

RFID JOURNAL LIVE!

MAY 9-11, 2023 | ORLANDO, FLORIDA

Beyond Traditional Retail

Matt Alexander

Senior Director II

Acceleration & Support GM Salesfloor

Higher Expectations

THE
2020s

BEYOND TRADITIONAL RETAIL

Walmart expands the ecosystem that supports customers, enhancing processes that enable them to shop wherever and however they choose.

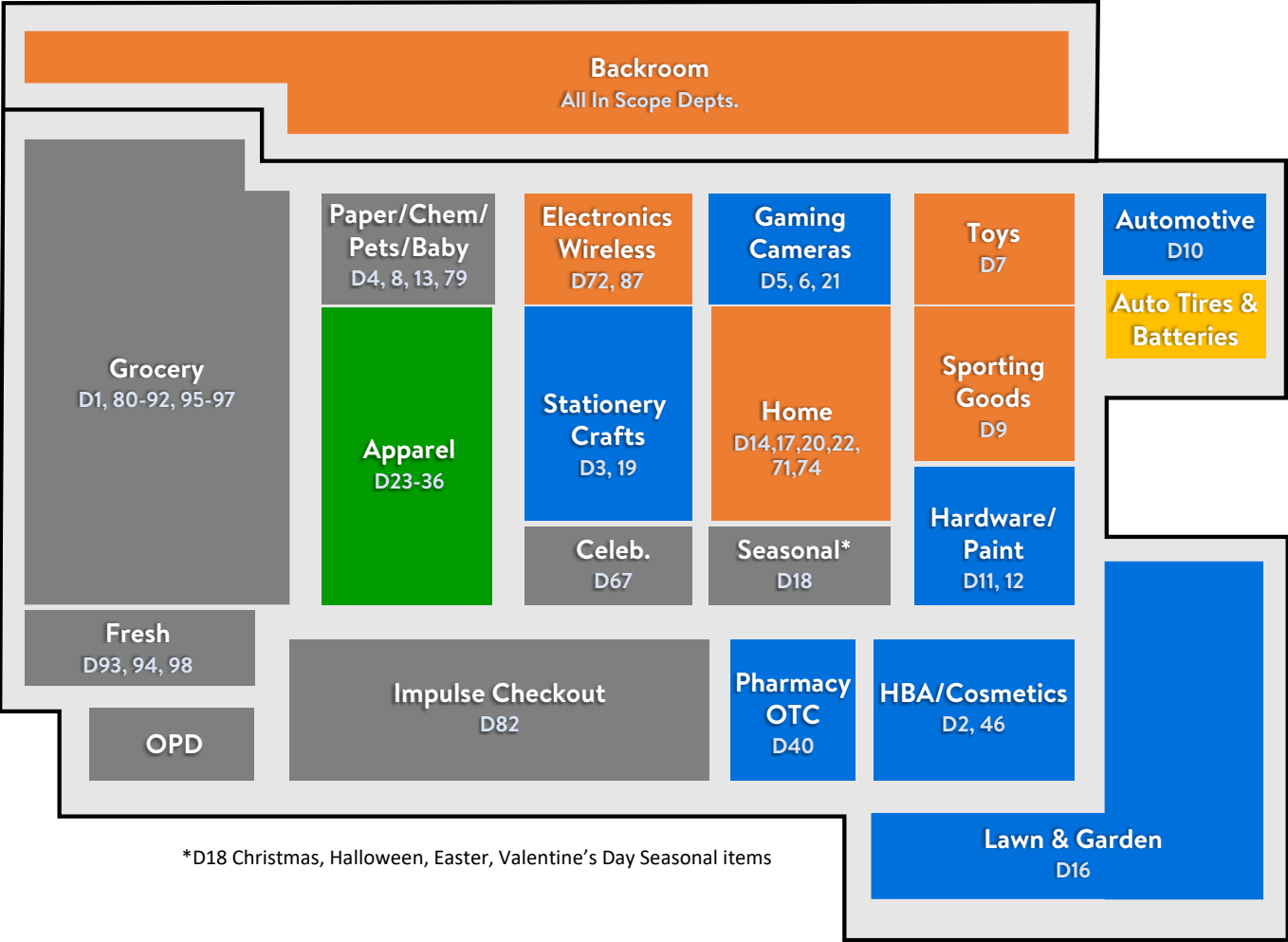


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Where We Left Off

- Complete
- InProgress
- GM Phase 1
- Out of Scope
- Discovery



Results



Pre-Sub
All Time High

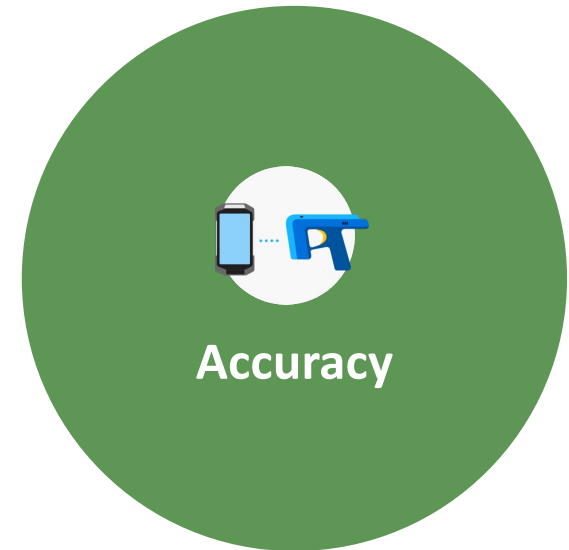
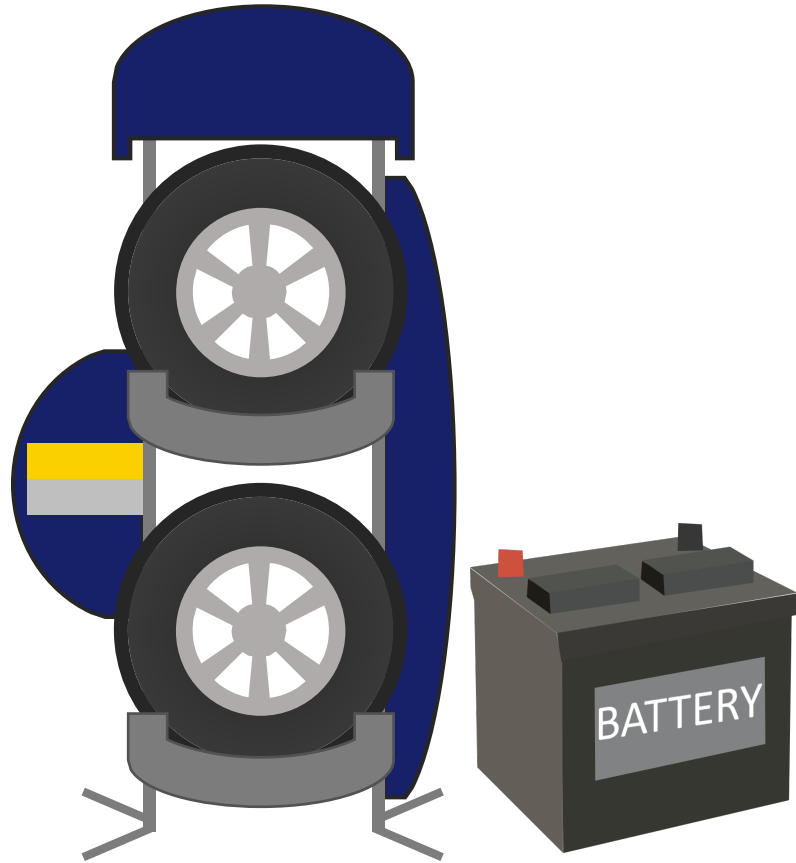


