Controlling Costs in an Uncertain World: Smarter Inventory Through Demand Planning

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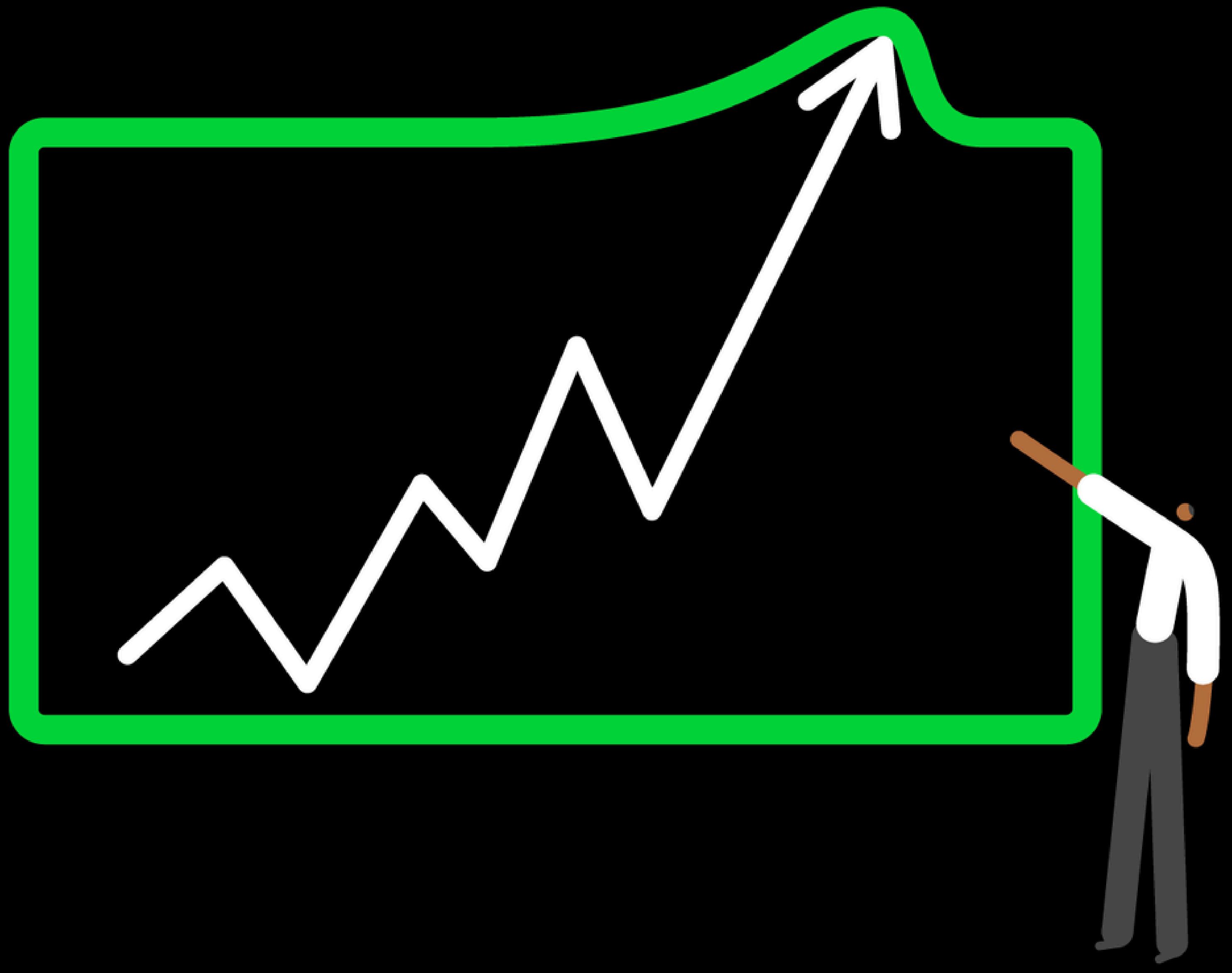
Sage

THE STAGE YOU'RE (LIKELY) AT

…AND WHERE THINGS START BREAKING

- **Multi-channel expansion**
- **Growing SKU count**
- **Fulfilment from multiple locations**
- **Bigger POs**
- **Cash tied up in stock**



