

# How Fozzy Group uses invent.ai to transform demand forecasting and boost revenue

## Key Results



Increased forecast accuracy



Reduced stockouts and product spoilage



## Case Study

## Solutions

## Forecasting

### About Fozzy Group

**Number of employees:** 30,000+

**Number of stores:** 700+

**Number of DCs:** 4

## Background:

### Leading Ukrainian grocery retailer driving innovation

Fozzy Group is one of Ukraine's largest retail and industrial businesses, with more than 1,100 outlets and over \$3 billion in annual revenue. The company has built its reputation on efficiency, innovation and its ability to deliver fresh products to stores across the country through its own distribution network. As part of its ongoing efforts to modernize operations and stay ahead in a competitive retail market, Fozzy Group continuously explores new technologies that support better decision-making and operational agility.



Invent.ai's sophisticated, cloud-based forecasting solution that leverages AI is perfectly in line with our desire to enhance our demand planning, allowing us to be more proactive and innovative in the new retail world. I believe the science and technology that invent.ai brings will help us achieve higher forecast accuracy and make data-driven decisions quickly and efficiently. Plus, their continuous support and innovation will help us to take our business to the next level.

**Maksym Tipukhov**  
Demand Forecasting Director  
Fozzy Group

## Challenge:

### More accurate, scalable demand forecasting

With a large number of SKUs—more than 42,500 and growing—and increasingly complex consumer behavior across multiple channels, Fozzy Group needed a more precise and scalable approach to demand forecasting. Traditional systems were no longer keeping up with the pace or detail required to plan effectively. The team wanted a forecasting solution that could support detailed, store-level insights and help them reduce inventory carry costs, avoid lost sales and make the most of their shelf space.

To find the right partner, Fozzy Group ran a competitive review of 11 vendors. Their top priority was accuracy. The company needed a solution that could deliver reliable forecasts across all levels—from Store-SKU-Day to Category-Channel-Week—while also managing new product launches, promotional activity and fluctuating demand patterns.

## Solution:

### Leveraging invent.ai's AI-powered platform for accurate demand forecasts

Fozzy Group selected invent.ai for its AI-powered demand forecasting solution. The platform outperformed all others in terms of forecast accuracy and met the company's need for a system that could scale with their operations.

Invent.ai's fully automated forecasting system uses advanced AI to model real-world retail variables, including demand, substitution effects and promotional influence. It provides probabilistic forecasts, enabling more confident decisions about what to stock, where and when. This level of detail allows Fozzy Group to plan more precisely and adjust faster to changing customer needs.

With this partnership, Fozzy Group gains more than just a tool—they gain a strategic capability. The solution is feeding data into their inventory systems, helping teams reduce waste, respond faster and operate with greater clarity. The ongoing collaboration with invent.ai also brings continuous updates and support, allowing Fozzy Group to stay agile and future-focused.



# Results:

## Improved accuracy and operational efficiency

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By partnering with invent.ai, Fozzy Group has seen measurable results across its forecasting and inventory operations:

✦ **Increased forecast accuracy across 42,500 SKUs**

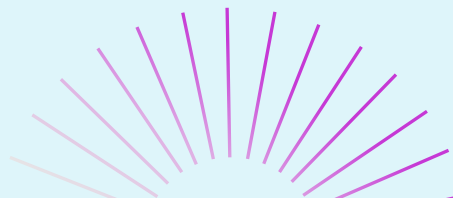
✦ **Reduced stockouts and product spoilage**

✦ **Improved forecasting for promotional items**

✦ **Better demand planning for new SKUs and store openings**

✦ **Lowered days of supply while maintaining product availability**

✦ **Faster adaptation to demand shifts across channels**



As Fozzy Group continues to scale and evolve, its investment in advanced forecasting technology is helping build a more agile, efficient retail operation—one better equipped to meet the needs of modern customers and drive long-term revenue growth.



## About invent.ai

Invent.ai is a multi-agentic AI-decisioning platform that enables retailers to turn data into real-time decisions and intelligent actions across inventory, pricing and merchandising. Powered by a multi-agentic AI architecture, the platform predicts outcomes, refines strategies and executes merchandising decisions at scale —driving measurable sales, revenue and margin performance. By combining advanced AI with deep retail expertise, invent.ai helps retailers across the globe navigate dynamic markets, improve operational efficiency and achieve sustainable financial outcomes.

Invent.ai is recognized in the Gartner® Market Guide for Retail Forecasting, Allocation and Replenishment Solutions and for Retail Unified Price, Promotion and Markdown Optimization Applications – Short Life Cycle. The company has also received the RetailTech Breakthrough Awards' Customer Experience Award, SupplyChainBrain's Great Supply Chain Partner recognition and Supply & Demand Chain Executive's Top Supply Chain Projects award.



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