



2024

AGR Product Milestones

AGR





Contents

| | |
|--|----|
| Introduction..... | 2 |
| Optimising inventory in multi-location setups..... | 3 |
| Promotional smoothing..... | 6 |
| Phasing in new items with daily forecasting..... | 6 |
| Flexible order schedules..... | 7 |
| User-centred ordering..... | 8 |
| Bill of materials (BOM)..... | 9 |
| Data & co..... | 10 |
| Enhanced Reporting for Seamless Communication..... | 12 |
| Looking Ahead..... | 13 |

Introduction

2024 was an amazing product year for **AGR**, where our strategic focus was to expand our SaaS market reach, from fitting small wholesalers, to embracing the agile needs of retail companies.

As a result, AGR is leading the SaaS inventory optimization market for retailers.

The transformative year was driven by three guiding goals:

- **Eliminating waste in the supply chain:** Staying true to our vision, we focused on innovative solutions that minimize excess inventory, avoid stockouts and inefficiencies.
- **Advancing our SaaS journey:** our mission is to transform inventory optimization through cloud computing with our modular SaaS product.
- **Expanding into retail markets:** Building on decades of on-prem experience with retailers, we strived to bring the agile features into our modular SaaS product.

To achieve these ambitions, we took decisive actions to

- **Partner up with our customers:** Through close collaboration we developed and released breakthrough SaaS features.
- **Faster development cycles:** The world of SaaS moves fast and so do we, we fast tracked our release cycles from 6-12 months down to a bi-weekly rhythm.
- **Deliver a flexible solution in a standard way:** Designed to eliminate waste, AGR brings inventory optimization to more businesses through the SaaS platform. Where anyone can start to reduce costs and gain a competitive advantage, regardless of industry or sector.

Our transformative actions enabled us to start small, deliver functionality, receive customer feedback and incrementally expand the features in a controllable way. Let's take a closer look at the product milestones and enhancements that defined this remarkable year.

Optimising inventory in multi-location setups

The biggest feature last year was without a doubt the flexible purchase and transfer order routes.

The flexible order route functionality is available in the user interface, where users themselves can define their product flow and demand streams. This applies to both purchase orders and transfer orders, since any location can now order from any other internal location or directly from a vendor.

Based on user feedback, we made the order routes even more flexible so that you can define the order flow based on any custom data column you may have (a custom column is any non-standard data, that has value specific to a customer and lives in their ERP).

To further support businesses working across multiple locations, we went on a mission to simplify complexity, it's like physics, as the number of locations goes up so does complexity. The first thing was to provide an overview of stock by location. Accessible through the item card, users can see how much stock is kept in both primary locations in AGR and secondary stock facilities.

| Stock Units | | | Stock Units | | |
|---|----------|-----|---|----------|-----|
| Stock units are shown by actual locations from the ERP. If there are secondary locations configured in AGR, they will be displayed below. | | | Stock units are shown by actual locations from the ERP. If there are secondary locations configured in AGR, they will be displayed below. | | |
| AGR location | | | AGR location | | |
| Warehouse - East | E-US | 300 | Warehouse - East | E-US | 300 |
| Other locations | | | Other locations | | |
| Warehouse - East - container section lower | E-US-CT1 | 300 | Warehouse - East - container section lower | E-US-CT1 | 300 |
| Warehouse - East - container section upper | E-US-CT2 | 300 | Warehouse - East - container section upper | E-US-CT2 | 300 |
| Warehouse - East - returns | E-US-RET | 300 | Warehouse - East - returns | E-US-RET | 300 |
| Total: 1200 | | | Total: 1200 | | |

The mission continued and we introduced the location dropdown menu in the item card, enabling users to gracefully and intuitively navigate between locations.



Purchasers responsible for warehouse replenishments were pleasantly surprised one sunny morning in June when a distribution demand breakdown presented itself, both graphically and numerically, across all locations for the upcoming year.

The guiding light for this feature was increased transparency, user friendliness and data-driven decision enabling.



The multi-location mission continued, this time the quest was to synchronize data and automate repetitive tasks. To do this, we included available warehouse stock in the transfer order calculations.

