



Case Studies

Customer Success Story: Learn how JB Hi-Fi Mastered the Holiday Retail Season with Algo's Inventory Management Solution

JB Hi-Fi's Story

The introduction of Algo across our entire suite of products contributed significantly to JB Hi-Fi hitting our very ambitious targets.

Challenges

JB Hi-Fi were seeking a quick to implement yet custom built inventory management solution. The biggest challenges for JB Hi-Fi were integrating replenishment plans with demand forecasting, launching new products, and aligning rates of sale across multiple product categories.

Solutions

JB Hi-Fi and Algo Solutions rapidly implemented a unique **inventory management platform** before the high-volume Christmas period and saw results within weeks.

- Algo platform utilized the MS Azure Intelligent Cloud to run AI / ML forecasting models providing best in class consumer demand replenishment orders and demand plans.
- Executed inventory processes in an environment customised for the unpredictable and dynamic nature of the consumer electronics industry.
- Implemented a software enabled CPFR process with key vendors, optimized replenishment and allocation plans and advanced consumer demand forecasts.
- Set up a powerful analytics platform for JB Hi-Fi and their strategic trading partners.

Results

+25%

Improvement in vendor fulfillment rates

+15%

Improvement in stock availability

+30%

Improvement in aged inventory ratio's



We traded through the Christmas period with unprecedented operational efficiencies in managing our stock flow through this high-volume trading period. The introduction of Algo across our entire suite of products contributed significantly to JB Hi-Fi hitting our very ambitious in-stock position, stock turn and weeks cover targets. The financial outcome being a contribution by Algo in helping achieve our sales and working capital targets.

Cameron Trainor

Managing Director | JB Hi-Fi

