



CASE STUDY

Our partnership with KeHE Distributors

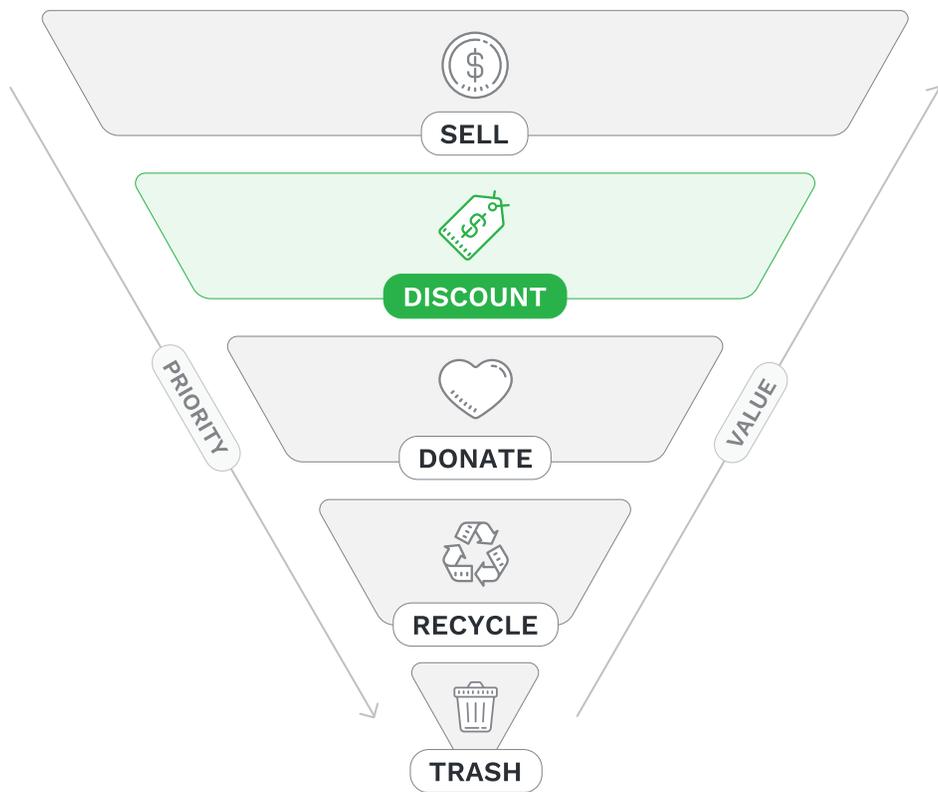
Innovation. Integrity. Growth. As one of the fastest growing grocery distributors in the country, KeHE is working around the clock to provide natural and organic products to chain and independent grocery retailers throughout North America. With this growth

comes an increasing responsibility for KeHE to manage its inventory levels effectively across 14 distribution centers, striking a continuous and dynamic balance between maximizing product availability while minimizing shrink and obsolescence.

Multi-year commitment

In 2019, KeHE signed a multi-year agreement with Spoiler Alert to provide a scalable solution for supporting the distributor’s future growth and excess inventory

management. Such a partnership builds upon KeHE’s leadership in waste prevention and amplifies its commitments to sustainability and community engagement.



Technology

KeHE leverages data from Spoiler Alert’s platform to analyze trends in excess inventory, increase sales velocity, and reduce waste.



Impact

KeHE increases access to nutritious and affordable food through partnerships with value channel retailers and nonprofits in underserved communities.



Measurable results and growing network

Spoiler Alert provides KeHE with the analytics and tools to shift more inventory out of its waste stream and broaden its network of discount retail partners around

the country. Our partnership is expected to deliver more than \$2.7M in benefits over the next 3 years.

RESULTS



VOLUME

20% increase in liquidation volume sell through rate



PRODUCTIVITY

70% decrease in time to execute liquidation cycles



CUSTOMERS

50% increase in new buyers introduced to network

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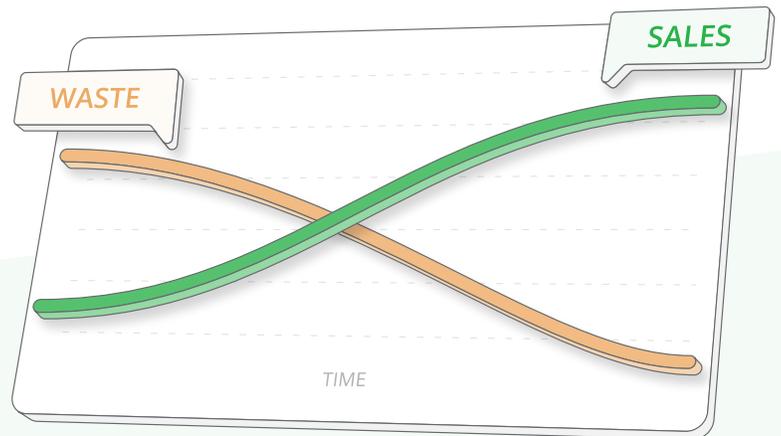
Photo credits: Daily Table

Increasing access to affordable nutrition

Through our partnership, KeHE works with outlets that make nutritious food available at an affordable price in low income areas across the country, including at Daily Table, a not-for-profit retail store with multiple locations in the Boston area. Daily Table offers a variety of tasty, convenient, healthy and affordable grocery and prepared foods, but can only do so by working with

a large network of growers, retailers, and manufacturers who provide them with special buying opportunities and donations. “KeHE’s products have been an awesome addition for us,” says Grant Nishioka, Daily Table’s Director of Procurement and Logistics. “It has given us the opportunity to source product at prices that work for our customers.”





Get to know us

Spoiler Alert is a Boston-based technology company on a mission to take the pain and waste out of distressed inventory management. We have deep roots in manufacturing, distribution and retail and bring decades of experience across supply chain, analytics, and sustainability.

Contact sales

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