



K-Libre

smart *inventory* flow

AI DRIVEN INVENTORY MANAGEMENT

RNV.ai



K-Libre

smart *inventory* flow

K-Libre is a SAAS product that *enables* retail companies to *solve* allocation problem of millions of inventories between hundreds of sales points *by using* AI and ML driven demand prediction and optimization algorithms





PROBLEM

**Right allocation of
inventories between
sales points
to meet customer needs**

RESULT

Overstocking or **understocking** of products at sales points resulting to unsatisfied customer needs lead to great **financial losses** in the long term.

Over Stocking

- Lower Working Capital
- Warehousing Costs.
- Depreciation.
- Logistic Costs
- Handling Costs

Under Stocking

- Missed sales opportunities.
- Paying more for inventory
- Lost consumer loyalty
- Higher shipping costs

MIS ALLOCATION OF INVENTORY

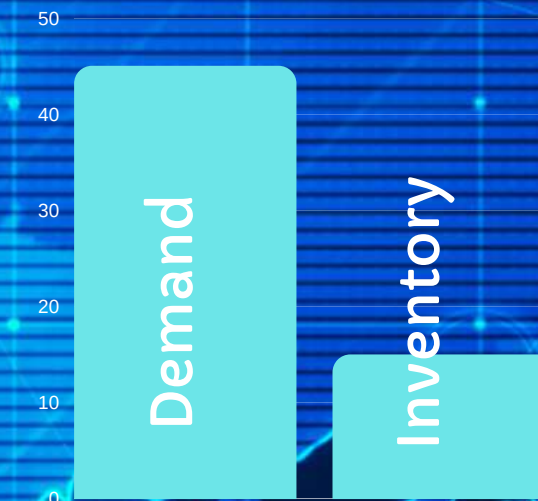


Store 1



Product 1
Store 1

LOST SALES



Product 1
Marketplace 1

LOST SALES

CUSTOMERS WHO CAN'T FIND RIGHT PRODUCT IN THE RIGHT SALES POINT

15%

Return back to buy
the product

40%*

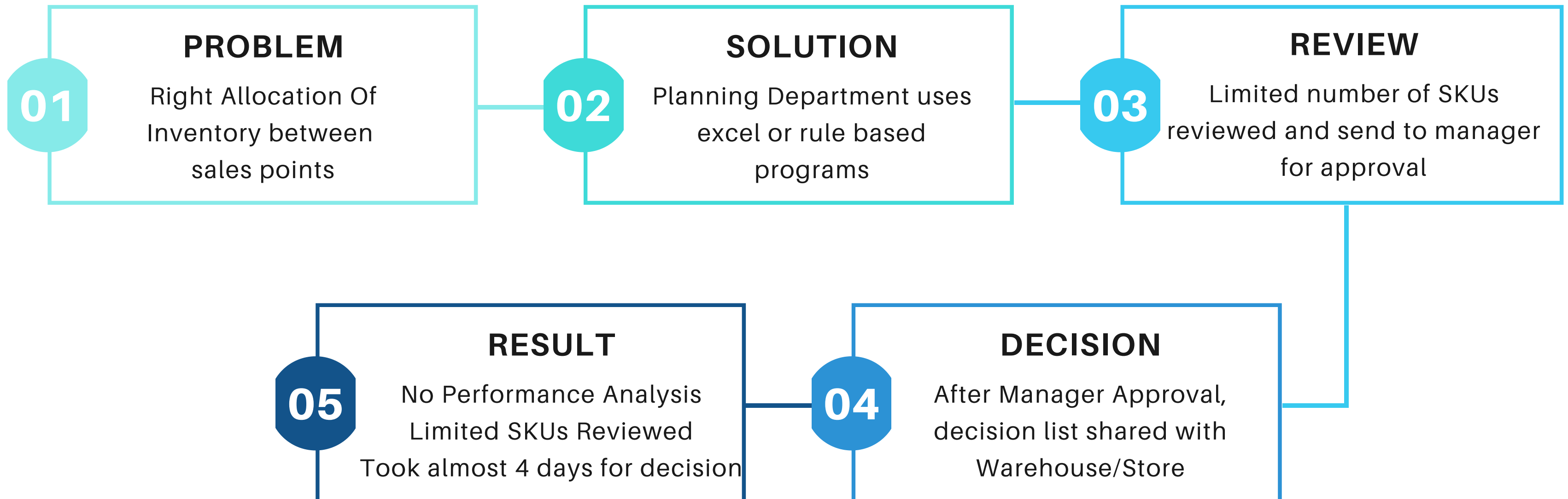
Lost Customers
(Demand Loss)

