

Inventory Sensitive Pricing Module

Maximize item movement, minimize inventory cost

TCI's Pricing Package provides a complete solution for executing and managing pricing strategies throughout a grocery store chain, from Point of Decision to Point of Sale.SM The Inventory Sensitive Pricing module enables you to manage store-level item pricing, margins, promotional programs, markdowns and overstocks throughout your chain. Using this module, you can better control inventory and pricing strategies based on the individual locations' quantities on hand or on your user-defined inventory levels for each store.

TCI's rules-based approach for empowering retail chains to control, automate and integrate mission-critical pricing decisions helps you increase the movement of product through stores, maximize margins and profits, and better control physical inventory levels company-wide. Inventory Sensitive Pricing provides full integration with TCI Retail,TM other headquarters and warehouse applications, and with store-level systems and devices, regardless of the type or number of in-store systems in use.

The Inventory Sensitive Pricing module can reside at the headquarters and/or store(s) and works in conjunction with TCI Retail at the store level. These features enable you to positively impact item-level profitability by managing revenue by product price point, increasing movement and reducing inventory costs. Use of this module helps you achieve better inventory control through normalizing stock levels by reaching and maintaining your company's optimal standard quantities on hand.

Inventory Control

Better manage store-level and chain-wide inventory using TCI's intuitive user interface.

- Administer inventory-level pricing following user-defined parameters
- Establish user-defined inventory levels to trigger a change in price, either up or down, based on user-defined parameters
- Manage markdowns on clearance inventory, lowering prices until the inventory is reduced to zero
- Resume normal pricing after discounted inventory levels return to normal
- Monitor inventory overstocks, flagging excess inventory as candidates for reduced pricing
- Discount price(s) based on predetermined inventory levels of promotional product, gradually adjusting price until inventory levels return to normal or a user-defined level
- Implement stepped pricing, based on declining inventory levels
- Set parameter flags for stepped pricing at various inventory levels
- Receive automatic alerts on product when it reaches a Reorder Point (ROP)



Promotions

Offer, execute and measure results of promotions

- Monitor deals in progress
- Set-up prices for multiple items in a promotion, wall of value, etc.
- Support “store specials” such as unadvertised price reductions, limited quantities (i.e. first 100) using a price point based upon quantity on hand
- Monitor the attributes of product and promotions (i.e. deals, ads, etc.)
- Evaluate programs via complete reporting capabilities
- Receive automatic system alerts for upcoming deal expiration which allow you to replenish or “top up” inventory

Markdowns

Manage markdowns for best possible margins

- Reduce prices consistently
- Establish and control markdown programs based on inventory and seasonality
- Manage markdowns on clearance inventory until the inventory is reduced to zero

TCI’s Inventory Sensitive Pricing module provides a rules-based approach to developing, automating and deploying profit-enhancing pricing strategies throughout a retail enterprise. These capabilities help you improve item movement and control physical inventory levels company-wide while managing product price for improved revenue and profitability.

Like all of the TCI Retail™ solutions, the Pricing Package leverages the Retail Execution System™, the company’s enterprise data and business process management platform. Built on a foundational data model for central control of operations processes, together with the ability to adapt and extend the model and solutions, the Retail Execution System gives retailers the flexibility needed to meet complex and changing business requirements.

