

RetroSpective, an up-and-coming designer eyewear retailer, was growing rapidly. But as they grew from an online-only business to a brick-and-mortar chain, keeping track of inventory was becoming increasingly complicated.

Working with Tabulate software, RetroSpective saw an immediate 16% jump in profits--and in the year since, has seen steady growth quarter after quarter.



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Laurence Marchand, RetroSpective C.E.O., was constantly looking for a better way to manage inventory. Like most retailers--from small mom-and-pop shops to multinational chains--RetroSpective needed to know what stock they had on hand, what they needed to order, and where everything was located at any given time. And like many retailers, RetroSpective was constantly frustrated by hitches in their management of inventory:

“We had our biggest order ever come in, from a big-box retailer. The whole management team was celebrating--and then we realized we just weren’t sure we had the stock on hand to fill the order.”

When Marchand and his partner, Lily Anderson, started RetroSpective, they had a lot of big dreams. For Marchand and Anderson, the eyewear company was more than a way to express their creativity and support their families--it was a way to give back to their community. Not only does RetroSpective employ residents of Chicago Heights, where they are based, but the company returns 10% of its profits directly to the community. When they considered everything RetroSpective has come to mean to Chicago Heights, Marchand and Anderson felt tremendous pressure to get it right.

“Our growth over the last year has meant going from ten employees to nearly ninety,” Marchand says. “If we keep on track we can more than double that in another year. If it all crashes down because we don’t know how to manage a larger company-- I’m the one that has to look at my employees and tell them they’re out of work. That’s not a day I want to ever see.”

Fortunately, RetroSpective was able to fill their first big-box order--but it was a close call that made Marchand uncomfortable. Realizing that he needed to keep a closer eye on inventory, he invested in inventory management software. The first inventory management system, however, had a high error rate, and RetroSpective quickly moved on to a different setup. The second system was much more accurate, and Marchand felt instantly better knowing exactly how many of each style of frame he had in stock and where each was located in his warehouse. But soon it was clear that RetroSpective was still spending too much time warehousing slow-moving stock and paying too much to rush production and delivery of items that were selling quickly.

RetroSpective wasn't ready to give up, though. Marchand and Anderson were committed--to their dream and everyone their dream benefits.

When Marchand heard about Tabulate, he was understandably skeptical--RetroSpective had been disappointed over and over with inventory management systems. But skeptical is fine by us. Tabulate representative Jauna Bajwa sat down with Marchand and listened to exactly what he needed. Jauna was confident that Tabulate and RetroSpective could work together to solve RetroSpective's inventory management headaches.

"The needs analysis that Jauna walked me through was eye-opening. She asked me questions about aspects of our business that I didn't even realize could benefit from stronger inventory management."

We created a system for RetroSpective that not only met the company's present needs but that anticipates needs they'll have as they grow and as supply-chain conditions change. Now Marchand and his team can track sales figures and make effective projections about what to order. They even have an integrated supply-chain tracker that alerts them as problems develop along the chain.

"When the pandemic first started, we knew right away that we were going to face shipping delays from China. Knowing that up front gave us time to find alternatives and make sure we're still able to fill orders. Tabulate has made a huge difference for us this past year."

Exactly how big of a difference has Tabulate made? Having software that tracks inventory, generates easily interpreted sales graphics, and notifies RetroSpective about supply-chain issues has increased the company's yearly profit by 21%. That's huge.

In the first two months after contracting with Tabulate, RetroSpective saw a 16% growth in profits. And despite the tough economic climate in the months since, profits have continued to rise.



Knowing what this growing company means to the Chicago Heights community, Tabulate is proud to be a part of RetroSpective's continued success. Tabulate Inventory Management Software can be configured for any size business in any industry. It's easy to use, it's accurate, and it's a product we here at Tabulate are proud to offer.

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