

Welcome to The Era of Inventory Intelligence

Retailers who optimize inventories will be more resilient and competitive than their rivals.

Inventory Intelligence is a fresh name for an idea that has deep roots. We coined the term Inventory Intelligence to better describe the next level of Inventory Management needed in the grocery industry. Helping retailers forecast, order, and maintain optimal stock levels has always been in our DNA. We started this conversation 15 years ago with the introduction of Itasca Magic™, and the extraordinary events of the past two years have highlighted the need for Inventory Intelligence.

Forecasting and optimizing inventories is harder than ever because of a litany of On-Shelf Availability challenges brought on by COVID;

- Panic demand surges
- Supply chain disruption
- The shift to digital shopping
- Labor shortages, now popularly known as “The Great Resignation”

Some of these challenges may be here to stay. We need to be ready to transform how we think about inventory and have tools and processes for the long haul, adding resiliency and efficiency to Inventory practices.

The sheer quantity and frequency of merchandising decisions creates a need for intelligent tools that streamline repetitive tasks, improve accuracy, and ensure financial returns. For optimizing store inventories, Intelligence Automation, or IA, is now imperative in our view.

Inventory Intelligence – Complimenting human intelligence, not replacing it. When human intelligence is augmented by a rock-solid, well-designed, inventory optimization system, retail performance is greatly enhanced. Inventory Intelligence harnesses the power of store data and gives retailers clear, actionable views of their inventory, forecasts, and orders, regardless of the method of supply. Our customers tell us that intelligent inventory tools and decision processes are a necessity, offering advantages in three critical areas:

Store teams get more done with fewer hands and less skilled personnel. Automating routine ordering decisions allows stores to eliminate unproductive tasks, and frees up key employees to better serve our customers. *Automated ordering allows stores to operate successfully even with fewer hands and less-skilled personnel.*

On-shelf availability improves. Optimizing order quantities and timing dramatically helps solve many out-of-stock problems and provides clear operational benefits. *Excess inventory is slashed, freeing up cash, while reducing double-handling and shrink due to expiration or damage.*

Decision-making is enhanced. Data becomes better and more accessible, creating a positive ripple effect across nearly every area of store operations and the Category Management process. *(space, assortment, pricing, and promotion)*

We think it’s time for food retailers to have a thoughtful dialog about the benefits of Inventory Intelligence. [Contact us for a conversation.](#)