

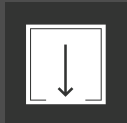


Ellery Homestyles Case Study 1 | 2024

Private & Confidential



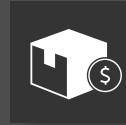
CASE STUDY HOME FURNISHINGS



The Problem

As Ellery Homestyles grew, they quickly realized that maintaining and running a multi-million dollar company on spreadsheets wasn't sustainable. Many key reports they needed to run would take up to 4 hours to pull and often contained formula errors that had to be manually changed.

As the inconsistencies began to pile up, the team lost confidence that their current process would provide everything they needed to reach organizational goals.



Creating Value

After meeting with Avercast on three separate occasions, the Ellery Homestyles leadership team implemented Avercast Demand Planning software. Almost immediately, team members across the organization felt the difference between the old spreadsheet process and the new solution.

Reports that used to take hours to pull were now easily accessible within minutes. The demand planning team now had more time to focus on streamlining processes. As a result, they were able to concentrate on improvements throughout the company, including the creation of a robust item categorization system.



Driving Next

Along with the new efficient demand planning process, Ellery Homestyles also experienced several wins in other key areas, including its brick-and-mortar stores and e-commerce sites.

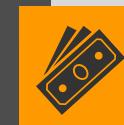
After implementation, the organization recognized a 29% reduction in excess stock at storefront locations and a 12% decrease in total and excess inventory across online platforms.



Raving Fan

"Working with Avercast has improved our overall processes, collaboration, and understanding of our mission as demand planners. Going forward, Avercast will ensure the company's sustainable growth for decades."

— Molly Puckett, Vice President of Demand Management & Operations



29% Reduction

in excess stock at
brick-and-mortar stores



12% Decrease

in total and excess inventory
across e-commerce sites



Thank You!