



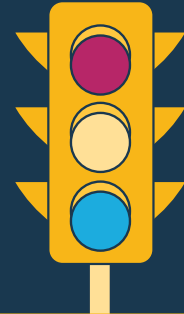
# Sourcing Struggles

Here are the three most common struggles retailers face with their sourcing strategies:

1

## Stuck in simple rules.

*"My sourcing logic is simple."*



### THE PROBLEM:

Suboptimal sourcing decisions, limited efficiency.

### IMAGINE:

Missing out on opportunities to save on shipping or speed up deliveries.



## So smart, it's stupid.

*"My sourcing logic is supposed to be smart, but I have no idea what's going on!"*

2

### THE PROBLEM:

Lack of explainability, hard to understand why decisions are made.

### IMAGINE:

Seeing unexpected outcomes and having no clue how to fix them.

3

## I don't know how to drive desired outcomes.

*"I want specific results, but I can't figure out how to get them from my system."*



### THE PROBLEM:

Unclear on how to set the dials in sourcing engine.

### IMAGINE:

Fiddling with settings but never quite reaching the perfect balance between cost, speed, and inventory.