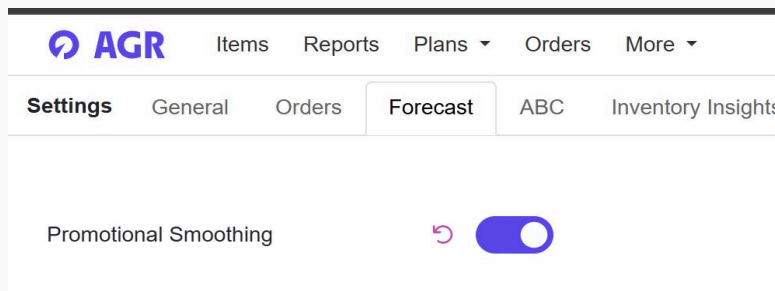
It helps prevent out-of-stock situations by highlighting in due time which items the store must buy directly from the vendor. It also improves the line accuracy between the transfer order and the delivery note.

To take advantage of improved transfer orders, users simply toggle a switch in Settings. This allows AGR to adjust any transfer orders with no stock in the warehouse automatically to zero.



Promotional smoothing

Since retailers deal with promotions on a larger scale than wholesalers, we launched a forecast feature which improves the sales forecast by replacing spike sales with regular sales patterns during the promotional periods. It yields a better forecast that reflects regular demand going forward.



Phasing in new items with daily forecasting

We also focused on bringing agility to product transitions. For new items, we introduced a daily forecasting option that generates agile forecasts as soon as a product is sold. Helping businesses manage new items replenishment from the start, leveraging sales spikes and fads without overstocking in the early stages of a product lifecycle's curve.



Flexible order schedules

The second standout feature of 2024 was the enhanced order scheduling functionality—a true gift that serves as the backbone of efficient replenishments. With order schedules, you can ensure a smooth flow of goods in just three easy steps:

- **Define your orders effortlessly:** Use AGR to automate repetitive tasks, it's as simple as sitting down with a cup of coffee and listing up who should order what, from where and when. Once they are setup, AGR can notify you via email when the order proposals are ready for your review and confirmation.
- **Adapt to changing needs:** Flexibility is key. Whether you're preparing for a big promotion, adjusting for holiday disruptions like Chinese New Year, or making ad-hoc changes, order schedules can be tailored, paused, or edited anytime. Think of it as your trusted assistant, ensuring no order is forgotten, no matter the circumstances.
- **Automate for efficiency:** When you're confident in your order calculations, take it a step further by setting the order schedules to auto-confirm, sending them directly over to your ERP. With the option to define minimum and maximum order values, you can rest assured your operations are running smooth.

With these radical enhancements, the order schedules are now intuitive and user-friendly to set up, with full flexibility to address the agile needs of inventory replenishments.

| Status | Id | Location | Order From | Filters | Next Order Date | Schedule | Items |
|--------|----|--------------------|-------------------------|-----------------------|-----------------|----------------------------------|-------|
| ● | 1 | Store - New York | Warehouse - West | Clubs Balls Bags ... | 23. dec. 2024 | W Mo Tu We Th Fr Sa Su | 503 |
| ● | 2 | Store - New York | Warehouse - West | Furniture | 23. dec. 2024 | W Mo Tu We Th Fr Sa Su | 66 |
| ● | 3 | Store - New York | Warehouse - West | Nutrition & Beverages | 24. dec. 2024 | W Mo Tu We Th Fr Sa Su | 53 |
| ● | 4 | Warehouse - West | adidas | Shoes | 31. dec. 2024 | W Every other Tuesday | 36 |
| ● | 5 | Store - London | Warehouse - East | Accessories | 24. dec. 2024 | W Mo Tu We Th Fr Sa Su | 174 |
| ● | 6 | Store - London | Warehouse - East | Clubs | | W Mo Tu We Th Fr Sa Su | |
| ● | 7 | Warehouse - East | Advance Auto Parts, ... | | 6. jan. 2025 | M J F M A M J J A S O N D 1st Mo | 47 |
| ● | 8 | Store - Copenhagen | Warehouse - East | Accessories Apparel | 23. dec. 2024 | W Mo Tu We Th Fr Sa Su | 403 |
| ● | 9 | Warehouse - East | 4 Yards More, Amazo... | | 13. jan. 2025 | M J F M A M J J A S O N D 2nd Mo | 94 |

User-centred ordering

Sometimes, small improvements make the biggest impact. In 2024, we introduced a series of enhancements to ensure a smoother, more intuitive ordering processes, giving users the flexible tool they need for smarter replenishment decisions.

One addition was the flexible order creation feature, available through Orders, which allows you to select any delivery date, regardless of lead times registered in the system. This flexibility aligns perfectly with our long-term goal of providing an intuitive user experience.

We also added data options in the order line, to make fact-based decisions easier than ever. Now, when reviewing orders, you can add the following information to the line:

- Purchase price
- Sales data
- stock levels
- Minimum stock levels
- Dates for "updated at" and "created at"
- Demand for the order period
- Pallet quantity
- Labels like "risk of stockout," "overstocked," and "new item"

For those working with manual order transfers, we streamlined the process with a download option in the order confirmation step, making CSV or Excel workflows faster and more efficient.

