

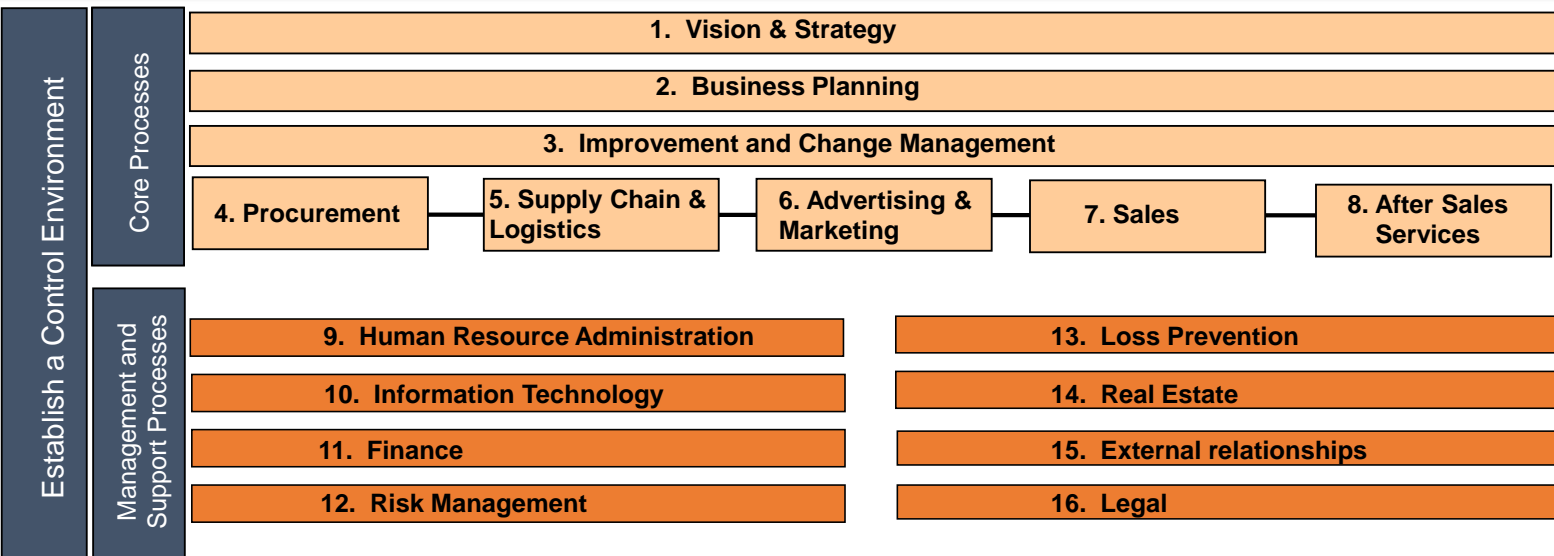


Internal Audit NEWSLETTER

Inside THE ISSUE

- Process Framework - Retail Sector
- Key Priorities within the Retail Sector

Process Framework – Retail Sector



Key Priorities within the Retail Sector

STORE OPERATIONS

Improve staff management and **decrease shrinkage** with analyses on department / till wise hourly sales transaction values benchmarks, employee productivity, shrinkage metrics & fraudulent exception alerts.

INVENTORY

Optimize stock levels, boost GMROI and reduce loss of sales with analyses on Out of stock frequency, duration, stock ageing, predictive stock out scenarios, & a variety of inventory tuning metrics.

SALES AND PROFITABILITY

Analyze and measure sales and margins by several metrics and KPIs (trends, growth, rate, lift, volume, value, trips, conversions, baskets) by product, brand, market, channel, customer and time to **enable strategic and tactical decisions on planning & forecasting**, replenishment, distribution, pricing and promotions

BUYING

Improve buying efficiencies and in-store product availability with purchase trend analysis, purchase efficiency reports, open to buy plans, buying review dashboards & vendor performance scorecards.



ASSORTMENT PLANNING

- **Track and review various product physical attributes** like size, color, fit or variants across regions or clusters for right localized assortments, and tune assortments with granular merchandise and assortment metrics.
- **Improve assortment efficiency**, plans and margins with product performance analysis, private label analysis and product weighted rankings and contributions.

PRODUCT PLACEMENT

Improve space utilization & store layout planning with space productivity and planogram productivity analysis.

PRICING

Optimize assortment pricing mix and boost profitability for every category with analyses on price range wise sales and stock mix, pricing trends and growth metrics, and markdown performance.

PROMOTION

Improve promotion plan effectiveness and performance with granular promotion contribution, impact analysis, promotion performance and ROI analysis.