



# From Insight to Impact: My Career Journey & the Winners Case Study

SAPICS Young Professional & Student  
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**By a show of  
hands...**



# Global Market Leader **Since 1993**

**1600+**

Customers worldwide

**200+**

Implementations annually

**96%**

Customer retention



**500+**

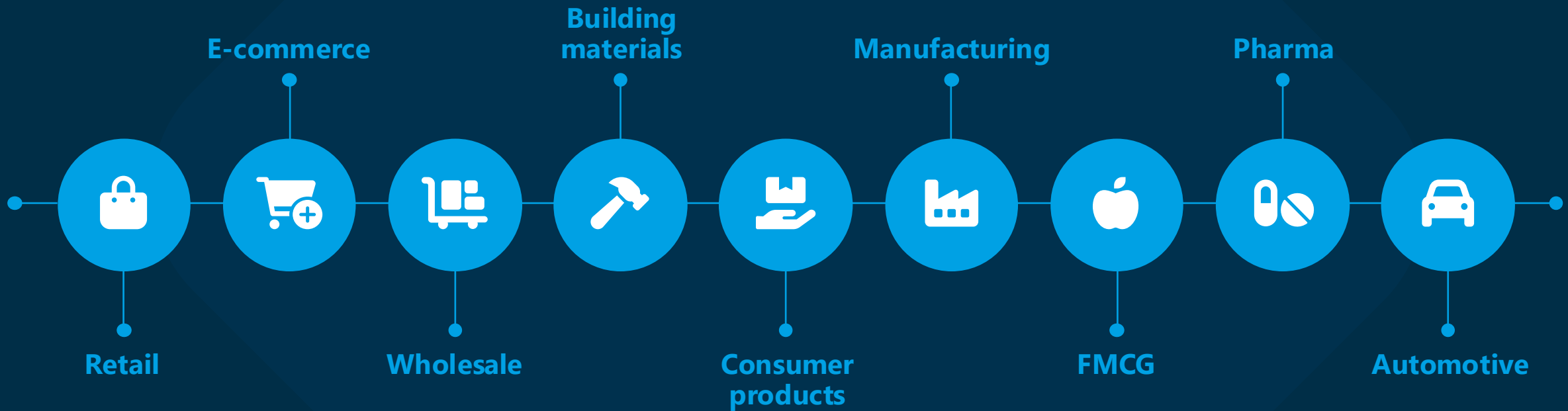
Employees

Customers in **75**  
countries

Offices in  
**27** countries

- OFFICES
- CUSTOMERS WITH LOCAL OFFICE
- OTHER CUSTOMERS

# Success In Every Industry



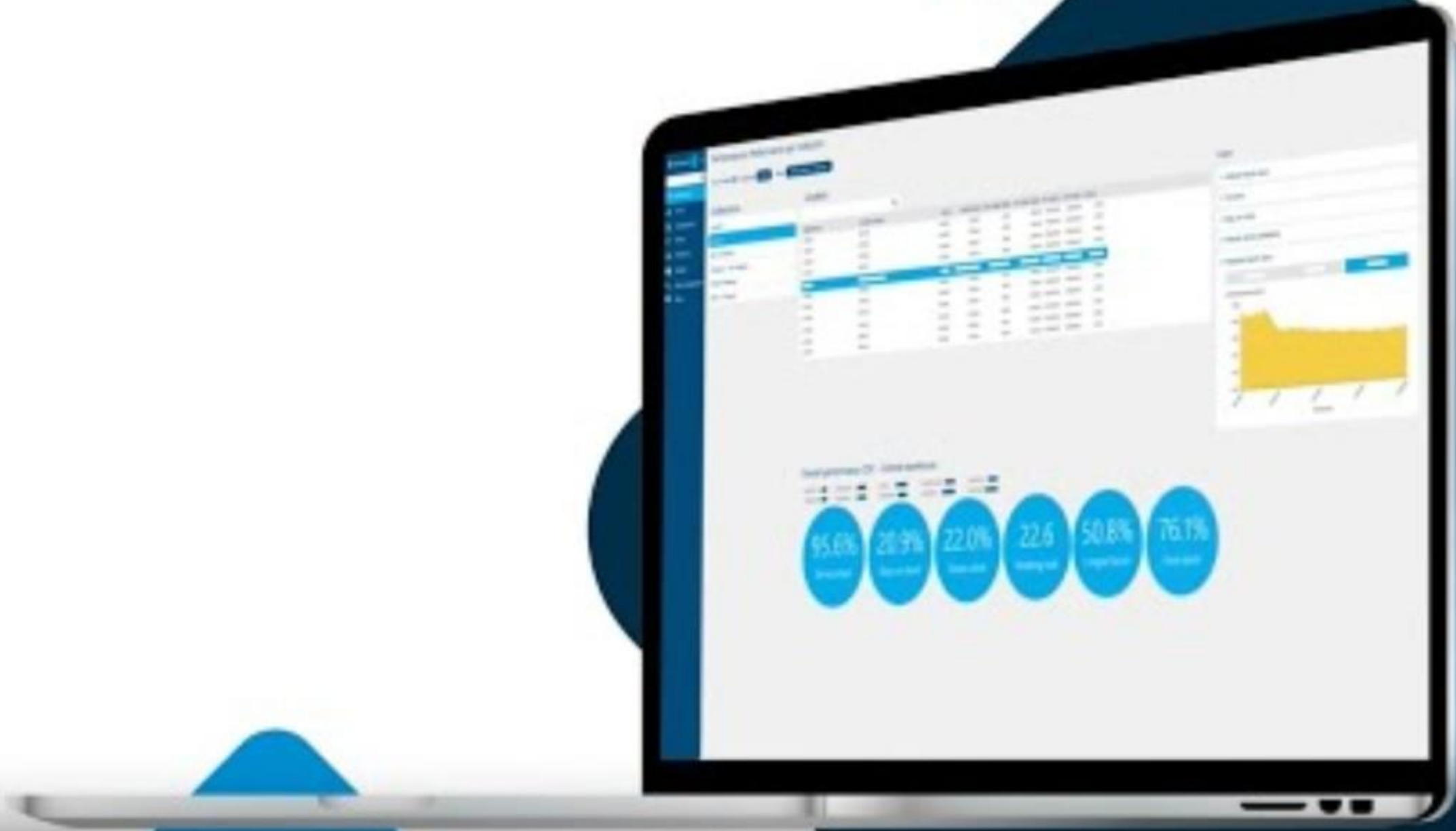
# Slim4



Slim4 is Slimstock's smart planning platform that helps businesses:

- Forecast demand
- Manage inventory
- Keep the right products in stock at the right time

It uses data and AI to reduce stockouts, cut excess inventory, and make supply chain decisions faster and more accurate.





# Who Is Winners?

**Winners is a retail giant in Mauritius.  
They are:**

The **#1 favourite supermarket**  
on the island.

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Holding **100% brand awareness.**

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**60,000 visits** per day.

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**\$235 million** in annual sales.

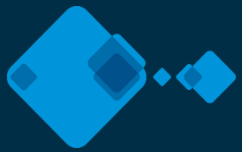
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A team of **2,400 employees.**

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And more than **198 million products sold each year.**





# Their Challenges Before Partnering with Slimstock

## Winners faced several big challenges:

- ◇ **Each store placed its own orders**  
Uneven experience across stores  
Some teams had supply chain knowledge; others were guessing.
- ◇ **Poor supplier performance**  
Only 65% OTIF, meaning deliveries were late or incomplete often.
- ◇ **Uneven experience across stores**  
Some teams had supply chain knowledge; others were guessing.
- ◇ **Labour costs rising by 60%**  
Manual operations were becoming too expensive.
- ◇ **No standardised processes**  
Inconsistency = unpredictability.
- ◇ **Too many manual steps**  
Manual orders, manual tracking, manual everything.

This is where Slimstock entered the picture.