Finally, advanced users can leverage the “split by constraint” feature, which allows any order proposal to be split into multiple orders based on user-defined criteria. This flexibility ensures that your inventory replenishment is always aligned with your unique operational needs.

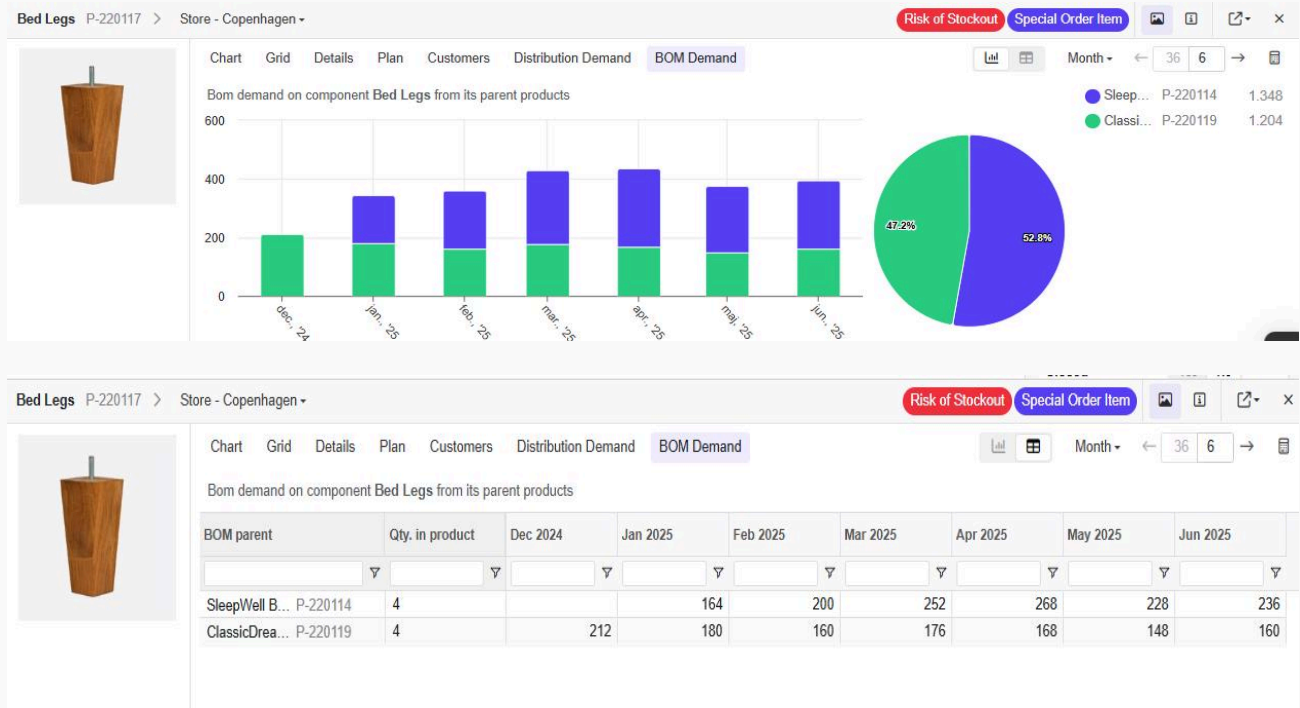
These user-centred enhancements ensure that every step of the ordering process is transparent, efficient, and tailored to your business requirements.

Bill of materials (BOM)

To the delight of businesses that work with BOM, we introduced significant enhancements to the BOM transparency.

As always, AGR forecasts the replenishment needs of the parent items for the upcoming year, as BOM demand, and sends down to the component level. This is done in line with stock levels, undelivered, quantity in recipe, supplier lead time and assembly/production lead time. So, the replenishment needs are in place at the right time in the right quantity.

A key update last year, was the **BOM Demand tab**, found on the item card. This feature is centred around transparency and overview. Users can now see at the glimpse of an eye, how much of a component is required to replenish, in order to create the parent product.



We also added reporting columns that capture both BOM consumption and sales over various time horizons. These insights help users analyse historical demand patterns, making it easier to plan and avoid bottlenecks.

For customers working with BOM, these updates provide all the transparency needed to ensure components are available at the right time and in the right quantities, enabling smooth workflows and on-time delivery of finished goods.

Data & co.