THE 5 MOST COMMON PAIN POINTS

Stockouts on bestsellers

Overstock on slow movers

Cash flow pressure

Spreadsheet chaos

Team burnout

WHAT THIS ACTUALLY LOOKS LIKE…

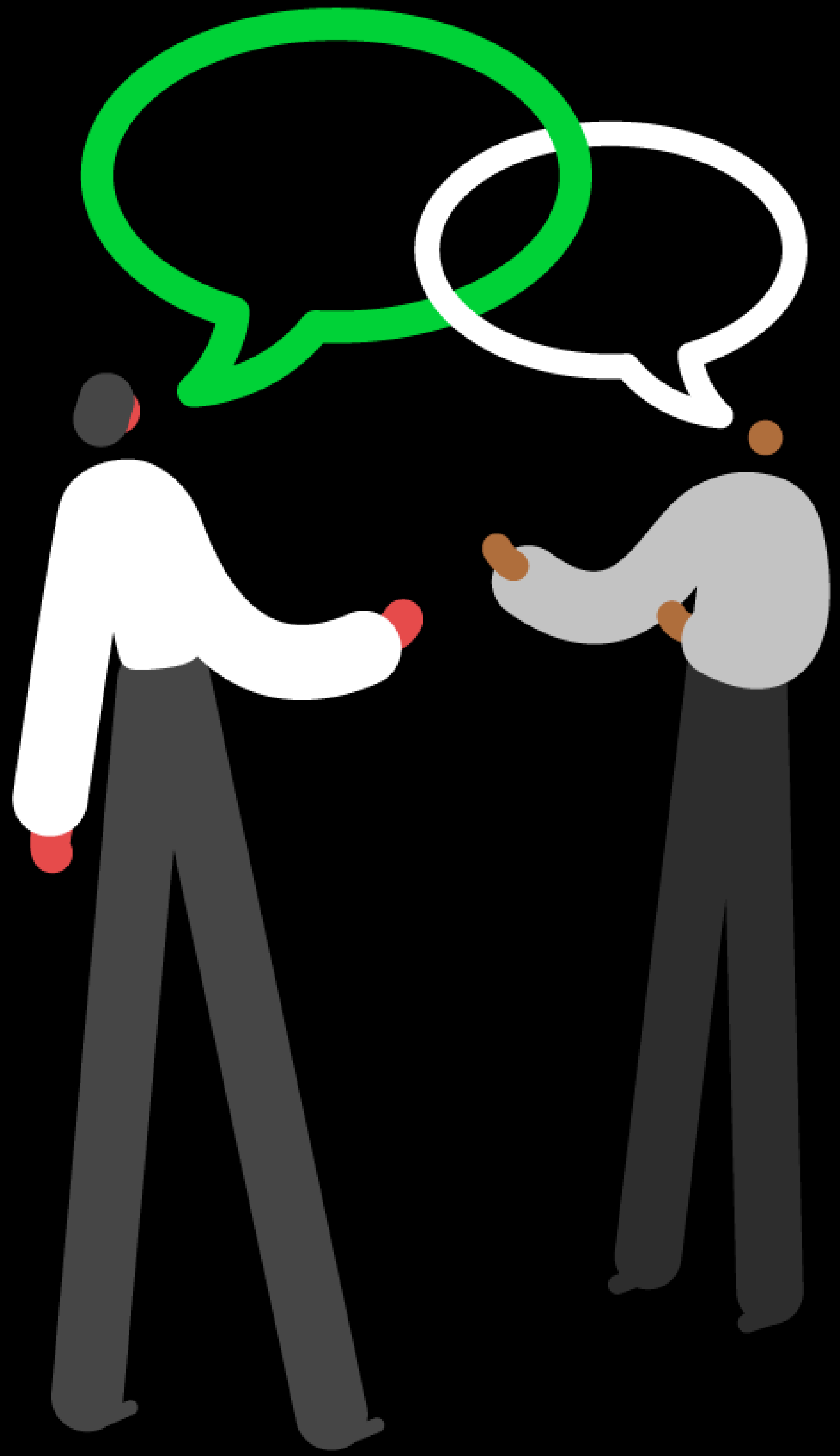
“We missed that reorder for our peak season”

“I feel like we’ve got unhappy customers”

