


#### Jan Teuben

Space Management | Business Intelligence

 Mconomy has been using Quant since 2014, could you explain what was your motivation to search for space planning tool and why did you choose Quant?

Mconomy, a full service distributor in Telecom accessories, hired me to start up space management services to increase their full service concept. Their strength already laid in partnering up with retailers at store level detail using sales and stock data for auto-replenishment. The product categories are vast and quick changing product ranges in which time to market and minimal returns and write-off is crucial. This caused that planogramming by store level detail would have to be met. After working with “the known space planning tools” almost twenty years at manufacturers’ side in FMCG and CE, I knew that it would be a laborious and expensive project.

Quant quickly showed that their different approach to software coding/development took away a lot the my concerns that I had. Also their promise to develop 3D visualisation showed their willingness and eagerness to learn from and improve towards each other.

“Telenet’s collaboration with Mconomy is, amongst other, valued for their planogram service through Quant from day one. The distinctive web login for our stores is quite accessible and user-friendly. This may well be caused by the fact that during initial implementation Telenet’s feedback was incorporated in the layout and navigation.”

Aaron Mc Manus | Product Manager Accessories at Telenet Group

- Mconomy is part of Constrive
- Constrive consists of 8 companies
- Facilitates more than 93 brands
- Active in more than 28 countries



After you started with Quant, how long did it take to implement the system and what were the first benefits?

Data sharing and testing took about a month in which already some video conferenced training started. Actual planogram creation took place in the second month and planograms were implemented directly after through pdf's, unfortunately not online.

Continuous improvement on detail was executed on the go.

Several benefits were:

- Sharing prepared planograms with the account manager and buyers.
- Using reports to export data directly to VMi (replenishment) systems.
- Using planogram location reports to print “Out-of-stock prevention cards” in the order of how the products were placed on the planogram (per panel shelf top to bottom and products left to right).



Have you used Quant Web from the beginning? How difficult it was for stores to get used to it?

Yes, we have used from beginning but being a distributor we only “control” the stores to a certain degree. Some retailers only share by uploading a pdf to their intranet, where others share log-in.

The retailers with log in vary in acceptations from stores that implement within the first two days of publication to (unfortunately) stores that do not confirm.



## Do you use integrated communication channels like Chat?

To limited degree, as we prefer not to interrupt communication between HQ and their stores.

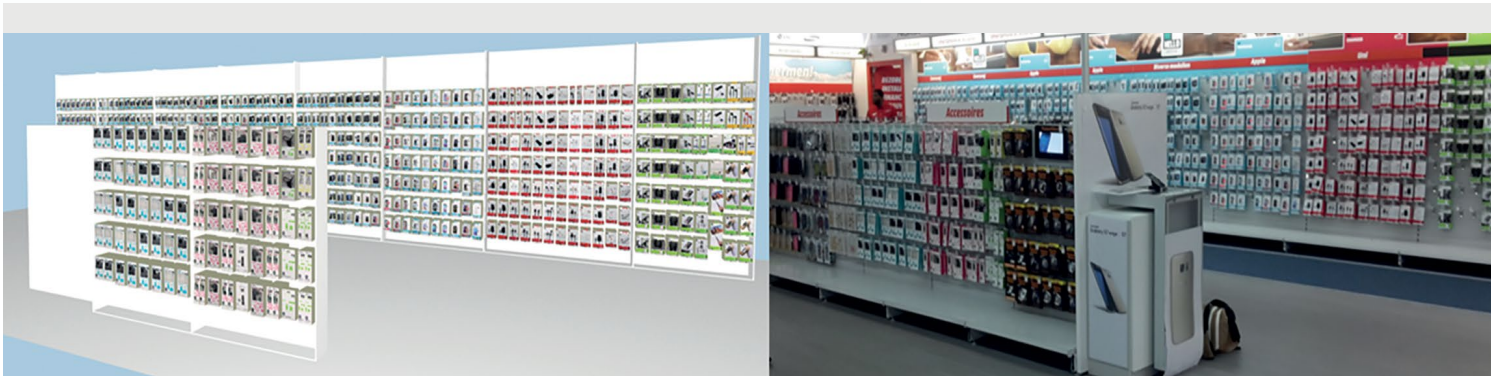
## What about store photo documentation functionality integrated in Quant?

The documentation of photographs is a strong feature to immediately provide feedback on the impact of a new planogram, also or actually especially when there are errors in it and stores point them out through chat.

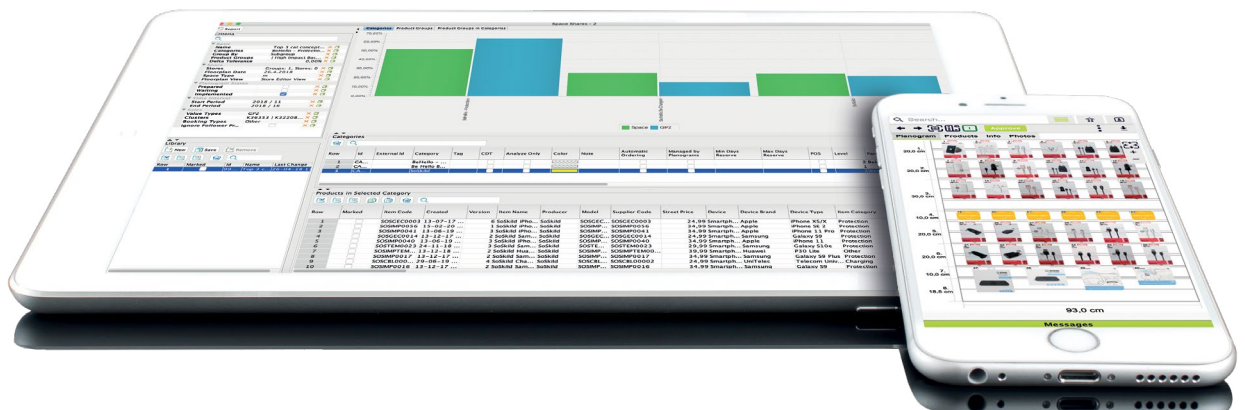
This type of communication improves on both sides the commitment of keeping quality of execution to it's maximum.

## What are your favourite reports and features?

None too specific, mostly performance reports based on clustered store groups and their sell-through and stock data.



“Our mission is to remove barriers between brands, retailers and consumers.”



“Using Quant helps us e.g. to win new business by visualising 3D store presentations, give advice in alternative presentations styles.”



#### **How would you rate the quality of the support?**

**Effort and enthusiasm 5/5**

**Solution 4/5** not all issues have an immediate solution, and some are solved “only” after version update, but to my opinion is the team always fully devoted to fixing it.

**Development 5/5** it is always fun to receive a quick demonstration after a larger update of Quant and which features have been added or improved. It shows the shared eagerness to improve and upgrade each other.

#### **What are the main results of the project so far and what are your future plans and targets in area of space planning and category management?**

Using Quant helps us e.g. to win new business by visualising 3D store presentations, give advice in alternative presentations styles and communicate how / where POS-material is placed.

In relationship to some of our customers we increased trust and improved collaboration by sharing planogram updates through log in, one year after using pdf's through intranet. The insights from there were of immediate benefit to all.

#### **Would you recommend Quant to others?**

Yes definitely.



#### **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.

**[www.quantretail.com](http://www.quantretail.com)**

**For further information please contact:**

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