45%

Demand shift to
different product

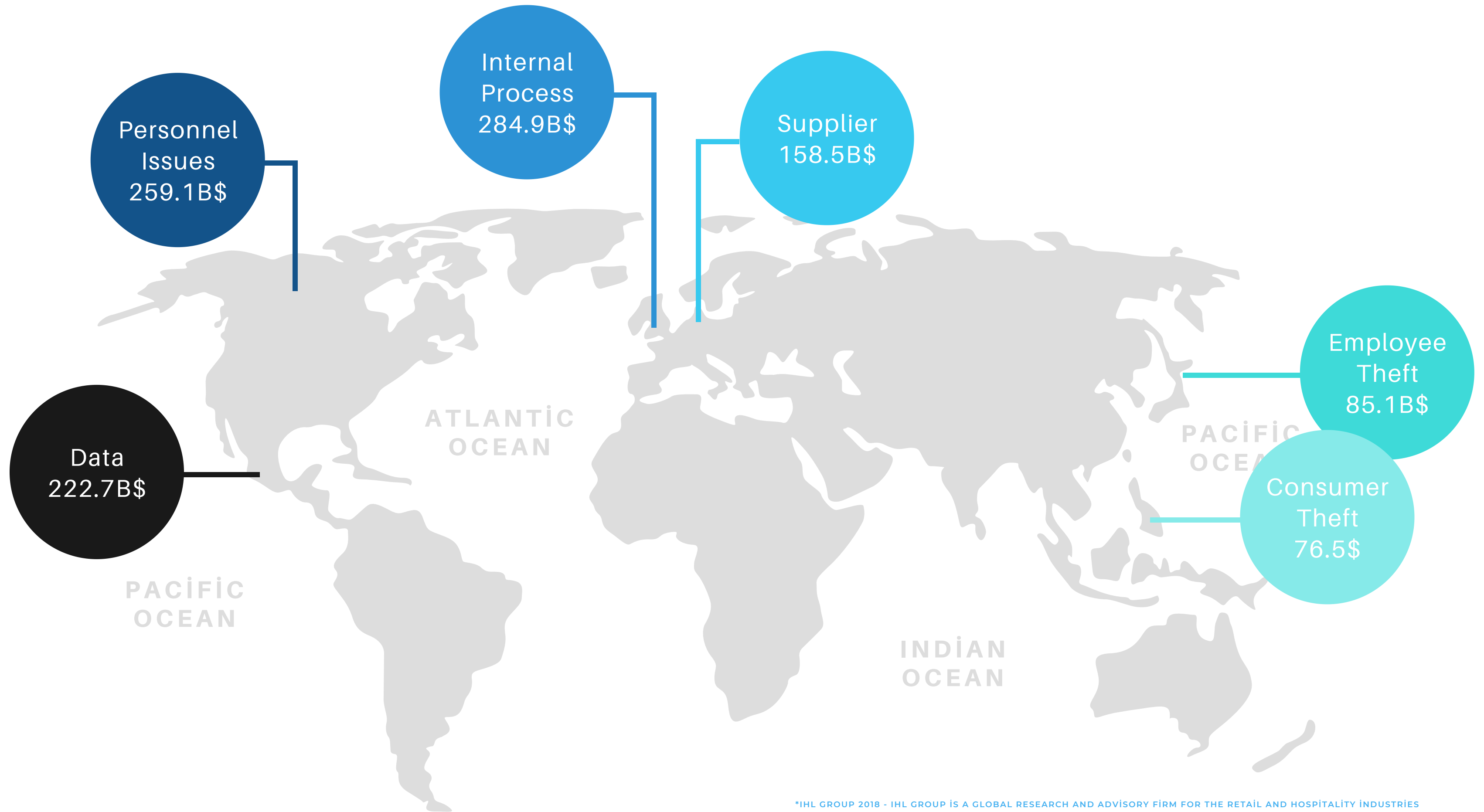
The Stages of Current Solutions

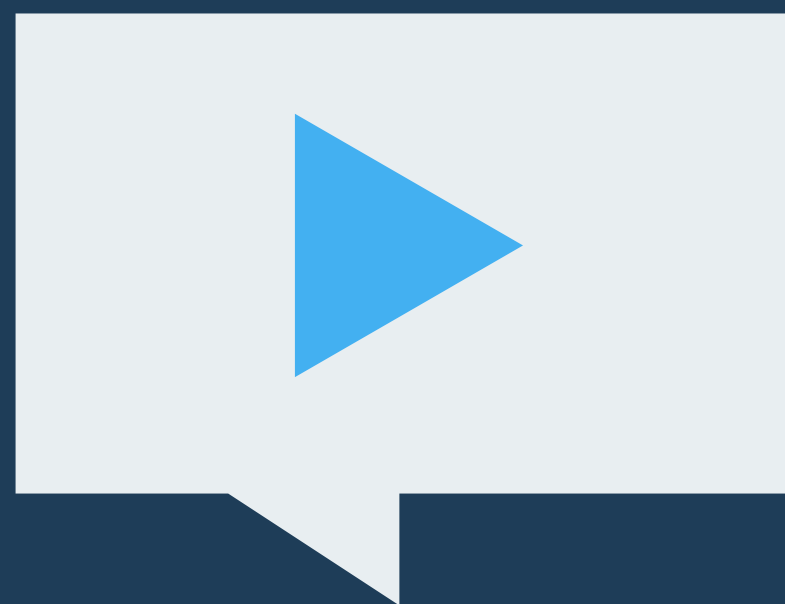
Generally leads to long lead times and poor decisions



Target Market

Stockouts cost retailers an estimated \$1 trillion every year*





OUR SOLUTION

K-Libre

LET'S K-LIBRE IT !

Better Decisions , More Profit !



● Solution ●

Collecting the big data of your company and each of your stores and products, K-Libre enables you to make the right decision of ;

1

Performance tracking with
customer friendly

Dashboards

working integretad with all
your data sources

2

Algorithmic Inventory
Decisions;

1 – Initial Allocation

2 – Replenishment

3 – Transfer

of high number of products

3

Cost optimization ;

1– Logistic Cost Opt.

