



# Walmart Hackathon Team Verity

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# Content

- Introduction
- Strategy
- Product Demo
- Concluding Remarks

Don't Just Reopen ! Rethink Your Store !



# Introduction

- Consumers have altered their shopping and buying behaviour during the pandemic.
- A potentially longer-lasting behavioral change is the accelerated adoption of e-commerce.
- These trends will shape the industry's next normal and could have profound implications on a retailer's P&L.



# Factors Affecting Margins



Store Sales



Operational Complexity



Disruption in Workforce



Migration from Stores to e-commerce

Stores Need To Fundamentally Change How They Operate !



# Our Thesis

- Redefine the role for the store.
- Offer Omnichannel Services.
- Building an Omnichannel Workforce.
- Enable Personalization for Consumers.

Stores Need To Seamlessly Link Online and Offline Experiences  
And Reimagine End-to-End Consumer Experience.





# What's in it for the Consumer ?

- Instant Delivery of both Small and Bulk Orders
- Enhanced Offline Consumer Experience
- Better Product Discovery
- Time Saving



# What's in it for the Shopkeeper ?

- Increased Sales and Profitability
- Enhanced IT Capabilities
- Better Inventory Management
- Decrease in Working Capital
- Better shop visibility
- Targeted Promotion of Relevant Products



# What's in it for Walmart ?

- Wide Distribution Network
- Increased Sales and Profitability
- Decrease in Working Capital
- Deep market penetration



# What Walmart needs to Provide :

- Shift Complexity Upstream
- Adding Network Nodes ( Distribution Channels )
- Logistics Network
- Barcode Scanner
- IT Capabilities