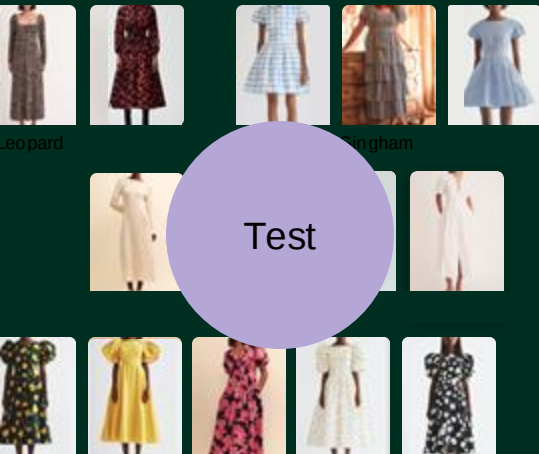




Prints

Case Study

The Power of Test and Repeat (T&R) Model

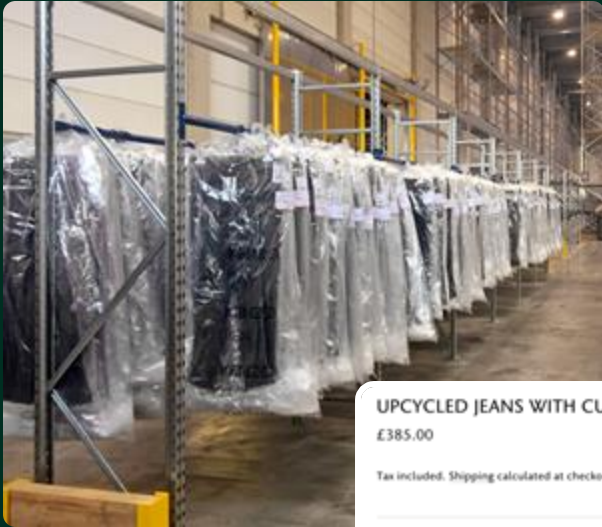
How Fashion Brands Are Reducing Inventory Risks and Responding to Customer-Driven Demand

Repeat



manny AI

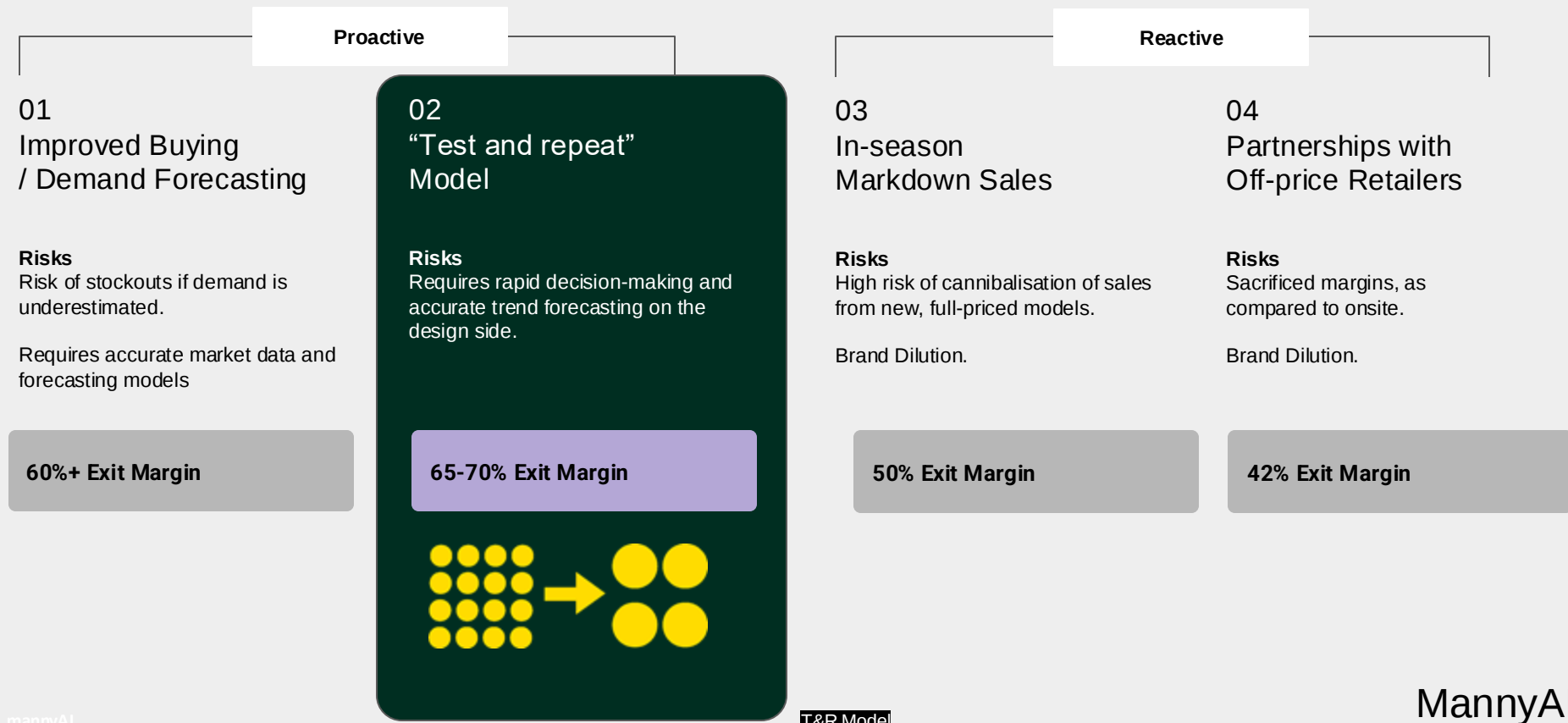
Goal
When Production
Planning Teams talk
with us, we typically
hear...



