



How do the largest

global retailers



achieve **high-impact business outcomes?**

Through enhanced analytics, operationalised at scale

Crack the final mile to stay ahead of customer demands and the competition



**Increase
visibility**

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.



**Optimise
efficiency**

A large international retailer focused on products driving 70-80% of revenue, providing visibility into inventory priorities while improving in-stock and **creating optimal speed-to-value strategy and capabilities**. With this new visibility into the supply chain, they can share forecast data with suppliers to optimise inventory and orders.



**Deliver the
promise**

A major U.S. retailer has started sharing real-time data with major consumer packaged goods players using a data lake to improve their supply chain & marketing operations, **optimising pricing and achieving efficient merchandising** to better serve the needs of their customers.

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The retail industry is changing

Optimise supply chain operations to ensure a consistent flow of products.

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:

Gartner surveyed more than 1000 senior retail executives and more than 90% view their supply chain as a competitive advantage. With seamless, real-time gathering of data in the physical store—similar to how brands and retailers gather data via e-commerce—inventory and supply chain functions like SKU management and optimisation promise to be among the biggest beneficiaries of IoT in retail.

Reduce costs through simplification and automation

A large U.S. retailer uses analytical models to predict the impact of consumer preferences, product affinity and weather on customer buying behaviour and demand through the supply chain, enhancing their forecasting processes to reduce markdowns at the store level by 45-75%

Radically reduce cost and complexity through a centralised and flexible platform that supports end-to-end supply chain process visibility

Consistent and integrated information provided through an automated/managed process

A large German retailer analysed billions of transactions to predict what customers buy with 90% accuracy. They now order 200k items/month with no human intervention. They cut surplus stock by 20% and reduced returns by more than 2M items/year

Create a wider set of analytical capabilities to use AI, deep learning and machine learning along with structured path analysis to optimise all supply and demand chain events from source to shelf

Single platform with integrated data enables organisational alignment

A top home improvement chain cut weeks of supply by 23% and reduced inventory by \$300M, while moving from 100% of products ordered by stores to over 95% of products centrally replenished

Standardised, automated processes that enable consistency, speed and accuracy of supply at the enterprise, brand, division, country and store level

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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