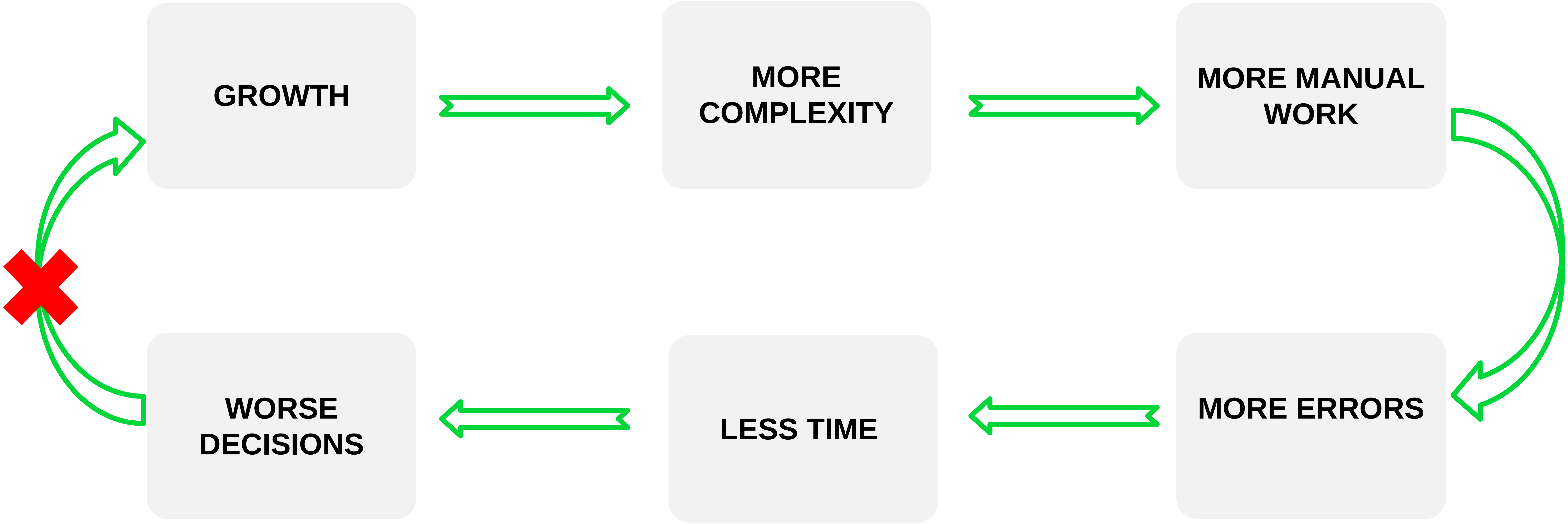
"We're always reacting"

“We’ve got too much of the wrong stock”

“Forecasting = gut feel + spreadsheets”



THE GROWTH TRAP



THE HIDDEN COST

Stockouts

Overstock

Manual Work

Cost of Acquisition

“**66% of customers will buy elsewhere** if you're out of stock”

*AlixPartners - financial advisory and global consulting

WHAT THE BEST RETAILERS DO DIFFERENTL

DEMAND PLANNING (NOT GUESSWORK)