“30% of our stock is unsold,
stockouts are common,
40% inventory is being
discounted.”

Production and
Sourcing Director,
\$2Bn Turnover Brand

Options when **excess inventory** is a problem



Suitability

Introducing the Test and repeat Model

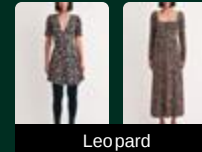
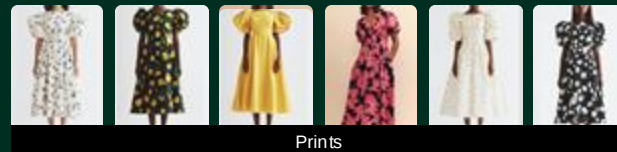


Test MOQ 200

Launch a small batch of new products to gauge market interest

repeat MOQ 5000

Reorder production for products that show strong demand



Test & repeat model's speed provides a commercial lifeline

Context

Retailer with £560mn of unsold merchandise was searching for a new commercial model to reduce stock risk and improve cash generation.

Implementation

Launched "Test and repeat" to bring stock into the business on a 3 week lead time, in a MOQ of 200, Repeats between 200 - 2000.

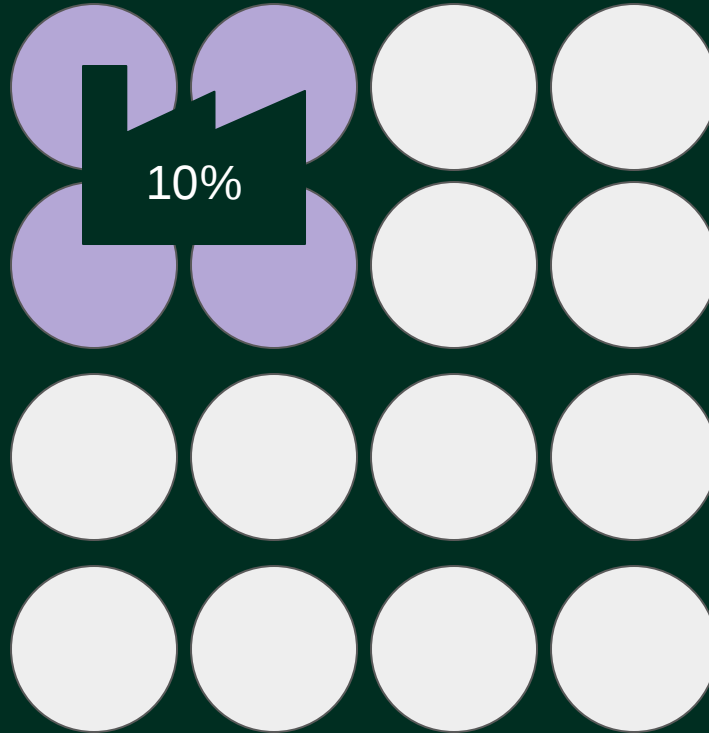
Results

500+ products were launched over 6 months, and the quicker adaptation to market trends contributed to 30% rise in order profitability YoY.

