Everything you need to master your inventory

Omnichannel retail is complex; we get it. You need an integrated set of tools to manage inventory across your brick-and-mortar and digital channels — so you can drive sales, maximize profits, and be ready for whatever comes next.

Welcome to KWI Merchandising

Our hard-working enables you to take care of business and get the right products to the right place at the right price — however and wherever you sell. Let's find out how.

One piece of a bigger picture

Our Merchandising solution is just one piece of our unified commerce platform — all the tech you need to achieve omnichannel greatness supported by us — experts who have helped specialty retailers stay one step ahead for decades.

KWI Merchandising — a market-proven solution

Over the years, we've built and honed our merchandising product with a ton of input from specialty retailers like you. Discover how our mature, market-proven solution provides everything you need to master your inventory and streamline back-office tasks.

Click on the icons to explore the different sections of our merchandising solution.

ITEMS AND ENTERPRISE DATA

Master your data

Modern retailing demands that you move fast and turn on a dime. To do that, you need to build a data foundation that's both solid and flexible — and one that's easy for your teams to manage. Let's find out how.

Master your items

Item data is the lifeblood of your business. It needs to be current, complete, and organized in a way that makes sense for your omnichannel operations and your customers.

Get organized

Set up your item master for maximum flexibility by defining up to 24 levels of hierarchies and define your size and color options where applicable.

Manage costs

Choose to track item costs using average or standard cost methods.

Import data

Load data in bulk or set up automated feeds from third-party systems.

Manage pricing

Set base and markdown pricing per item for both full-price retail and outlet stores.

Create styles

Manually enter new items on an ad hoc basis and include the required fields according to your data model.

Manage images and videos

Easily add links per item to digital assets like images and videos.

Master your other essential data

Taxes

Define the taxable categories for your items, sales tax rate by location, and applicable tax rules. You can also set up integrations with your sales tax management providers.

Vendors

Add and manage basic vendor details and include special instructions as needed.

Locations

Set up and manage your locations and define if they're a full-price store, outlet store, eCommerce channel, warehouse, or phantom location. You can then create groups for easier management and reporting.