USE CENTRALISED DATA

AUTOMATED PURCHASING DECISIONS

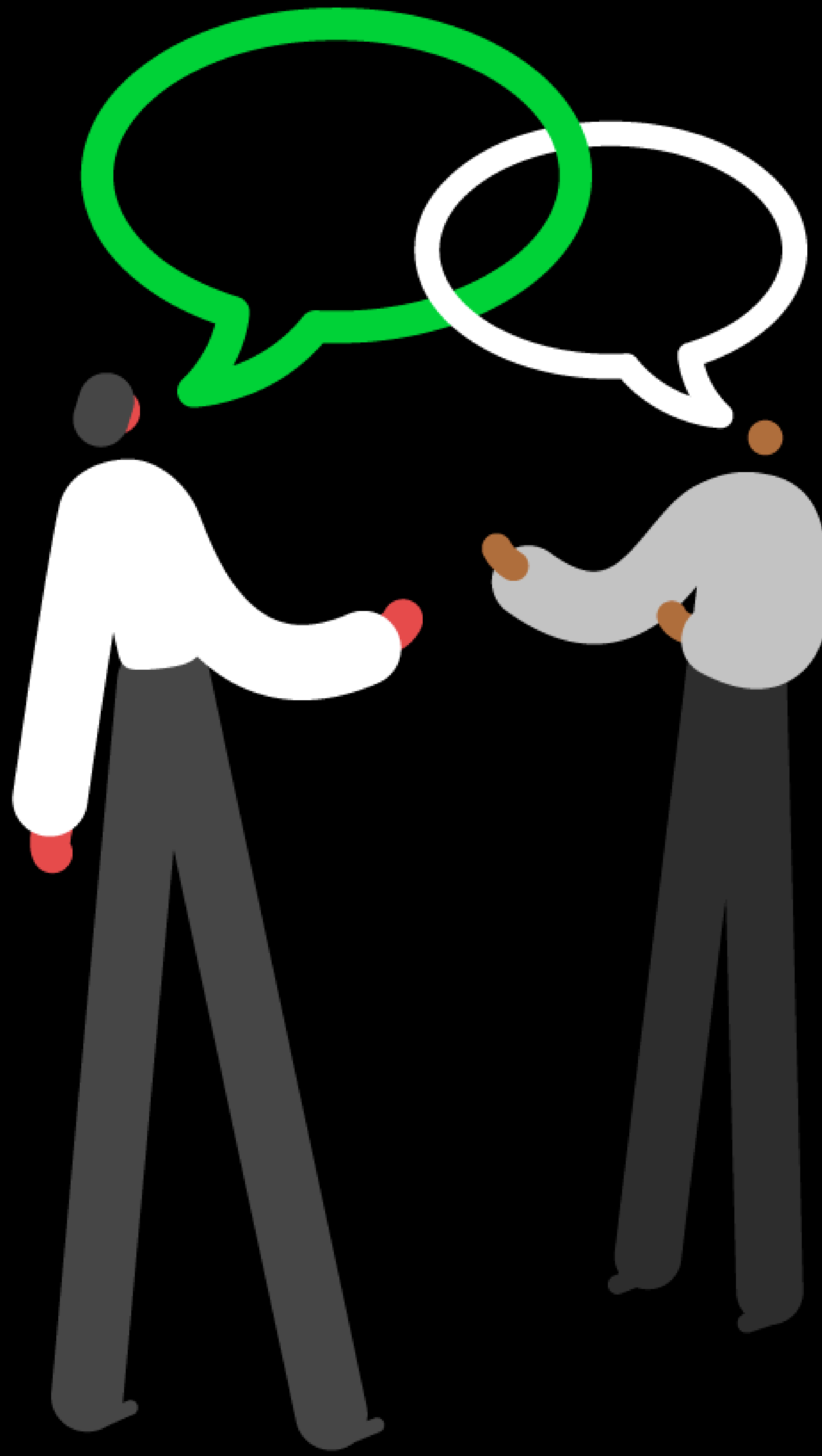
SCENARIO PLANNING

TIME SPENT ON STRATEGY, NOT SPREADSHEETS

FROM REACTIVE PROACTIVE

Reactive
Firefighting stock issues daily
Manual reordering
Stockouts + overstock cycle
Gut feel + spreadsheets
Constant stress + interruptions
Decisions live in people’s heads

WHAT THIS LOOKS LIKE IN PRACTICE



Account for Stock-Out History

Incorporate Seasonality

Maintain Flexibility in Lead Times & Stock Coverage

Stock Complementary Products

Use Data-Driven Buying Decisions

Plan at the Right Level (Location vs Total Business)

