

The Balancing Act of On-Shelf Availability: Achieving Optimal OSA



Retail suffers a staggering loss of approximately \$1 trillion in sales annually due to poor onshelf availability (OSA).¹

The OSA See-Saw Struggle:

Achieving OSA excellence requires finding the delicate balance between product availability and inventory optimization, ensuring neither is left unattended.



The Perils of Poor OSA



Impact of Out-of-stock

- 30% of consumers feel that stockouts hurt their shopping experience.²
- 70% of shoppers will switch to another brand entirely after experiencing three stockouts.²



Impact of Overstocking

- Overstocks cost the average retailer 3.2% in lost revenue.³
- Retailers may be losing \$123.4 billion annually due to excessive stocking.3

The Root Cause of Poor OSA









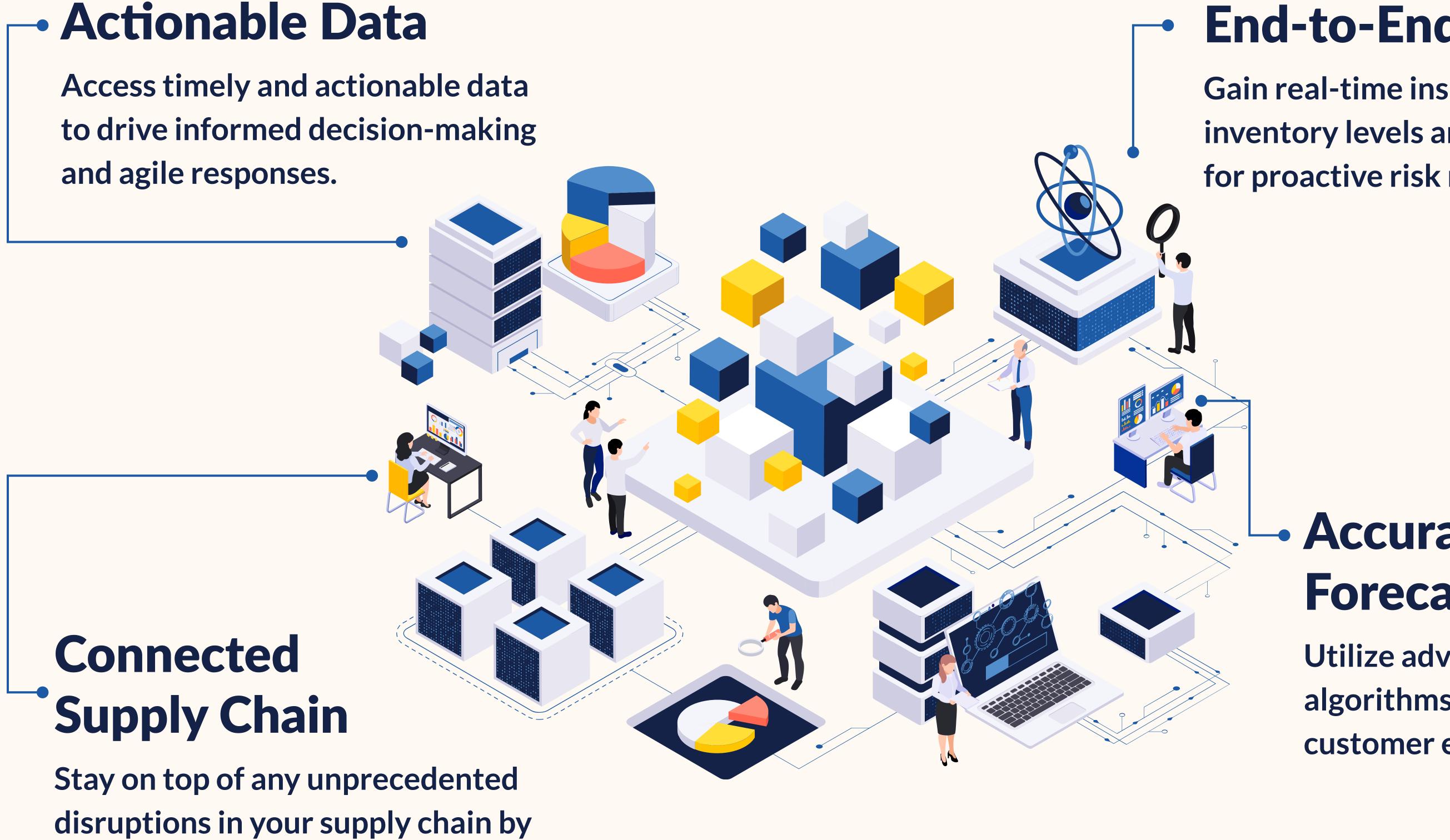
Lack of visibility across the supply chain



Not leveraging data to optimize inventory

Data disconnect and system issues contribute to \$222.7 billion in yearly losses. 25% of this loss results from tracked data being siloed.4

The Optimized OSA Imperatives



End-to-End Visibility

Gain real-time insights into inventory levels and disruptions for proactive risk management.

establishing a connected ecosystem.

Accurate Demand Forecasting

Utilize advanced analytics and Al algorithms to analyze trends and customer expectations.

The Quest for OSA Excellence with Connected Visibility

Connected Visibility offers an end-to-end solution that detects risks, identifies anomalies, and orchestrates responses, ensuring optimal on-shelf availability.

With Connected Visibility, you can



changing world



anomalies



optimal on-shelf availability

Orchestrate responses for



challenges

Avoid blindsided



Master the Art of Equilibrium: Embrace Connected Visibility for Enhanced On-Shelf Availability Sign Up for Our Exclusively Curated Connected Visibility Workshop for

Supply Chain Leaders

SIGN UP











