

## Series 6

Retail Express Merchandising – Series 6 is a **Next-Generation AI-Driven Merchandising for Retail & Wholesale Solution** — a new chapter in what is achievable in today’s increasingly competitive world.

### Customer Pain Points

Retailers and wholesalers face increasing pressure to:

- Optimise pricing and promotions while protecting margins
- Manage complex supplier relationships and trade
- Deliver consistent, data driven category performance
- Compete with omnichannel and e commerce acceleration
- Drive Revenue and Margin with Media & Marketing Communication
- Streamline processes, removing Silo’s and running the business with Spreadsheets
- Maintain accurate demand forecasts across volatile markets

### Solution Summary

Retail Express Merchandising – Series 6 is a complete end to end merchandising platform designed for grocery retailing, supermarkets, convenience, e commerce operators, and fresh and packaged goods wholesalers.

Powered by Vanguard AI, Series 6 introduces a new generation of advanced modelling infrastructure that elevates to new levels forecasting accuracy, pricing intelligence, promotional optimisation, and supplier collaboration. It builds on Retail Express’s proven merchandising capabilities to deliver a smarter, faster, and more adaptive solution for modern retail.

## Top 3 Differentiators

**1**

### Vanguard AI Modelling Infrastructure

A breakthrough AI platform delivering superior demand forecasting, predictive analytics, and optimisation across pricing, promotions, and category decisions.

**2**

### True End to End Merchandising Coverage

From everyday pricing, promotions, to trade funds, media, category management, and supplier collaboration — all in one unified platform.

**3**

### Built for Retail & Wholesale Complexity

Designed specifically for grocery, convenience, e commerce and wholesale environments where accuracy, speed, and scale matter, now delivering Autonomous Optimised Promotion Planning.

**Transform your pricing into a growth engine.**

Retail Express – Intelligent. Integrated. Profitable.

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# Customer Success Snapshot

Retailers using Retail Express solutions typically report:

- Increased margin through smarter pricing
- Stronger promotional ROI's
- Improved forecast accuracy/ Demand Planning
- Increased Promotional Supplier Funding
- Better Supplier Alignment through Collaboration
- Reduced manual effort in planning cycles
- End-to-end Process Improvements – remove silo's

## Core Platform Modules

The solution partners with retailers to navigate three distinct stages of maturity, moving away from traditional, siloed buying:

### Everyday Price Optimisation

AI driven pricing that balances competitiveness, margin, and customer value.

### Promotion Planning & Analysis

Predictive models that identify the most effective promotional mechanics and timing.

### Trade Funds Management

Collaborative Planning & Negotiation Portal - Full visibility and control over supplier funding, claims, and performance.

With Series 6 "Vanguard AI", Retail Express delivers Autonomous Promotion Planning & Price Management - A new chapter in the use of AI to improve retail outcomes, whilst reducing effort by up to 30%, giving time back to time-poor Category teams for more Value creation.

### Retail Media & Activation

Tools to plan, evaluate, and optimise retail media investments in conjunction with Promotion & Supplier Planning.

### Category Management

Data driven insights to drive 'go to market' strategy & shape demand, assortments and category strategies.

### Supplier Collaboration

Shared planning environments that improve alignment, transparency, and sharing of Sales, Forecasts & stock.

### Advanced Forecasting & Analytics

Vanguard AI delivers next level accuracy and scenario modelling, multiple algorithms, and automated model training.

## New Advanced 'Series 6' Solution Modules

### Advanced Promotion Planning & Optimisation

Advanced AI Planning that Autonomously identifies the Optimal Promotions and recommends promotional mechanics and timing.

### Sales & Operational Planning (Retail S & O.P.)

Long Term Planning/Forecasting for Retail Business provides Financial & Operational Planning, Scenario Analysis & Plans which can be implementable Operationally

### Advanced AI Modelling & Demand Planning Platform (Vanguard AI)

A breakthrough AI Platform delivering superior demand forecasting, predictive analytics, and optimisation across pricing, promotions, and category decisions and market gaps.

## Series 6 – Additional New Features

- Enhanced Trade Funds Portal with real-time two-way negotiations
- Joint Supplier Business Plan – Includes Annual Plan, including O&A/ Claims
- Deeper AI driven automation, driving Prices & Promotions optimisation
- Expanded retail media capabilities – Digital In-Store Marketing
- New Supplier Collaboration modules sharing Forecasts/Stock & Sales
- Industry specific AI models. Multiple meta learners, add new Algorithms
- Vanguard AI's factory' infrastructure to scale the management of AI Models
- ESL & Autonomous Intra-Day Pricing Capability
- Support for Fast Commerce – Multiple Price Lists, etc.
- Markdown Management – Including Day-to-Day F&V Pricing - based volumes
- New Management and User Dashboards
- Support for External Agents through Model Component Protocol (MCP)
- New Management and User Dashboards

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