



TOUCH THE INTELLIGENCE

**EMPOWERING SMART
DECISION-MAKING WITH THE
POWER OF DATA ANALYTICS
AND AI**

Retail Deck



ABOUT US



BeeBI Consulting GmbH is an international Data Analytics Company that was founded in 2017 in Germany, providing solutions and consultancy to organizations operating in Retail, Telecommunication, Finance, Shipping and Logistics, Aviation, Maritime, and Automotive sectors.

BeeBI HQ is based in Berlin, Germany, and has offices in Izmir Turkey, Hyderabad India, and Tokyo Japan.

BeeBI employs different levels of experienced professionals including PhDs and Profs located across the globe.

BeeBI empowers versatile team commitment by leveraging Onsite, Nearshore, and Offshore capabilities.

RETAIL USE CASES

- Markdown Optimization
- Price Elasticity
- Demand Prediction
- Retail Out of Stock Prediction
- eCOM Management Reporting
- B2B Finance Reporting
- Omni-Channel Reporting
- Product Lifecycle Management (PLM)



- Material Lifecycle Management (MLM)
- Bill of Material Operational Reporting (BOM)
- Sustainability
- Up-Sell
- Cross-Sell
- In Season Trading
- Profitability
- Assortment Analytics
- Digital Trading Analytics



Strategic Pricing and Markdown Optimization

Dual Challenge

- Determining precise price elasticity to optimize pricing strategies during campaigns.
- Automating markdown rates to adjust prices in real-time to reflect product specifics and campaign needs.

Solution

Advanced analytics and machine learning provide:

- Accurate assessments of consumer price sensitivity.
- Automation of markdown rates for on-point pricing adjustments.

Synergistic Value

- Enhanced profitability and market competitiveness through data-driven pricing strategies.
- Ensures informed decision-making with insights into consumer behavior and product performance.
- Optimizes brand value while maintaining integrity during profit-maximizing campaigns.

Key Takeaway

“Enhance profits and brand value with our data-driven pricing and markdown management.”

Predictive Analytics for Inventory Excellence

Demand Prediction & Out-of-Stock Prediction Challenge

- Accurate forecasting of customer purchases for inventory optimization.
- Leveraging historical data and market trends to align resources with customer demand.
- Preventing inventory shortages that lead to lost sales and customer dissatisfaction.
- Using predictive models to anticipate stock depletion and initiate timely restocking.

Holistic Solution

- Advanced analytics and machine learning drive both demand forecasting and stock-level predictions.
- Data-driven insights for aligning inventory with market demands and preventing stock-outs.

Comprehensive Value

- Enhanced supply chain efficiency and reduced costs through optimized inventory management.
- Minimized stock-related issues and improved customer satisfaction with proactive restocking.
- Informed operational decisions ensuring businesses meet demand and maintain market agility.

Key Takeaway

"Mastering market demands with precision analytics for inventory and stock management."





Comprehensive Reporting for Business Growth

eCom Management Reporting

- In-depth analysis of e-commerce operations, tracking key performance indicators (KPIs) to drive sales and improve customer experience.
- Real-time insights into online transaction trends, customer behavior, and conversion rates to inform strategic decisions.

B2B Finance Reporting

- Financial reporting tailored for B2B environments, providing visibility into cash flows, payment cycles, and credit management.
- Data-driven approaches to streamline invoice processing, risk assessment, and revenue forecasting.

Omni Channel Reporting

- Unified reporting across all sales channels, offering a 360-degree view of customer interactions and purchasing patterns.
- Integration of in-store, online, and mobile data to optimize inventory, marketing strategies, and customer service.

Integrated Value

- Synergistic reporting tools empower businesses with actionable intelligence across all facets of operations.
- Enhanced decision-making capabilities leading to operational efficiency, increased revenue, and robust growth.

Advanced Lifecycle Management for Sustainability and Efficiency

Material/Product Lifecycle Management Challenge

- Need for real-time monitoring and optimization throughout the product lifecycle.
- Aligning resources, minimizing waste, and enhancing decision-making throughout the product's market life for sustainability.

Integrated Solution

- Advanced analytics and automation platform for near real-time monitoring and strategic decisions.
- OTIF (On-Time-In-Full) metrics and reduced release times for better supplier and factory coordination.
- Comprehensive insights across all lifecycle stages to drive informed actions and resource alignment.
- A systematic approach to ensure products and materials meet sustainability standards.

Strategic Value

- Streamlined lifecycle management to enhance each product's profitability and sustainability.
- Automated systems ensure suppliers and factories operate timely, minimizing waste, and reducing costs.

Key Takeaway

"Drive success and sustainability in every product journey with our automated lifecycle management system.."



Assortment Analytics for Strategic Planning

Analytical Challenge

- Navigating the complexity of high-volume assortment planning with multiple dimensions and KPIs.
- Ensuring a systematic categorization and leveraging of data within a corporate structure.

Innovative Solution

- A Single Source of Truth Platform that integrates sales data, forecasts, and KPIs.
- Authoritative and centralized data repository for consistent cross-departmental decision-making.

Strategic Value

- Streamlines coordination, improving efficiency in assortment planning.
- Provides a reliable basis for strategic decisions, driving company success.
- Adapts continuously to evolving market demands for optimal product placement and variety.

Key Takeaway

"Empower your business with data-driven assortment analytics for precision in product planning and market success."





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