WHAT TO EXPECT WHEN YOU TAKE BACK CONTROL

RELIEF GROWTH

Fewer stockouts

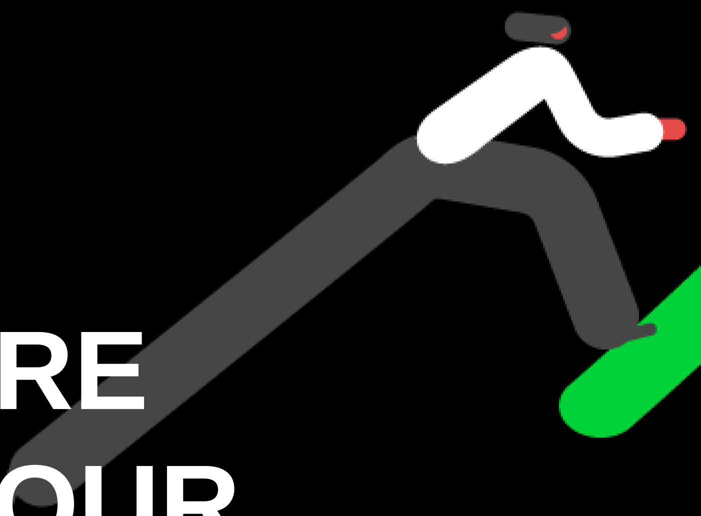
Less cash tied up

Happier customers

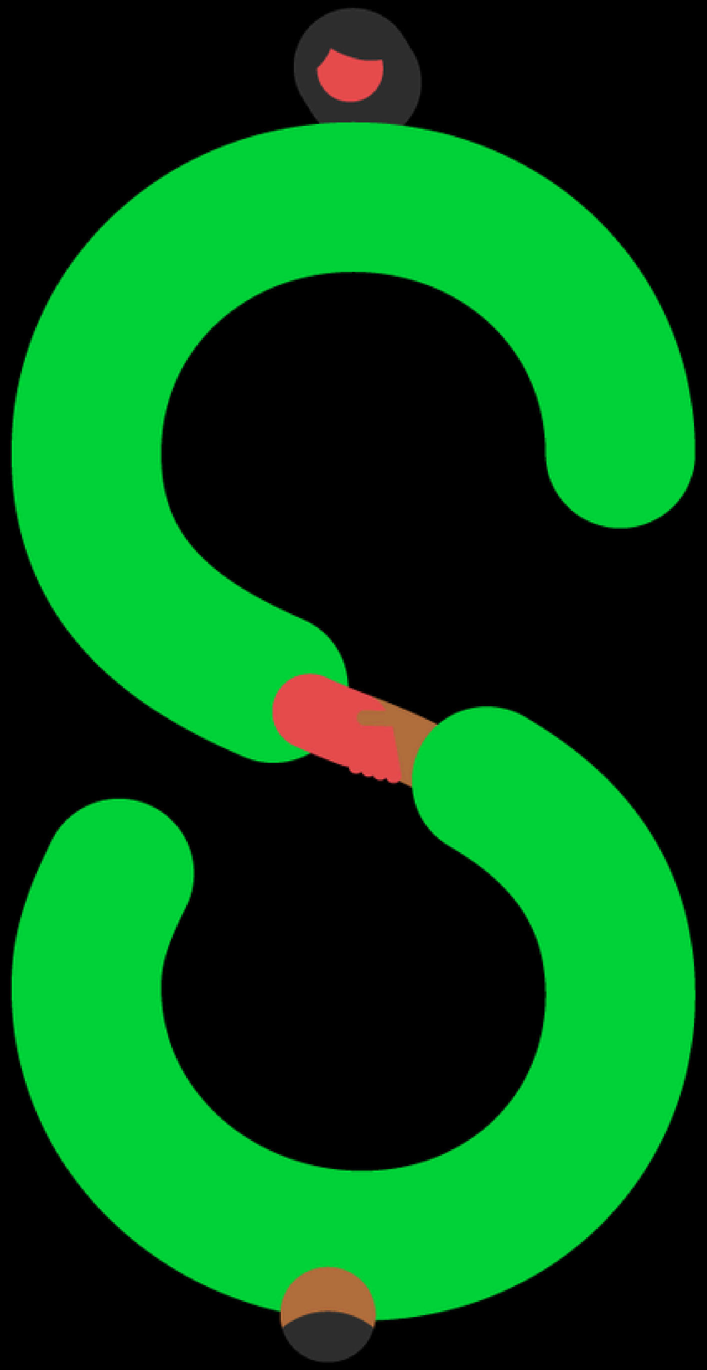
Faster growth

Less stress

Wrapping up…



“IF YOU FEEL LIKE YOU'RE CONSTANTLY BEHIND YOUR INVENTORY…
YOU'RE NOT ALONE — BUT YOU DON’T HAVE TO OPERATE THAT WAY.”



Thank you!