Breeze through mass maintenance tasks

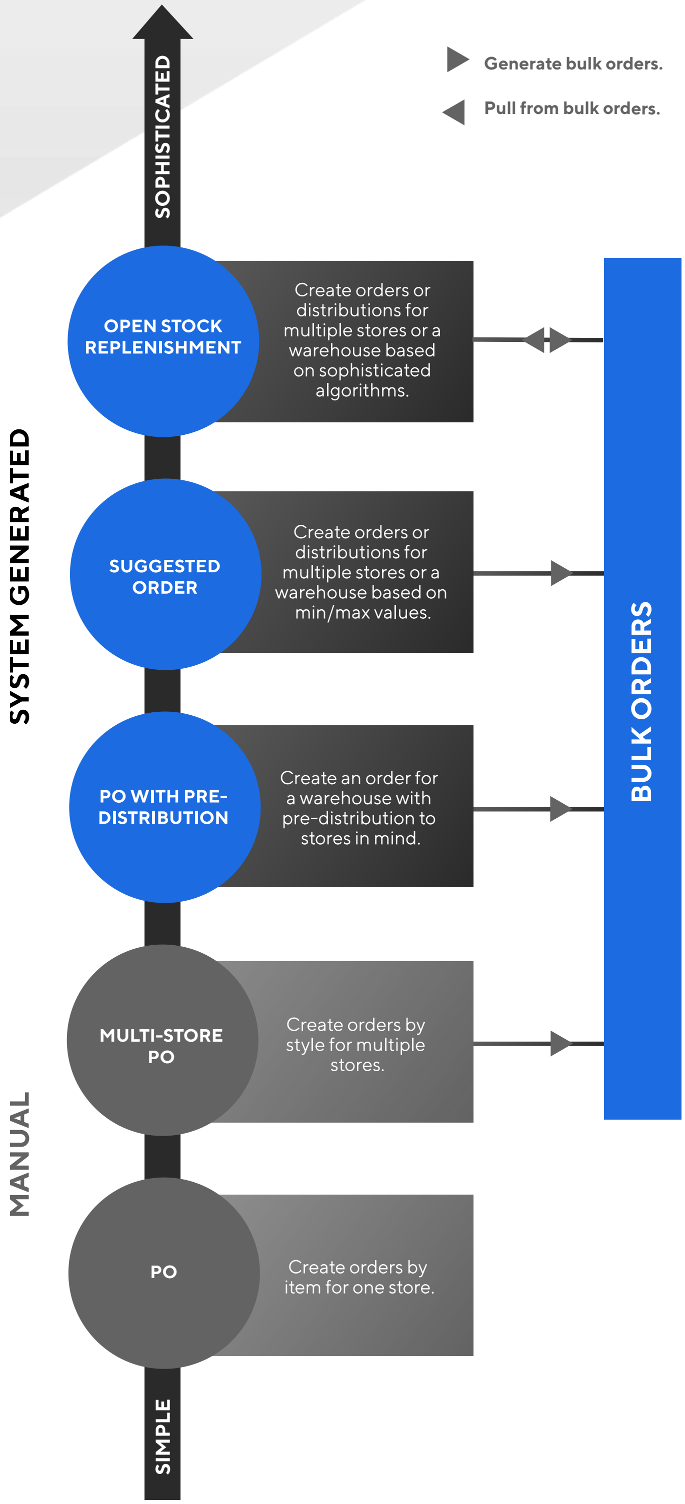
Changing tons of items at a time shouldn't be a drag. That's why we've given you tools to make short work of bulk tasks like reclassifying items, adding attributes, or changing base pricing or costs — all while maintaining your item history.

PURCHASING, ALLOCATION, AND REPLENISHMENT

Your smarts, our tech — a winning combination

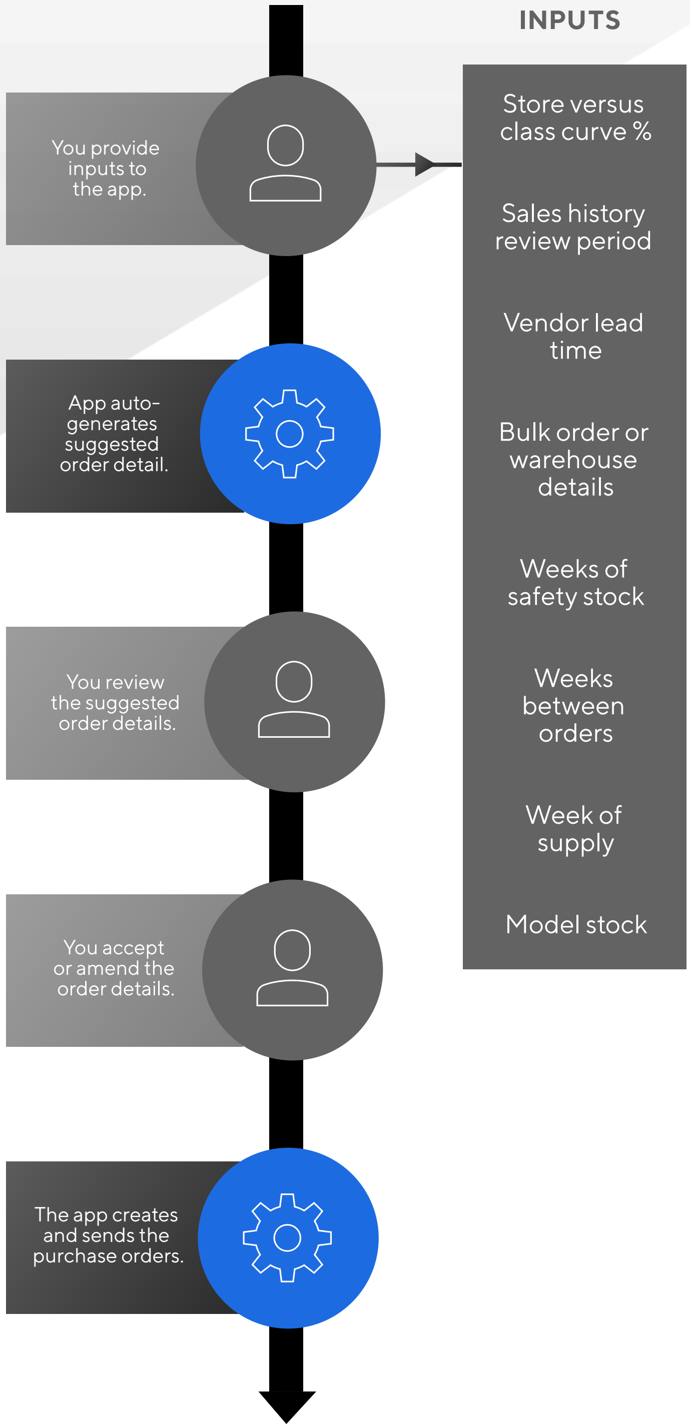
Use our smart technology to get the insights you need to take the art of purchasing and distribution to the next level.

