



DATA SHEET

# Home Improvement/DIY

The global home improvement retail industry is expected to reach \$2.3T by 2019, driven by rising home sales, renovation, urbanization & an increase in middle class populations.



Innovation in products, cost control, supply chain & logistics management will further drive the industry.<sup>1</sup>



Using Bamboo Rose changed the way we build out our product concepts & communicate them to our suppliers globally. After a morning training session, we were able to start shopping across supplier showrooms & better plan the next overseas buying trip. The benefits were dramatic—an 85% reduction in sampling, 6 weeks out of the sourcing cycle & suppliers that were happy to share the cost savings with us.

– Director of Global Operations, Home Improvement retailer with revenues exceeding \$59B

Reduce number of samples needed by 85% using Bamboo Rose marketplace's online sourcing and sampling.

## How can you innovate and differentiate your business to compete more successfully?

Bamboo Rose is the only digital B2B marketplace powered by proven trade engines, so your community can collaboratively discover, develop, and deliver ideas and products to diverse markets around the world.



**AT PRESENT YOU WANT TO...**

Simplify global sourcing & plan overseas buying trips to current & new suppliers.

Reduce the time, expense & space associated with thousands of samples.

Develop products & reduce costs based on supplier location, capability, & opportunity.

Appeal to local preferences & implement strategies across banners & geographies.



**WITH BAMBOO ROSE YOU CAN...**

Virtually shop supplier showrooms & easily access new suppliers or new products from current suppliers.

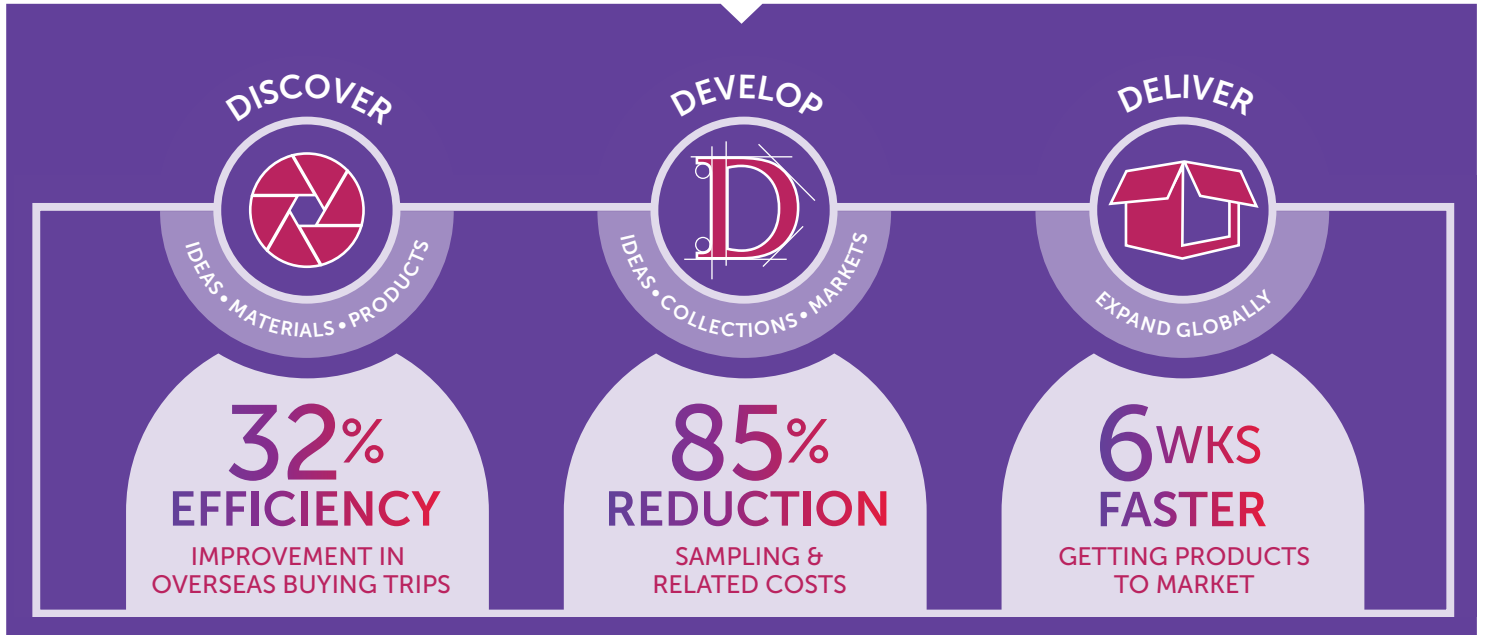
Share supplier offerings across teams, departments, & banners. Share product choices with suppliers before overseas buying trips.

View supplier KPIs, special capabilities, & compare ELC to actual landed costs to improve supply chain productivity & margins.

Integrate logistics with production to improve selection & position products at rapid deployment centers.

# Bamboo Rose Platform

Our Bamboo Rose platform connects the B2B retail community – all the way from the design and discovery phase to development and delivery. Bamboo Rose helps retailers discover great products virtually, develop ideas and design collaboratively, and deliver products 40 percent faster and at higher margins.



## What We Offer

### PRODUCT LIFECYCLE MANAGEMENT

Manage products from design to development. Collaborate faster with key partners and markets.

### SOURCING

Product and component negotiations are faster, more accurate. Get a complete picture of estimated landed costs with "What If" and "Should" costing and analysis. Understand the margin impacts by market. Manage risk and stage production.

### ORDER MANAGEMENT

Get a head start early with progressive Purchase to Payment (P2P) – one source of truth. Flow products to markets in frequent, smaller quantities and adjust production based on market response.

### SALES MANAGEMENT

Process sales orders from online showrooms to generate supplier production orders. Easily manage updates to customers' changing orders & monitor impact to production as orders change.

### LOGISTICS AND FINANCE

Get products to store shelves without delay or error. One source of truth for trace and track from packing list, commercial invoices, to container, entry summary to delivery. Invoice accuracy with full 5-way match.



<sup>1</sup>Consumer & Shopper Insights | McKinsey on Marketing & Sales | <sup>2</sup>Outlook 2016 – Apparel industry challenges and opportunities | Apparel Industry Management Briefing