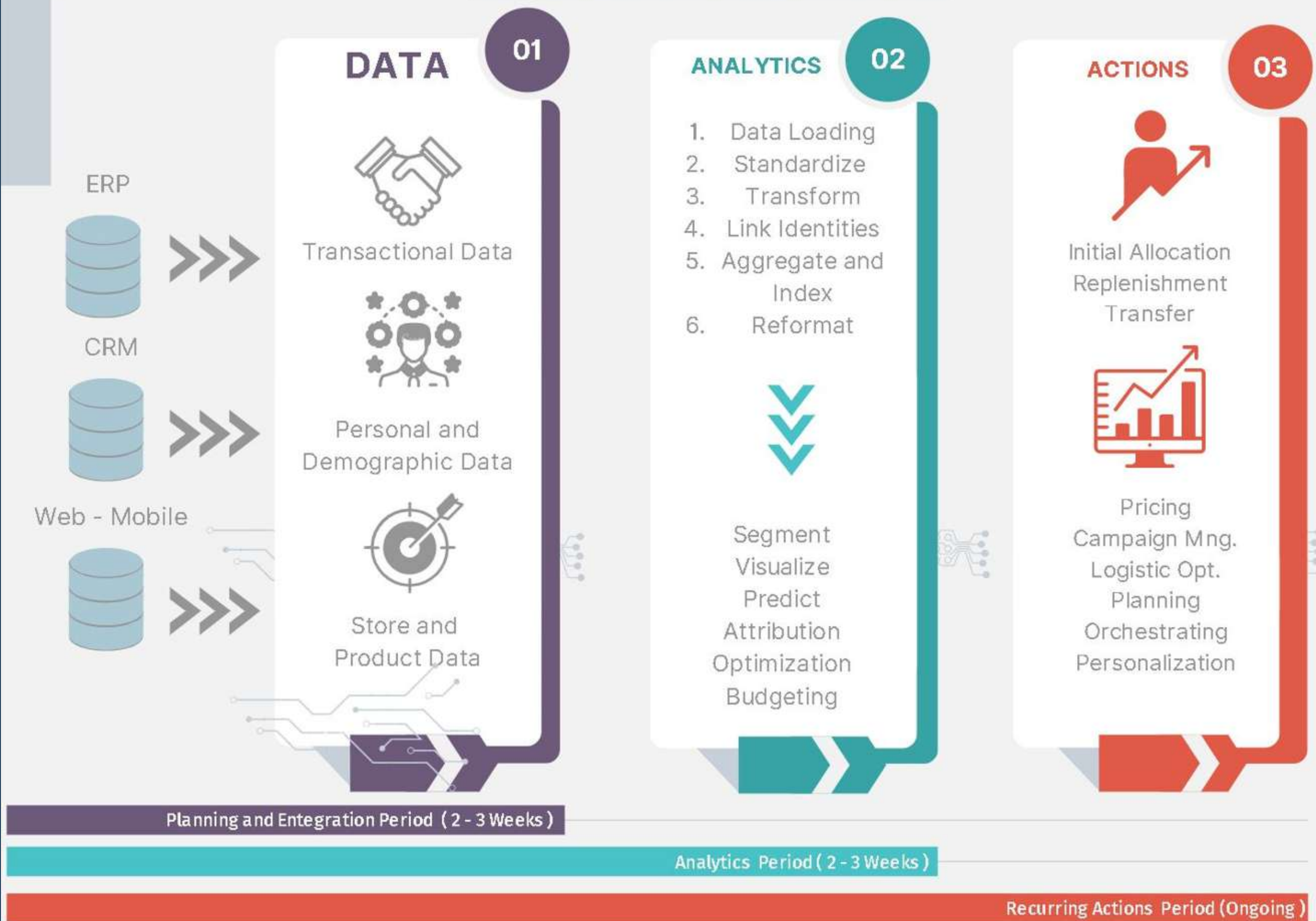
2– Route Optimization

3 – Markdown Optimization

4 – Personnel Shift Planning

5 – Budget Tracking

K-Libre Process Flow



UNIQUE SELLING PROPOSITION

PRODUCT

K-Libre is a real scaleable product that has user friendly interfaces