A purchasing app for every occasion



We know that there's no one-size-fits-all when it comes to purchasing and distributing products. So, we've built an app for every occasion to give you maximum flexibility.

Whether you're placing a manual order for one store, generating bulk orders for the warehouse, or using our sophisticated open stock replenishment to calculate orders across your business, we've got you covered.



Meet your new smart assistant

Ever wish that you had an assistant who could do the leg work needed to enable you to create and execute optimal replenishment strategies? One who, with your expert guidance, could build complex algorithms that take into account sales history at the store and class level, seasonality, on-hand stock forecasts, vendor lead time, safety stock, weeks of supply, order periods, and much more.

Meet your new smart assistant — our open stock replenishment app.

While it may not be able to make your coffee, our app is highly configurable, very sophisticated, and available 24/7. It works hard to put the information you need to make more informed decisions right at your fingertips, so you can spend less time crunching numbers and more time using your years of experience to further master the art of retail purchasing.

Tech that won't run amok

Get all the benefits of an intelligent assistant without the risk of turning them loose to cause havoc. With our open replenishment app, you stay firmly in control of the process, including having the final say on what gets ordered or distributed and when that happens.

Get in the know

Pre-built reports that help you make smarter decisions and work faster in this area include:

- **Flash dashboard** – See and compare net sales by date and view other key metrics such as average unit price, foot traffic, margin, and markdowns.
- **Selling analysis by style report** – See on-hand inventory quantities and key details like sell-throughs by style for one or all locations.
- **On-order report** – See order balances, orders by status, and orders in transit within a selected date range.
- **Receiving report** – See exactly what's been received in your stores or warehouses and what items are still outstanding.

INVENTORY OPERATIONS

Inventory management simplified — for all your teams

Getting the right inventory to the right places at the right time is challenging in a complex omnichannel world.

Your teams need to see an accurate inventory position at all times to make smart distribution decisions. And they need tools that make it fast and easy to receive and transfer stock and conduct physical inventories and cycle counts.

Let's see how KWI enables your teams to breeze through operational tasks and optimize your inventory in one fell swoop.

The right tool for whatever job is at hand

KWI provides different ways to get inventory jobs done faster depending on who's doing the work and the task at hand.

In-store teams

Your in-store teams use the same intuitive mobile POS app they use to serve customers.

Here's what they can do:

- Receive goods by carton
- Receive goods by PO
- Transfer goods in
- Transfer goods out
- Conduct cycle counts
- Conduct physical inventories

Corporate teams

Your corporate teams use a set of powerful cloud-based apps.

