

REPLENISHMENT OPTIMIZER

Forecast Daily. Replenish Smarter. Automatically.

Replenishment Optimizer is the only end-to-end inventory optimization solution with integrated demand forecasting, replenishment optimization, and profit simulation for food distribution leaders. It moves beyond traditional ERP or basic buying tools to give your team unrivaled control over the buying process, forecasts, and inventory levels — refreshed every day.



KEY CAPABILITIES

Level Up Your Food Buying Game

Standardize your buying practices so your team can consistently drive profitability and customer service, with a forecast that updates every day instead of relying on weekly splits.

- ✓ Increase profitability through intelligent automation and timely, data-driven buying decisions
- ✓ Minimize perishable waste by systematically leveraging daily lot expiration data
- ✓ Reduce unproductive inventory by optimizing safety stock with visibility into future sellable inventory
- ✓ Gain unparalleled transparency into demand and profitability that buyers have never had before
- ✓ Set purchasing costs that reflect today's economics, not decades-old assumptions

**True Daily Demand Forecasting**

Forecasts update every day, not on weekly splits, so you can act before last week's numbers hurt your bottom line.

**Lot Spoilage Analysis**

The optimization engine uses accurate, daily expiration data from the warehouse to predict lot-based future spoils. Projections now also factor in known Plans and Bookings already in the system, not just forecasted demand, so you always carry the right sellable stock to meet demand.

**Data Scrubbing**

Automatically detects and removes demand anomalies from your forecasts, so you can reduce safety stock and improve cash flow.

**Advanced Promo Filtering & Promo Uplift Averages**

Optimize your post-promotion DC-level forecast by chain, customer, or ad group instead of relying on DC-level data alone. New Promo Uplift Averages show each item's average percentage uplift by fiscal quarter and season, viewable from the Item Forecasting page, Event and Deals item selection grids, and the Event Performance Report.

**Customer Demand Visibility**

Stop hunting through your ERP or data warehouse to answer "who took all my inventory?" Get direct visibility down to the individual customer or customer group to make more informed forecasting decisions.

More New Capabilities

From route plans to optimized driver assignments, all in one process.



Seasonal Profile Alerts — New

Every active SKU has its seasonal profile evaluated on a rolling basis. Roughly a twentieth of all active SKUs are reviewed each weekday, so seasonal shifts are caught continuously instead of during a single annual review.



Inflation-Adjusted Purchasing Simulation — New

Increased maximum values for PO Header and Line Cost bring your buying simulations in line with current, inflation-adjusted carrying and handling costs, so recommended buy quantities reflect today's economics instead of assumptions from 15–20 years ago.



Automatic Truck Split — New

Specify a default truck on the Source-Location tab, and Replenishment Optimizer applies it automatically through the new Truck Split view, cutting manual setup on every order.



Daily Projections at a Glance — Enhanced

Future, projected demand is highlighted in the Daily Projections Grid as well as the Weekly and 4-Weekly history grids, with date columns so buyers can easily scan and sort projections faster.

How Replenishment Optimizer Works

From daily demand signals to optimized purchase plans, all in one process.



Demand & Data Intake

- Daily sales and lost sales, inventory, and warehouse data, including lot-level expiration dates
- Historical weekly and 4-weekly demand history, plus known future plans and bookings
- Promotion, event, and deal data across chains, customers, and ad groups



Forecasting & Optimization Engine

- True daily demand forecasting, refreshed every day instead of on weekly splits
- Sales and Lost Sales data are split from promotional demand to keep forecasts realistic
- Sales And Lost Sales Analysis (SALSA) and data scrubbing automatically remove out-of-stock inflation and demand anomalies
- Seasonal Profile Alerts continuously reevaluate every active SKU's seasonal profile
- Promo uplift averages give insights into future promotions while the Event Performance Reports analyze current and past promotions



Outcome: Optimized Replenishment & Profit Simulation

- Lot-based, spoilage-aware buy recommendations that account for known plans and bookings
- Inflation-adjusted cost modeling for purchasing simulations grounded in today's economics
- Automatic Truck Split applies your default truck logic to every order
- Sell through and promo buying performance visibility down to the individual customer or customer group

Who It's For

BUYING & PURCHASING TEAMS

- Standardize buying practices across every vendor and product line
- Spend less time manually adjusting for stockouts, anomalies, and promotions
- See exactly which customer or customer group is driving demand changes
- Set purchasing costs to reflect current, inflation-adjusted economics

INVENTORY & WAREHOUSE OPERATIONS

- Reduce spoilage using daily, lot-level expiration data
- Reduce surprise outages when the warehouse suddenly throws away spoils and your on hand unexpectedly drops
- Catch seasonal shifts continuously via exception alerts instead of as you are ordering
- Simplify order building with automatic truck split logic

EXECUTIVE (COO / CFO / VP SUPPLY CHAIN)

- Increase profitability through automation and timelier buying decisions
- Free up warehouse space and working capital tied up in unproductive inventory
- Protect and improve customer service levels as the business grows
- Scale buying practices network-wide without adding headcount

What Replenishment Optimizer Can Do

Daily

Forecast Refresh — No Weekly Splits

Up to 49%

Effective Inventory Reduction Reported by Customers

95%+

Sustained Customer Service Level Reported by Customers

3

Integrated Engines: Forecasting, Replenishment, Profit Simulation

Figures reflect Replenishment Optimizer product capabilities and reported customer outcomes; customer-specific results will vary by network size and configuration.

Proven in the Field

A wholesale grocer serving more than 600 customers across 800+ stores in the Northeast used Replenishment Optimizer to reduce inventory by 16% while increasing customer service by more than 6% — an effective 49% inventory reduction. The freed-up warehouse space let the company buy direct from manufacturers and compete more aggressively on price.

A third-generation specialty and natural foods distributor serving retail grocers across the East Coast used Replenishment Optimizer to move customer service levels from below a 92% customer commitment to a sustained 95%+, with monthly highs reaching 96%.