\$2Bn Turnover Brand

Results

Sell through Rate	3x faster sell-through than average stock
Average Cover	Around 6 weeks shorter than BAU
Average Discount Depth	15ppts shallower
Gross Basket Value	>£50 higher
Average Customer Age	2.5 years younger



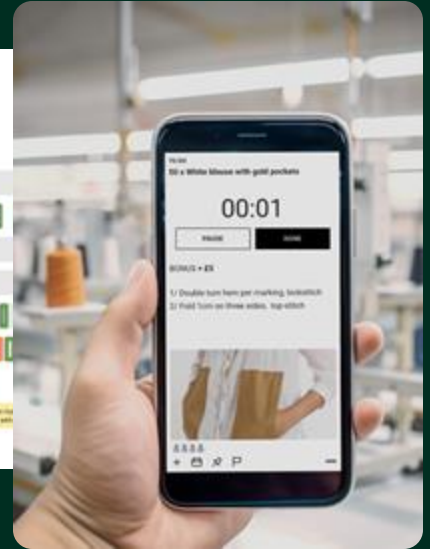
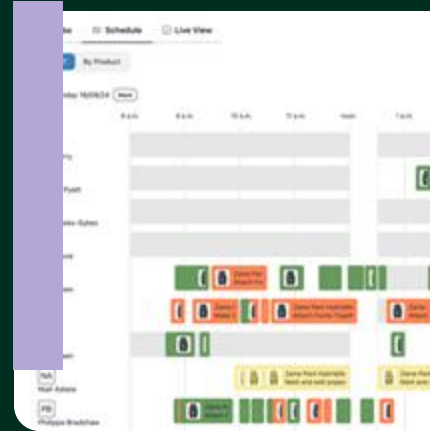


The screenshot displays the 'Sequence' tab of a project management application. On the left, a Gantt chart lists tasks with their durations and completion status. On the right, a 'Flow chart' illustrates the dependencies between these tasks, showing a sequential flow from 'Planning' through 'Sketch-Paving', 'March Queen Shoulder', 'Star Tack Size', 'H-Mat', and finally 'March Tie'.

Task	Wk	30-day	Worktime	Time	Cost
Planning	1	100%	0:00:00:00:00:00	0	\$ 0.00
Sketch-Paving	1	100%	0:00:00:00:00:00	0	\$ 0.00
March Queen Shoulder	2	100%	0:00:00:00:00:00	0.0	\$ 0.00
March Queen	2	100%	0:00:00:00:00:00	0	\$ 0.00
Star Tack Size	2	100%	0:00:00:00:00:00	0.0	\$ 0.00
H-Mat	2	100%	0:00:00:00:00:00	0	\$ 0.00
March Tie	2	100%	0:00:00:00:00:00	0.0	\$ 0.00
Total				0.0	\$ 0.00

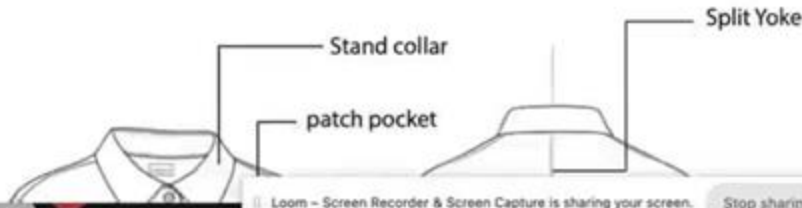
Flow chart
Auto-generated based on your data