Here's what they can do:

- Receive goods by carton
- Receive goods by PO
- Transfer goods in
- Transfer goods out
- Initiate and book cycle counts and physical inventory
- Make inventory adjustments

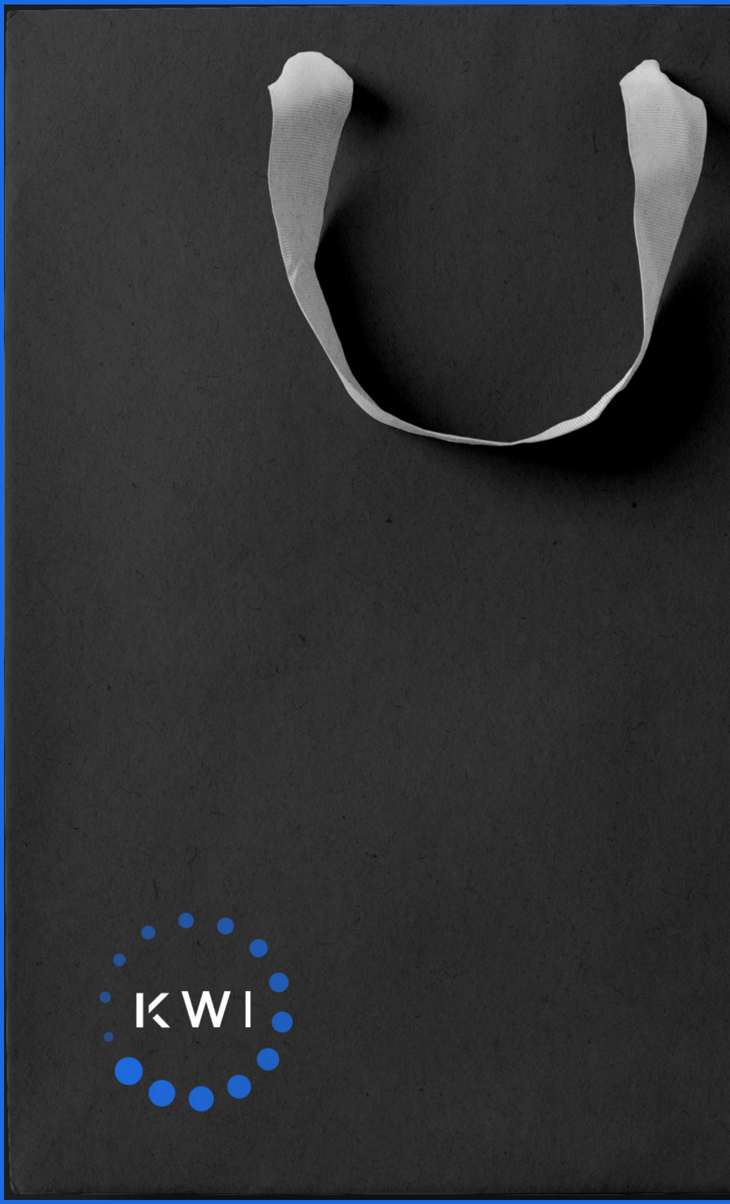
Work with a third-party inventory service?

Work with an inventory service like RGIS, WIS, Hart Systems, or Data Scan? We can help with that. We seamlessly integrate with their systems, sending them the item master list and uploading the completed data file.

Get in the know

Pre-built reports that help you make smarter decisions in this area include:

- **Receiving report** – See what's been received by location and what items are still outstanding.
- **Transfer summary report** – See what's been sent and received between locations within a selected date range.
- **Inventory audit report** – Discover discrepancies by comparing on-hand counts with counts based on a past physical inventory date.
- **Article and style activity reports** – Track sales, returns, and inventory movement at the item or style level.
- **Inventory value report** – Get a snapshot of the current inventory position on hand by location or across the company.
- **Stock ledger report** – See inventory movement by store by customized date range.
- **Sales and gross margin detail report** – See sales and margins at different price points and receipts in, transfers in, and inventory changes.
- **Store, item, and style on-hand reports** – See on-hand inventory at the store level, by SKU/UPC across stores, or by style.
- **Negative on-hand by UPC report** – See items where your on-hand inventory is negative.

