Scale Production Module for Agilence Analytics

Supermarket retailers want every advantage when it comes to maximizing sales. This includes understanding where they may be underproducing product and unable to meet demand, as well as overproducing, leading to perishable shrink.

The Scale Production Module from Agilence helps you analyze data from electronic scales alongside your POS data to optimize inventory, production schedules, and scale accuracy. Cross-store comparisons also offer opportunities for increased sales.

What Can You Analyze?

By integrating scale production data alongside POS data, you gain insights that can increase sales and reduce costs.

Overproduction

Scale production measures how much is produced of each SKU. By comparing the amount of product produced with the corresponding sales throughout the day, you can identify the popular products that are produced, but not sold that day. Overproduction can lead to spoilage and shrinkage and can also be an indication of poor management behind the counter. Products that are produced correctly but not displayed are a lost sales opportunity and represent operational inefficiency. If a product is produced and packaged but then stolen, you can analyze their data to uncover patterns and make adjustments to prevent further loss.
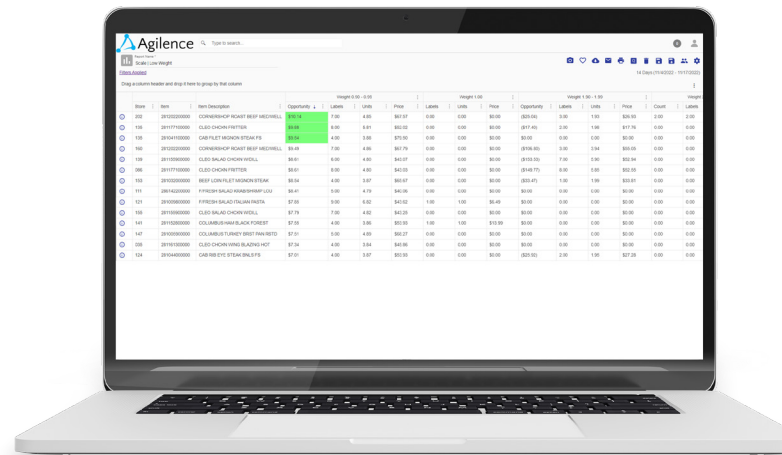
Tracking items that are frequently overproduced by store location can help supermarkets identify the root cause.

Underproduction

Scale data alone can be misleading. However, combining scale data with POS activity allows users to track the SKU from production through sale. Users can identify when popular products are produced, but there are no sales during peak times. For example, missing meat sales after 4pm is an indicator that no product was available to be sold during the evening rush, resulting in lost sales of high margin items. Though the scale may indicate sufficient product was produced, if the correlating sales don't exist, the process must be examined, including scale accuracy, displays, and the barcode visibility.

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Low Weight

When ordering, most consumers will request specific quantities for purchase. However, the quantity they receive may not match exactly. With the Scale Production Module, you can compare the difference between the requested amount ordered vs the amount received. By increasing the weight of each package to the requested value, stores can quickly increase sales. Similarly, identifying scales that are consistently low may indicate a need for scale maintenance.

High Demand

Understanding what demand generation looks like in each store and across the chain will help you make better merchandising and planning decisions. Spikes in demand and production at similarly trafficked locations can be an invaluable benchmark to ensure sales opportunities are maximized. The ability to compare across locations also ensures more data transparency across the organization.

Data Requirements

The Scale Production Module is an add-on module to the Agilence Analytics Platform and requires POS data (TLOG), Item Master, and Store Master as prerequisites. The module also requires scale production data, including all data for each scale, by location.

What's Included?

✓ **Store Analysis Dashboard**

✓ **Reports:**
1. Top Generated Tags
2. Overproduced Items
3. Underproduced Item
4. Produced with No Movement
5. Low Weight

Available Add-Ons

✓ **Corporate Analysis Dashboard**

✓ **Reports:**
1. Underproduced Departments
2. Overproduced Department
3. Top Generated Departments
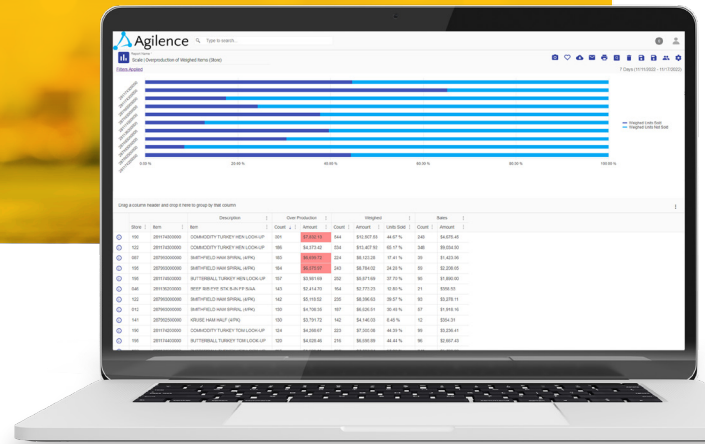
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