This year we also launched our Data Management feature, granting users enhanced control over integrations, vendors, items, customers, and data refreshes. This feature ensures that your inventory data remains accurate, up-to-date, and tailored to your operational needs.



Customers

A key data management feature was the high-level customer transaction control. Enabling users to steer which customer transactions should be used as input to the sales forecast going forward. This powerful feature gives, business-to-business companies, control over how the sales history should shape the future.

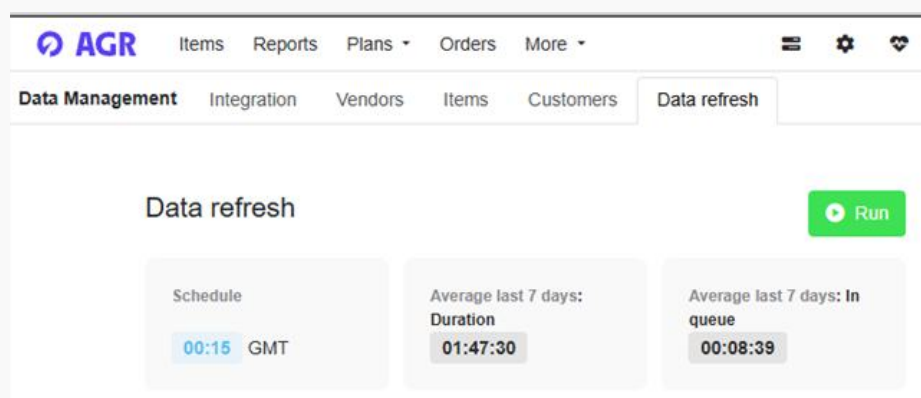
| Included | Customer no | Customer name ↑ | Number of Items | Total Sales |
|-------------------------------------|-------------|-----------------|-----------------|-------------|
| <input checked="" type="checkbox"/> | C-004 | Arnold Palmer | 6.438 | 26.938.021 |
| <input checked="" type="checkbox"/> | C-005 | Ben Hogan | 4.860 | 21.904.201 |

Real-Time Data Refresh

A standout functionality of the data management feature is the Data Refresh function, which allows you to monitor and manage the flow of data between AGR and your ERP system. While AGR automatically synchronizes data daily, users now have the flexibility to initiate manual refreshes outside the regular schedule. This capability is particularly beneficial when immediate data updates are required to reflect recent transactions or inventory changes.

The Data Refresh interface offers a comprehensive overview of your data synchronization activities and metrics:

- **Scheduled Refreshes:** Displays the predetermined time for daily data updates, ensuring you're aware of when automatic synchronizations occur.
- **Average Duration:** Shows the typical time taken for data refresh processes over the past week.
- **Queue Time:** Indicates the average time data refresh requests spend in the queue before execution.



Enhanced Reporting for Seamless Communication

Inventory optimisations is rarely achieved in a silo, to truly eliminate waste, cross-functional collaboration with clear communication within and between teams, will yield the best outcome.

One of the most impactful updates of our reporting tool in 2024 was the ability to share report links in a smarter way than ever, ensuring that the right information reaches the right people in a timely fashion.

Now, you can sort, group or pin data within a report and share in a link to your colleagues, who will see the data, in the exact same way as your analytical eye diagnosed it. This streamlined approach enhances user friendly-ness, eliminates the back-and-forth of email attachments or manual exports, allowing everyone to view and act on the same data in real-time.

These enhancements support:

- **Team collaboration:** Whether you're in purchasing, operations, or sales, shared reports ensure everyone is aligned on priorities and decisions.
- **Cross-departmental visibility:** Clear, organized data fosters transparency between teams, enabling better planning and execution.

Additional features, like the filter option to copy/paste a list of item numbers, for quick analysis makes inventory management easier.

With these reporting tools, AGR bridges the gap between data analysis and actionable insights, ensuring smooth collaboration and effective communication at every level of your supply chain.

Looking Ahead

As we move into 2025, we're proud of the strides made in 2024 and excited for what lies ahead. Our commitment to user-centred innovation and delivering value through continuous improvement remains unwavering. In the coming year, we'll continue refining our solutions to help businesses optimize inventory, reduce waste, and adapt to the challenges of an ever-changing marketplace.

To support our customers in navigating the future, we're preparing a companion report to this retrospective. This report will summarize key industry trends for 2025, drawing on insights from supply chain experts and feedback from our customers. By highlighting emerging challenges and opportunities, the report will provide actionable guidance to help you stay ahead in an increasingly competitive environment.

Together, we'll continue to optimise inventory and drive business success by combining supply chain expertise with cutting edge technology. Here's to another year of growth, partnership, and shared achievements!