# Why Winners Needed Change

## They had clear goals:

- ◇ Reduce dependency on manual work.
- ◇ Improve efficiency.
- ◇ Standardise processes across all stores.
- ◇ And create predictable, reliable operations.

In simple terms:

**They needed one brain, one system, one heartbeat, not 25.**





## Slimstock Enters the Story

Winners selected Slimstock because:

- We understood their challenges.
- We had experience in retail optimisation.
- And we could build a transformation suited to an island economy.

We started with a 3-month pilot, rolling out to 3 stores first. This allowed us to “prove the theory” before scaling. And it worked.



# The Rollout Journey

- Results came quickly.
- The rollout went ahead of schedule 4 more stores were included in the same week.
- The transformation scaled toward all 25 stores.

Winners didn't just adopt a tool. They adopted a new culture

**This is what true digital transformation looks like.**



## Winners: The Results

Winners also gained:

- Better supplier performance.
- Standardised ways of working.
- Faster decision-making.
- Stronger data visibility.
- More strategic focus from teams.



**+10% availability**

Meaning fewer empty shelves.



**-7% excess stock**

Meaning money saved.



**+8% growth in sales and margins**

Availability drives profitability.

# Why This Matters To You

This case study shows that the future of supply chain belongs to people who can:



 Communicate across teams & adapt to constant change.

 Understand technology & learn quickly.

 Think strategically & challenge outdated processes.

You don't have to be perfect. You just must be willing to grow.

# Advice For Young Professionals & Students

**Whether you're still studying or already entering the workplace:**

- Show up early
- Put yourself out there
- Build your personal brand, and work on your CV and skills
- Connect with people in the industry
- Ask questions
- Be courageous



A Big Thank You To  
SAPICS

# A Few of **Our Customers** in Africa & Beyond



Bidfood



winners



FREEDOM OF MOVEMENT



ECONOFOODS



EM  
ElectroMechanica



SKINS



CHOPPIES  
*Great value for your money!*



DUNLOP



SPAR



TOYOTA



Agrinet



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