

Product Lifecycle Management Powers Private Label Merchandise



Inconsistent product quality and compliance are the top issues for retailers according to the recently published report 'PLM Squared: Product Lifecycle Management Powers Private Label Merchandise' by Retail Systems Research.

In addition to exploring issues and opportunities, key benchmark data relative to the technologies and tools is also reported. Take the time to [download](#) and read; if you are interested in discussing the findings in more detail, please let me know jane.biddle@eqos.com.



Tesco Achieving Standard Operating Model with Eqos

Well recognized as the world's third largest retailer, Tesco has diversified beyond its grocery heritage into non-food categories including clothing, consumer electronics, and household goods. The Eqos solution is providing business process support for private label and branded merchandise from product design, through supplier negotiations and contract. Eqos is helping Tesco to achieve its goal in providing a standard operating model across all Tesco sourcing hubs, comprised of 11 international offices spanning 14 countries across the globe. To read the Tesco release in full, please click [here](#).

Eqos Hosts Retail Leaders to Discuss Private Label Global Sourcing Trends, Challenges and Opportunities

In conjunction with NRF in January, Eqos hosted an executive event for retail sourcing and IT business leaders to discuss strategies for scaling private label merchandise programs. AMR Research retail director, Mike Griswold, hosted an executive panel that included Kurt Salmon Associates (KSA) principal David Bassuk and former Liz Claiborne VP of sourcing and global manufacturing, Gary Ross.

AMR Research's Mr. Griswold shared a demand-driven model for retailers and sparked discussion that included the private label sourcing 'wave' that is rapidly expanding in the U.S. market.

KSA's Mr. Bassuk shared insights into how increased speed can deliver better product assortments with quantifiable results - each week of improved speed to market equates to twenty-five points of margin improvement. This means that every eight weeks of cycle time reduction is worth two points on the bottom line. Mr. Bassuk noted that leading retailers and suppliers are achieving these benefits using a variety of techniques.

Mr. Ross added, "Speed will separate the winners from the losers. In order for retailers to make more of what people want when they want it, retailers need to invest in processes and systems to transform today's linear activities and independent tasks into continuous processes and consolidate multiple data stores

across suppliers and partners into a 'single version of the truth'."

Driving Innovation in Retail with SOA

Is SOA (services-oriented architecture) simply the latest technology buzzword or will it become the framework upon which retailers operate their businesses and supply chains? This whitepaper was written for the retail business executive to demystify the hype about SOA and focus on how it helps to drive innovation across the retail supply chain. To download the Eqos whitepaper click [here](#).



Eqos Industry Whitepaper Series

We are pleased to announce the availability of the Eqos industry whitepaper, 'Got the Goods' for grocery retailers. This report explores the challenges and solutions relative to grocers, particularly as they relate to 'center aisle' merchandise. The whitepaper can be downloaded [here](#).

If you are an apparel retailer and have not yet read the Eqos 'Made to Measure' whitepaper for apparel retailers, you should find this study interesting as well.

Eqos Discusses Retailer Risk Mitigation Sourcing Strategies at NRF

Consumers are increasingly demanding ethically-sourced and safe products. Although sourcing from low-cost countries seems an obvious choice, evolving market and regulatory requirements coupled with the need to decrease costs, increase revenues and improve brand visibility are driving the need for strategies and tools that improve transparency, control, collaboration and accountability throughout the entire global supply network.



Foulkes' discussion covered the following sourcing and risk topics to help retailers:

- Keep track of numerous distant suppliers and their factory practices;
- Monitor product quality and manage the ethical impact while growing product lines and improving speed to market;
- Ensure buying teams work with suppliers who use safe materials and comply with ethical policies and standards consumers expect;
- Gain peace of mind knowing they can prove compliance if necessary.

If you missed the presentation by Chris Foulkes, Eqos Chief Product Officer, at NRF and would like more information please contact us at <mailto:marketing@eqos.com?subject=>

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