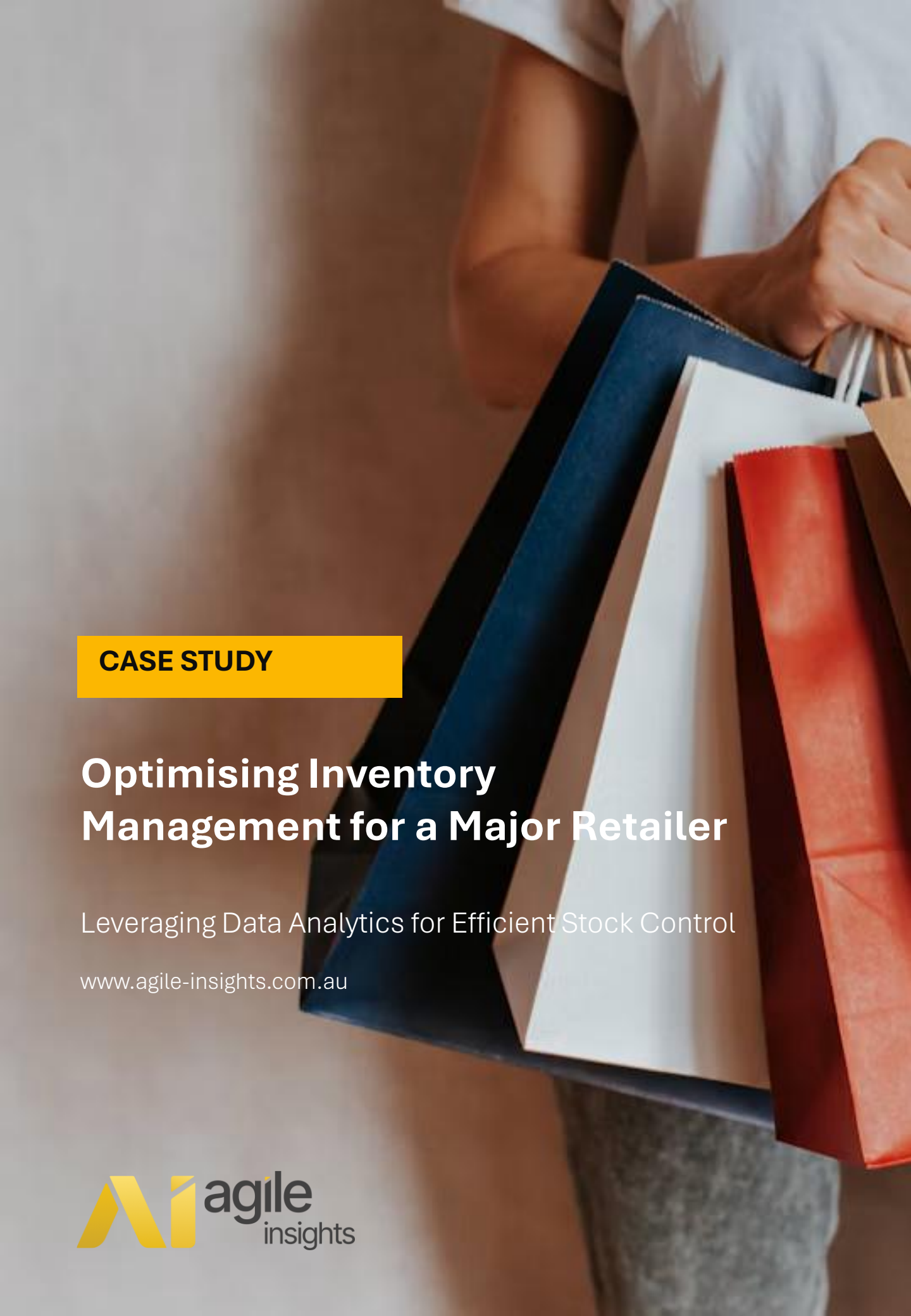

CASE STUDY

Optimising Inventory Management for a Major Retailer

Leveraging Data Analytics for Efficient Stock Control

www.agile-insights.com.au

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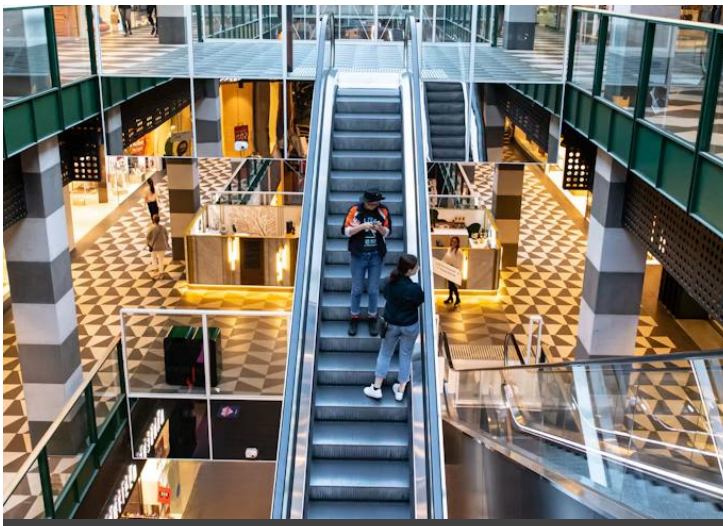
About the Client

Our client is a major Australian retailer known for innovation, premium product quality, and strong customer trust.
Serving both trade and retail customers, the company is recognised for its commitment to performance, reliability, and market-leading product range.



The Challenge

A major Australian retailer was burdened with $60 million in excess inventory, driving up storage costs, increasing the risk of expired stock, and tying up capital needed for growth.

Forecasting methods varied across teams, making it difficult to plan accurately or benchmark performance against pre-COVID levels.

Reporting lacked the detail required for effective decision-making, only high-level summaries were available, with no visibility by store, product, or category.

Their KNIME proof-of-concept added further strain, requiring labour-intensive manual reporting and limiting agility.

Our Solution

Agile Insights delivered a consolidated, analytics-driven inventory management solution built on Power BI Premium and Azure Synapse.
Data from SAP, KNIME Inventory Models, and IBP sources was unified into a single reporting environment.

APIs developed in Databricks streamlined ingestion, while KNIME model views were replicated in Synapse to ensure accuracy and accessibility.

Automated workflows replaced manual reporting, and stakeholders gained real-time, granular visibility into inventory drivers, forecasting accuracy, and operational performance.

The Impact

Reporting

- Before

High-level summaries only; no visibility by store, product, or category; manual KNIME-based reporting

- After

