



CONSULTING SERVICES

MERCHANDISE MANAGEMENT AND SOURCING

At Fry Consulting Services, we believe that the highly successful merchandise management required in today's retail environment requires both the skilled "eye" of the merchant as well as sound research, insightful analytics and cohesive planning.

With experience from many of the world's leading retailers and technology companies, we understand the nuances of merchandise management and can help structure the strategies, organizations, processes and technological designs specific to the unique requirements of your business. The outcome will be a unified customer and merchandise focus across all business groups, which allows for coordinated activities to maximize return.

OFFERINGS

Merchandise Strategy

Merchandise and Assortment Planning

Inventory Planning and Management

Vendor Selection and Management

Assortment Performance and Management

MERCHANDISE STRATEGY

The retail industry is undergoing a profound transition. Channel blurring, price deflation, declining loyalty, and hyper-competition define the environment. Retailers must adhere to customer-centric strategies to protect and grow market share. Which customers do you want to serve? On what product categories should you focus? How do you layout your stores to best communicate your merchandise mix? These and other questions that point to the where and how you compete make up the core components of merchandise strategy. Fry Consulting Services helps clients understand their real business challenges and opportunities in this competitive marketplace and helps develop innovative and adaptive merchandise strategies that fit within their broader objectives.

MERCHANDISE AND ASSORTMENT PLANNING

Once strategies have been set, it is time to turn them into action. Merchandise and assortment planning bring merchandise strategy to life by identifying the sales and gross margin opportunities that exist within your business, while tying them all to a single version of the truth. Fry Consulting Services helps to ensure that all parts of your organization are planning in an equally powerful and effective manner; aligned and collaborating across departments, with the proper tools, processes and metrics in place to optimize the return on your company's inventory investment.

INVENTORY PLANNING AND MANAGEMENT

Closely tied with effective merchandise and assortment planning, leading inventory planning and management practices enable retail organizations to meet customer expectations of product availability while maximizing profits. Fry Consulting Services understands the complexities associated with areas such as inventory replenishment and allocation and works side-by-side with various organizational levels of our clients to improve customer experience while minimizing costs.

VENDOR SELECTION AND MANAGEMENT

Choosing a supplier partner can directly impact your company's bottom line, which is why it is critical to develop a selection and management infrastructure to ensure the right decision and to better manage your relationship. We have extensive experience managing vendor selection and management efforts for clients who need to choose the right partner to improve competitive positioning and maximize return on investment. Fry Consulting Services uses qualitative and quantitative techniques to help define your business needs and identify the vendors that fit best.



ASSORTMENT PERFORMANCE AND MANAGEMENT

Today’s merchandise strategies demand unprecedented precision, speed, and coordination in anticipating customer needs—across all channels, and down to the store level. Success in executing customer-centric merchandising strategies requires a new-generation approach to buying and assortment management. Fry Consulting Services understands cutting-edge practices in this area and partners with leading technology companies to help clients establish clear competitive advantage.

SERVICES WE OFFER IN MERCHANDISE MANAGEMENT AND SOURCING INCLUDE