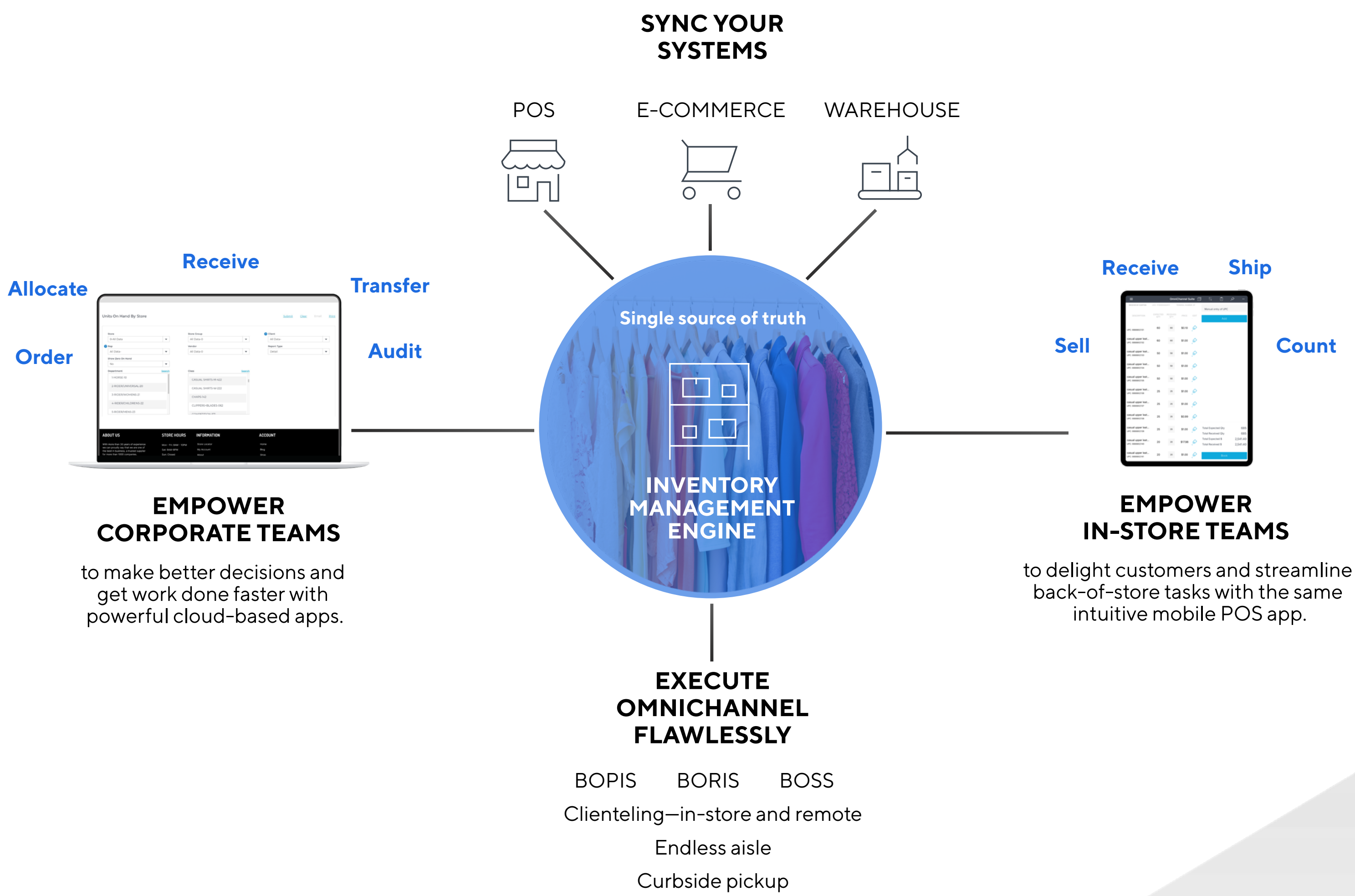


Mastering your inventory

depends on a single source of truth

In today's omnichannel world, your teams have more to think about and do than ever. To maximize sales and margin, they need an accurate picture of your inventory position — at all times, across your channels. That's why KWI's inventory management engine is at the heart of our Merchandising solution.

Synced in real-time with your POS, eCommerce, and warehouse management systems, this single source of truth for your inventory data enables your corporate and in-store teams to work smarter and faster and your business to execute omnichannel flawlessly.



Imagine what you could achieve with access to real-time inventory data across your channels.

PRICING AND PROMOTIONS

One powerful pricing and promo engine across your channels

Your customers expect to see the same prices and promotions whether they're shopping in-store or online, and your team shouldn't have to enter the same info twice.

Explore how our centralized pricing and promos engine automatically syncs to your POS devices and eCommerce channels. Happy customers, happy team members, better margins.

Manage your pricing

Set base and markdown pricing for full-price retail, outlet stores, and eCommerce channels as you set up your item master. You can then change prices individually or in bulk as needed knowing that these changes will be automatically synced to your POS and eCommerce systems.

Unleash your creativity

You have great ideas to drive sales and maximize margins. Let's bring them to life with a powerful promo engine that won't box you in. Your options include:

- Best deal pricing
- Buy more/save more
- BOGOs
- Package pricing
- Amount and % discounts (single item and quantity based)
- Free gift with purchase
- Single-use coupons
- Bounce-back coupons

Choose to apply your promos automatically, have your customers enter a code when they checkout online, or bring the promo code with them to be used in-store.

We even enable you to generate alerts for your sales associates at the point of sale to let them know that the customer is close to, or has qualified for a promo.

Get power and control

While you're unleashing all that creativity in building the promos of your dreams, you need to ensure that things don't get out of hand. That's why we give you the ability to set granular controls, including:

