



ABOUT MANAGEMENT ONE

- Established in 1990
- 40 consultants over the UK, Ireland and the USA assisting over 400 clients every month
- Typical client: small independent fashion retailer (1 to 10 shops)
- M1: Management of the retailer's 2 greatest assets: stock and people
- Winning@Retail service: merchandise planning, retail guidance, cash flow planning, OTB, plan on demand

HOW WE OPERATE

- Use of a proprietary software to handle merchandise planning.
- Tailor made merchandise plan – qualitative and quantitative data is taken on each shop
- Merchandising plan reviewed twice monthly by M1 planner and consultant
- Break even analysis conducted at the start of the relationship and when required
- Monthly meeting with client (face to face / telephone) to review the merchandise plan and make recommendations
- Analysis of relevant retail measurements of the shop to ensure better cash flow and profitability (sales, discounts, initial mark-up, maintained mark up, gross margin return on investment ...)
- Retail guidance provided on many issues relating to the business
- No long term commitment – Cancellation possible at any time

RESULTS AND BENEFITS

- Forecast sales at over 90% accuracy over the next 12 months
- Ability to increase sales (5, 10, 20% and more) & reduce stock level in each shop. Some clients have double sales over a 3-year period. Always better cash flow & profitability.
- Plan on demand: ability to enter sales/ discounts figures at any time during the month to track progress on the month sales plan – and therefore take corrective actions if necessary
- 3 to 10 minimum return on investment
- Ability to brainstorm and share ideas with the rest of the M1 team and Management to ensure success
- In case of multiple shops, ability to review, compare and analyse the information individually or collectively
- Tracking each product class as a profit center
- Monthly cash flow planning and sales targets for the team
- Monthly merchandise plan and OTB – creating new opportunities for growth

Testimonial

" We implemented Thierry's simple framework of buying by class (instead of by supplier) immediately. After a couple of months of monitoring stock levels and sales by classes, such as "jeans", "knits", "flat shoes," it was easy to see where we were holding too much product and also where we were exceeding sales and had insufficient stock. We have applied this now to our buying for the last 3 seasons and have improved our sell through percentage considerably.

The figures produced by M1 on a monthly basis are very comprehensive but the most important elements for me are Thierry's written reports and regular meetings. He analyses the figures and gives useable feedback which can be acted upon instantly.

Within a year we have reduced our stock holding by over 40%; we have reduced our forward spends by 30% and we have maintained and exceeded our previous year's sales despite closing one of our 3 shops in February 2009.

As owner/director of buying, I have found Thierry's experience and support invaluable. When you run a small company and the buck stops with you, it is good to know that there is a company like Management One who are focused on bringing the benefits of analysis & advice (usually found only in large organizations) to independent businesses.

Thierry is a true management consultant and I would recommend everyone to make use of his skills and resources, which we feel are not only extremely good value for money, but have considerably improved our profitability."

Laura & Chris Woodham - Therapy

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Buying is about art and science. What to buy is the art—every retailer applies his/her own art. How much to buy and when to bring it in is the science.

Management One® leads the industry in providing the science. The right amount of merchandise minimises markdowns and discounts. Bringing it in at the right time increases sales.

Winning@Retail goes beyond the numbers and helps you put the plan into action.

As well as working with retailers, Management One® works closely with other organisations or trade shows.

- BSSA : special benefits apply to BSSA members.
- Speakers at trade shows such as
AUTUMN FAIR - MODA UK - SUMMER FAIR ...



MANAGEMENT ONE®

Know more. Do more. Have more.

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