

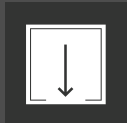


Evriholder Products Case Study | 2024

Private & Confidential



CASE STUDY HOUSEWARE PRODUCTS

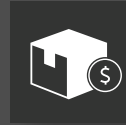


The Problem

Like many other companies that plan to expand globally, Evriholder Products partnered with inventors and product developers worldwide to complete its product catalog. The business had grown to nearly 9,000 SKUs within a matter of years.

While the organization was able to reach its desired expansion goals, the Evriholder Products team soon realized the current demand planning process wasn't capable of efficiently handling the increased inventory load.

In an effort to streamline demand planning and improve forecasting methods, Evriholder Products reached out to Avercast.



Creating Value

Soon after Avercast software was implemented, it became apparent that not every SKU performed as the company had hoped. In fact, after careful review, it was discovered that 7,500 products were either not being sold or failing to turn over in an acceptable time frame.

Once the team removed the underperforming SKUs from the catalog, Evriholder Products recognized a \$14 million decrease in overall inventory costs.



Driving Next

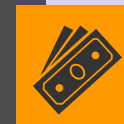
In addition to the substantial cost savings, Evriholder Products also saw significant improvements in other business areas, including an improvement in forecast accuracy from 40% to 70%.



Raving Fan

"Sometimes you need to lower the water to see where the rocks are. With the help of Avercast we found that a lot of SKUs weren't being sold and were just resting in inventory. Once identified we began the process of eliminating the ineffective products."

— Eileen Li, Chief Operating Officer



14M Decrease

in excess stock at
brick-and-mortar stores



7,500 Ineffective

SKU's identified and cut



30% Improvement

in Forecast Accuracy



Thank You!