



Large Home Products Retailer: Turnkey Solutions for New Store Openings

COMPANY OVERVIEW

Industry

Retail

Employees

164,000 Worldwide

Stores

1,700 across North America

Pomeroy Solutions

- Third Party Logistics
- Staging and Configuration
- Project Management
- Onsite Break/Fix Support
- Staff Augmentation
- Asset Management Consulting

Company Profile

The Company provides a range of products and services for home decoration, maintenance, repair, remodeling, and property maintenance. They offer their services in 1,700 stores throughout North American and through their web site.

Business Situation

This large retailer opens 100 new locations per year in the Continental United States, Mexico and Canada. To maintain a schedule of opening a new store every few days, the Client has standardized their store opening procedures to create repeatable processes to drive continual improvement and predictable results.

The Client also maintains 1,700 existing retail locations which require technology upgrades and equipment servicing on a continual basis. The technology in these locations is replaced on a schedule using many of the same repeatable processes as were developed for new store openings.

Solution

Pomeroy IT Solutions provides a turnkey solution for new stores such that the Client is able to go from bare concrete and steel to a fully functional store in less than one month. Pomeroy provides the Client with warehousing and integration (configuration and testing) services from our ISO 9001:2000 distribution center in Hebron, Kentucky. We pre-assemble, image, and test all of the technology to match the in-store requirements of their equipment. All of the new store equipment is then palletized and shrink-wrapped by department or function and shipped as a complete unit to the empty store.

Customer Benefits

Pomeroy's tight controls and methods have allowed the Client to increase inventory turns, reduce stocking levels, and free up more than \$20 million in working capital. Each store is opened with the same products, procedures and technology, streamlining the process, allowing the Client to focus on their customers.

Contact Us for More Information