

Manifatturiero

# PARTNER SEARCH PMI7-EU-BSGSME-21

01 dicembre 2017

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Richiesta di una SME francese alla ricerca di partner da includere in un loro progetto. Contattare [spagnoli@apre.it](mailto:spagnoli@apre.it), facendo riferimento al codice PARTNER SEARCH PMI7-EU-BSGSME-21

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<Reference n.: PMI7-EU-BSGSME-21>  
<Deadline: 04/09/2007>  
<Programme: Research for SME>  
<Project Title: UGOTEX - Unsold and obsolete goods in the textile and>  
<Financial Scheme: >  
<Description: - Strategic objectives addressed  
1/ Develop a technological platform dedicated to the optimization and management of unsold products and obsolescent textiles, accessible to firms from the Textile-Clothing-Distribution (TCD) sector and show its utility and validity  
2/ Develop a professional software and innovative methodologies dedicated to give value to the unsold goods and obsolescent textiles.  
3/ Generate new knowledges on supply chain and inventory management, usable in the entire European space of research and technology, and participate in the application to other fields.

Proposal abstract,  
Stockpiles of unsold goods (surplus and obsolescent stock) are currently a significant problem, particularly for SMEs and EU participants from the New Member States coming into the global economy. This situation derives particularly from the marketing policy pursued in consumer markets, based on sales of short-life products in order to match the

requirements of European consumers seeking innovation and customised supplies. This circumstance, which generates significant costs, has not previously been studied because of political rather than technical reasons; indeed for many people (financiers, managers...), stocks of unsold and obsolescent goods are primarily the consequence of poor management by the company.

Currently, the increasing economic crisis and the pursuit of optimal competitiveness combine to limit the options available to companies for management of such stockpiles.

In the absence of a best-practice strategy for managing unsold goods and obsolescents, some industrial sectors repeatedly institute 'red-letter' sales, marking down prices to sell off these stocks. As an example, such sales account for an average of 30% of the sales turnover of the clothing sector, whilst 70% of textile retailing comprises balanced-tariff trading.

The UGOTEX project combines five institutions which, amongst other things, specialise in demand forecasting and supply chain planning. UGOTEX is dedicated to the implementation of a software platform which will append to the usual control mechanisms, one management feature (universally omitted until now), which makes possible forecasting and sequencing beyond the (traditional) season of regular sales. The end-users (Chantelle, Kindy...), specialists in the textile-clothing business, will specify the needs of the Textile-Clothing-Distribution sector and will provide the statistical data necessary for the validation of the new methodology. Two IAEs will disseminate these results initially dedicated to the textile issues, but which are transposable into other sectors discomfited by unsold goods (electronics...).

According to experts, such a tool will meet the needs of the European TCD sector and will facilitate a reduction of 50% in the rates of unsold goods in that sector; they currently represent between 20% and 50% of the provisioning.>

<Organisation Type: PMI >

<Partner Sought: Seek Textile-Clothing-Apparel SME, Retailer SME, Consulting SME (Marketing-Distribution, Supply chain management)

- Training and dissemination activities. (conferences, publications, workshops, web-based initiatives, )

- Research and technological development activities (testing and validation of project results, and preparatory stages for applied use)

- Demonstration activities. (e.g. testing of product-like prototypes).>