

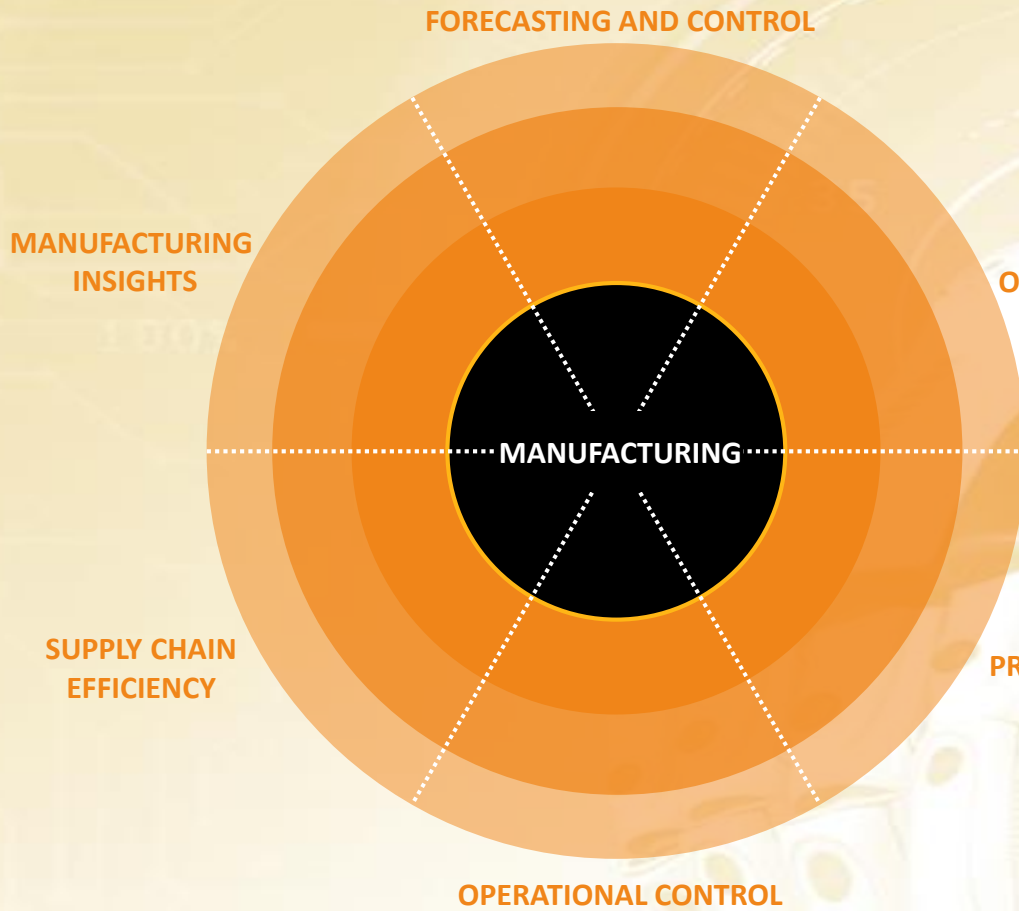
**BIZ DATA POWER  
DRIVING BUSINESS  
WITH ACTIONABLE INSIGHTS**

THE TOOL FOR YOUR DIGITAL TRANSFORMATION



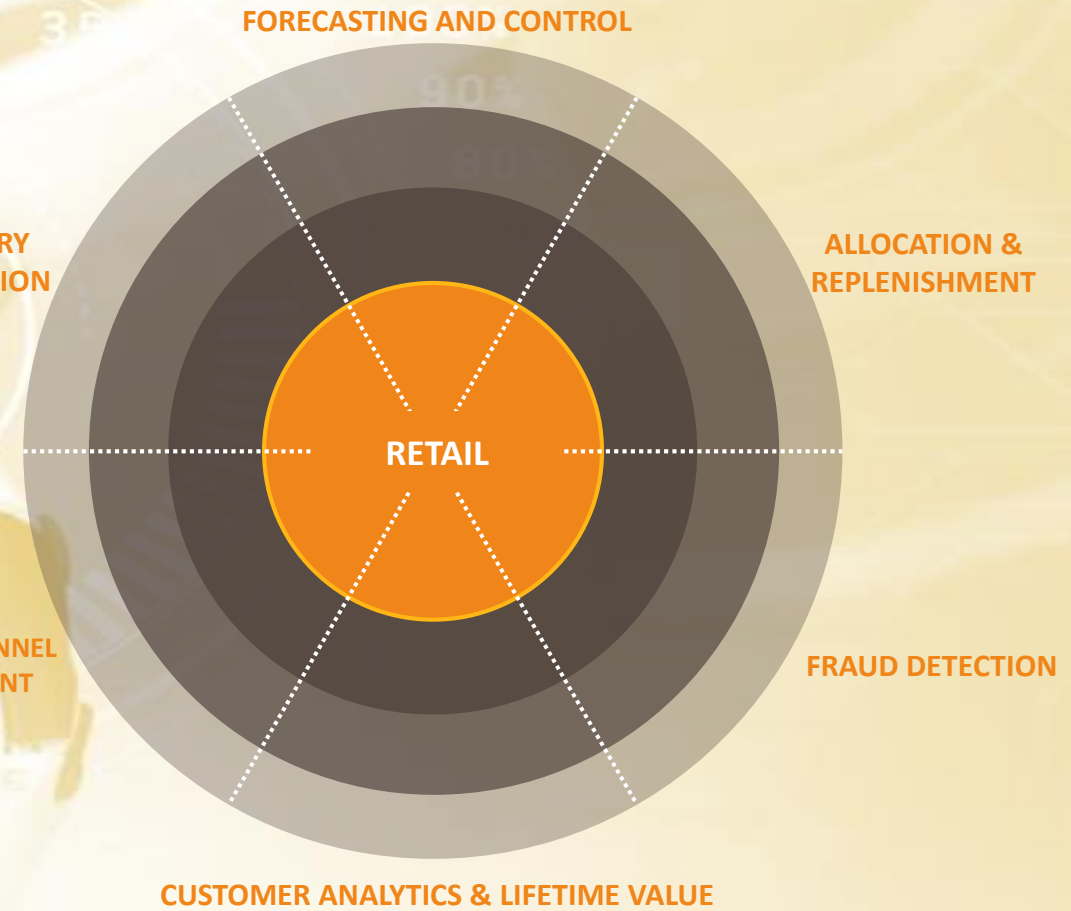
## **BIZ DATA POWER**

**A complete decision support framework, on premise or SaaS in the cloud, source agnostic and business driven, designed to generate knowledge and expose actionable insights to support enhance operations and support decision making processes**



