



NEWS RELEASE

Leder & Schuh Group Boosts Margins with Centric Pricing & Inventory

150-year-old footwear company uses AI-powered Centric Pricing & Inventory to set pricing with excellent results

CAMPBELL, Calif., March 5, 2024 – [Centric Software®](#) is delighted to announce the release of a success story about its customer, Leder & Schuh Group.

Established in 1872 and headquartered in Austria, Leder & Schuh Group (LSAG) began as a manufacturer in central Europe, becoming an established retail market leader in Austria today. The company owns the brands HUMANIC and Shoe4You, carrying a wide selection of international footwear brands for women, men and children in the mid-to-upper price range as well as bags and accessories.

To manage their pricing and markdowns, it was taking five people 5 days to complete the task, and with 12,000 SKUs, some of countries were just lumped together with others since they didn't have the staff to work on each geographic region individually. They knew that this was not optimal and that there had to be a better way.

LSAG set out to evaluate pricing systems. They reached out to other retailers to see what everyone was using, but found that there weren't many solutions that handled markdown management. Putting Centric Pricing & Inventory™ to the test—literally: pitting the current manual process vs. the system—positive outcomes emerged, which was just the proof they needed.

With AI-driven Centric Pricing & Inventory, the automated pricing addresses each region individually, resulting in higher margins. Centric Pricing & Inventory also dictates the timing of the reductions. Product and Merchandise Manager and Managing Director of Purchasing at LSAG, Josef-Bernd Oswald says, "Thanks to Centric's AI automation tools, the markdowns happen sooner and in smaller increments."

Other areas that Centric Pricing & Inventory tackles are business processes, inventory and replenishment. Read the full story to get further details, plus actual margin improvement numbers!

[Read the full story.](#)

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Leder & Schuh (www.humanic.net)

150+ YEARS EXPERIENCE

... as a shoe retailer as well as shoe manufacturer.

... passed on to many dedicated generations.

... deeply ingrained in our company values.

Established in 1872, HUMANIC rapidly became the largest shoe manufacturer in central Europe, with a strong presence across the former Austrian-Hungarian empire. Today, we are an established market leader in Austria and are also based in seven other Central Eastern European countries. Visit our stores and experience the essence of over 150 years of passion for footwear.

Centric Software® (www.centricsoftware.com)

From its headquarters in Silicon Valley, Centric Software provides a concept to customer solution experience for consumer goods such as fashion, outdoor, luxury, multi-category retail, grocery, food & beverage, cosmetics & personal care and consumer electronics to plan, design, develop, source, buy, make, price, allocate, sell and replenish products.

Centric Software's flagship solution Centric PLM™ brings cost savings and efficiency by optimizing product execution from ideation to development, sourcing and manufacture. Centric Planning™ is an innovative, cloud-native,

augmented-intelligence solution delivering end-to-end planning capabilities to maximize retail and wholesale business performance. Centric Pricing & Inventory™ leverages AI to drive margin and revenue improvement by influencing demand via price and inventory optimization from pre-season to in-season to season completion. Centric Market Intelligence™ is an AI-driven, market insight platform for data-informed decision-making on competitor offers and pricing as well as consumer trends and buying behavior. Centric Visual Boards™ pivot actionable data in a visual-first orientation to ensure robust, consumer-right assortments and product offers.

Centric Software has the highest user adoption rate, customer satisfaction rate and fastest time to value in the industry. Centric Software has received multiple industry awards and recognition appears regularly in world-leading analyst reports and research.

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