A specific expertise in retail

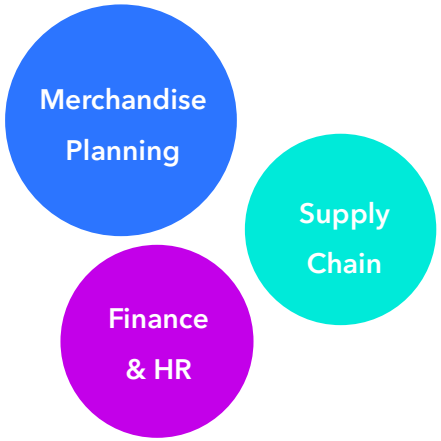
Addressing the Retail sector's 360-degree transformations

Pigment

We assist our clients in addressing major industry transformations and devising new planning models centered around 100% synchronized processes

Optimizing collection management and assortments

- Sales plans and Open-To-Buy
- Multicurrency and multichannel pricing
- Optimization of assortments pre-season and in-season
- Buying tool, buy quantification
- Seasonal product allocation and launch strategies
- Markdowns and product lifecycle

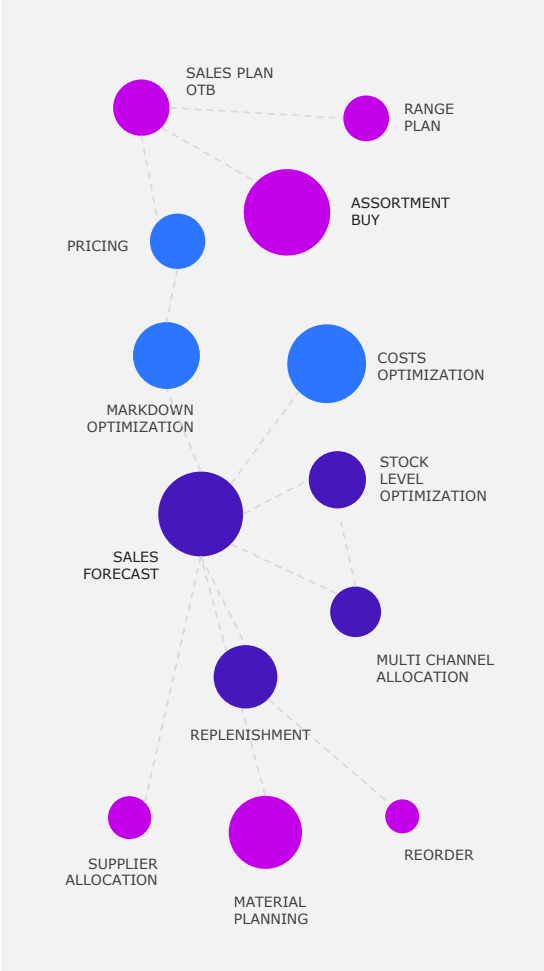


From improving demand forecasts to optimizing replenishment

- Demand forecasting for both permanent and seasonal products
- Promotion planning
- Stock planning and replenishment, target stock strategies
- Allocations and orders for suppliers and manufacturers

Synchronized processes aligned with your financial plans

- Budget planning and rolling forecast
- Analysis of consolidated and contributive margins
- CAPEX planning
- Simulation of payroll, variable compensation plans for the sales force



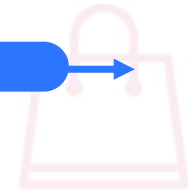
Pigment futurewise

Industry Focus

Our conviction, an integrated value chain

We specialize in addressing all or some of the business processes crucial for the seamless efficiency of the Fashion Retail value chain.





BUSINESS STRATEGY → PRE-SEASON → IN SEASON

FINANCE & EXECS
BUYER & MERCH MARKET
PLANNER
SUPPLY CHAIN
PRODUCTION
PROCUREMENT

STRATEGIC PLAN

Retail Strategy Financials
Target business model
Capex & cashflows

MERCHANDISE FINANCIAL PLAN

High level Sales, Buy & Margin targets
Plan by Country Channel and Product
Strategic seasonal KPI
Open To Buy

SEASONAL BRIEF

Product mix & price strategy
Key collection capsules
Product grouping
Assortment segmentation principles

MANUFACTURING & SUPPLYING

Make or Buy
Capacity Planning
Sourcing Strategy

INVENTORY PLANNING

Strategic stock modelling
Cross trade strategies

STORE CLUSTERING

Segment store network
Range structure, unit depths per cluster

COLLECTION STRUCTURE

Product grouping / ranging
Segment collection

RANGE PLAN

Assortment Structure
Sales Mix
Unit Depths

PROCUREMENT

RFQ & Costing
Negotiation

PRICING

Price Architecture

ASSORTMENT & BUY

Assortment, product selection matching
Range Plan
Unit Depth & Lifecycle
Product quantification
Buying confirmed

STORE ALLOCATION

Product first allocation to stores
Launch strategies, horizontal / vertical

PRODUCTION PLANNING

Master Production Planning
Production Scheduling

MATERIAL PLANNING

Material Planning
Allocation to suppliers

MARKDOWN OPTIMIZATION

Price and discount strategy
Markdown optimization

FAST FASHION

Fast Fashion collection development
Assortment

WSSI & REFORECAST

Review seasonal sales
Reforecasts

DISTRIBUTION PLANNING

Store Replenishment
Omnichannel stock optimization
Ship from stores, etc.

STOCK LEVEL OPTIMIZATION

Stock Balancing

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