- **Timing** – when promos take effect, including setting up recurrences if desired
- **Duration** – how long price promos will run
- **Location** – applicable stores or digital channels
- **Combos** – which promos can be stacked together

Get in the know

Pre-built reports that help you make smarter decisions in this area include:

- **Rewards tracking report** – get details on promo usage, including items purchased, customer information, total purchase amount, and the number of times the promotion was activated.

- **Markdown selection report** – get the insight you need to determine markdowns by examining factors like sell-through %, weeks in store, weeks of supply, and margins.

FINANCIALS

Accurate financial data, always at the ready

To avoid nasty surprises and keep your business running smoothly, accurate, real-time sales and inventory details must be available when they're needed — both by your team and by third-party systems and organizations.

Good thing we've got the apps and reports you need to get the job done. Let's find out more.

Streamline closing the books

Closing the books on time and avoiding scrutiny is close to the heart of any accounting team. That's why we make it easy to access and share detailed sales transactions and inventory movement data for your physical and digital channels.

Sales audits made easy

Get pre-built reports that have all the details you need to breeze through audits like:

- Credit card funding
- Returns
- Pricing
- Taxes collected and owed
- Cash receipts and deposits

The data for these reports cover all your sales channels and give your team, third-party auditors, or regulators the details they need to get the job done quickly.

Invoice matching simplified

Over or underpaying invoices impacts cash flow and causes lots of rework, and manual invoice matching is tedious and prone to error.

That's why we provide an app that makes it easy for you to compare what you ordered with what you received and were invoiced for.

When you can quickly spot amounts that are outside of the tolerance thresholds you've set, you can take action to investigate the discrepancies and be sure you're paying the correct amount the first time around.

