

Overview

Martec is an independent retail consultancy practice. Formed in 1987, it was developed from the start as a center of international retail expertise, working with companies in North and South America, Europe, Australia and the Far East. Our consultants work around the globe and apply international experience to devise best practice solutions for our clients.

Martec's core competence is retailing. We apply best practice business processes, information technology and learning methods, to improve retail performance for our clients.

We focus entirely on the retail industry; it is our only business. All partners and consultants have formerly worked in one or more retail organizations, as senior executives or information technology specialists, and in some cases both. We have an extensive knowledge of the industry and a thoroughly practical approach to our clients' real needs.

We work in all retail sectors, hard goods and soft goods, specialty and department stores. Our skills are in business planning, merchandise management, warehousing and distribution, supply chain management, store operations, marketing, and information technology.

In parallel with our consulting services, we have developed a range of instructor led or online training programs. Our content covers all aspects of retailing from basic knowledge to advanced courses on merchandise planning, inventory management and supply chain management.

Martec's focus areas are:

- Omni channel retailing
- POS and Store Operations
- Business process design and implementation
- IT Strategy and Systems Selection and Implementation
- Merchandise Planning
- Merchandise Forecasting and Replenishment
- Merchandise Management
- Supply Chain Integration
- Vendor Partnering
- Warehousing and Distribution
- Data warehouse and Decision Support Systems.

What makes Martec different:

- We're all retailers
- We have in-depth understanding of retail business practices
- We have the process, technology and learning skills to provide total solutions
- We're international, not global (consultants work in multiple countries and see best practices in many countries, not just one.)
- We provide significant thought leadership
- The partners do the work too.

