Agilence Loss Prevention Analytics

For Grocery

Agilence is the leader in loss prevention analytics, helping retail, restaurant, and grocery companies increase their profit margins by reducing preventable loss.

Agilence

Reduce Loss, Improve Margins, and Increase Profits

Preventable loss comes in many forms in the grocery, supermarket, and food retail industries. Thefts, markdowns, human error, and perishable shrink can all eat away at already dwindling profit margins. Add a massive shift in consumer taste and shopping preferences disrupting the industry and it's clear that getting a handle on margin erosion may be the difference between surviving and thriving in the competitive grocery landscape.

Protect your hard-won profits using analytics to automatically flag activities indicating preventable loss, all while improving margins, increasing sales, and ensuring a consistent customer experience.

Identify Fraud and Operational Errors

- Detect internal theft by automatically flagging suspicious behaviors
- Ensure excellent customer experiences from your Self-Checkout (SCO) while minimizing theft
- Identify employee errors and take early corrective action
- Detect problems early with machine learning and video synching
- Leverage prescriptive alerts and take corrective action faster

Control Perishable Shrink & Margin

- Compare inventory purchases to item sales to identify unusual variances
- Tie in data from electronic scales or other production data to optimize sales for items like prepared foods, especially meats
- Identify excessive or misused markdowns by department and SKU

Monitor Direct Store Delivery (DSD) Vendors

- Spot billing to sales discrepancies that are indicative of fraud or errors
- Identify vendors with below average credits or $0 credits
- Pinpoint billing to sales mismatches by product line, category, or subcategory
- Identify inconsistent vendor service issues which impact sales, margin, and customer satisfaction

Improve Labor Productivity

- Quickly identify underperforming stores or front-end associates require training
- Replace manager interventions (e.g. voids), which slow down transaction time, waste labor, and inconvenience the customer
- Analyze sales by day, channel, and daypart to optimize scheduling

Optimize the Omnichannel

- Identify and compare 3rd party delivery service transactions vs. in-store transactions
- Identify item substitution opportunities that can lead to increased generic brand sales and higher margins
- Measure average basket size by channel to make better merchandising decisions

Fine-Tune Operations

- Produce actionable insights instead of countless reports, allowing managers to serve customers and employees instead
- Ensure consistent execution with alerts that provide the data and actions required to resolve the problem
- Reduce turnover by increasing manager and associate satisfaction

Trusted by industry leaders

Food retailers have faced new challenges thanks to the growth of e-commerce, increased organized retail crime, and rapid adoption of frictionless store experiences such as self-checkout. Winning grocery and supermarket chains are fighting back with new approaches and new tools to win the loss prevention war.

SpartanNash | Price Chopper

NORTHGATE MARKET | HyVee EMPLOYEE OWNED | BJ's

The Agilence Advantage

Agilence has helped hundreds of retailers, restaurant operators, and grocers to increase their profit margins by reducing preventable loss across the business.

33x average ROI. 38 days average breakeven.	**All your data. One platform.**	**Actionable insights. Measurable results.**
Award winning customer support. 890+ years of industry expertise.	**SaaS-based. Secure. IT friendly.**	**Designed for LP professionals. By LP professionals.**

At Agilence, we specialize in uniting digital and physical transactions to help cutting-edge loss prevention teams expand beyond traditional theft and fraud to tackle preventable loss in all its forms — in the store, online, and at the corporate office. Agilence customers realize an average 33x ROI and breakeven in 38 days.

Every day, Agilence analyzes over 24 million transactions for our customers, transforming data into insights, and insights into actions. Our platform combines data from 200+ sources, including point-of-sale (POS), eCommerce, HR, labor, inventory, product, third-party delivery platforms, alarms, case management, loyalty, access control, video surveillance, and more.

Companies have saved millions of dollars by optimizing operations, identifying sources of margin erosion, and reducing shrink using Agilence. Many have also improved employee and customer safety, identified training opportunities, improved customer experiences, increased promotional success, and eliminated productivity gaps.

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