

Asda Case Study



Sigma and Asda have been working in partnership since 1994. Born into providing GNFR warehouse management services. Today our role for ASDA has grown, seeing us take full responsibility for demand management, control, logistics management and installation of all store GNFR fixtures, as well as construction and mechanical & electrical works.



Overview

Managing all of Asda's GNFR equipment from multiple providers across their entire estate, we plan requirements on a project-by-project basis. Our 24/7 expertise ensures that the right equipment is procured in the right volume, stored securely and despatched to site exactly when it is required.

With a dedicated equipment centre, Asda has entrusted Sigma to manage their in-store fixtures, as well as supplying a dedicated logistics service, to help refurbish, recycle and reuse their instore fixtures avoiding unnecessary spend and to help generate 'free to use' stock for re-use in store.

The ACC, Asda Consolidation Centre undertook a detailed analysis project on the volume of fixtures and fittings that were being returned to the centre, it identified an unusually low trend of items being received, thus resulting in lower equipment to be reused and issued to Asda stores. In order to better understand the root cause, Sigma looked at the process involved and how to manage it going forward. With a new approach, we can now more-effectively manage items returned through a change to process and education to Asda stores. These options have helped create financial savings for our client in the region of £4million per annum.

Client: Asda

Worked with since: 2007

Projects delivered: Asda receive the full one-stop-shop end-to-end service solution from Sigma including equipment consolidation, fit-out, installation and approved M&E contracting

Teams: Fixtures, Construction, Shop Fitting, M&E

Project location: Nationwide



The Solution

Our initial analysis is based on 54 ASDA stores. Already, we have been able to work with these stores to identify and collect over 300 pallets of fixtures and fittings, of these, 30% were refurbished and returned to the ACC ready for distribution to stores requiring new fittings, generating over £20K in potential equipment savings. The remaining 70% was put through our established recycling process resulting in a metal rebate of over £14K. Based on this initial analysis, the new process has saved Asda over £34K that would have otherwise been spent on new equipment orders.

Scaled up across the Asda store estate and considering the number of refurbishments and store refreshes undertaken, this will ensure our client, Asda gains a considerable financial cost saving.

"I'm very pleased to have been involved with team on the success of the store visits and the results of our challenge to increase ACC throughput, I'm very enthusiastic to continue with both ensuring Asda continue to receive the best possible service and maximum efficiencies."

Martin Smith - ACC General Manager



Potential Cost Saving Model to Asda using the Sigma Consolidation Centre

