



Total Retail Business Profitability

JALTAM Retail Consulting Group

About us

JALTAM consulting group is a **strategic partner** for the development and implementation of **innovative solutions** to face today's commercial challenges.

We aim to **optimize your profitability** through the implementation of strategies related to **Value Proposition, Customer Perception, Inventory & Vendor Management, Pricing, and Operational Efficiencies**.

Our partners



Our customers



La Parfumerie



ExxonMobil

RETAIL BUSINESS PROFITABILITY



Training &
Learning



Categories
& Pricing
Optimization



Network
Planning

Retail profitability is about learning, optimizing product & pricing strategies, site operations and choosing the best locations...

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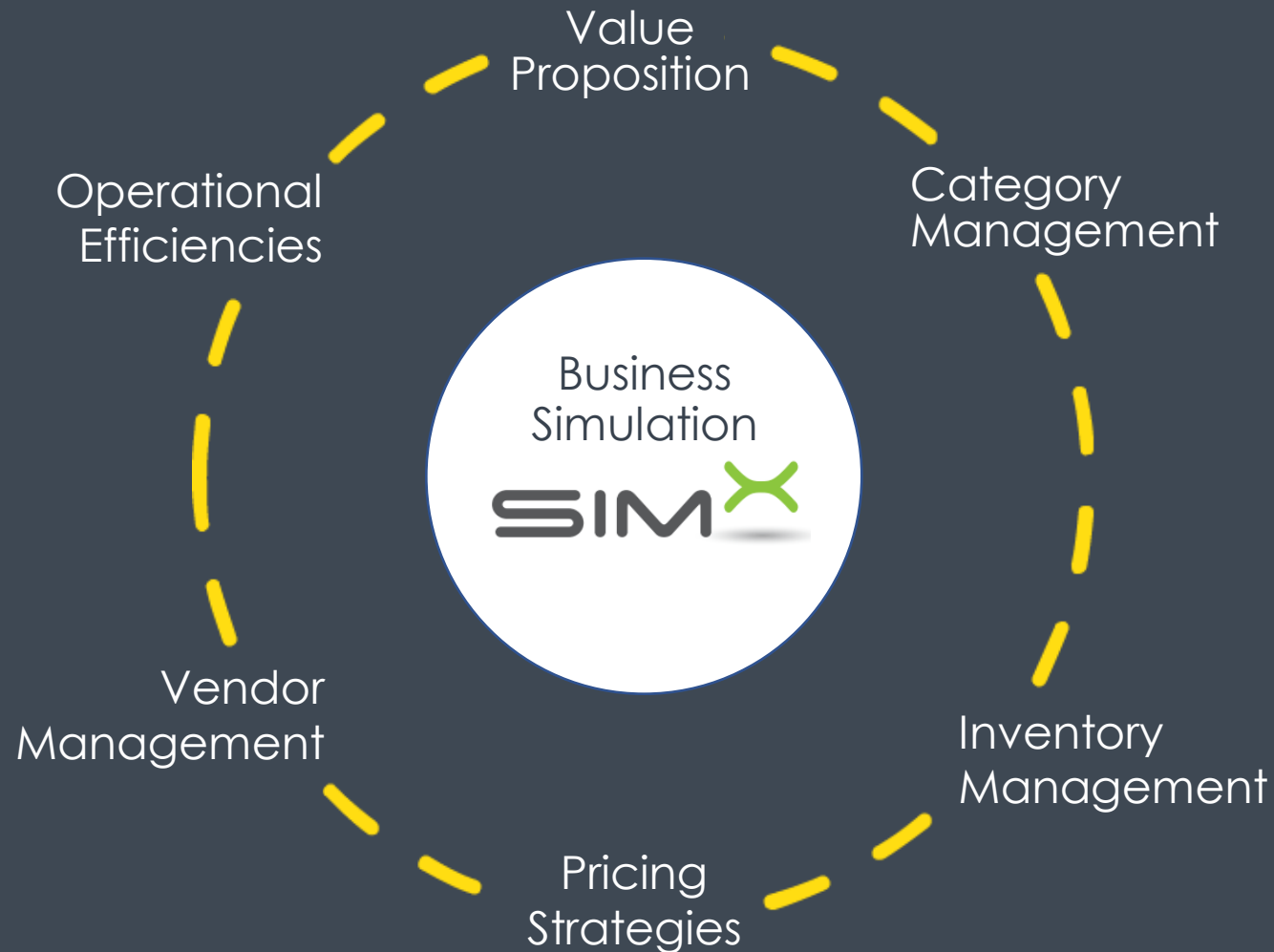
Network
Planning

Training & Learning Toolkit

Improve your business profitability and performance, through learning tools that help you plan and apply effective retail strategies, simulating real life business situations.



Training & Learning Toolkit



Why SIMX ?

- Control a retail company to achieve the best return of investment
- Apply strategic thinking in the decision making process
- Key lessons reinforced through coaching and feedback

Benefits:

- Reinforces Analytical Planning and Thinking
- Manages strategic resources efficiently
- Enhances understanding of Financial and Marketing Reports
- Builds Leadership, Teamwork, and Interpersonal Skills
- Runs on a Risk Free business simulated environment

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Categories & Pricing Optimization

Optimize gross margin, inventory investment levels and square foot profitability by maximizing availability of the products your customers demand at the right prices...



Software for Retail: Prices & Promotions,
Assortment, Spaces, Inventory, Reports



Software for Fuels:
Pricing Strategy

Why Prisma for Retail?



- Assortment decisions to maximize profitability per sq meter
- Quick price decisions consistent with price strategy & positioning
- Optimize inventories avoiding over stocks or potential out of stocks
- Faster response to market & consistent decisions across the chain
- Leverage store network, categories & product strengths
- Performance monitoring through customized reports & dashboards
- Leverage expertise of Convenience Retailing & C-Store teams

Categories & Pricing Optimization

Prisma Fuels is a secure application that allows an integrated interface of prices according to profiles with differentiated accesses, levels of approval, and management dashboards. The system was developed with proprietary technology which allows a personalized pricing management and “one stop shop” for all regional and local pricing topics.



- Competitive tool to maximize Gross Margin
- Implementation of strategies by trade area or location
- Brand positioning
- Knowledge specialization as a differentiator: Value Proposition
- Pricing experts implement a positioning strategy continuously and consistently

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Network Planning – Site/Store Selection

Chain optimization strategy, evaluating markets and specific locations. Retail site selection process including sales forecast and financial evaluation using geo coded techniques and tools.



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Thank You