with easy integration features with ERPs

COMPETITION

Strong Integration capability with higher demand prediction accuracy

CALCULATION

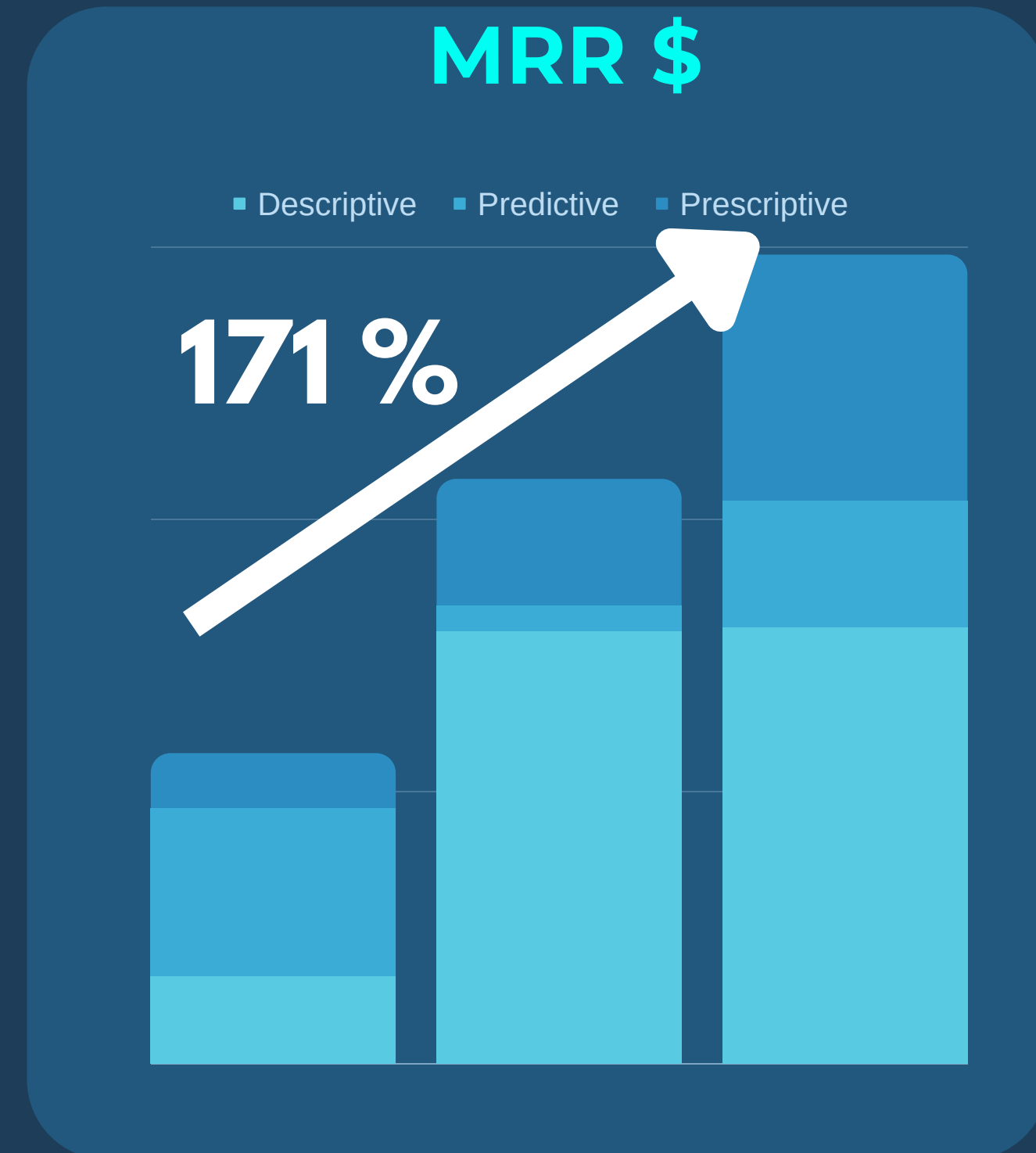
Cloud based AI and ML Driven Algorithms with proved improvement results in current customers

