



CASE STUDY

SHUTTERFLY

Solution: Incorta

SCOPE OF WORK

Due to limited visibility into their orders and supply chain data, Shutterfly had a persistent problem of running out of stock on essential items. These out-of-stock incidents caused revenue loss through the slowing production processes as well as customer churn. Shutterfly's goal was to reduce stock incidents by 50% in Q4 2017 through proper access to data.

Shutterfly was able to deploy Incorta in 6-weeks over the summer of 2017. Their supply team used Incorta to drive previously unprecedented access to data. With Incorta, analysts can access data on a sub-hourly basis and make more informed purchasing and operational decisions. Over the span of a single quarter Incorta helped Shutterfly reduce out-of-stock incidents by 90% (from 75 in Q4 2016 to 7 in Q4 2017). Shutterfly attained 100% ROI on their Incorta deployment in 1 calendar quarter of use.

TO QUOTE JOSH MILLER (VICE PRESIDENT OF SUPPLY CHAIN AT SHUTTERFLY)

“Working with Incorta has been absolutely great. The dedication to our success throughout the course of the launch was phenomenal, better than anybody we’ve experienced so far. I honestly can’t say enough good things about the service we’ve received. **I’m blown away by what we’ve already accomplished, and the capabilities my team has to manage their own needs and work. So far, it’s been the best money I’ve spent.**”

ABOUT IYKA

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