Detailed, automated reporting with consistent, trusted data

Decision making

- Before

Inconsistent forecasting methods and limited insight made accurate planning difficult

- After

Standardised, reliable data enabling confident, statewide decision making

Emergency response

- Before

Slow, labour-intensive reporting processes reduced agility

- After

Faster, more responsive analytics supporting quicker operational action

Delivery

- Before

Siloed systems, manual processes, and slow progress

- After

Streamlined, unified reporting environment improving speed and efficiency

Why It Worked

Agile Insights delivered the solution over a structured multi-month program focused on:

- Infrastructure design aligned with Power BI best practices
- Data integration across SAP, KNIME, and IBP sources
- Automation of manual reporting processes
- Knowledge transfer to embed capability within internal teams

> “Implementation of the Power BI reporting infrastructure has improved our responsiveness and agility to market changes and demand fluctuations, enabled us to reduce excess inventory, freeing up funds for strategic and operational business levels.”
>
> *Commercial Manager,*
> *Major Australian Retailer*

Conclusion

The company significantly reduced excess inventory, freeing capital for strategic initiatives and improving profitability.

Forecasting accuracy improved through deeper insight into inventory drivers, and decision-making became more data-driven across the organisation. Teams responded faster to market changes, identifying demand shifts and risks earlier.

The scalable framework now supports continuous improvement, strengthening planning processes, reducing waste, and improving delivery performance.

Internal stakeholders gained confidence through clearer reporting and more predictable inventory control.

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