

TradeBeyond simplifies sourcing and merchandising for Kmart

TradeBeyond implemented a fully integrated solution that delivers a complete sourcing, order, quote and PLM system

The Challenge

A key challenge Kmart Australia faced was the lack of a central repository of information. That meant it could not easily compare vendors, QA and QC results, or rapidly access information regarding vendor accreditation, locations and profiles, and performance. Information on samples, suppliers, quotations and quality assurance was held in a variety of locations in different formats ranging from spreadsheets to paper and emails. Kmart's merchandising division required an effective solution to support global collaboration for information required in launching new product lines across various departments. At the same time Kmart wanted to reduce costs, ensure quality and shorten lead times for product launches. To stay competitive, Kmart realized they needed to update their entire IT infrastructure.



Snapshot

Customer: Kmart Australia

Retail Sector: Department store and hypermarket

Business Need: Lower product costs; shorter lead times; and dependable quality control

Solution: A cloud-based, collaborative multi-enterprise system that created a central repository of vendor and product information

Result: Kmart Australia shrank lead times and cut costs using TradeBeyond, which facilitates real-time data sharing and improved communication and collaboration

About Kmart

Kmart Australia, with over 320 stores, is a leading chain of department stores across Australia and New Zealand, owned by the Kmart Group division of Wesfarmers, the largest retail group in Australia with numerous banners. With business expanding across the region and rapid growth in their private label assortment, Kmart implement CBX to scale and improve sourcing efficiency.

The Solution

The entire solution for Kmart was fully tested and completed on time. Kmart turned to TradeBeyond to implement the new IT architecture.

TradeBeyond's platform is cloud based and accessible globally with any web interface. With TradeBeyond, Kmart is able to quickly create projects using standardized templates prior to the buying trip to maximize the buyer's time.

The Results

The entire solution for Kmart was fully tested and completed on time. TradeBeyond provided a centralized sourcing location for all overseas sourcing information for the global operations. Telephone calls, emails, faxes, spreadsheets and paper print outs are minimized as information is available electronically through a web interface to all stakeholders. Communication between buyers, merchandisers and suppliers now occurs much faster and more accurately, shortening the lead times to launch new product lines, and improving shipment times and tracking. Data errors were dramatically reduced and the entire sourcing process became more efficient, accelerating time-to-market with ongoing cost savings achieved throughout the supply chain.

Key Benefits

- Increased volume by 3.5x with almost no additional headcount
- Standardized project and style templates to save time
- Improved workflow processes, shipping and tracking times across functions
- Reduced lead times to launch new products
- Greater efficiency and accuracy of quotes and purchase orders
- Cost and resource savings at multiple points in the supply chain
- Improved internal and external communication and collaboration

“Our collaboration with TradeBeyond has helped us reduce time-to-market and drive costs out of our supply chains, thereby helping us to deliver on-trend fashionable products at a great price to our customers.”

— Michael Fagan,
Head of Operations,
Kmart Australia Ltd

