bmc Control-M
For Supply Chain

Reducing product waste

Control-M enabled reordering decisions to be based on real stock level data, reducing the reliance on past experience.

Aspiag Service is an Italian company operating more than 570 stores in the retail grocery sector across three different store formats. The company needed to improve the quality of its Point of Sale (POS) data so that executives could make better data-driven decisions.

FROM COMPLEXITY

POS data can be used to supply just-in-time stock levels, which is one of the most critical activities for Aspiag. They operate stores in three formats: Despar, Eurospar, and Interspar. The store formats have unique stocking requirements, making stock management even more complex. Outdated or inaccurate POS data may drive business decisions that result in product waste or products being out of stock.

To improve POS data quality, Aspiag needed to implement an integrated platform to support reliable and traceable two-way communication between their central corporate system and all of their POS systems. Aspiag manages their central system with an enterprise resource planning (ERP) application, which integrates with their POS systems. Their POS systems run home-made Oracle-based interfaces and are fed by inputs from various sources, including portable data assistant devices.

'We observed an average five percent reduction in product waste across all categories through process change.'

Maurizio Usan, Manager of Sales Organization, Aspiag Service

TO COMPETITIVE ADVANTAGE

Greater observability

By easily integrating with Aspiag's current technologies, Control-M ensured visibility over the flow of information, enabling issue detection and resolution before problems impacted the business, driving the process to completion on time, every time.

More timely ordering

With faster and reliable process execution, Control-M enabled POS data synchronization and quality, as well as efficient opening and closing day procedures. Today, having timely and accurate data on what and how much has been sold, inventory levels, and sales trends, helps Aspiag make optimal and timely ordering decisions.

Lower food product waste

Aspiag reduced year-over-year product waste by an average of five percent across all food categories. Waste in some fresh food categories (like fruit and vegetables, cold cuts, and cheese) was reduced by up to eight percent. These categories account for a significant portion of Aspiag's revenue and are strong drivers of store traffic and customer loyalty.

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