



# Bobby Aflatooni

CHIEF INFORMATION OFFICER

# Dollar Tree, Inc.



Improving Sales  
Productivity &  
Enhancing  
Margins

Larry Gatta



Extending the  
Multi-Price  
Journey

Rick McNeely



Operate with  
Excellence &  
Accelerate  
Growth

Mike Creedon



Transforming  
Work with  
Technology

Bobby Aflatooni



Adding It  
All Up:  
\$10+ EPS FY26

Jeff Davis

Right Team | Right Time



# Building to Our Long-Term Strategy



## Technology Modernization

- Optimize core technologies
- Build next-gen applications
- Implement composable architecture



## Data & Analytics

- Provide trusted data to right user
- Integrated eco-system for real-time data
- End-to-end visibility for data-driven decisions



## Centers of Excellence

- Continuously improve on internal processes
- Establish standards and best practices
- Create high-performing teams



# Transforming Work With Technology Investment

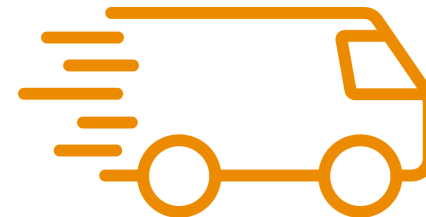
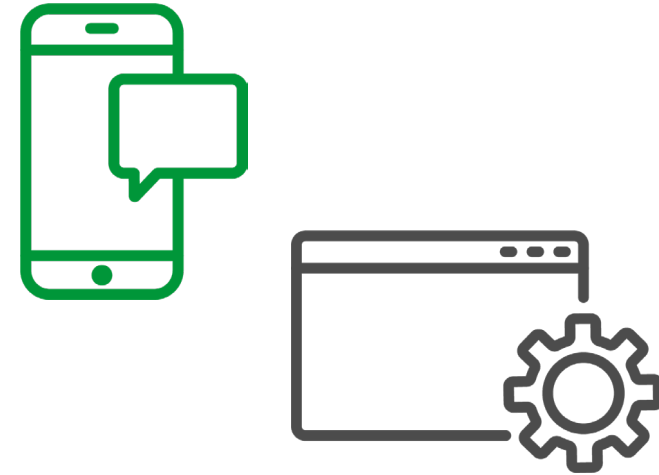
TECHNOLOGY MODERNIZATION | DATA & ANALYTICS | CENTERS OF EXCELLENCE

## KEY DELIVERABLES

- Next-Gen Applications
- Data & Analytics Capabilities
- Enhanced User Experience

## KEY PERFORMANCE INDICATORS

- Corp Data & Analytics By 2024
- Core Merchandise By 2025
- Core Supply Chain By 2026
- Point of Sale By 2026



# Equipping Store Managers With Tools to Increase Sales

**Optimize for stores**



**Store Effectiveness (Labor Optimization) +  
Inventory Optimization (On-Shelf Availability)**

**Organize IT towers to  
align with business**

**Supply  
Chain**

**Store &  
Omni-channel**

**Merchandising**

**Human  
Capital**

**Finance &  
Real Estate**

**Modernize foundation**

**Data & Application  
Integration**  
*Performance & Reliability*



**DevOps**  
*Speed to Market*










**Infrastructure &  
Intelligent Operations**  
*Proactive vs. Reactive*



**PMO & Enterprise  
Architecture**  
*Alignment*



# Transforming Work Through Technology

STORE NETWORK	POS & DIGITAL	MERCHANDISING	SUPPLY CHAIN	HR MANAGEMENT	REAL ESTATE	FINANCE
<p><b>Modernize store connectivity inside and out</b></p> <ul style="list-style-type: none"><li>• Significantly increase WiFi</li><li>• Optimize network traffic</li><li>• Increase bandwidth for next-gen apps</li><li>• Protect POS &amp; payment systems</li></ul> 	<p><b>Better shopper experience and digital revenue</b></p> <ul style="list-style-type: none"><li>• Max uptime and reliability</li><li>• Lower learning curve/associates</li><li>• Modern checkout</li><li>• E-commerce &amp; mobile shopping</li><li>• Enhance digital couponing</li></ul> 	<p><b>Increase on-shelf availability and optimize ops</b></p> <ul style="list-style-type: none"><li>• Enterprise-wide inventory visibility</li><li>• Cross-banner synergies</li><li>• Modern core merchandising system</li></ul> 	<p><b>DC capacity and increase on-shelf availability</b></p> <ul style="list-style-type: none"><li>• New WMS, TMS and LMS</li><li>• Optimize distribution network</li><li>• Optimal vendor and DC OTIF</li><li>• Optimize labor efficiency</li></ul> 	<p><b>Help HR &amp; Payroll support company growth</b></p> <ul style="list-style-type: none"><li>• Improve recruiting and retention experience</li><li>• Navigate taxes and legislated paid benefits</li></ul> 	<p><b>Scale to future store growth and streamline ops</b></p> <ul style="list-style-type: none"><li>• Effective management of store space and leases</li><li>• End-to-end visibility for facility concern response</li><li>• Improved energy management</li></ul> 	<p><b>Improve capabilities for cost drivers</b></p> <ul style="list-style-type: none"><li>• Additional capabilities to enhance supplier financing</li><li>• Opportunities for increased working capital</li><li>• Reduce complexity</li></ul> 



# Summary of Benefits Derived



- 1 Improve operations and customer experience**
  - Frictionless sales experience
- 2 Data Integrity**
  - Right products at the right time in the right place
    - Reduce forecast errors
    - Store order accuracy improvements
    - Increase on-shelf availability
- 3 Personalized promotions**
  - Enables pricing strategy







# Key Takeaways

## TECHNOLOGY

### Technology Modernization

- Enable all facets of the business to increase sales
- Support future growth strategies
- Rapidly deliver application enhancements

### Data & Analytics

- Proactively resolve for issues
- Better and quicker decision making
- Reduce manual intervention to connect different areas of business

### Centers of Excellence

- Mature internal processes
- Remove blockers to respond with speed
- Succession planning through standards and best practices





# Next Level

OUR CLEAR PATH FORWARD