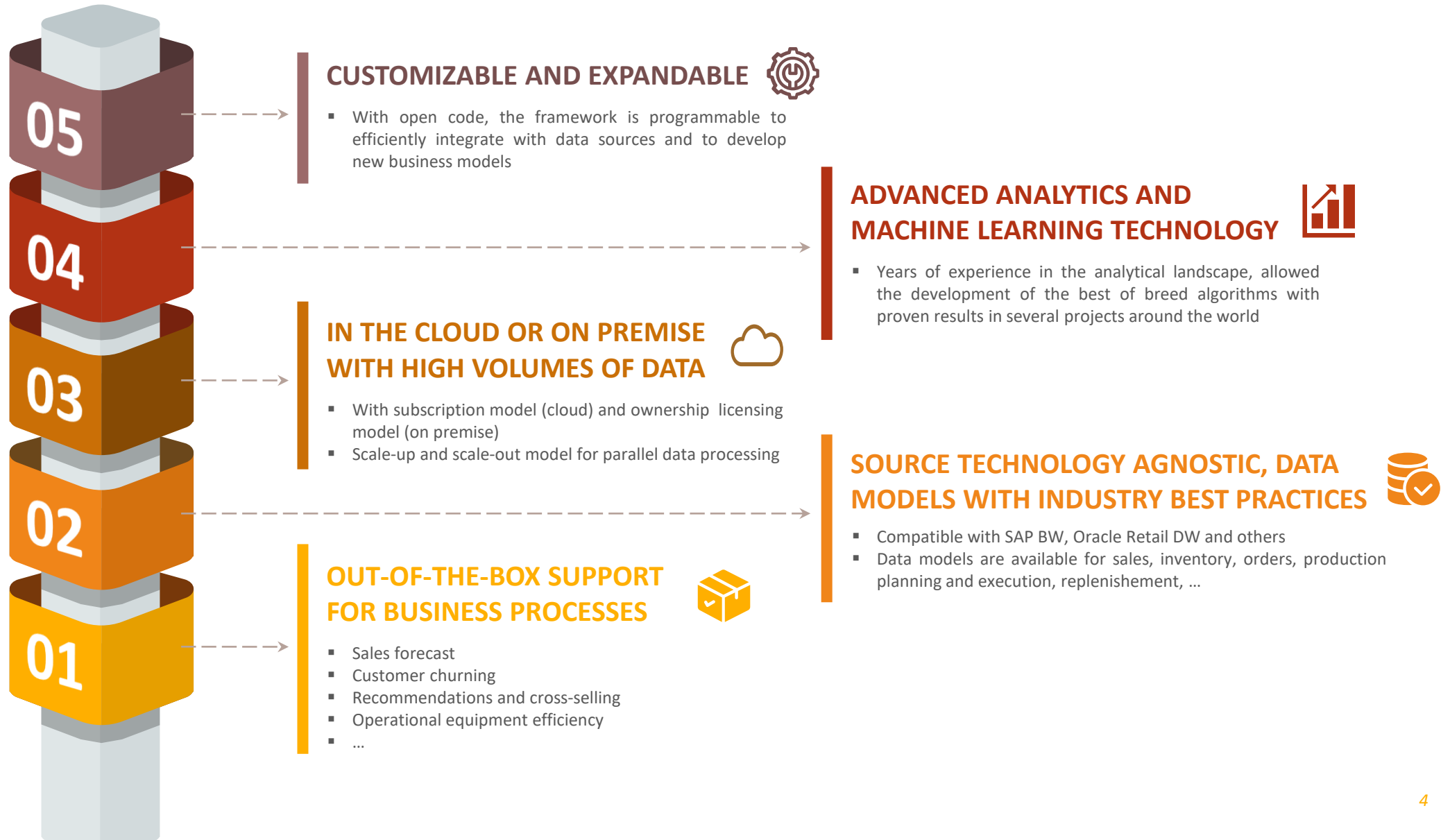
PLANNING OPTIMIZATION

INVENTORY OPTIMIZATION



**BIZ DATA POWER is about automation and advanced analytics with machine learning, to deliver competitive advantages in the manufacturing and retail landscape**

# OUR STRENGTHS AND DIFFERENTIATION POINTS



# HOW BIZ DATA POWER ACCELERATES YOUR DATA DRIVEN TRANSFORMATION JOURNEY

## THINK ABOUT DECISION PROCESS

Our platform is business driven designed, with solutions oriented for retail and manufacturing. We look for the technology that fits a business purpose instead of selling technology not applicable, nor mature enough, for business decision.

