



QL2 Collaborates With E-Commerce Retailer*

BACKGROUND

Like many retailers, one of our e-commerce apparel* clients struggled with acquiring quality competitive data at scale. And without accurate insights, were unable to act upon it. Their previous vendor only could achieve a 35% exact match rate, many of which were poor quality. From the data they received, they were unable to get a full marketplace understanding of their competitors offerings and pricing strategies. That's when they reached out to QL2.

We provide them with 300,000+ SKU's daily across 30 competitors.

*We have omitted the name of the E-Commerce Retailer for privacy and contractual reasons.



GOALS

- Increase match rates across their competitors due to years of minimal matches.
- Acquire better quality matches.
- Gain a better understanding of their assortment differentiation versus the competition.

RESULTS



Within the first 3 weeks, match rates **increased from 35% to 66%** across their top priority SKU's inclusive of style and size attributes.



Identified **7 new competitors** not previously considered. **46%** fo the top priority SKU's were carried on these competitor's sites, but not on the originally identified competitor list.



Realized that assortment overlap was less than they had believed, showing differentiation across their product offering.