

October 24, 2023

To All Persons Concerned

SBS Holdings Inc.

SBS Decides to Offer New OMO Service Using “EC Logistics Omakase-kun”

- This service will achieve centralized inventory management across warehouses, stores, online, etc., through collaboration on system standards with “OmnibusCore,” in a first of its kind for a logistics service -

The SBS Group (Representative: Masahiko Kamata, Head Office: Shinjuku-ku, Tokyo) has decided to collaborate on system standards with “OmnibusCore,” a cloud-based inventory information sharing system offered by Future Architect, Inc. (Representative: Yuki Shingu, Head Office: Shinagawa-ku, Tokyo), on the “EC Logistics Omakase-kun” e-commerce platform service, in order to solve customer issues related to OMO (collaboration between online and offline sales) and optimize inventory management. The service is scheduled to launch in February 2024.



In the rapidly growing e-commerce market, e-commerce companies face a number of management challenges, including increased competition, fluctuations in volumes, inventory optimization, rising delivery costs, and labor shortages. In order to solve these issues and contribute to the further growth of the e-commerce market, in December 2022, the SBS Group announced “EC Logistics Omakase-kun,” a platform optimized for each industry, which combines warehouse management and delivery expertise cultivated in the 3PL business with logistics DX utilizing Logistics Technology (“LT”). Subsequently, the Group has been accelerating initiatives targeting the e-commerce logistics business.



EC物流お任せくん

“Accelerating OMO from the logistics side by simplifying apparel IT architecture, which has a tendency to become complex”

“OmnibusCore,” whose system linkage with “EC Logistics Omakase-kun” has been determined, is a platform service that supports omnichannel (integration of all sales channels) strategies, particularly for apparel companies, by creating connections with collaborators on data necessary for sales.

Among the platform strategies optimized for each industry, the SBS Group believes it is essential to address OMO issues, mainly in apparel and other industries, which has now led to this system linkage.

By combining the SBS Group's logistics services with Future Architect, Inc.'s service for "eliminating lost sales opportunities and creating opportunities by selling inventory from all channels and locations across all forms of receipt and delivery," it will be possible to simplify IT architecture in the apparel industry, which has a tendency to become complex, and thus further accelerate OMO.

■ Specific advantages of this system linkage

(1) Eliminate the framework of store, online, and warehouse

Optimize inventory and consider IT architecture based on the concept of managing store and online inventory as a single warehouse

(2) Real-time centralized inventory management and demand system

Reduce opportunity loss by more quickly reflecting inventory changes at logistics warehouses, which have the largest amounts of inventory, in each sales inventory (change conventional store inventory distribution and inventory reflection based on a fixed generic concept of core systems)

(3) Inventory delivery and circulation utilizing a common infrastructure that is rational and offers a high level of service

Select the cheapest mode for all channels with cross-industry/same-industry co-distribution of delivery that connects apparel store locations (fashion buildings and commercial areas) and points, including rapid delivery to mall distribution sites, variations in delivery methods, store pickup, and return/collection mechanisms

