

Drive Business Value With Oracle Retail Demand Forecasting



RETAIL MARKET REALITIES



54%
of retailers consider **expanding omnichannel initiatives** as a top technology-driven strategy over the next 18 months

Source: RIS News/Gartner 2018 Retail Technology Report



60%
say most supply chains will be demand driven within the next year and that 40% say increased sales is a top benefit of demand-driven supply chains

Source: KPMG Top of Mind Survey



63%
of consumers think **stock of well-known brands in-store** is important to shopping experience

Source: Oracle Retail in 4 Dimensions Survey

MODERN RETAIL IMPERATIVES



Accelerate Next Practice



Tailor the Experience



Drive Operational Agility

THE UPSIDE OF UPGRADING

Oracle Retail evaluated its next-generation cloud-native forecasting solution against a specialty retailer's current on-premises version where end-users were adjusting **50% of forecasts** and found these outcomes:



2.2M units sold
over the holiday season

Representing over **\$480M in revenue**



RESULTS: With the forecast accuracy improvements, the retailer:

Improved 70% of promotional forecasts using fully automated forecasting science

Decreased safety stock by 10%

Reduced overall inventory by 30%, while achieving same service levels

- Same sales with **345,000** less units of inventory
- Improved in-stock rates by **10%** with smarter placement of same inventory

FUTURE PROOF INVESTMENT



Drive speed to market with implementation SaaS offerings starting from **8-12 weeks**



Be on the **cutting edge of forecasting science** with continuous improvements to cloud service



Equip your team with **proven best retail practices** to increase productivity

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BENEFITS OF RETAIL DEMAND FORECASTING CLOUD SERVICE

Expand a loyal customer base with higher in-stock rates

Increase profitability and assortment flexibility with **lower and targeted inventory levels**

Shift focus to strategic planning and collaboration to drive operations with **sophisticated and highly automated forecasts**

Join an active community of **hundreds of retailers worldwide** using industry-leading forecasting capabilities

With over 5,280 customers worldwide, Oracle is the platform for modern retail around the globe. Let us help you accelerate your next practice retail demand forecasting.

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