**Fashion**

Distribution and retail of clothing, footwear, accessories, and other related products. It encompasses a wide range of styles, trends, and consumer preferences, making it a highly dynamic and fast-paced sector.

1. Hey there! What kind of industry are you in? ->
2. What kind of products are you selling? Apparel, Shoes, Jewelry
3. What type of order channel do you support? How do you fulfill orders? –

**Ecom**

**Omnichannel**

**Click and collect -** “I want my customer to place and pick order without the help of a person”

**Retail**

**Micro fulfillment center**

1. Which type of area you want to automate? (Fulfilment Process Options)

**Inbound**

**Deep Storage**

**Forward Pick**

**Sortation**

**Packing**

**Outbound**

**Returns Management**

Lead Gen.

1. **Do you want to change your existing facility infrastructure?** “No” -> Sell Ranger Assist (Person To Goods solution)
2. “Yes” -> **Please tell us more about your existing facility and your goal for us to understand the requirement better. (for example, reducing labour cost, available height in your existing facility, your throughput requirement in UPH, product dimensions, etc.)**

**Traits (Defines the cohort in which the customer falls into)**

* Product Type - Apparel, Shoes, Jwellery
* Seasonal and Trend-Based Inventory
* Variety of Products
* Fast Turnaround Time
* E-commerce
* Returns Management
* Promotional and Sales Events
* Dynamic Pricing and Discounts

**Fulfillment Process**

* Inbound
* Deep Storage
* **Forward Pick**
* Sortation
* Packing
* Outbound
* Returns Management

**Key Problems for Fashion Industry**

* Product Variability
* Order SLAs
* Seasonality
* Managing Returns
* Labor shortage
* Warehouse space

**Some of the questions that can be used as filters**

* Product type
* New Facility Vs Existing Facility
* Type of technology the customer is looking for
* Problems that they are trying to solve
* Clear height of facility
* Current Performance of the warehouse like UPH

5 node options –

1. Ecom
2. Omnichannel
3. Click and collect
4. Retail
5. Micro fulfillment center

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Industry | Node | Area of Operation | Technology | Solution Type | Key Benefits | Key Capabilities | Assets | Customer References |
| Fashion | E-Commerce | Forward Picking | Goods To Person | RTP + Static PPS | 3x-4x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time | Product variability including Garment On Hanger, shoes, jewellery etc. ensures that you can manage all inventory types within the area    Define SLA policies to ensure that orders are picked based on same-day, next-day delivery.    Handle returns efficiently ensuring returns inventory get picked before fresh inventory while optimizing your stowing and space utilization for processing returns.  Real Time Order Priortization | <https://view.greyorange.com/viewer/65cb6a77313a203fb731ffca>  <https://view.greyorange.com/viewer/65cb6ca47690354ad3c20dc5>  <https://view.greyorange.com/viewer/65cb8cd39ef618bd8a0c5a79> | Disney, Adidas, A&F, H&M, Figs, Robinson  Dillards |
| Fashion | E-Commerce | Forward Picking | Goods To Person | RTP + MTU Subsystem | 4x-5x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time |
| Fashion | E-Commerce | Forward Picking | Goods To Person | RTP + Zero Walk | 5x-6x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time |
| Fashion | E-Commerce | Forward Picking | Goods To Person | RTP + Pick Back Automation | 5x-6x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% redu ction in training time |
| Fashion | E-Commerce | Forward Picking | Goods To Person | TTP + Standard Station | 5x-6x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time |
| Fashion | E-Commerce | Forward Picking | Goods To Person | TTP + Case Unloaders | 5x-6x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time |
| Fashion | E-Commerce | Forward Picking | Goods To Person | RTP + TTP | 5x-6x productivity improvement  Upto 70% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time |
| Fashion | E-Commerce | Forward Picking | Person To Goods | Ranger Assist | 2x-3x productivity improvement  Upto 50% labor reduction for picking and putaway  99% SLA adherence  Upto 90% reduction in training time |

Acronym

UPH – Unit Per Hour

RTP – Rack To Person

TTP – Tote To Person

SLA – Service Level Agreement

MTU – Mobile Transfer Unit

PPS – Pick Put Station