When you're ready to pay, our system can automatically generate and send an AP file to third-party systems like QuickBooks or NetSuite.

Get in the know

Pre-built reports that help you make smarter decisions and work faster in this area include:

- **Tax summary report** – Discover discrepancies between taxes collected and estimated taxes owed by date.
- **Credit card report** – Get all the details you need for financial reconciliation by location, including how the card was processed.
- **Return report** – See return details, including where the original purchase was made.
- **Price audit report** – Discover which items were not sold at the intended retail price, where they were sold, and by whom.
- **Cash receipts report** – See sales in by form of payment for any historical date in the database.
- **Invoice payments report** – Use this report to match purchase orders with receipts and vendor invoices.

EMPLOYEE MANAGEMENT

Streamline employee operations

Explore how to manage employee master data, set user permissions, and remove the friction from managing timesheets and commissions.

Manage employee data and permissions

Set up and manage your employees through our apps or sync the data with your HR and payroll systems.

Then set granular controls over what your team can do in our software at the role level, like who can manage purchase orders and who can see key financial reports.

Make quick work of timesheets

Make it easy for your store associates to log their hours using the same intuitive mobile POS app they use to serve customers and complete back-of-store tasks.

Someone on your corporate team can then check that the correct payroll codes have been assigned, make adjustments as needed, and then submit the data to a third-party payroll system like ADP, Paychex, or Ultipro at whatever frequency is required. Job done.

Handle commissions without getting tied in knots

When it comes to encouraging your team to sell more, you don't want rigid systems or complex calculations to hold you back.

With our commissions engine, you define rates based on organizational hierarchy, item hierarchy, and location type and set thresholds before commissions kick in.

You can say whether you want to pay out based on a fixed amount or a percentage of sales and even set timeframes for a particular incentive. We can even handle split commissions at the item level to encourage teamwork.

We do all the hard work of calculating and reporting on commissions, so all your corporate team must do is check the numbers. They can then hit a button to submit the calculations directly into your payroll system or enter the data themselves.

Get in the know

Pre-built reports that help you make smarter decisions and work faster in this area include:

- **Employee clock-in/out report** – See a summary of time punches by employee and automatically calculate overtime daily or weekly.
- **Sales by employee report** – See sales unit and dollar sales by employee for a specific date range, including split commission sales.
- **Employee commission report** – See sales and returns in units and dollars by employee and automatically calculate commissions based on your pre-defined rules.
- **Employee threshold commission report** – See where employees are based on the thresholds you've set for your commission calculations.

A REPORT FOR EVERYTHING

The insight your teams need without the hassle

Over the 35+ years that we've been helping specialty retailers grow their business, we've built up a treasure trove of reports and dashboards that puts the info your teams need to make better decisions right at their fingertips — across your sales channels.

Chances are that if your teams want something, we've already built it — which frees up their time to do the important work of running the business instead of toiling over reports.

Sales – for corporate analysis

Flash dashboard – See and compare net sales by date and view other key metrics such as average unit price, foot traffic, margin, and markdowns.

Selling analysis by style report – See on-hand inventory quantities and key details like sell-throughs by style for one or all locations.

Omnichannel split commissions report – See the details around sales initiated and sales fulfilled by stores.

Tray audit report – See tray-in, tray-out, and media pickup transactions by store and terminal.

Sales by transaction report – See a detailed transaction-level view of sales and returns by date range.

Store plan worksheet – Get all the details needed to gauge store performance to plan.

Sales – for store leadership

POS dashboard – See store-level KPIs like net sales versus the previous year and plan, top employees, and top items.

POS flash sales – See current date and historical sales by register.

Sales by weekday report – See sales units, net sales, transactions, and margin by weekday.

Time of day report – See sales units and net sales by the hour.

Cash receipts report – See sales in by form of payment for any historical date in the database.

