How do the largest global retailers achieve high-impact business outcomes?

Through enhanced analytics, operationalised at scale

Increase revenue and efficiency in the face of growing competition

Grow revenue

A U.S. specialty retailer improved assortments and product balance to reduce markdowns at store level. The result was an $11.5M reduction in discounts and an **increase of $2.6M in profits** across stores.

Improve efficiency

A large European retailer automated to reduce product returns by more than 2M items each year and cut surplus stock by 20%. They now order **200,000 items/month from vendors with no human intervention**.

Crack the final mile

A U.S. supermarket chain better allocates and localises product assortments at store level. Achieved $9.4M inventory cost take-out, **$9.8M freed-up capital for reinvestment** and 32.3% store-level inventory turn improvement.

TERADATA

The retail industry is changing

Retail transformation is being driven from unprecedented changes in consumer behaviour, intensified pressure on margins and a radically changed competitive landscape.

The most successful retailers are deploying world-class analytics, artificial intelligence and an enterprise data architecture. This core foundation empowers future operating models to:

> "We believe data is driving greater profitability by helping us determine the fastest selling products, while enabling us to prioritise our production and distribution scheduling to get those top selling products to our stores as quickly as possible."
>
> – Paulina D., Head of Market Intelligence, Major Latin American Retailer

Grow omnichannel revenue through an optimised customer journey

> A major UK grocery retailer increased loyalty, market basket, profitability and campaign capabilities by creating a holistic view of the customer to change store assortments and match preferences; resulting in double-digit profit growth for 2 consecutive years

Radically improved sales via contextually aware insights and real-time decisioning, automated across all inbound channels and integrated with outbound activity

Improve efficiency and automation across multi-channel processes

> A U.S. specialty retailer improved gross margin by 32 basis points (1%) and increased inventory turns by 21%, reducing inventory by over $2B

Rapidly analyse key processes and determine how to optimise them, personalising the dialogue across the customer journey to drive improved outcomes

Cracking the final mile and delivering the promise to customers

> A top U.S. home improvement chain cut weeks of supply by 23% and reduced inventory by $300M; from 100% of products being ordered by stores to over 95% of products centrally replenished

Establish how poor experiences contribute to lost revenue and increased costs—use insights to deploy easier, simpler, more effective client interactions

Why Teradata

We have a long history, working with the world's largest, most complex companies. They have confidence in our ability to meet their short, medium and long-term analytical requirements.

We deliver against our promises, supporting our customers in confidently embracing their most complex analytical ambitions, while driving hundreds of millions of dollars in value.

We are recognised for our superior technology vision and capability based on integration of Teradata and open source technologies deployed in the public or Teradata cloud and/or on-premises across Teradata and commodity hardware.

We provide high performance analytical ecosystems, experienced data scientists, industry and implementation experts that empower our clients to increase revenue and drive operational efficiency.

Our Objective
Help remove technical barriers that hinder success

Our Philosophy
Enable the discovery and operationalisation of new insights, at scale, across any business

Our Focus
Deliver ROI, enabled by the best analytics platform and optimal cost/performance mix

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