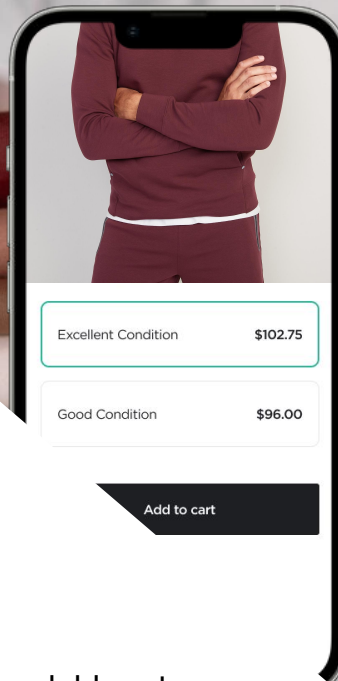


Apparel Brand Case Study

Returns to Recommerce™

Powered by ARR↔VE



THE PROBLEM

The brand struggled with managing non-salable returns, resulting in revenue loss and increased costs for sorting, donation, waste disposal, and more. Improper disposal of unsellable items also threatened their sustainability efforts. To remain margin positive on these products and retain customer loyalty, the brand needed a solution that supported operational and revenue efficiency.

ARRIVE'S SOLUTION

Arrive supported the brand to launch Returns to Recommerce™, diverting non-new returns into a revenue-driving channel. Arrive's technology and operational partners allowed the brand's products to be identified, graded and fulfilled to customers. Arrive enabled the brand to recoup revenue that would have otherwise been lost.

With a fully branded resale channel, efficient operations, and comprehensive analytics, Arrive helped the brand unlock the potential of their returns and build customer trust. Ultimately, Arrive's solution supported a new revenue channel, operational efficiency, and sustainable business practices.

Learn More at www.thearriveplatform.com



94% sell-through
within 90 days



7K units diverted
from landfills in 6 mo



8 weeks to launch
resale channel