POS employee productivity report - See current date and historical sales by employee and store.

Inventory

On-order report – See order balances, orders by status, and orders in transit within a selected date range.

Receiving report – See exactly what's been received in your stores or warehouses and what items are still outstanding.

Transfer summary report – See what's been sent and received between locations within a selected date range.

Inventory audit report – Discover discrepancies by comparing on-hand counts with counts based on a past physical inventory date.

Article and style activity reports – Track sales, returns, and inventory movement at the item or style level.

Inventory value report – Get a snapshot of the current inventory position on hand by location or across the company.

Stock ledger report – See inventory movement by store by customized date range.

Sales and gross margin detail report – Quickly see sales and margins at different price points and receipts in, transfers in, and inventory changes.

Store, item, and style on-hand reports – Quickly see on-hand inventory at the store level, by SKU/UPC across stores, or by style.

Negative on-hand by UPC report – See items where your on-hand inventory is negative.

Financials

Tax summary report – Discover discrepancies between taxes collected and estimated taxes owed by date.

Credit card report – Get all the details you need for financial reconciliation by location, including how the card was processed.

Return report – See return details, including where the original purchase was made.

Price audit report – Discover which items were not sold at the intended retail price, where they were sold, and by whom.

Cash receipts report – See sales in by form of payment for any historical date in the database.

Invoice payments report – Use this report to match purchase orders with receipts and vendor invoices.

Everything you need to master your inventory

Key capabilities at a glance

Hey, we mentioned at the beginning that our Merchandising solution is pretty comprehensive, and we've covered a lot of ground since then, so here's a quick summary of all the cool things our solution includes.

ITEMS AND ENTERPRISE DATA

Apps that streamline the management of Item, location, vendor, and tax data.

FINANCIALS

Apps and reports to streamline closing the books, doing sales audits, and matching invoices.

PURCHASING, ALLOCATION, AND REPLENISHMENT

Smart, flexible apps to streamline and optimize purchasing, allocation, and replenishment.

EMPLOYEE MANAGEMENT

Powerful apps that manage employee data and permissions, capture hours worked, calculate commissions, and sync with payroll systems.

INVENTORY OPERATIONS

Intuitive mobile and cloud-based apps to streamline and optimize receiving, transfers, physical inventories, cycle counts, and inventory adjustments.

PRICING AND PROMOTIONS

A powerful pricing and promos engine built to drive omnichannel business.

REPORTING AND ANALYTICS

A treasure trove of pre-built reports and dashboards that put the information your teams need to make better decisions at their fingertips.

Ready to chat about how we can enable you to master the operational complexities of omnichannel retail? Please reach out to us to set up a meeting.

About KWI

KWI enables modern retailers to maximize sales, streamline operations, and stay one step ahead with the industry's only true turnkey omnichannel platform.

Simply stated, we provide the technology and the people that specialty retailers like you need to deliver the kind of delightful experiences that turn more shoppers into buyers — however, and whenever they shop.

Our platform includes an intuitive mobile POS, a robust eCommerce solution, omnichannel order management, a mature, proven merchandising solution, innovative loyalty management, and a CRM that unifies customer data.

Designed to neatly integrate with your existing tech stack, our platform enables you to flawlessly execute omnichannel strategies like endless aisle, BORIS, and BOPIS — and be ready for whatever comes next.

For over three decades, brands like Pandora, Oscar de la Renta, Bluemercury, Hurley, and David Yurman have trusted us to help them drive sales and navigate change. We look forward to doing the same for you.

“

ASHLEY STEWART

I believe that KWI is the best solution for retailers. In a high turnover environment, it is critical to have a solution that is easy for stores and sales associates to adopt.

-Eileen Rizzo,
SVP IT

PANDORA

KWI has been a great partner. With deep retail understanding, they are truly available to support our business.

-Bert Barber,
Retail Technology Manager

Learn more about KWI KWI.com | LinkedIn