Quant

Intelligent Retail Platform

Case study

Jindřich Černý | Commercial Director

What motivated you to look for a new space planning system?

Due to the nature of our stores, we were looking for a flexible yet reliable system that would meet the expectations of both Category Management and Operations.

Why did you choose Quant?

We decided to pilot Quant after a hands-on demonstration that proved it to be an intuitive and easy-to-implement system.

Tourism-focused sales concept network

Lagardère

Summer 2023

- 350+ stores
 in the Czech Republic
 ranging in size from
 20–250 m²
- 5 000+ stores worldwide
- Thousands of products in the database



"During the implementation of Quant, we were pleasantly surprised by the intuitiveness and ease of creating store layouts and planograms. In the future, we will also appreciate the extended functionality offered by the system."

Jindřich Černý Commercial Director | Lagardère Travel Retail Czech Republic

When did you start using Quant?

We started using Quant fully last year, in 2022.

What were your expectations at the time?

We were mainly looking for more efficient use of space in the stores, increased product sales and more flexible planogram changes that reflect our customers' buying behavior. The next step was data sharing and integration with other internal systems.

What were the biggest obstacles and how did you overcome them?

The most challenging and time-consuming task is mapping our stores, which vary in size, layout and assortment. The initial creation of category variants and as standardized planograms as possible became the key to further efficient planning.

It was also important to convince the stores and internal staff that centrally managed planograms would be to everyone's benefit.



DNICE

m - 5P B Croco

11 01 60 80 10

H



Save *	*	Store	C Q Q 3 1319	11/615 Shelw	1 1 1029 -	Taha Hlavni	sidraži 8 - VOOV, D	1686/07-1986/0921093-1-092(23,4-13-94) 信意意意
							9990	3 135 % C D History IS Decid Charges
Insert		ROR		TANK				Contracting (Synthesis County)
Blocks			<u>संस्थास</u> सामगण	PUPUI -	I REAL	555		
		F.3.	10000000	10000	1207	100	-	
유명 이번 수 배를 이번	8		11111		•	. 66	1 4	
Align		36		RAAR				
EE	Ξ		as as as her as	as houses			-	
≣ 111				100	0000	MA		
Templa				33	A Y Y		<u> </u>	
				L.A.	Nullul ul			
		a						
10+ 0	a.		Maren and a state		MA			
				t	34,0 cm			8
			Placed Product Gro	ups Replenis	hment Not	Placed Prodi	CG Solives Overs	
Σ			2			location	Primary	Max Maxed Packapes
×		low	Fixture Name	Shelf	Shelf Position	Number	Product ID	Product Name 1000 1001 0.33L PET 4 1 10 40
			VODY, DŽUSY SP 1/	6 1	1	1	103284	CARRY MILE TRUTTANIN 0.33L PET 10 40
X	2	1 2	VODY, DŽUSY SP 1/6 1 VODY, DŽUSY SP 1/6 1		2 3	2 3	103283 130863	CARDY JARK KO 100% 0.33L PET 1 10 50
							130865	
5	ŝ	3	VODY, DZUSY SP 1	16 1	4	4	130864	
		4	VODY, DZUSY 5P 1	/6 1	5	5	141075	
	3	5			6	6	103191	
		6	VODY, DZUSY SP	1/6 2	1	7	103195	NATURA MALINA 0.5L Pc1 3 1 Automatical Managem Overview
	al.	7	VODY, DZUSY SP	1/6 2	2	8	147696	NATURA MEDIUM 0.54 PET
		8		1/6 2	3	9		
		9	VODY, DZUSY SP	110 +		Products	Product Boxes	5 60 ms

