PARTNER READOUT

RestockIQ

Retailer Readout

Pilot results shared with FreshMart (sample partner)
Proposal: expand to all stores and full range

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Portfolio case study. All figures are illustrative sample data; no employer information is used.

Summary for our retail partner

Over the 8-week pilot in 40 of your stores, RestockIQ kept more of our products on your shelves, with no extra stock in your backrooms. We propose expanding to all your stores and our full range.

96.4%	−48%	5 days	38%
On-shelf availability (control: 91.9%)	Fewer stock-outs vs. control	Average warning before a stock-out	of stock-outs fixed by transfers alone

1. Availability, pilot vs. control

Week	W1	W2	W3	W4	W5	W6	W7	W8
Pilot stores	91.8%	92.6%	93.8%	94.9%	95.6%	96.1%	96.3%	96.4%
Control stores	91.6%	91.9%	91.4%	92.1%	91.8%	91.7%	92.0%	91.9%

Pilot stores passed your 95% availability target in week 5 and stayed above it.

2. What it meant for you

- **More sales in your stores:** about $1.2M of sales recovered across a full season at this rate (shared category sales).
- **Fewer empty shelves:** 48% fewer stock-outs than control stores.
- **No extra backroom stock:** excess stock stayed flat; 38% of gaps were fixed by moving stock between your stores.
- **Earlier calls:** our account team contacted you about upcoming gaps 5 days ahead on average, not after the fact.

3. How fixes were made

Fix	Share of stock-outs prevented	Cost to fix
Transfer from nearby store	38%	Lowest: no new stock
Expedite the next delivery	41%	Medium: freight cost
Reorder, priority shipping	21%	Highest: freight + new stock

4. Proposal

Ask	What you get	What we provide
Daily stock and sales data for all stores	Higher availability across the category	RestockIQ and our planners
24-hour store-to-store transfer process	Gaps fixed next day without new stock	Transfer list each morning
Monthly joint review	Availability scorecard by store	Account manager + product owner

Next step: sign the data-sharing agreement this month; we go live in all FreshMart stores in month 5.