- 1. Planning
 - 1.1 Plan 1.1.1
 - 1.2 Grade 1.2
 - 1.3 Paving Machine
- 2. Sketch-Paving
 - 2.1 Layout 2.1
 - 2.2 Grade 2.2
 - 2.3 Layout 2.3
- 3. March Queen
 - 3.1 Layout 3.1
 - 3.2 Grade 3.2
 - 3.3 Layout 3.3
- 4. Star Tack Size
 - 4.1 Layout 4.1
 - 4.2 Grade 4.2
 - 4.3 Layout 4.3
- 5. H-Mat
 - 5.1 Layout 5.1
 - 5.2 Grade 5.2
 - 5.3 Layout 5.3
- 6. March Tie
 - 6.1 Layout 6.1
 - 6.2 Grade 6.2
 - 6.3 Layout 6.3



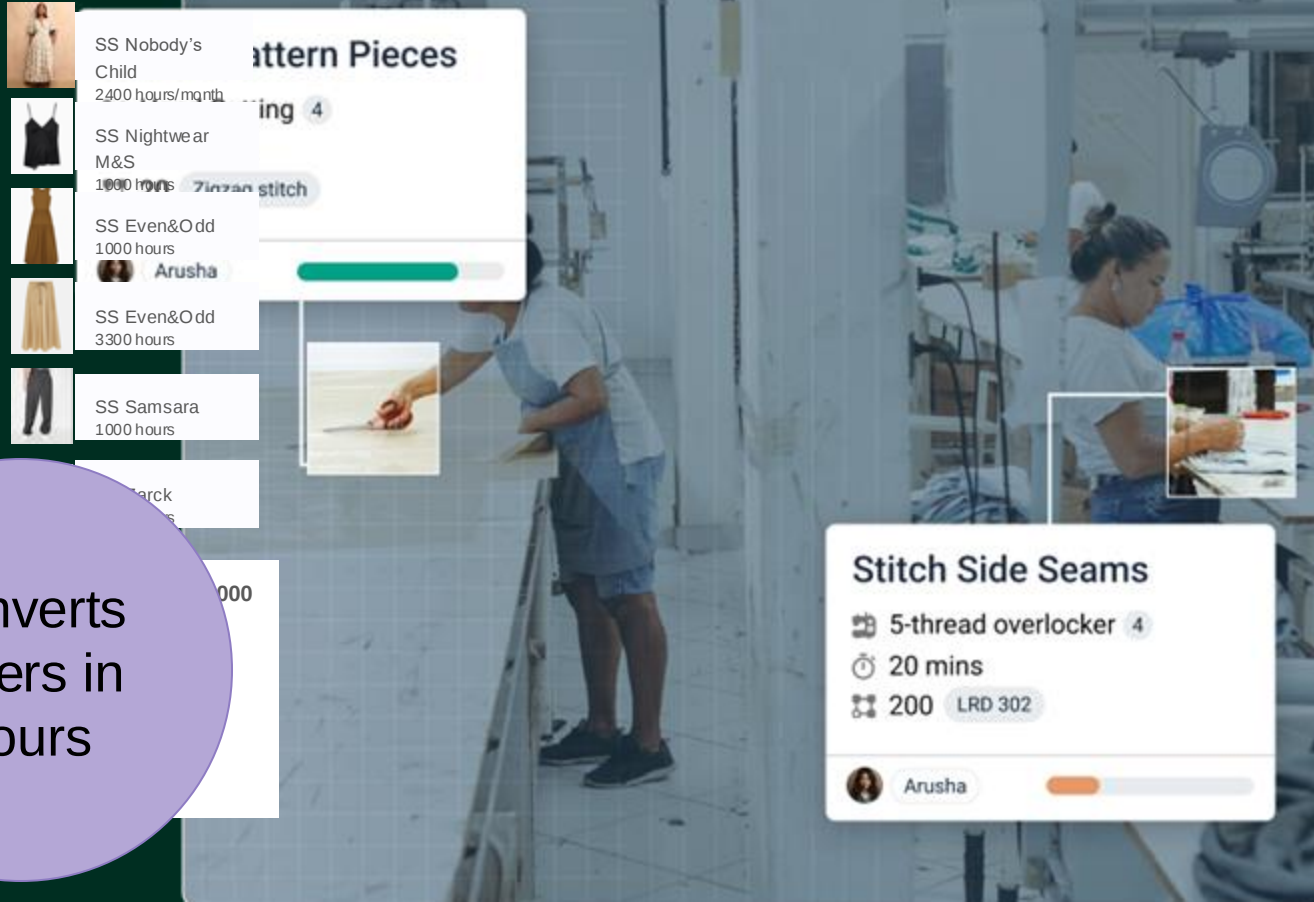
Shirt

Shirt with a patch pocket with a curved hem, pointed collar and a cuffed long sleeves.
Back yoke attached to the back. Box pleat on the lower back bodice.
Has a front closure with 8 buttons on the CF, and 2 buttons on the cuff.
Side seams are french seams and hem is double turn 5mm stitch