Sales
Record Peak WKs
Order Qty Growth



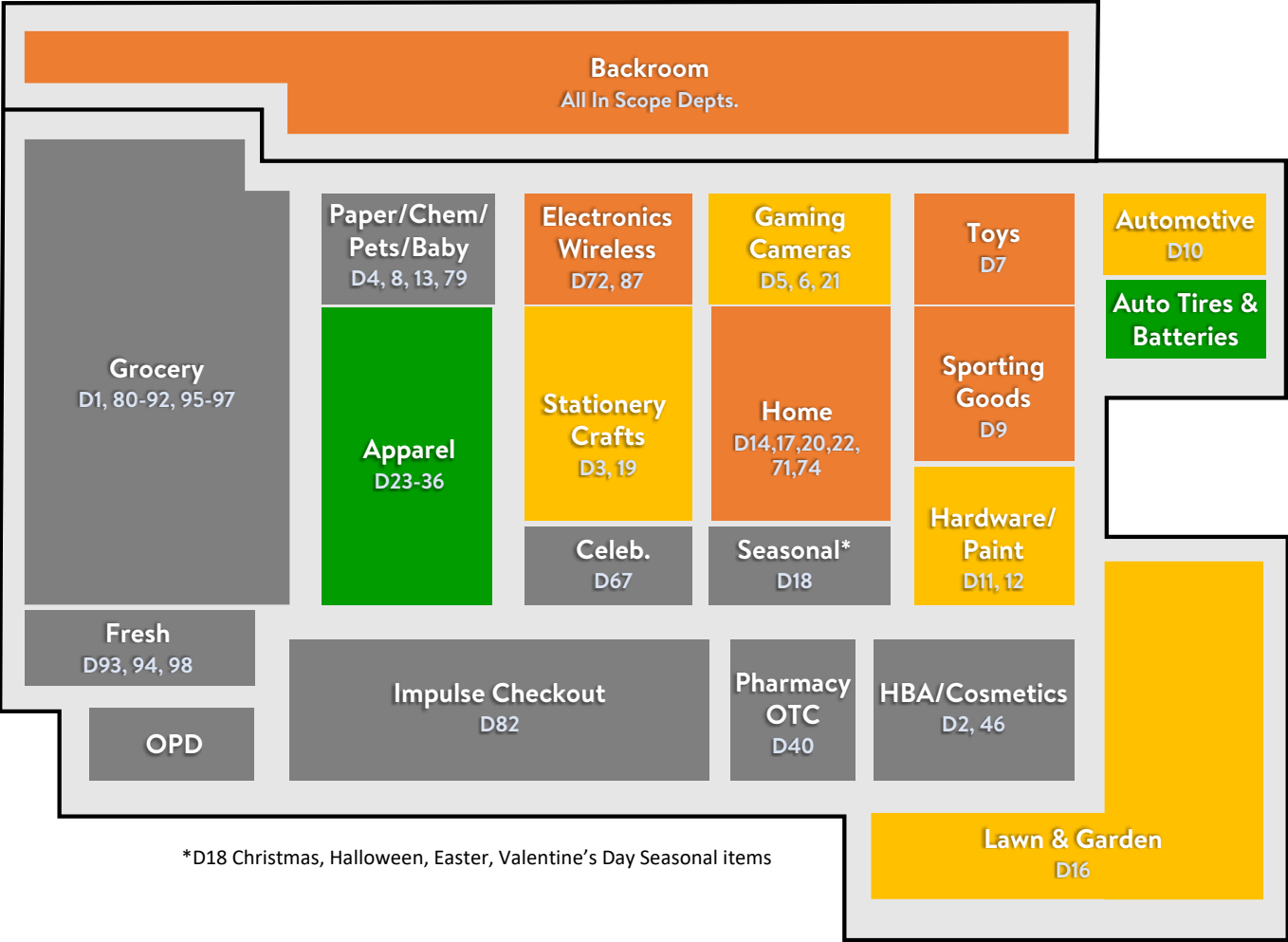
Accuracy
All Time High
+90% Execution

Results

