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Sainsbury's

## SUPERMARKET INVENTORY TO IDENTIFY SHRINKAGE LEVELS

**Case Study:** Supermarket Inventory – Sainsbury's

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# SUPERMARKET INVENTORY TO IDENTIFY SHRINKAGE LEVELS

## Case Study: Supermarket Inventory – Sainsbury's

Sainsbury's is one of the largest food retailers and have over 1100 stores in the United Kingdom, with 90,000+ products available to customers. One of the UK's leading retailers across food, clothing, general merchandise and financial services.

### REQUIREMENT

Sainsbury's needed to partner with a reliable stocktaking company because they:

- Needed to understand the **shrinkage levels**
- Required **accuracy of all data collection**
- Wanted a **strategic plan for compliance** across all stores
- Needed an **impartial and verifiable stocktake** of all stock

### SOLUTION

Sainsbury's decided to partner with RGIS to complete stocktaking across all stores nationwide. The requirements were as follows:

- Stocktake to cover all **1100+ stores**
- Store level staff were required to be educated in **stock preparation** and **data management** methods
- Identify how to **reduce product shrinkage**
- **Product reports** needed to be generated in real time
- **Analysis** of both stock rooms and sales floors were required

### RESULTS

Sainsbury's with 1100+ stores found that by outsourcing the store stocktaking to RGIS, the customer achieved the following:

- All 1100+ stores were counted
- Acquired accurate **real time reports of stock shrinkage** by region, store, department and product
- Sainsbury's was ranked number one consistently in 'Best Product Availability' in *The Grocer Magazine*
- Accounted for **£2 billion in stock** over the course of **1,500 stocktakes every year**
- Sainsbury's **increased profitability** through **less shrinkage and heightened sales**



Sainsbury's, with over 1100 stores, found by partnering with RGIS, profitability increased through **less shrinkage and heightened sales**



### TESTIMONIAL

"J Sainsbury & RGIS have maintained a fruitful and ever broadening relationship since 2004. The foundation here is a clear understanding of each others businesses in that inventory counting, as with all audit services, requires mutual commitment to gain maximum benefit from the activity. Through this partnership approach the RGIS audit services have come to mean so much more than a simple inventory reset exercise. The audit arena in which RGIS now operate for us is multi faceted and benefits both supplier and customer"

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