

JustEnough Launches Demand Management Solution for Retail into UK

Submitted by: Just Enough

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JustEnough, a global software company, announced that has launched its demand management solution for the Retail sector into the UK market. JustEnough Retail transforms retailers existing ordering process to a completely automated SmartTrack® Forecast-to-Replenishment Process, resulting in reduced inventory, increased revenues and improved margins.

Malcolm Buxton, CEO for JustEnough commented: "JustEnough Retail transforms planning and buying by creating highly accurate forecasts. Forecasts are not only based on what has been historically sold, but includes what would have been sold had the right stock been available."

"The software identifies the best way to distribute stock to each store and dynamically recommends replenishment strategies by re-iteratively evaluating actual sales data and readjusting the forecast for individual items."

JustEnough's partnership with Barloworld Optimus, a leading UK demand management services organisation will market and support the latest JustEnough Retail solution in the UK. Barloworld Optimus, over the past decade has helped prestigious clients such as Westland Helicopters, Autoglass, Exel Logisitcs, and Baxter's Fine food.

According to Buxton, JustEnough's, Demand Management Solution for Retail is designed for mainstream sized Retail businesses involved in retail across a multitude of industries.

"The retail sector in the UK, and other parts of the world, have found it difficult to shift their focus from managing administration to managing improvement of the business due to its sheer size and intricacies," said Buxton.

"Forecasting is based on the number of line items, multiplied by the stores and by the variability of the supply and demand across the board. This is a task that is impossible to achieve by the retailing staff given the millions of store and product combinations they manage."

Buxton adds that according to a Harvard Business Review report it is estimated that 8% of items customers come to buy are out of stock, and over 30% of all goods sold, are at marked-down prices. Retailers continue to pay high costs for their inability to get the right goods to the right places at the right prices and at the right times.

"JustEnough provides a completely automated process of forecasting and ordering just the right quantity of goods and produce to meet consumer demands. The result is 'fresh' fresh produce, little waste and no empty 'sold-out' shelf space," he added.

"Retailers will no longer order and replenish on a simple linear basis incurring stock-outs or carrying excess stock. They will begin to reap the benefits of the ability to forecast the desires of demanding customers, and in turn will increase revenues and reduce inventories resulting in improved margins."

According to Buxton there are few solutions available in the market today that can provide a single view of inventory across the supply-chain, which not only provides advanced and automated forecast-to-replenishment capability, but also features full constraints optimisation facilities to avoid vendor penalties such as minimum delivery quantities and values or logistics constraints such as pallet or container sizes.

Mass-Discounters, part of South African-based Mass-Mart - a retailer with revenues in excess of \$2,5 billion - selected JustEnough to improve its demand forecasting process and in-store inventory management.

According to Jay Currie, Business Systems and Process Director for retail giant Mass-Mart, "JustEnough's high standard and quality of solution clinched the deal. Besides being technically sound, any solution we implement has to adhere to our overall IT strategy, and has to be in the market for the long haul. We are satisfied that JustEnough's solution has the capability of growing with Mass-Discounters' business needs."

Buxton added: "JustEnough Retail is an ideal Demand Forecast-to-Replenishment for the UK market because it provides 80% of enterprise functionality for less than 20% of the cost."

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About JustEnough

JustEnough is a global software company that specializes in Demand Management Solutions - Increasing Revenues, Reducing Inventories and Improving Margins for its Customers.

JustEnough Retail transforms existing ordering processes to a completely Automated SmartTrack® Forecast-to-Replenishment Process which then allows the organization to shift its focus from administration to improving the business through JustEnough's advanced Demand Forecasting, Inventory Planning and Replenishment.

JustEnough Distribution is a Collaborative Planning, Forecasting & Replenishment Solution (CPFR) that leverages the existing ERP system by increasing the level of sophistication and collaboration around Demand Forecasting, Inventory Planning and Replenishment.

Through a 6 week FastTrack® implementation and using data from the existing ERP or transaction system, JustEnough makes it easier for companies to recover profit from inventory and increase cash flow almost immediately.

For more information, please visit <http://www.justenough.com> or email

info@justenough.com

Editorial Contacts

JustEnough

Malcolm Buxton

+27 (0)11 807-0511

+27 (0) 83 230-1936

Malcolm.Buxton@JustEnough.com