

THE RIGHT FIT WITH INCREFF

How Increff's Size-Wise
Distribution Model Transformed
Inventory Management for a
Leading Sportswear Brand



ABOUT INCREFF

Increff is a retail SaaS company solving complex inventory management and supply chain challenges. Over **700+** global retail brands believe in our end-to-end merchandising and omnichannel inventory management solutions. We empower retailers to enable automated decision-making, bring accuracy to processes, drive sustainable retailing, and achieve incredible efficiency.

MERCHANDISING SOFTWARE MODULES



Merchandise Financial Planning



Planning and Buying



Allocation and Replenishment



Regional Utilization



Markdown Optimization



Business Intelligence



OVERVIEW

A global leader in sportswear faced a unique challenge in optimizing inventory distribution across its factory outlet stores. Unlike traditional retail environments where products are typically displayed by style, a brand's factory outlets showcase items by size.

This presented a significant hurdle for effective inventory allocation and planogram management.

CHALLENGES



Mismatched Inventory:

Stores often received incorrect sizes, leading to frustrating stockouts and missed sales opportunities

Inefficient Planograms:

Planograms, designed for style-level displays, failed to maximize the visibility

Demand Disconnect:

A misalignment between allocated sizes and actual customer demand resulted in inventory imbalances and lost revenue



INCREFF'S SOLUTION:

THE SIZE-DISPLAY MODEL



Granular Size-Level Allocation

The model enabled precise allocation of inventory based on individual sizes within a style, ensuring the right sizes reached the right stores.



Optimized Planogram Splitting

Planograms were intelligently split at the size level, maximizing the prominence of top-selling sizes and driving increased revenue per day.



Demand-Driven Allocation

By accurately capturing size-level demand, the model ensured a closer match between allocated inventory and customer preferences.

IMPACTS DELIVERED

Parameters	Pre Increff	Post Increff	Impact
Excess Inventory reduction	40%	19%	Instances where Days on Hand (DOH) exceeded 120 days were dramatically reduced by 21%
Top Seller Availability	67%	100%	Overall Top Seller Availability improved by an impressive 13%
Size level demand mismatch	87%	48%	Size-level demand mismatch was corrected by 19% for the Closed Footwear Women category



CONCLUSION:

A Tailored Solution for Enhanced Performance

Increff's Size-Wise Display model provided the brand with a customized solution that addressed the unique challenges of size-level inventory distribution. By optimizing allocation, planogram utilization, and demand forecasting, Increff empowered the brand to achieve substantial improvements in key performance indicators.

This case study exemplifies Increff's commitment to innovation and its ability to create tailored solutions that drive success for diverse retail clients.

Other Solutions



Warehouse Management System **(WMS)**



Order Management System **(OMS)**



Store Management System



Label Software

Our Clientele

Increff's solutions are trusted by some of the world's leading brands. Our ability to handle large-scale implementations and complex retail environments makes us a preferred partner for global retail giants.



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