PILOT + ROLLOUT PLAN

RestockIQ

Pilot Plan & Rollout

40-store pilot with one retail partner
Rollout to 3 retail partners by month 6

Owner: Jahnvi Raichura · jahnviraichura.com
Portfolio case study. All figures are illustrative sample data; no employer information is used.

1. Pilot objective

Prove that a ranked stock-out warning, given 5+ days ahead, can prevent at least half of stock-outs **without adding inventory**.

2. Pilot design

	Pilot	Control
Retailer	FreshMart (sample partner)	FreshMart
Stores	40	40 matched on size, region and sales
Products	8 core SKUs	Same 8 SKUs
Process	Daily RestockIQ action list	Weekly sales report (current process)
Length	8 weeks	8 weeks

Success criteria

- On-shelf availability of 95%+ in pilot stores by week 6.
- Stock-outs at least 40% lower than in control stores.
- No increase in excess stock.
- Planners act on 80%+ of critical alerts within 24 hours.

3. Timeline

Workstream	M1	M2	M3	M4	M5	M6
Discovery & data feed check						
Gate 1: data feed validated						
PRD & decision rules						
Gate 2: rules approved						
Pilot: 40 stores, 1 retailer						
Gate 3: pilot readout						
Onboard retailers 2 and 3						
Gate 4: 3-retailer rollout						

Dark cells mark go/no-go gates.

4. Go/no-go gates

Gate	Month	Decision	Criteria to pass
1	M1	Data feed validated	Daily stock and sales feed for 95%+ of stores
2	M2	Rules approved	Decision rules agreed with planners and retailer operations
3	M3	Start pilot	Action list matches manual check on 50 sample product–store pairs
4	M6	Roll out to 3 retailers	Pilot meets success criteria; retailer agrees to share data

5. Rollout plan

Phase	When	Scope	Owner
Pilot	M3–M4	40 FreshMart stores, 8 SKUs	Product (Jahnvi) + supply planning
Expand partner 1	M5	All FreshMart stores, full range	Supply planning
Partner 2	M5–M6	ValueGrocer: data agreement, then go-live	Account management + Product
Partner 3	M6	QuickStop: data agreement, then go-live	Account management + Product

6. RACI

Activity	Product (Jahnvi)	Supply planning	Account mgmt	Retailer ops	Data / IT
Decision rules	A / R	C	C	C	I
Data feed	A	I	C	C	R
Daily actions	I	R	I	C	I
Store transfers	I	A	C	R	I
Pilot readout	A / R	C	C	I	C

7. Risk log

Risk	Impact	Response
Retailer won't share daily data	High	Offer the availability scorecard in return (shared value)
Transfers slow to execute	Medium	Pre-agree a 24-hour transfer process with store operations
Control stores change behaviour	Low	Control stores not told about the pilot