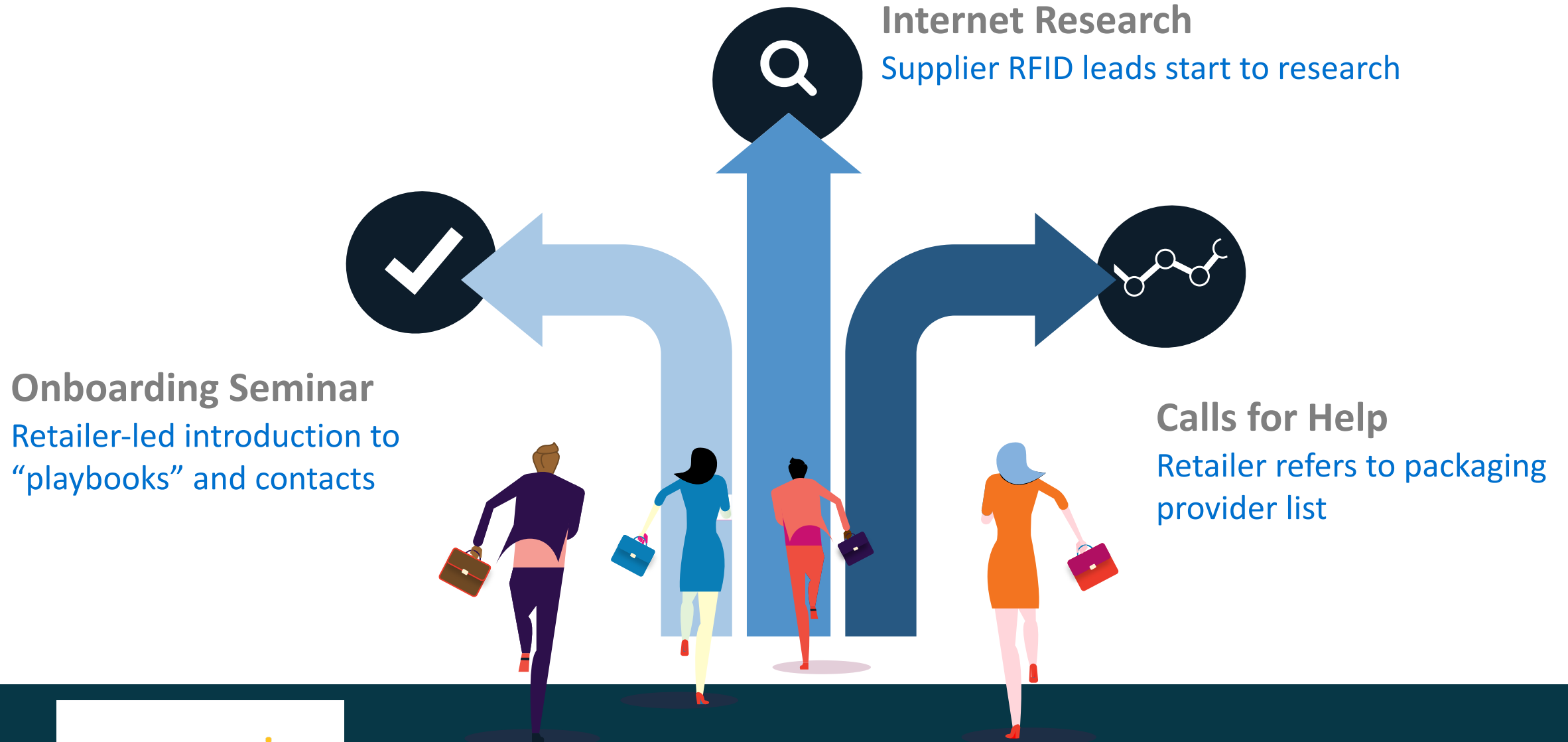


Where We Are Going

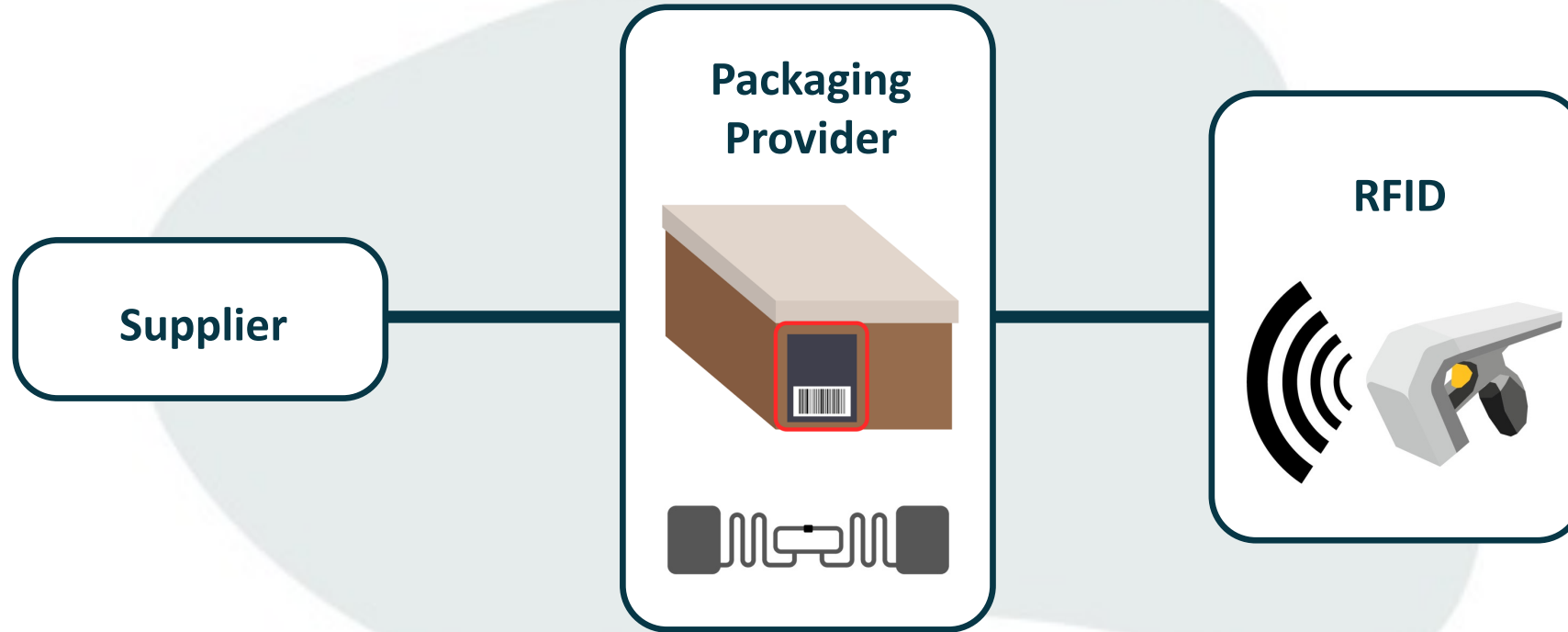
- Complete
- GM Phase 1
- GM Phase 2
- Out of Scope