AI
Baselines
Costs

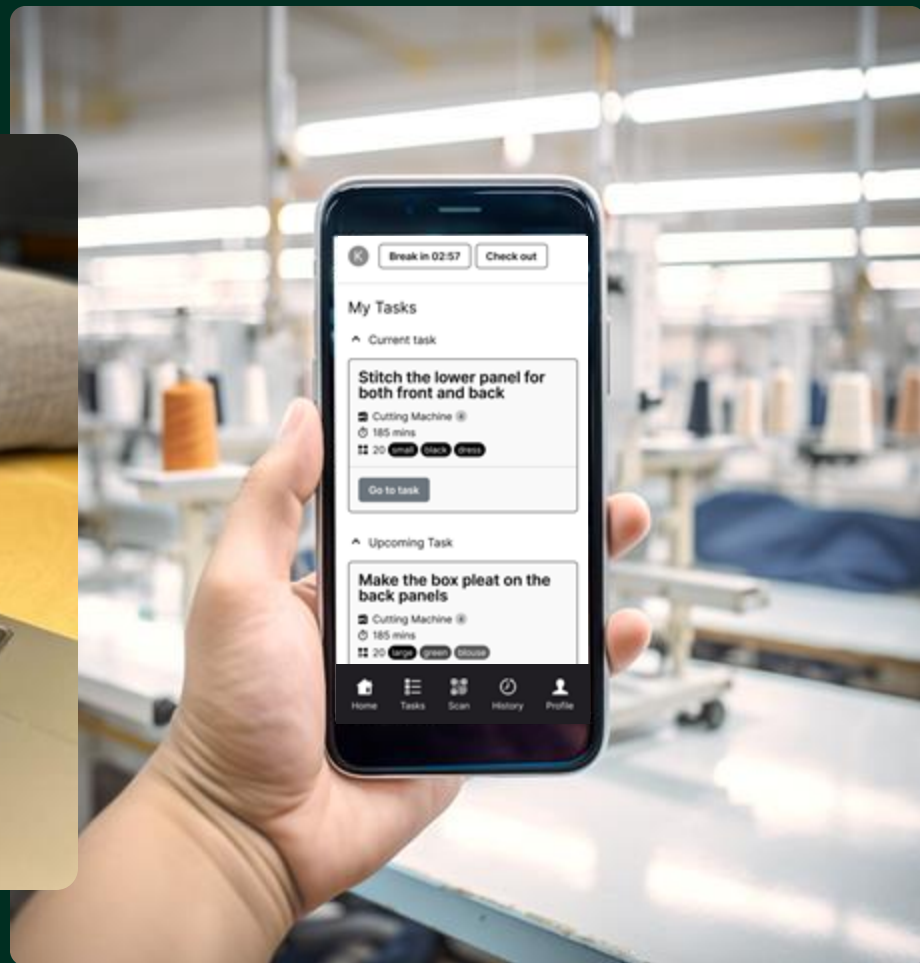
Capacity Visibility

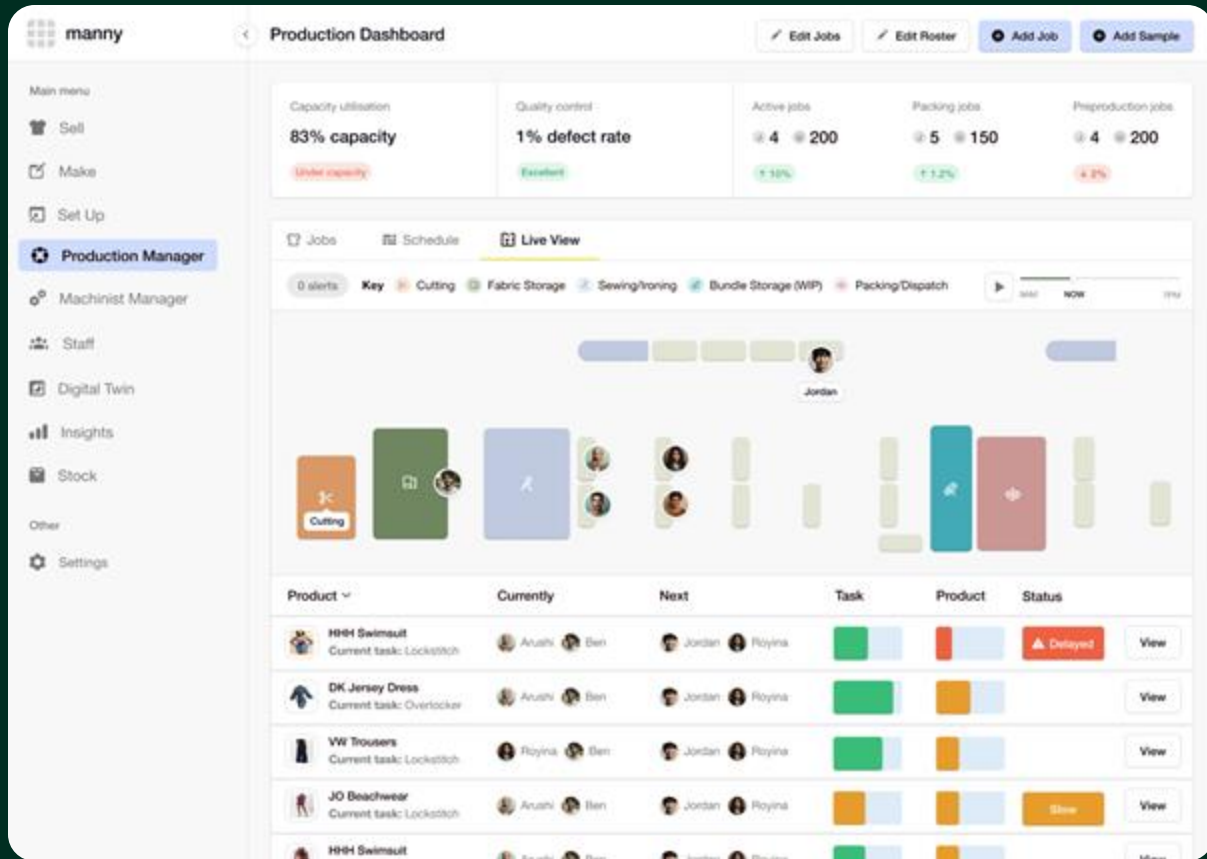


Converts
orders in
Hours



Supports
Factory
task
management





Test & repeat model's speed provides a commercial lifeline



30%
YoY
profitability

Factories

Factory Utilization
Rate

95%

On Time Delivery

80%

Profit Margin

20%

30%
emissions
reduction

Brands

Sell through Rate

3x faster sell-through

Average Cover

Around 6 weeks shorter

Average Discount Depth

15ppts shallower

Gross Basket Value

>£50 higher

mannyAI = Software + Service + Methodology



1

Identifying Existing Supplier

We go through your factory list and identify 2 factories to implement the programme.

- Link Fabric Supplier
- Link Label Supplier
- Link Trims Supplier

OR

Introduce you to our Partner Factory and Fabric Suppliers

2

Select Test Products

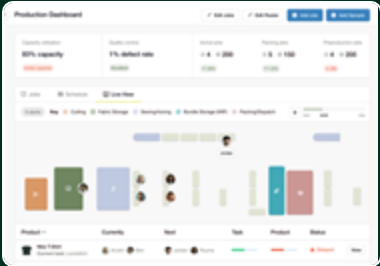
Work with the design and marketing teams to identify small, strategic batch of products to test.



3

Launch and Monitor

Set up real-time monitoring of sales data, customer feedback, and online engagement (e.g., website clicks, social media interactions).



4

Reorder, Provide Insights

For successful products, rapidly scale up production to meet demand.



Ideal Use Cases for Test and repeat



Fashion-Forward Collections (not stable product lines)

Ideal for fast fashion brands that need to adapt to trends quickly.



E-commerce Sales (not wholesale orders)

Works well for direct-to-consumer brands that can quickly adjust their offerings based on online data.





Contact us today

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m

manny AI