PREDICT.
DECIDE.
ACT.

UiPath Solution for
merchandising

From spreadsheets to superpowers

Meet the modern merchandiser—the person at the center of every buying, pricing, and markdown decision. They're under constant pressure to balance margin, availability, and demand. Planning for hundreds of SKUs. Juggling countless promotions. Rapidly adjusting to shifting demand forecasts.

It's a tough job that's only gotten harder. Because today's environment is faster and more volatile than ever before. Demand swings overnight. Seasons start earlier and end sooner. Costs fluctuate. Trends appear and disappear in days, not weeks.

The old way

In the past, spreadsheets, static calendars, manual rebuy calculations, and intuition-based markdowns have helped merchandisers keep things moving. But today, these tools and approaches can't keep up. Decisions and actions happen too slowly. Opportunities slip by. Small delays turn into missed margin and lost sales. By the time action is even possible, the moment may have passed.

Modern merchandisers need new capabilities that match the speed and complexity of their world. They need the UiPath Solution for merchandising.

Meet the UiPath Solution for merchandising

The UiPath Solution for merchandising is a comprehensive end-to-end agentic solution that orchestrates agents, analytics, and applications operating over enterprise systems to give merchandisers new powers to work differently. Now, rather than doing everything themselves, merchandisers are supported by a group of intelligent AI agents that operate continuously across the entire merchandising lifecycle.

These specialized agents:

Predict.
future demand across every SKU and store.

Decide.
optimal rebuy, replenishment, promotion, and markdown actions to hit revenue and margin goals.

Act.
automatically to negotiate with suppliers, place orders, and execute pricing changes in real time.

The merchandising process now runs persistently and intelligently in the background —learning, adapting, and optimizing as the market shifts in real time. What used to take hours of manual analysis and approvals now happens instantly, giving merchandisers the space to focus on creativity, storytelling, and strategy instead of spreadsheets.

The result

- Products in the right place, at the right time, at the right price
- Higher margins and lower waste
- Happier teams, faster trading, smarter decisions

With the UiPath Solution for merchandising, retail planning reaches a superhuman level: always-on, always-optimized, and always ahead of the market.