STRUCTURE

Modular infrastructure enables user to add special features like pricing analysis, discount analysis or customer segmentation

K-LIBRE NUMBERS

- 7 customers 13 brands
- 3 continents
- MRR\$ tripled between 2020-22
- EBITDA circa 50%
- 15 personnel, 5 academic advisors
- 3 Grants
- 2 Advisory board member



K-LIBRE BOARD SAMPLES



K-LIBRE BOARD SAMPLES

Performance Outlook

3/1/2022 6/30/2022

Sales Channel: All | Region: All | Store Type: All | Store Name: All | Concept: All

In Stock

6,643,955

Net Sales Amount

14,629

19,240

WareHouse S... Store Stock

Product Categories by Inventory				
ProductCode	WebLink	Avg Daily Sales	Days Out Of Stock	RPT
22SW11076BD		30	12	
22SW11076BD		36	18	
22SW11076BD		49	13	
Total		30	30	

Running 0. Stock

9,213,789

Net Sales Amount

5,540

25,704

WareHouse S... Store Stock

Product Categories by Inventory				
ProductCode	WebLink	Avg Daily Sales	Days Out Of Stock	RPT
22SM12067NG		6	6	
22SM12067NG		21	9	
22SM12067NG		28	5	
Total		28	5	

Out 0. Stock

4,529,128

Net Sales Amount

(Blank)

7,819

WareHouse S... Store Stock

Product Categories by Inventory				
ProductCode	WebLink	Avg Daily Sales	Days Out Of Stock	RPT
22SW11076BD		47	0	
22SW11076BD		59	0	
22SW11076BD		39	0	
Total		34	0	

Logout 3 of 3 119%

K-LIBRE BOARD SAMPLES

K-Libre
smart inventory flow

- Dashboard
- File Manager
- Analytics
- Account
- Admin

K-Libre Performance

Sales Channel
All

Brand
All

Region
All

Category
All

Store Type
All

Sub Category
All

Store Name
All

Season
All

Concept
All

Gender
All

Store Name	Season	Category	Sub Category	WebLink	ProductCode	ColorCode	ColorName	Size	RPT	Quantity
AnkamallTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	2XL		6
AntaresTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	XL		8
ArmadaTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	M		2
ArmadaTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	S		4
ArmadaTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	XL		4
KentparkTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	L		3
KentparkTUR.	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	M		5
Kurtköy Viaport	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	L		7
Kurtköy Viaport	22SS	Rahat giyim	T-SHIRT		22SW11076BD	ANT	ANTRASİT	M		3