## INTEGRATION: RAMP-UP WITH PRE-DEFINED MODELS

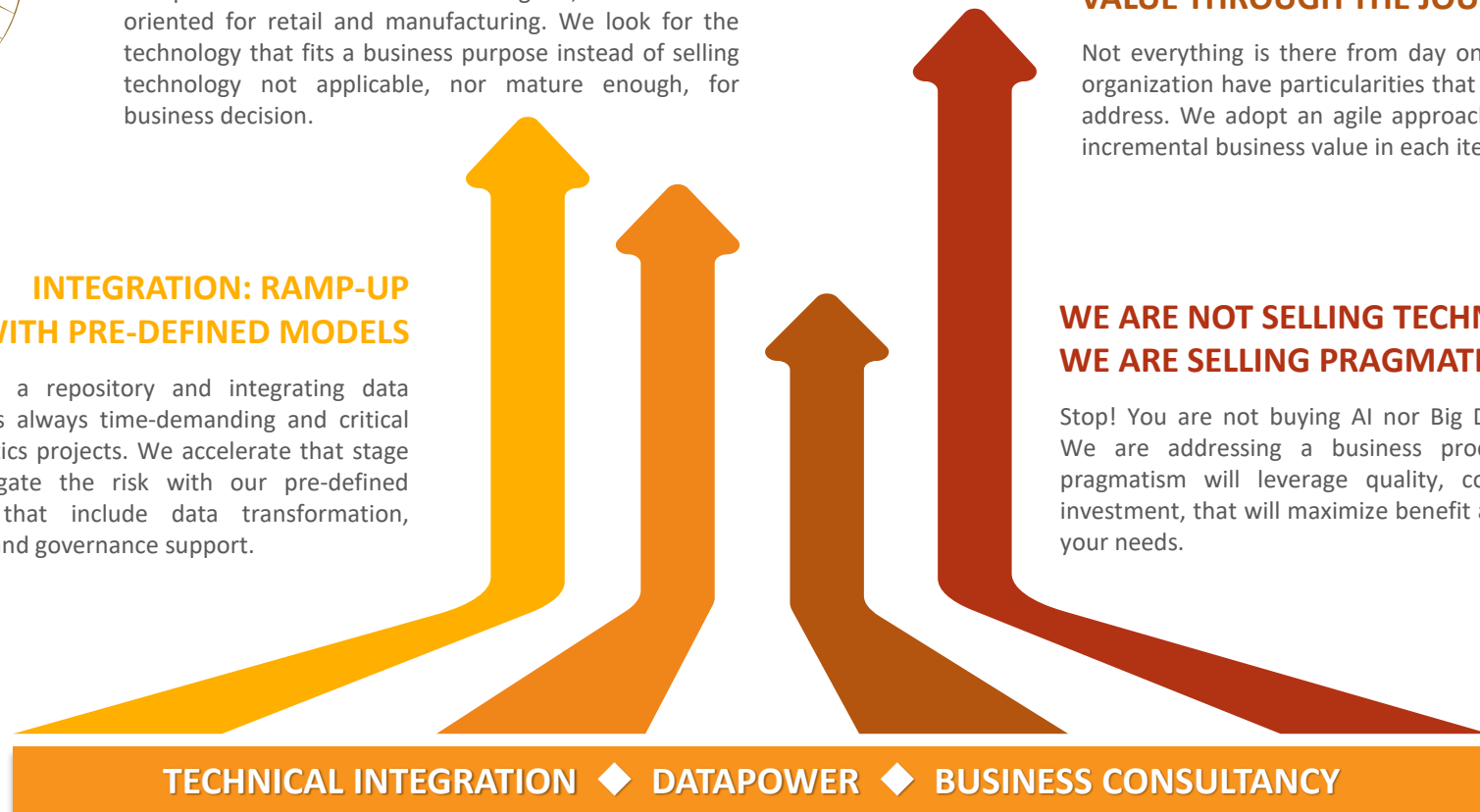
Designing a repository and integrating data sources is always time-demanding and critical for analytics projects. We accelerate that stage and mitigate the risk with our pre-defined models, that include data transformation, auditing and governance support.

## BE AGILE AND ADD INCREMENTAL VALUE THROUGH THE JOURNEY

Not everything is there from day one and each organization have particularities that we need to address. We adopt an agile approach to deliver incremental business value in each iteration.

## WE ARE NOT SELLING TECHNOLOGY WE ARE SELLING PRAGMATISM

Stop! You are not buying AI nor Big Data solutions. We are addressing a business process and our pragmatism will leverage quality, complexity and investment, that will maximize benefit according with your needs.





