

# Planning and Optimization



## CUSTOMER RESULTS

Our global customer base is seeing a meaningful impact from Oracle Retail Financial, Assortment and Item Planning Optimization:



A Brazilian shoe company attained **30% reduction in inventory levels** leveraging best practice financial planning processes

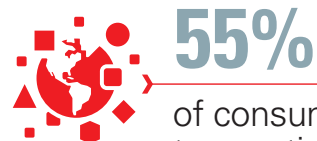


A large North American multichannel department store **increased sales per square foot by 15%** through optimal assortments, and **increased sales by 8% with 3% less inventory.**



A large North American hard-line retailer estimated **8% improvement in sales revenue and gross profit** with an **11% improvement in service level** by optimizing assortments and shelf layouts.

## RETAIL MARKET REALITIES



of consumers will not complete a transaction if they have to pay for return shipping

(Source: 2014 UPS Pulse of the Online Shopper)



Multichannel companies are seeing **only 48%** of merchandise returned resell at full price

(Source: Gartner, Returns — The Ticking Time Bomb of Multichannel Retailing, 2016)



of customers want a more individualized experience

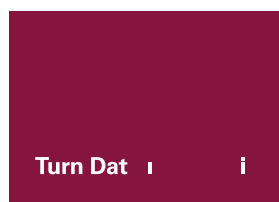
(Source: Era I, 2016)



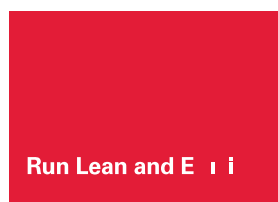
**58% of retailers** rank **improving analytics** as a top priority

(Source: Boston Retail Partners, Merchandise Planning Survey, 2015)

## EMPOWERED COMMERCE IMPERATIVES



ANTICIPATE



SIMPLIFY



INSPIRE

## OUR INVESTMENT

Unifying Speed to Value, SaaS & Retail Science to Empower Retail Planning Teams



### Cloud First

30+ new cloud services in 2 years across our Retail portfolio



### Mobile Everywhere

Allowing retailers to work the way they live



### Better Together

Single view of the retail business, bringing technology and process together



### Modern Retailing

Exception-based analytics and persona-driven dashboards means no one has to search for opportunities



### Leverage Technology and Scale

Security and technical depth of Oracle brings 19 Data Centers serving 195+ Countries to retail-specific solutions

## PLANNING AND OPTIMIZATION SOLUTION BENEFITS

### Reduce TCO by up to 40% with Oracle Retail Cloud

- New customers can **reduce TCO by 35%-40%** and **increase speed to value by over 50%** and partner implementations within 8-12 weeks
- Existing customers can **reduce TCO by 20%** by transitioning to a cloud model

### Embedded Big Data Science and Automation

- **Increase visibility of inventory across channels** by planning to customer journeys
- Merge upstream planning with stores and commerce to **improve sales margin for online returns**
- Easily incorporate and adopt advanced optimization algorithms into your businesses **without the need to hire or contract data scientists**
- Automate **80%** of manual forecasting, planning and replenishment processes with retail science
- **Improve overall sales and margins by 5-7%** while reducing overall inventory spend

With over 5,280 customers worldwide, Oracle is empowering commerce around the globe. Let us show you what we can do.

### GET IN TOUCH:

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