



## KGS (Kering Group) unifies Global Sourcing with CBX Software



### Snapshot

**Customer:** KGS (formerly Redcats)

**Retail Sector:** Retail, multichannel apparel, home furnishing

**Business Need:** A solution to more efficiently manage materials, quality, sampling and supplier collaboration

**Solution:** CBX Total Sourcing Management Platform with modules for sourcing, supplier collaboration, order management

**Result:** Lower production costs, improved margins and enhanced supplier collaboration

*KGS Sourcing (formerly Redcats), is the sourcing group for a range of retailers formerly under the Redcats Group, now held by luxury retail group, Kering. The Group is a world leader in the online distribution of fashion, home decoration, sports and leisure goods. The company has a broad portfolio of own brands and external customers in 28 countries in the U.S. and Europe, including La Redoute, La Maison de Valerie, Vertbaudet, Somewhere, Cyrillus, Daxon, Empire Stores, Ellos, Chadwick's, Metrostyle, Jessica London, Woman Within, Roaman's, KingSize, Brylane Home, The Sportman's Guide and The Golf Warehouse. Redcats retail operations include catalogues, e-commerce and physical stores which serve over 24 million active customers generating over 3 billion Euros in sales with almost 12,000 employees.*

### Challenge

As their business grew, KGS faced increased complexity with managing suppliers, sourcing and material for multiple brands and retail channels in different countries. With the complexity of requirements across their various banners and the need to reduce costs, the company identified an opportunity to collaborate more effectively with their suppliers to optimize design concepts, sampling and testing. They also wanted to standardize product development processes across internal teams and through the supply chain in order to reduce lead times and more effectively support their brands.

## Solutions

After evaluating a number of vendors offering various solutions, KGS selected the CBX Total Sourcing Management (TSM) Platform, a Concept to Delivery solution, which was tried and tested by numerous leading global retailers and brands. CBX Software was selected based on its strong capabilities and functionality in sourcing and supplier management. The tool enables Redcats to more efficiently manage and update vendor profiles and vendor scorecards, sampling, material information, along with other service provider information. CBX provided Redcats with the capability to more effectively plan and forecast vendor production and maintain high quality and compliance standards. Redcats also received CBX's advanced reporting feature which helps them manage supply chain issues and resolutions more effectively.

## Result

Implementing CBX provided Redcats with the ability to better manage their product development cycle across their brands and also get their products to market faster, in some cases reducing their lead times by up to 30 days. In the world of fashion, such an improvement means better sell-through and dramatic margin improvements. The CBX sourcing management enabled Redcats to maintain better relationships with their suppliers, improving communication and performance levels on both sides.

## Key Benefits

- + Improved communication with suppliers on specifications , sampling and testing
- + Lower design and production costs and improved margins
- + Automation of workflow and sourcing processes, resulting in cost savings
- + Real time visibility into entire sourcing and production workflow
- + Improved collaboration both internally and with suppliers and other service providers



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*KGS went through an extensive evaluation for its global sourcing systems and ultimately decided on CBX because of its comprehensive capabilities and ability to support us in Asia.*

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**Glenda Wee,**  
Chief Executive Officer,  
KGS Sourcing

### About CBX Software

CBX Software has simplified the business of global sourcing; transforming traditional methodologies into fast, friction free supply chains through our real-time cloud based Total Sourcing Management Platform (TSM). We help retailers, brands and manufacturers manage and empower the supply chain from plan to pay - one intelligent collaboration solution for an enterprise to plan, spec, source, assure quality, order, make, inspect, ship and pay. Over 20,000 users in more than 30 countries rely on CBX including: Target, Safeway, Kmart, Charming Shoppes and others.