



PROFIT OPTIMIZED HOME IMPROVEMENT SOLUTIONS

Maximize profits in retail home improvement

Home improvement retailers carry a broad product portfolio featuring a wide range of fast moving and slow moving product categories.

They are challenged with moving high volumes of products quickly, operating on lean margins to offer lowest possible prices to consumers.



Utilizing predictive analytics, 4R can accurately forecast demand down to item level and manage long life replenishment.



HOW 4R HELPS HOME IMPROVEMENT RETAILERS

4R's Replenishment solution provides an investment model approach that handles the extremities of product velocity focusing on the profitability approach to very slow moving items and applying a similar model to fast moving items.

The solution is efficiently architected to handle the largest of retailer's inventory optimization problems, especially big box retailers, with high store counts and high product volumes such as Home Improvement retailers.

Although the store is typically the primary location for demand the solution is architected to support complex omnichannel retailers by way of understanding the relationships of the fulfillment locations and all possible demand locations. Then applying the profitability approach which in turn significantly improves in-stocks and yields higher profit returns.

Improving profit margins in this increasingly competitive market requires maximizing sales while minimizing write-offs. This must be the goal of any progressive business.



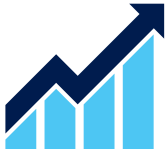
GETTING THE INVENTORY BALANCE RIGHT FOR MAXIMUM PROFITABILITY

4R provides Profit Optimized Inventory solutions and brings the new science of retailing to the global shoe retailing arena. Utilizing predictive analytics, 4R can accurately forecast demand down to item level and manage long life replenishment. This minimizes lost sales, optimizes stock levels across the retail network and builds incremental profitability.

The 4R solution also avoids wide fluctuations of inventory across the omnichannel network, providing stability, far greater control and more accurate strategic planning. It incorporates agile read and react capabilities that quickly adjust to reflect ever changing consumer demands.

BENEFITS AT A GLANCE

4R Omni Replenishment delivers to you profit-optimized reorderpoints for every SKU, at every location, every week.



PROFIT DRIVEN APPROACH

We offer a replenishment solution that automatically determines the level of inventory that will maximize your profitability.



LOW RISK

There are no upfront software license fees, hardware hosting costs, or staff training expenses. Profit-optimized replenishment starts accruing benefits from day one.



SCALABILITY

We deliver hundreds of millions of reorderpoints to our clients every week, including some of the largest retailers in the world.



SAAS+

4R's unique Software-as-a-Service "Plus" delivery model provides dedicated customer service experts as well as cloud-based software. Our team performs Quality Assurance on our deliverables and consults with you on a weekly basis. They act as an extension to your team, ensuring you are receiving maximum value.



HOME IMPROVEMENT IS GOOD

PROFIT IMPROVEMENT IS BETTER

Home Improvement retailers, most of which are big box retailers, must maximize the sales revenue across a very broad spectrum of fast moving products. A majority of home improvement products are very slow moving such as hardware, rough plumbing and others. Home Improvement retailers also have to deal with a multi-faceted distribution model including regional distribution centers, trans-load facilities, flat-bed distribution centers and rapid deployment centers.

Omni-channel continues to challenge Home Improvement Retailers due to the high product volume offering in conjunction with the multiple demand locations presents a complex business optimization opportunity.

4R's Replenishment solution helps Home Improvement retailers drive profit improvements for a variety of very slow moving product categories. 4R provides the ability to manage the replenishment optimization for a number of very slow moving product categories across a large volume of their stores.

The Replenishment solution integrates directly with retailer's ERP and legacy systems to execute the Profit Optimized Re-Orderpoints that 4R provides each week.



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FOR ONE RETAILER, COVERING OVER 16K SKUS, 4R INCREASED PROFIT MARGINS BY OVER \$1.5M IN THE FIRST YEAR ALONE.



THE POWER OF THE CLOUD

All our solutions are delivered to you via the Cloud. That allows a low risk, quick implementation – no need to purchase software, hardware or training. All you do is set up data exchanges and use our web portal.



