

CUSTOMER SPOTLIGHT

Rooms To Go



“ Supply chain analytics has been one of the most challenging areas for us. The insights that we’ve gained from the Power BI solution are having a transformative effect on our core business.



Todd Daniell
Director of Database Technologies and Application Development

CHALLENGE

With such a massive operation supporting a huge number of product lines, products, and variations, knowing how much of each product to have, where it should go and when it must arrive is a very complex undertaking. Lead times from overseas vary per product and, at this scale, mistakes are costly. As product lines expand, the model used to determine supply and demand was not always optimal. These challenges were leading to increase in product returns and defects and lost sales.

SOLUTION

Rooms to Go engaged with 3Cloud to develop and deploy a Data & Analytics solution, leveraging Power BI which allowed buyers to easily see and manipulate data so they could better manage the supply chain. In just six weeks, client had a sophisticated supply chain model that combined historic data with predictive analytics to show users when and where inventory was going to exceed capacity or fall short. 3Cloud developed statistical models that predicted costed sales, purchase orders, and on-hand inventory that can be filtered by division, distribution center, product category, and time.

IMPACT

Access to these predictive analytics gave Rooms to Go better insight into where inventory was headed along with the ability to assess warehouse capacity requirements as the company grows. The new platform quickly proved its value when one distribution center was about to exceed capacity. The company was able to take proactive measures to divert the crisis, ultimately saving them from potential losses. Todd Daniell said, “This new model helped us optimize the way we project, and now we’re reviewing the entire order process to see what other efficiencies we can uncover.”

3Cloud helps Rooms to Go drive supply chain innovations with more efficient supply chain management.

CLIENT PROFILE



- Industry: Retail
- Number of Employees: 7,000
- Annual Revenue: \$2.2B

- Innovation Focus:
- Data & Analytics