Industry Onboarding



Packaging Provider



Industry Change

Rule #10 – Swim upstream. Go the other way.

Ignore the conventional wisdom. If everybody else is doing it one way, there's a good chance you can find your niche by going in exactly the opposite direction. But be prepared for a lot of folks to wave you down and tell you you're headed the wrong way. I guess in all my years, what I have heard more often than anything was: a town of less than 50,000 population cannot support a discount store for very long.

-Sam Walton

Sam's Rules for

1 Commit to your business.
Believe in it more than
anybody else.

3 More
alone

2 Share your profits with all
of your associates and treat
them as partners.

4 Commi
you pos
partners

Moving Beyond Apparel



Barriers to Entry

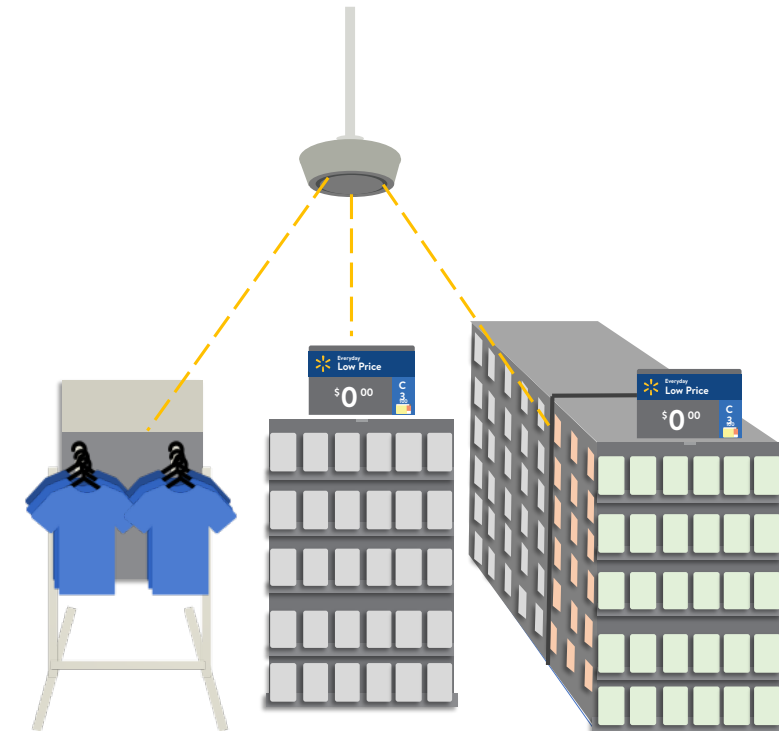
Introduction

Retailers tend to use a handheld wand.