119%

K-LIBRE BOARD SAMPLES



Business Model



Monthly
License Fee



Success Fee
over
Sales Increase

Partners & Special Traction



**INCUBATOR
CENTER**



R&D CENTER

Member of Entertech



INNOVATION LAB

Algorithms lab with 5 professors

Microsoft
for Startups

**Founders
Hub**

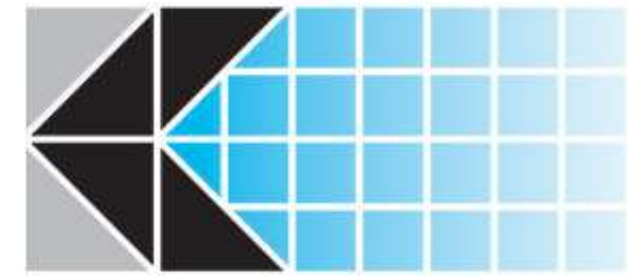
MICROSOFT

Partner for Founders



AMAZON

Cloud Solutions



KOSGEB

KÜÇÜK VE ORTA ÖLÇEKLİ İŞLETMELERİ
GELİŞTİRME VE DESTEKLEME İDARESİ BAŞKANLIĞI

**3 CURRENT
GRANTS**



TÜBİTAK

**ONGOING 1507
APPLICATION**

2 YEARS, 3 CONTINENTS, 13 CUSTOMERS

K-Libre

smart *inventory* flow

DAGI

YARGICI

THE
NORTH
FACE

VANS
"OFF THE WALL"