ACTUAL RESULTS FROM A HOME IMPROVEMENT CLIENT

— Paint Group Category —

Total benefit

0.80%

Annual \$ benefit

\$10,434,112

Margin \$ benefit

0.73%

Inventory carrying cost benefit

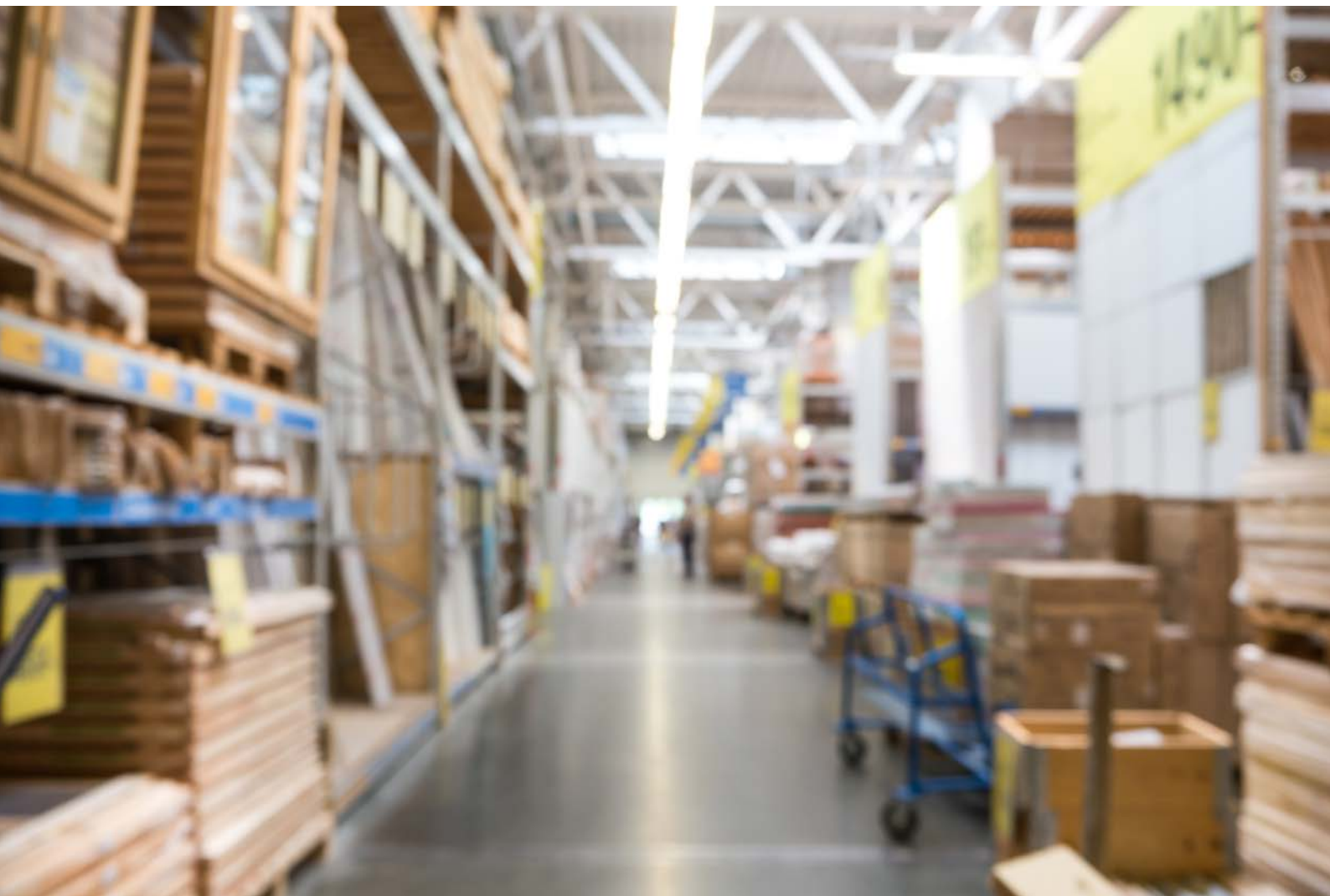
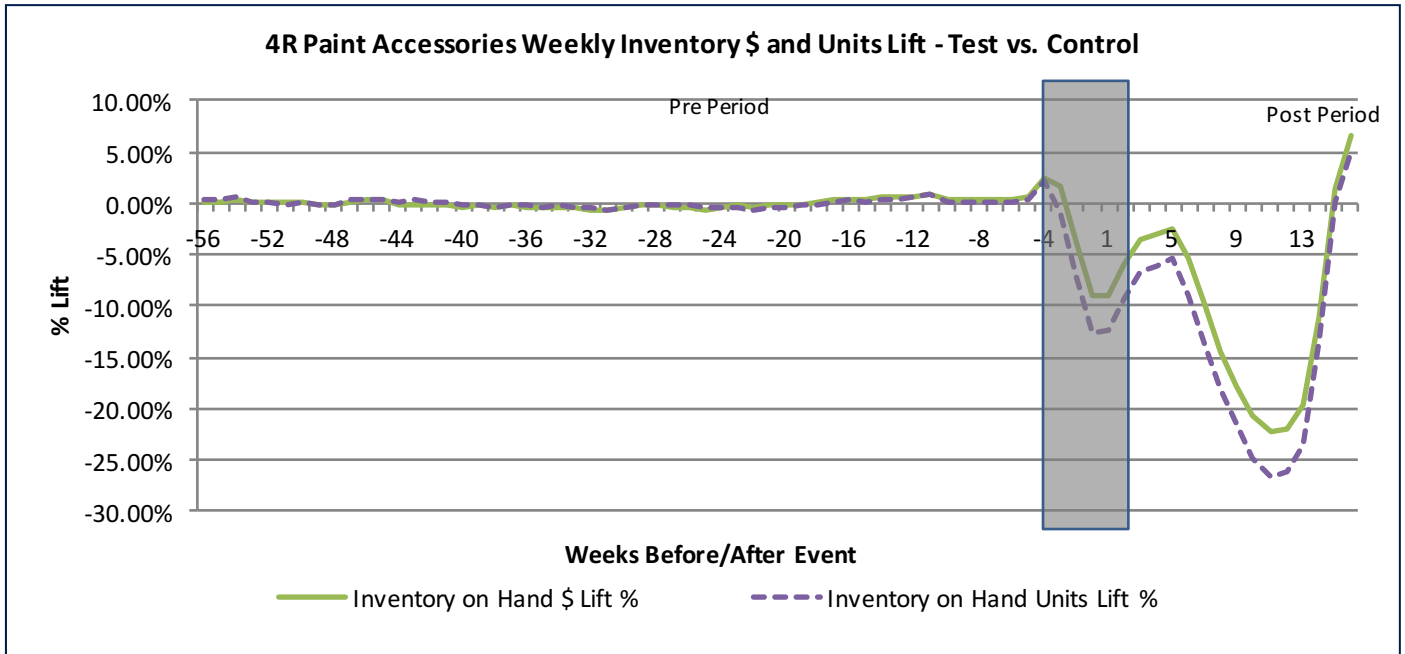
0.08%

In-Stock Improvement

0.5%

ACTUAL RESULTS FROM A HOME IMPROVEMENT CLIENT

— Paint Group Category —





A abordagem da 4R, de estoque como um investimento, é projetada para maximizar a oportunidade de lucro do seu ativo número um: estoque!

Conheça a sua equipe 4R

Nós colocamos muita ênfase no desenvolvimento de um relacionamento colaborativo, trabalhando duro para ser seu parceiro estratégico.

Nossa equipe de análise é proativa em ajudá-lo a enfrentar novos desafios em seu negócio. A equipe de entrega de resultados revisará regularmente nossos produtos, fornecerá observações sobre o seu negócio e aprenderá sobre as próximas mudanças ou iniciativas estratégicas que podem afetar o mesmo.

Em reuniões periódicas cara-a-cara, revisamos nosso desempenho e discutimos temas de valor estratégico. Se você está enfrentando um novo desafio ao gerenciamento de estoques e precisa de orientação, nossa equipe de análise está preparada para ajudar a solucioná-lo.

Somos um verdadeiro parceiro. www.4rsystems.com/brasil/.

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