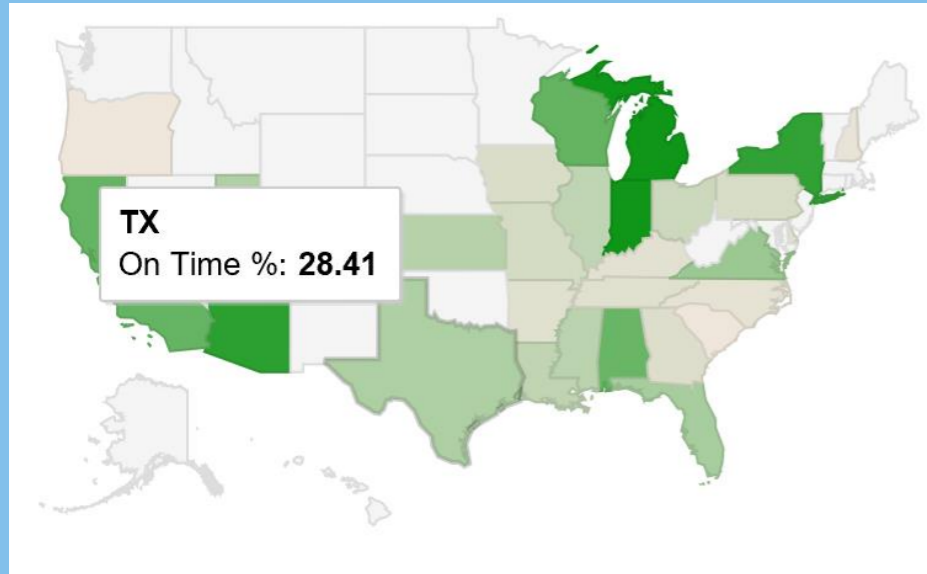


Hands-On  
Help



Tools with  
Intelligence

ERS OTIF Optimizer automates the distillation of Walmart scorecard data and eliminate errors, audits and auto-corrects vendor lead times for Walmart deliveries.



ERS Provides Both Consulting and Software Solutions.



Call Today 212.938.1991 or visit us on the web

[www.enhancedretailsolutions.com/rise-challenge-otif-optimizer/](http://www.enhancedretailsolutions.com/rise-challenge-otif-optimizer/)

- Provides a more succinct, visual and digestible summary of the relevant data available from Retail Link to help pinpoint problems and opportunities.
- Lead Time Audit – Uses a history of transit data to determine the optimal transit time.
- Provides templates with recommendations ready to share with your Walmart replenishment team, saving time and reducing entry errors.
- Aggregates and compares data across vendors, enabling you to benefit from a pool of shipping data to pinpoint accountability.
- Helps determine the root causes for poor performance (fill rate, day of week, carrier, etc.).

