

Customer Deliveries

 Developing customer delivery towards a changing customer shopping behaviour and increasing service demands.

Creating a competitive local customer
delivery offer for cash & carry customers

Success of the next IKEA sales channel



Customer Deliveries

- 1. Customer Delivery Concept
- 2. Retail Logistic Intranet site
- 3. IT solutions
- 4. Service offer and pricing strategy update
- 5. One order One Delivery
- 6. Returns
- 7. Transport
- 8. Transport Service Provider training
- 9. KPIs and Cost reporting
- 10. CSI development
- 11. Define Deviation Reporting
- 12. Next Sales Channel



Next Sales Channel

2010: Global Roll Out of the NEXT Sales Channel version 1.0

2009: 10-12 tests & projects. Concluding the concepts. Documentation of the concept. Roll-out preparation

2008: 10-12 tests & projects, Concluding the concepts

2007: Establishment of program group, define road map and identify projects