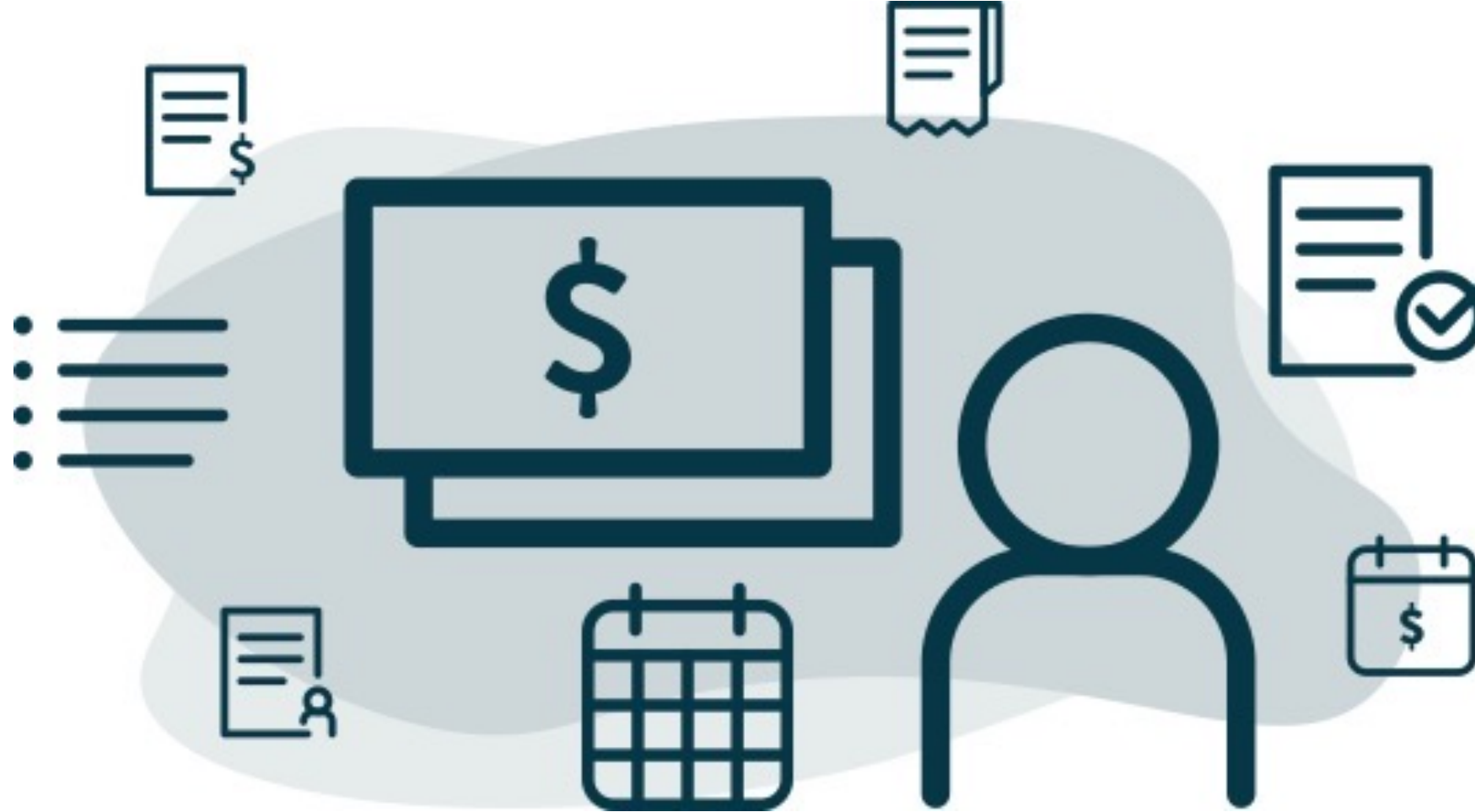


Unlocked

Retail customers are demanding real-time inventory.



Business Case



Responsibility

Rule #9 – Control your expenses better than your competition

This is where you can always find the competitive advantage. For 25 years running-long before Walmart was known as the nation's largest retailer-we ranked number one in our industry for the lowest ratio of the expense to sales. You can make a lot of different mistakes and still recover if you run an efficient operation. Or you can be brilliant and still go out of business if you're too inefficient.

-Sam Walton

Key Takeaways

**Continuous
Improvement**

**Industry
Onboarding**

**Removing Barriers
for Entry**



THANK YOU

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