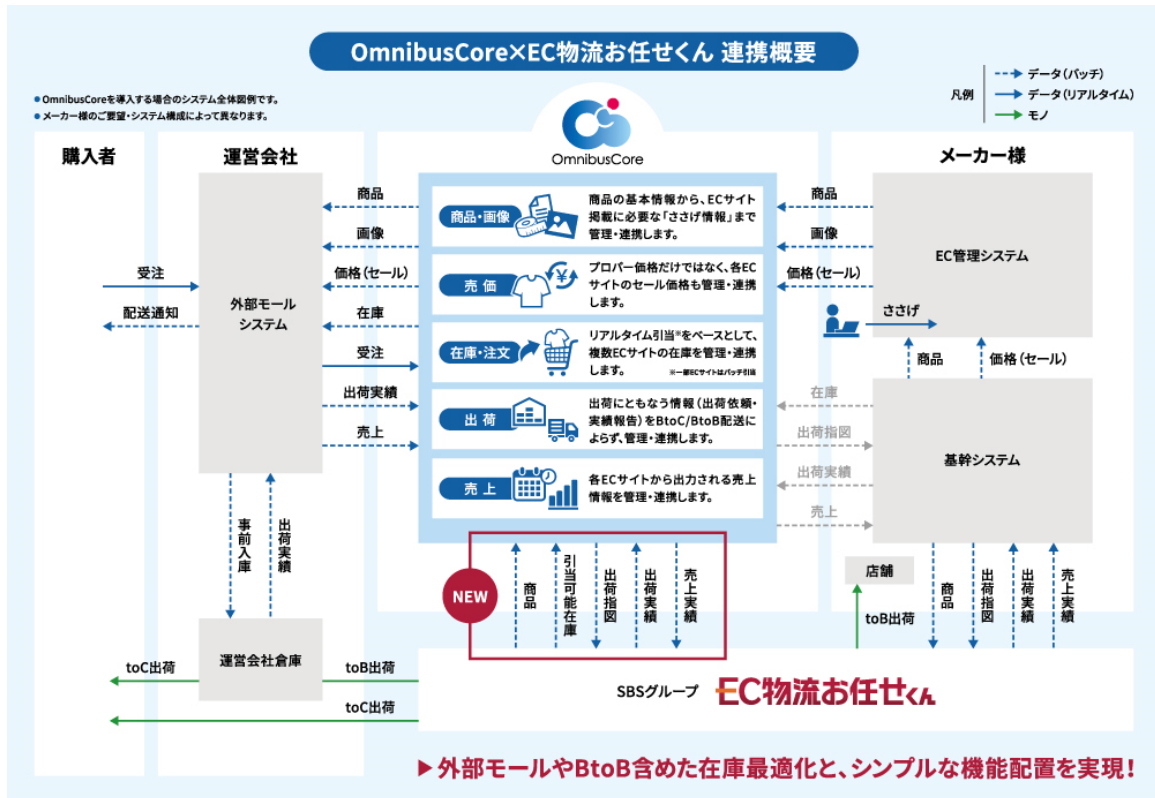
"Taking OMO to the next stage"

Furthermore, since this service will be a standard linkage function that does not require any additional options, etc., there will be no change in the usage fee for "OmnibusCore."

By connecting data directly with the warehouse and logistics sides, it will be possible to quickly acquire more target data, leading to the implementation of concrete measures and improvements, such as improving the efficiency of the movement of all types of inventory and repositioning suited to customers' true needs.

Through this collaboration, the SBS Group will be able to provide a service that contributes to businesses that want to develop their OMO into the next stage. With EC Logistics Omakase-kun, the SBS Group will continue to take on the challenge of enhancing its e-commerce logistics services in a future-oriented manner.

■ Outline of this collaboration



What is “EC Logistics Omakase-kun (Entrustment)” ?

This is a service that provides one-stop support for all phases of EC logistics from warehousing, storage, shipping, retail processing, last one mile, and website production to operation and order management.

The SBS Group aims to back up EC logistics, which will support a total distribution volume of approximately 1 trillion yen by 2030. The Group will also support our customers’ EC and logistics strategies through a diverse lineup of services for EC and for each industry, the establishment of new EC-dedicated bases, the utilization of more than 700 bases in Japan and overseas, and logistics DX.

<Overview of the SBS Group>

Holding company: SBS Holdings, Inc. (SBS Group’s holding company)

Established: December 1987

Representative: President and Representative Director Masahiko Kamata

Exchange: The Prime Market of the Tokyo Stock Exchange (Securities Code: 2384)

Head Office: 8-17-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo, Sumitomo Realty & Development Shinjuku Grand Tower 25th floor

Capital: 3.9 billion yen

Sales: 455.4 billion yen (Consolidated basis, the Fiscal Year Ended December 2022)

Number of employees: 22,829 (including 11,970 full-time employees, consolidated basis)

Business content: Since its foundation in 1987, the SBS Group has contributed to the creation of profit for customers by providing one-stop logistics services through the enhancement of logistics services and services associated with logistics. The Group has companies that handle a variety of products ranging from food to ultra-heavy goods, companies that can respond to a variety of delivery types including routes, areas and same-day delivery, and companies that specialize in logistics facility development and environmental logistics.

URL: <https://www.sbs-group.co.jp/>

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