



What You Need to Know: Merchandise Services

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SVP Merchandise Execution

Save
money.
Live
better.

Walmart Business Model

EDLP



Everyday low prices across the box

EDLC



Operating at the lowest cost possible

Broadest Assortment



Delivering one-stop shopping

Merchandising Principles Making an Impact



People



Price



Product



Promotion



Responsibility



Place

Merchandising Services

Merchandise Services is the center of excellence for US merchandising. Driving execution and results through integration, innovation, change management, best practices, and decision-making across the SBUs

Merch Execution

- Productivity Improvements (Modulars, etc.)
- Implementation of consistent best practices

Replenishment

- Improve inventory Management (Turns, In-Stock)
- Strategic partner with organization
- Improve efficiency

Space Productivity

- Local assortment improvements
- New format space optimization

Small Formats

- Neighborhood Market Expansion and Continuous Improvement
- Strengthen profitability for Walmart Express

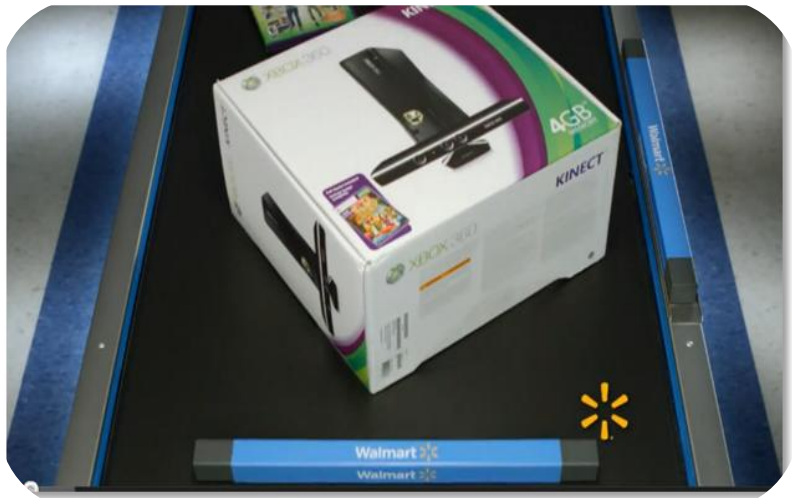
Process & Analysis

Signage Development & Traits

Merchandise Execution: Grocery, H&W, Consumables

Merchandise Execution: General Merchandise

Alaska & Hawaii Merchandising



Drive sales with improved customer relevancy and price impression



\$299

KINECT for Xbox 360

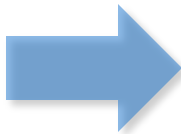
YOUR SHAPE Evolved 2012

Learn more
Scan with our free app: walmart.com/mobile or text WMTAPP to 63257

Bonus

Xbox 360® 4GB Console and Kinect™ with Bonus
 • Bonus: Fitbit Ultra Wireless Activity Tracker and Your Shape Fitness: Evolved 2012
 • Includes Kinect Adventure! game, wireless controller, composite AV cable, and 1-month Xbox LIVE Gold Membership
 Only at Walmart

Find fun for everyone. AND WINNING PRICES.



Key Initiatives



Features



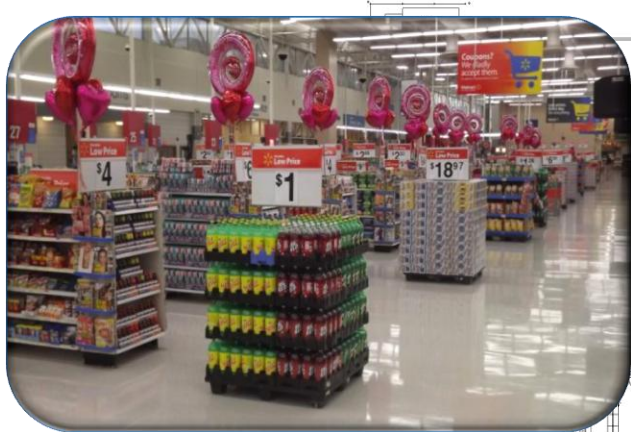
Action Alley



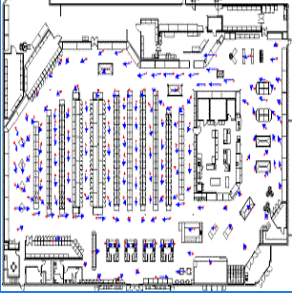
Modulars



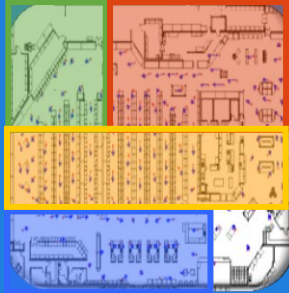
PDQs



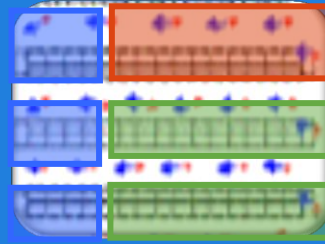
Re-format



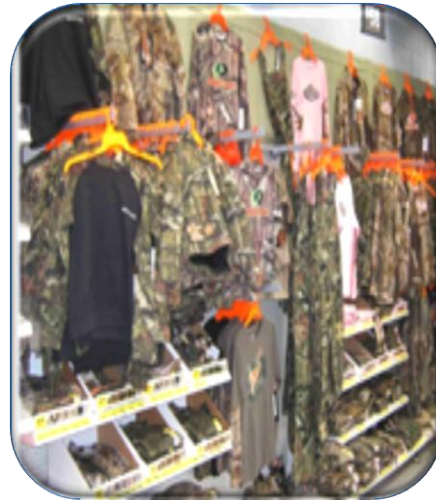
Re-design



Re-flow



Re-assort



PDQs

In Compliance



Out of Compliance