							Quant	Explorer -	Produ	ets				
□ ★ ◆ →														
- 🖪 Q	0	13 9			+	+ New 💌 Save			we 🕑 Duplicate 🕀 Imp			orts 🔀 Custom Properties		
lew	0	Row	Marked	Preview 1	Primary Product ID	Version	Name			Prod	ucer	Brand	EAN	
Dashboard	۲													
Products		17851			145020		5 VINE	VINEA FRIZZANTE PLECH 0.25L		CZĐ	CH TOBACC	KOFOLA a.s.	a.s. 858	
Categories					101695		MINE	CRAFT KOMIKS			liaorint&K	CEOOY	978	
Stores		17852			101695		³ PRVNI KNIZNI PRI		UBEH	5400	elaphinas.	CEQUI	976	
Planogram Projects	50	17853		6	103155		s SUSA KRU	NE MASO J TA	ERKY	INC	IANA S.r.	Indiana	s.r. 859	
Standalone Planograms	ED Lat	17854		100	102421		, 251	ASAGNE SN	IAKOUN	ze	rave	ZDRAV	85	
Web Settings		1/634	1	the second	101411		, 251	NAT 450G		515	zvovári s.r	.o. STRAV	SVANI **	
Sales Data Sets		17855						JCH BRAVO				CC KOFOI		
Recent Photos		17856	D	8	103231			S MATTONI PERLIN			CZECH TORA	KMV BEV	EV CZ 8	
Actions		1/630			103131									
Fixtures in Stores		17857		8	148620		4 M	ATTONI CEI	ORATA	1.5L G	ZECH TOB	ACC SMV	BEV CZ	
Foture Types		17858		E	145076		, 50	CHNEIDER 1	ARPHO	NE	Digital elec	DIA		
Messages		17858		-	145076	,	°C	ALIFORNIA	BLUE		Deginal circo			
11 Blog		1785		100	10329	9	7 9	AMBRINUS LECH 0.33	10 PIVC	2	CZECH TO	BACC PRA	NSKY	
Polls					10553			ATIV IXAN	AT.c		PCE			
C-mails		1786	0	10	10553	,	4	2 MAXI VITA VIT.c						
🖸 Quant		1786	1	Contra Co	1016	13	4	MELT ORE	YZPEC	Œ	Mixit, s.r.	D ME	TD	

How did you implement the system and what were the initial benefits?

We selected pilot stores to refine our expectations of how the planogram process would work. We created a manual for the stores and involved the operations department in the entire process, which became a key partner in the Quant integration. Finally, we created in Quant a centralized database with all the information including products, store layouts and fixtures.

Have you been able to integrate Quant with other systems such as ERP and automate data transfers?

We are planning the integration with our systems in the next step. We are now in the preparation phase.

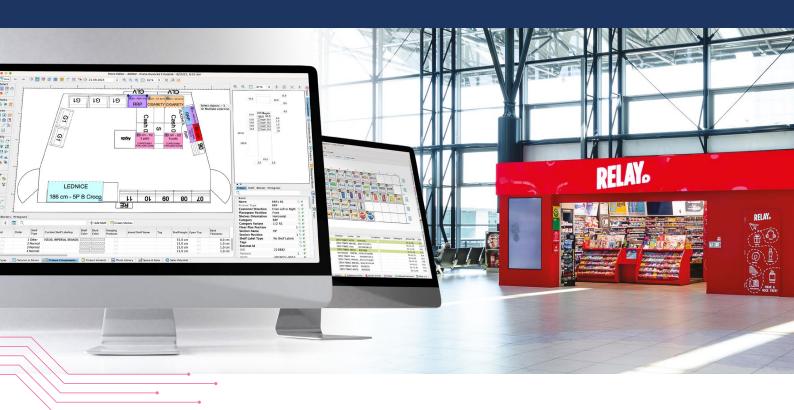
How would you rate the quality of support from Quant Retail?

The support is helpful and responds quickly to all requests. There are manuals for each of Quant's functionalities, and we are also kept informed about new features, that are added on a regular basis.

> t © Search... ← 🛛 → 🛱 🛱







What are the main results of the project and what are your plans for the future?

We can now review and approve planograms retrospectively, including fixed deadlines for their implementation, which was not possible before. We ensure that margin products and pre-defined products with suppliers are exposed. Visualization of planograms is used to negotiate shelf positions with suppliers. Greater store involvement builds mutual trust and provides valuable feedback to head office.



After implementing Quant in all stores, we will start to evaluate planograms with other advanced features, introduce task management and in the future we would like to work with the marketing module as well.

Would you recommend Quant?

We would definitely recommend Quant to companies that recognize the importance of Category Management as a key tool for assortment management and optimization.

Interested in a presentation?

We would be happy to give you a personal presentation of Quant with the full scope of features which might be interesting for your company. "We would definitely recommend Quant to companies that recognize the importance of Category Management as a key tool for assortment management and optimization."

www.quantretail.com

For further information please contact: E-mail: sales@quantretail.com