

Taurus Software

Manage Metrix: Inventory & Merchandising Modules Announcement

July 27<sup>th</sup>, 2009

## **NEW PRODUCT RELEASE**

### **Executives gain actionable business intelligence with new Manage Metrix Inventory and Merchandising Modules from Taurus Software**

Redwood City, Calif. – Multichannel executives and managers now have the business intelligence solution they need to identify business issues that impact the performance of their Inventory and Merchandising departments – and take action quickly and effectively. Taurus Software and F. Curtis Barry & Company announce the completion and availability of the Inventory and Merchandising modules of [Manage Metrix](#) – a robust business performance management solution. The anticipated modules allow executives to increase efficiency, decrease costs, and maximize profitability in the area that represents a company's largest asset.

#### **Manage Metrix: Inventory Module**

Company leaders cannot improve that which they don't measure. Through an executive dashboard of key performance indicators (kpis), Manage Metrix Inventory gives companies the ability to analyze inventory aging, inventory turns, fill rates, carrying costs, backorders, and GMROI (gross margin return on investment) in-detail. By measuring these metrics, companies can take actionable next steps such as reducing the number and cost of backorders and carrying the least amount of inventory possible while still satisfying demand. Manage Metrix allows inventory carrying costs and warehouse space reserved

for excessive inventory to be reduced by providing the tools to support a liquidation strategy for active items that are not selling – as well as old, inactive and unprofitable inventory. In addition, executives and managers recognize when items can be returned to vendor, reducing money spent on unnecessary inventory.

Manage Metrix also provides industry best practices built by multichannel industry experts F. Curtis Barry & Company, enabling companies to monitor performance against goals and maximize efficiency over the long-term. The goal of the Inventory module revolves around optimal performance management: to help companies properly balance inventory levels while meeting customer service objectives and the financial plan – and giving them the tools to stay successful in the future.

### **Manage Metrix: Merchandising Module**

Picking winners, replacing under-performing items, and building the brand from the product mix perspective – executing these crucial tasks effectively can be a demanding challenge for any Merchandising department. These tasks are complex because of obstacles which are present, including having data in different places, not knowing what the true profitability of an item is, and difficulty understanding which products are demand winners and which are profitability winners. The Manage Metrix Merchandising module gathers disparate data into a centralized environment, providing a single source of truth and highlighting problem areas. The Merchandising module analyzes each product's net contribution to profit and allows you to view the net contribution by various attributes such as new vs. repeat, drop-ship vs. stock, etc. This module also enables executives to understand how item categories are contributing to profitability. In addition, users can analyze performance by buyer, by channel, and by stores and regions.

With a third or less of the products making money, a third or more breaking even and a third or more losing money - Manage Metrix helps executives and managers identify their best products, determine pricing for a liquidation strategy for certain items, and understand optimal price ranges for their products. In an evolving multichannel environment, Manage Metrix Merchandising provides executives with effective strategies and the business performance management that will help them make the right moves at the right time with their product mix.

*Built by multichannel experts [Taurus Software](#) and [F. Curtis Barry & Company](#), Manage Metrix Inventory and Manage Metrix Merchandising are two modules of the Manage Metrix business performance management solution. These modules are currently available for purchase. For more information, please contact Taurus Software: call 650.482.2022 x1 or email [sales@taurus.com](mailto:sales@taurus.com).*

### **About Taurus Software**

At Taurus Software, making data liquid means helping turn data into business intelligence, smart decisions, and competitive advantages – the lifeblood of your company. Taurus products include a variety of applications developed to help clients get more from their data by allowing them to Move, Map, Measure, and Manage data regardless of where it resides within business systems. Taurus is a member of the HP e3000 Transition Partners Program and has technology partnerships with Direct Tech, Quest Software, F. Curtis Barry & Company, Lund Performance Solutions, Managed Business Solutions, Escalate Retail, Orbit Software, Pathway Pacific, DST Health Solutions, and Acumium. To learn more about Taurus Software or products designed for other data platforms and applications, call 650-482-2022, ext. 1 or visit [www.taurus.com](http://www.taurus.com).

### About F. Curtis Barry & Company

F. Curtis Barry & Company is a consultancy specializing in multichannel operations and fulfillment for catalog, e-commerce, and retail businesses. F. Curtis Barry & Company offer clients expertise in direct commerce systems (order management, warehouse management, and inventory management systems); warehousing and distribution; call center; inventory management and forecasting; and strategic, financial, and operational planning for all business channels. To learn more about F. Curtis Barry & Company, visit our web site at [www.fcbco.com](http://www.fcbco.com).

### For more information

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