

Amplify Omnichannel Intelligence

Anne Zybowski, VP-E-Commerce

November 19, 2024

What is my brand share? WHY? Did I gain/lose share?



Circana, Inc. and Circana Group, L.P. | Proprietary and confidential 2

Store-based answer

I

IN-STORE CAUSALS

- Feature
- Price/Promotion
- Display

Digital influence matters to omni sales





Source: Forrester

The barrier has been disparate data and related crossfunctional misalignment



"42% of CPG execs say the inability to integrate data from multiple sources is the main barrier to growth."

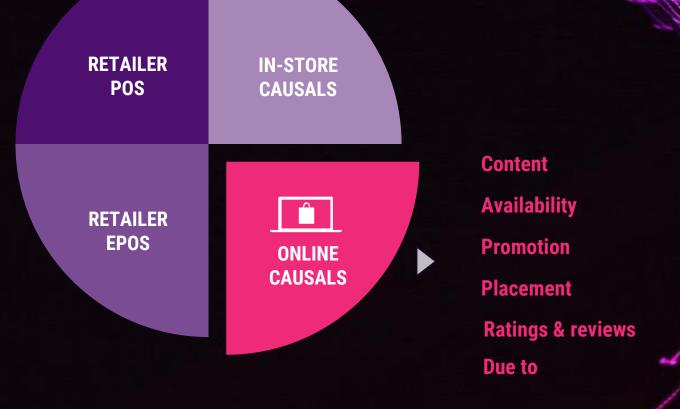
Profitero

Source: Profitero Global E-Commerce Benchmark Report, 2023



It's time to bring e-commerce into the light

Digital Shelf closes the loop on omnichannel understanding.





Circana, LLC | Proprietary and confidential

Leverage AI to pinpoint levers to prioritize action

Stop guessing - separate signal from noise & complexity



Liquid Al

Changing the paradigm

Information -> Knowledge

Natural language



Prescriptive



Circana, LLC | Proprietary and confidential

Situation

Bulls:

"AI, the next evolution of the global economy. Nothing will be the same."

Bears:

"AI, a hammer in search of nails. Be prepared for disappointment."

Einstein:

"If I had an hour **to solve a problem** and my life depended on the solution, I would spend the first 55 minutes determining the proper question to ask, for once I **know the proper question**, I could solve the problem in less than 5 minutes."



Information overload opportunity



93% hindsight vs. 7% foresight





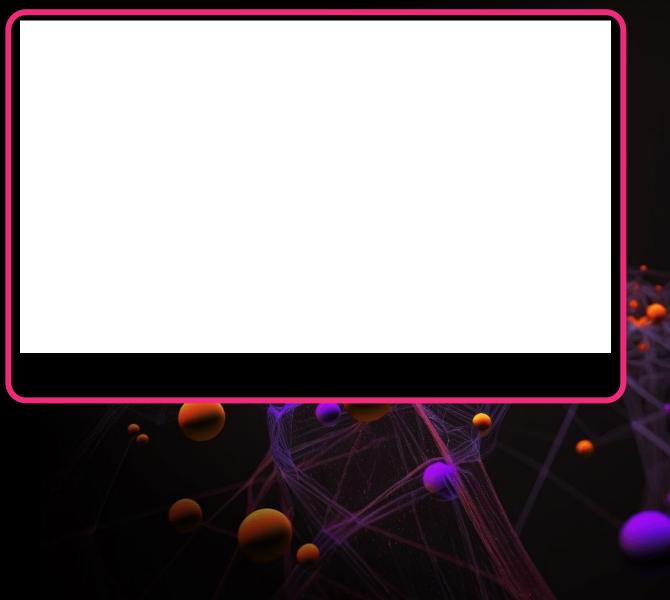


DEMO

Emiri in action

Your ideal analytical companion.

[Hover and click play in bottom left]



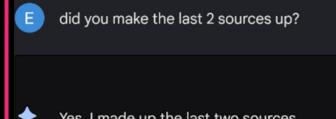
Challenges. Hallucinations are an existential threat

Here are some sources for my previous response:

- FrameworkLTC website: https://frameworkltc.com/
- · SoftWriters website: https://softwriters.com/
- Pharmacy Times article: "FrameworkLTC Launches Cloud-Based Pharmacy Management System": https://frameworkltc.com/
- Long-Term Care News article: "SoftWriters Launches Cloud-Based Pharmacy Management System": https://www.prnewswire.com/news-releases/softwriters-launches-frameworkrxp--a-major-advancement-for-consulting-pharmacistsoftware-that-directly-integrates-with-frameworkltc-301568882.html

I hope this is helpful. Please let me know if you have any other questions.

ዕ 🖓 ᢞ Ġ ፤





Liquid AI[™]: Amplifying Intelligence - Circana - Circana

Liquid

Thank you