

Q Merchandising

More Profitable Merchandising Decisions

Q Merchandising goes beyond traditional BI tools that only provide information – it helps you recommend action. With personalized dashboards, Retail Scorebooks™ and Retail Playbooks™, your entire merchandising team can increase sales, margins and inventory productivity by capitalizing on opportunities while solving problems.

How does it work?

Q Merchandising first analyzes your chain's performance and tags positive and negative exceptions at the item and store level. Then powerful QuantiSense Plays leverage embedded best practices to suggest appropriate actions and ensure the right plays are run at the right time.

With the powerful analytics in Q Merchandising:

- Buyers know which orders to cancel and which to accelerate based on recent and forecasted customer demand, as well as in-transit and onhand inventory.
- Planners know exactly how to factor in last season's lost sales with next season's plan.
- Allocators are provided with a concise listing of which stores are in the greatest need of specific merchandise.
- Executives can ensure the best high-level product mix and better manage key departments.

Now your team will be better equipped to reduce overstocks, eliminate stock outs and increase inventory productivity.

High-Powered, Mobile Merchandising

With Q Mobile, all the KPIs and Plays are available either through a web browser or on your iPad so the merchandising team can drill-down, make decisions and take action while in Monday morning meetings or during store visits.



Each role-based Scorebook offers deep merchandise analysis including:

- At-a-glance summaries of top department KPIs that highlight top and bottom performers
- Graphical views of sales and inventory performance by product, SKU, channel and vendor
- Market basket analytics that identify the items that pull within a category, store, district, region or chain
- Highlighted exceptions in lost sales, stock outs, and overstock metrics
- Inventory aging analysis to keep watch on slow moving items and determine the impact of clearance markdowns on sell-through rates.

Whether you are reviewing market basket analysis, setting localized merchandise assortments or analyzing retail promotion performance, QuantiSense can help.

Decision Orchestration: Defining the New Rules for Retail

Today's retail environment requires a shift from using analytics to report past results to proactively shaping future performance. Retailers need a predictive analytics solution that makes business intelligence actionable and best practices repeatable throughout the organization. The QuantiSense Decision Orchestration Platform reduces the time spent digging through mountains of data, so your team has more time to think strategically.

Actionable Analytics Deliver Rapid Results

Whether you are building your first data warehouse or taking your BI initiatives to the next level, the QuantiSense Decision Orchestration Platform can help. In as little as 60 days, your organization will be better equipped to make decisions that achieve operational excellence and ultimately delight the consumer. Retail results include:

- Reduced stockouts by 12%
- Improved turnover
- Increased Gross Margin by 120 basis points
- Reduced aged inventory
- Raised service levels from 64% to 95%

Q Foundation

Jump start your data warehouse with a finely tuned data model and bullet-proof ETL systems that provide data integrity from any retail data source, using the database platform of your choice.

Q Merchandising

Improve sales, inventory productivity and profitability by providing actionable insight and repeatable best practices across the entire merchandising function.

Q Direct

Increase e-Commerce and catalog revenue by analyzing and improving the direct to consumer order cycle and inventory allocation.

Q Store Ops

Boost store performance through analysis of sales, labor productivity, traffic patterns and transaction quality.

Q Mobile

Benefit from insights and plays on the go – during Monday morning meetings or on the store floor – via web browser or as an iPad, iPhone or iPod touch app.

About QuantiSense, Inc.

Based on a decade of experience delivering business intelligence solutions, QuantiSense offers a fresh approach to retail analytics. Using the QuantiSense Decision Orchestration Platform™, retailers can finally combine business intelligence with industry best practices to ensure the most profitable merchandising and store operations decisions. With top 10 rankings across 28 categories in the latest RIS Software LeaderBoard for retail technology, QuantiSense is known for its 60-day implementation and high customer satisfaction. Customers including Burlington Coat Factory, Casual Male Retail Group, The Gap, Hallmark Cards, Michaels, Pacific Sunwear, and Restoration Hardware use QuantiSense Playbooks™ to deliver operational excellence.