Timberland

Boutique
Rugs

Aytemiz
MAKELSAN
Kesintisiz Güç Kaynakları

NEBYAN
DOĞAL

ROBERTO BRAVO
INSPIRING JEWELLERY

faladdin

binnaz
HER ZAMAN YANINDA

Pensa

BilgeAdam
Akademi

The Team



GÖKHAN YÜCEL

CEO - Co Founder



AHMET KAYIRAN

CDO - Co Founder



OSMAN DOĞAN

Data Engineer



**SIDAL
OLMEZ**

BI Analyst



**MUSTAFA
TUNCER**

Data Scientist



ÖYKÜ CAN

Data Scientist



EBRU SENGÜL

BI Analyst



**BEYBERK
KOCOĞLU**

Data Engineer



**GİZEM NUR
KORGAN**

Data Scientist



**MERT
BASDEMİR**

Data Scientist



İFAKAT YURT

Data Engineer



HAKAN HACIOĞLU

BI and Analytics
Developer

Advisory Board



PINAR KAPRALI

Founder & Serial Entrepreneur



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ÖNDER ŞENOL

Defacto Online CEO



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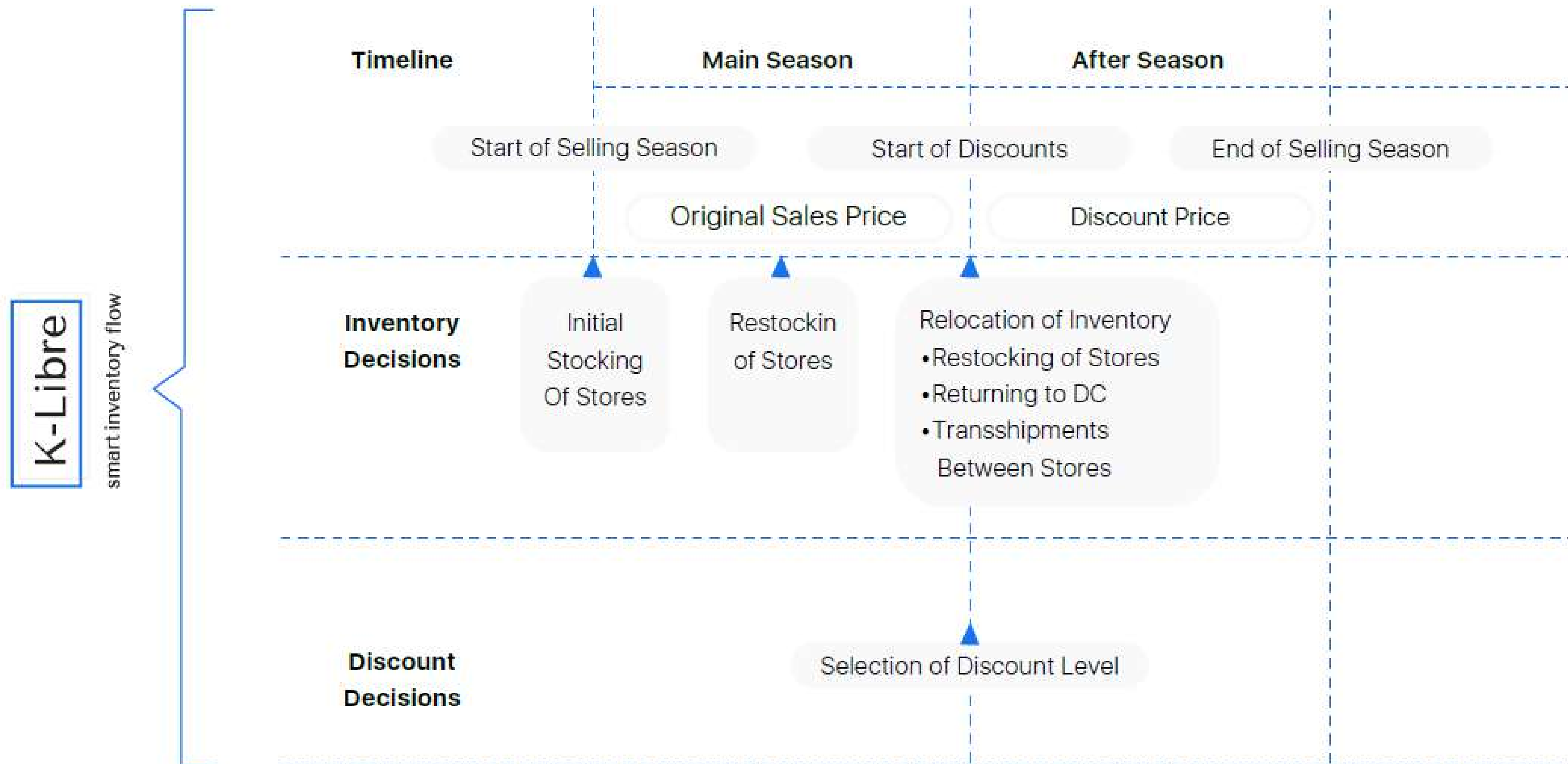
THANK YOU



APPENDIXES



BETTER DECISIONS, MORE PROFIT



CHARACTERISTICS OF K-LIBRE

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graph TD; Root[CHARACTERISTICS OF K-LIBRE] --- C1((User Friendly Interface)); Root --- C2((Smart)); Root --- C3((Adaptable & Synchronized)); Root --- C4((Profitable));
```

User Friendly Interface

- Fast Integration into ERP Systems
- Short Term Training
 - Use from a Single Center

Smart

- Artificial Intelligence Infrastructure
- Deep Learning
- Constantly Updated Insight

Adaptable & Synchronized

- Easy Adaptation to Different ERP Systems
- Synchronization to Different Retail Industries

Profitable

- Less Labor
- Effective Use of Time
- Quick Decision-making
- Correct Pricing

POWER AND ABILITIES OF **K-LIBRE**



Automatic
Tracking
of Deliveries



Stability in
Costs



Low
Markdowns



Demand Forecast
Accuracy



Low Overstock
and No
Stock Out



Improved Customer
Satisfaction



Healthy
Growth

DEEP DIVE INTO OVER or UNDER-STOCKING COSTS

Products can cause a lot of expenses before they even reach the store.



DEEDS, NOT WORDS!

With K-Libre, RNV Analytics provides services for many national and international companies, enabling them to get even stronger.

The confidence of RNV Analytics and K-Libre is increasing day by day with the positive feedback received from business partners.



BARIŞ DÜZEL
CEO of DAGI

We have been working with RNV Analytics for six months. We are using K-Libre for our stock allocation. So far, we saw 8% improvement in sales revenue, 6% improvement in sales quantity, operational effectiveness in manual processes with K-Libre.



SERTAÇ TAŞDELEN
CEO of Falaaddin & Binnaz

As an AI psychic startup, data driven decision-making is indispensable for us. Through data analytics, we are partnering with RNV Analytics to know circa 25 million customers' behaviors better.