

P01 Founding Retail Partner Programme — Concept Note

Supply Chain First

Purpose

Validate P01, SCF's smartphone-based retail inventory counting platform, in a live retail environment ahead of commercial launch — while generating the operational evidence and partner feedback needed to refine it.

The Problem

Physical stock counting is slow, manual, and disruptive across African retail. Paper sheets, handheld devices, and manual consolidation drive up labour cost, delay reconciliation, and pull staff off the floor for hours at a time.

The Solution

P01 turns ordinary smartphones into a stock-counting tool: barcode scanning, multiple counters working simultaneously, offline capability, and a centralized dashboard for monitoring and consolidation — no new hardware required.

Programme Structure

- **Duration:** 4 weeks | **Cost:** Free | **Partners:** 3 retailers across different segments
- **Scope per partner:** 1 store, 5–20 users
- **Build:** MVP — core counting workflow only. ERP integration, advanced analytics, and custom reporting are out of scope for this phase.
- **Timeline:** Week 1 baseline & setup → Week 2 live count → Week 3 optimisation, pricing shared → Week 4 evaluation & report

How Success Is Measured

Every metric is compared against a Week 1 baseline captured with each retailer (current count duration, discrepancy rate, consolidation time) — not against a generic industry claim:

- Stock count completion time
- Inventory counting accuracy
- Manual consolidation effort
- Ease of adoption and operational feedback

What Partners Receive

Onboarding and training, email support (4-hour response on count-blocking issues), regular reviews, indicative commercial pricing by Week 3, and a final pilot report — at no cost, with no obligation to purchase.

Data & IP

Retailer operational data stays the retailer's property throughout and is deleted 60 days after pilot close unless the partner requests export or continues commercially. Platform IP remains with SCF. Nothing about a partner is used publicly without written approval.

After the Pilot

Joint review against baseline results. Partners may continue as early commercial customers — participation carries no purchase obligation.

Why Now

Selecting three retailers, one per segment, gives SCF cross-sector validation before broader commercial release while giving each Founding Partner direct influence over the product roadmap.