DO YOU WANT  
TO KNOW  
MORE?

# SOME AREAS WHERE WE CAN ASSIST INTRODUCING ADVANCED ANALYTICS, ARTIFICIAL INTELLIGENCE, MACHINE LEARNING AND AUTOMATION TO LEVERAGE COMPETITIVE BUSINESS PROCESSES

## PREDICTIVE MAINTENANCE AND MATERIALS LIFECYCLE

Predict malfunction patterns  
Estimate lifetime of models  
...

## SAMPLING DESIGN AND PRODUCT DEVELOPMENT

Use AI to determine suitable design of samples and test probability of defects in sample design

## DATA QUALITY IMPROVEMENT

Analyze quality metrics, establish holistic analysis, reduce defects, increase throughput and yield

## ALLOCATION & REPLENISHMENT OPTIMIZATION IN FASHION

Analyze supply chain, sales, lead times and rotation to suggest allocation and replenish just-in-time

## ASSET RELIABILITY AND REAL TIME MONITORING

Know the sites overall performance in real-time, have alerts running over thresholds

## SALES FORECAST AND CAPACITY PLANNING OPTIMIZATION

Accurate forecast of sales (demand and external factors, e.g. news), inventory level optimization

## ENERGY CONSUMPTION OPTIMIZATION

Recommend suitable setup of batch, avoid energy consumption peaks, ...

## CHURNING AND CUSTOMER LIFETIME VALUE OPTIMIZATION

Prevent churning with advanced regression models, combining buying profile, customer lifecycle, ...

## MARKET COMPETITIVENESS ANALYSIS

Screen public media for competitors analysis, establish correlations and account management leads

## MARKETING LEADS AND OPPORTUNITIES

Manage leads integrated with product development and customer insights

## TRACEABILITY AND SUPPLY CHAIN OPTIMIZATION

Trace materials from source, correlate quality with suppliers, close lead times with JIT supply chain

## CROSS-SELLING, SEGMENTATION AND TARGETED PROMOTIONS

Learn from historical data to explore selling opportunities, discount propensity, Increase basket value, ...

# NEW ARRIVALS

**CASE: BUSINESS INTELLIGENCE AND  
MACHINE LEARNING TO OPTIMIZE  
INVENTORY LEVELS AND IN-SEASON  
REPLENISHMENT IN FASHION RETAIL**

**FASHION RETAILER  
300M€ TURNOVER  
500 STORES WORLD WIDE**

**COMPANY  
PROFILE**

“

Wrong estimation in pre-season buying leads to excess of inventory (or out-of-stock) and, consequently, will imply more promotional activity (or lost of sales) with impact in the P&L account.

To be a fast-fashion retailer, in-season planning and replenishment are crucial to respond to customers' demand.

For the in-season period, lead time from Asia suppliers are prohibitive for a fast supply chain if using sea shipping, or it's too expensive if we use air shipping.

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## THE APPROACH

- Use a more intelligent forecast model to predict the initial load and allocate inventory based in suitable point-of-sales.
- Anticipate and automate, with artificial intelligence, replenishment orders and product transfers based in fast-sellers, slow-movers, and rotation with seasonality (more than 250,000 orders automated during in-season period).
- Suggest the best combination of near-shore and off-shore suppliers and shipping methods for a just-in-time supply chain during in-season control, minimizing the impact of cost of goods and transport.



## THE RESULTS

- End-of-season sales starting with 12%-15% of inventory levels (instead of the traditional 20%-25%), avoiding major mark down (discounts) to complete stock clearance.
- Early push of new collection to the stores (end-of-season inventory is low), keeping mark up of sales for a longer period.
- Warehouse space reduction by 30,000 sqft per season in the earlier years.
- Ratio between air-shipping / sea-shipping to address the in-season logistics dropped from 50%-60% to 25%-35%.



# CONTACT US

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