

Research Study:

We Lost Australia!

Retail's \$1.1 Trillion Inventory Distortion Problem



Analyst: Greg Buzek



About IHL Group

Who We Are

IHL Group is a global research and advisory firm specializing in technologies for the retail and hospitality industries. The company, based in Franklin, Tenn., generates timely data reports, offers advisory services and serves as the leading retail technology spokesperson for industry and vendor events.

What We Do

IHL provides customized business intelligence for retailers and retail technology vendors, with particular expertise in supply chain and store level systems. Our customers are retailers and retail technology providers who want to better understand what is going on in the overall technology market, or wish to identify specific equipment needs for the retail market.

When We Started

Greg Buzek served as Product Development Manager for two Fortune 500 retail technology suppliers for 6 years. Faced with making recommendations to senior management with spotty reports stuffed with technical jargon and unsubstantiated data, in 1996 he left to form IHL Group as an arms length consulting firm that delivers exacting research to corporate managers.

How We Work

Reliable market analysis is essential for corporations to accelerate revenue and expand their market share. Most research providers do not disclose data sources or statistically defend the validity of their assumptions. We do. We disclose in precise detail exactly how and why we reached our conclusions so that our customers can be comfortable with the data they are using.

What We Know

Our associates and advisors have over 100 years combined years of retail technology experience. Our associates have worked as product managers, sales representatives and executives in the retail market. We have the relationships, tools, and experience to meet your research and consulting needs.

Table of Contents

5	“We Lost Australia!”	26	Out-of-Stocks – When Customer Can’t Get Satisfaction
6	Summary Highlights	32	Out-of-Stocks by Region
10	How Much Are Retailers Losing?	38	Methodology
12	Causes and Costs of Overstocks		
21	Overstocks by Region		

Introduction

We Lost Australia!

Mostly unseen by retailers, Inventory Distortion is a hidden opportunity for retail

When you think about retailing, the focus is on advertising, marketing, presentation, and the sale. And when we think of the \$14.5 Trillion retail economy, this is where we focus as an industry.

Yet hidden among the same stores and online marketplaces are a tremendous amount of inefficiencies, monies left on the table due to a host of reasons that equate to the loss of sales that otherwise were available.

\$1.1 Trillion

Worldwide total lost revenue opportunities due to Inventory Distortion

Reasons for these inefficiencies range from improper marketing, failures in forecasting, supplier issues, internal personnel issues, mandated legislation from government organizations and even weather issues.

Some of the reasons can be planned for, many others cannot. We will spend the bulk of this study explaining the opportunities to improve and sizing those opportunities for retailers.

There is an old adage that says where there is mystery there is margin. This study quantifies the margin for this mystery.

In total these Inventory Distortion missed opportunities amount to \$1.1 Trillion annually worldwide, an amount that is nearly the GDP of Australia!

About the Research

This IHL Study is a combination of several different primary research and secondary studies and a model that has been built over the last 5 years.

The resulting data was compiled, and the updated model created and then conclusions drawn from the research and the overall costs of the industry.

The report is in the form of a Slide Doc, which is a format that allows for both easy reading and presentation layout. IHL analysts are also available for presenting this material at your user conferences or for internal briefings.

The study comes with three potential licenses.

Type of License	Price	Comments
Single User	\$1,695 USD	For use by a single user, not to be shared in company
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Highlights of Other IHL Research Available Include:

Research	Price
Cloud POS – Why the Time Might Be Right	\$1,495
Retail 2018 – Retail Transformed – 12 th Annual IHL/RIS News Study	\$3,495
EMV: Retail’s \$35Billion “Money Pit”	\$1,995
CMO Takes Over IT Spend	\$1,995
mPOS – Houston, We May Have A Problem	\$3,295
North American Retail POS Terminal Study	\$3,295
Europe/Middle East/Africa POS Terminal Study	\$3,295
Asia/Pacific POS Terminal Market Study	\$3,295
Latin/South America POS Terminal Study	\$3,295
Mobile POS SW Share	\$4,000-\$6,000
Rise of Distributed Order Management	\$2,495
What do we see? Predictive Analytics/Data Visualization	\$2,495
Beacons, Wayfinding and IOT in Retail – Trends and Best Practices	\$2,295



SOPHIA

From data to insight ~ WISDOM for Retail

More on these and other research at www.ihlservices.com

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