



Inventory planning audit template

Brand name:

Person on the demo call:

Meeting date:



Process info

1. How much manufacturing is done by vendors (Job work) - %
2. Average Job work lead time -
3. Average vendor credit period -
4. Average Fabric sourcing lead time -
5. Which marketplaces are important -

- Myntra
- Shopify
- Nykaa
- Amazon
- Retail
- B2B



Pulse check

- Inventory sell through rate -
Note: It is used estimate how quickly they can sell a product and convert your initial investment into revenue.
- How much inventory do you hold - days
- Number of Bestseller/fast mover stock-outs per month -
- Sales contribution by volume sold at 20% off+ marked down -

Here is a 5-step framework to boost Inventory sell through rate within 45 days.

Step 1: Set your goals

Categorize the SKUs into A,B,C,D based on sales velocity

- Category A - DRR above 10
- Category B - DRR above 5
- Category C - DRR above 1
- Category D - DRR below 1

Set Category level availability target

Category A must have the highest availability targets.

- Category A - 95%
- Category B - 80%
- Category C - 70%
- Category D - 70%

Working Capital goal

By what percentage do you plan to reduce your blocked capital.

Step 2: Define constraints

Vendor (Job work) lead time

- Casuals - days
- Formals - days
- Attribute 3 - days
- Attribute 4 - days

Fabric sourcing lead time

- Greige fabric - days

- Dyeing/Printing - days
- Average sourcing time - days

Minimum Order Quantities (MOQ)

- Color level - 1000 pcs
- Print level - 000 pcs
- Style level - 000 pcs
- Attribute 4 -

Safety or Buffer Stock - 15 days

Easy replenish will also recommend a Buffer stock based on your sales history.

Step 3: Setup and define Datasets

SKU master and attributes

- Attributes - Color, Price, Print, Category
- Seasonality with date ranges

Selecting the best UI

- Sizes in separate rows
(TR101-XS and TR101-S will be in different rows)
- All sizes in 1 row (Style level)

Vendor POs

- Vendor master details
- Vendor POs in WMS No
- Raise Vendor POs from EasyReplenish Yes
- GRN sync (in WMS) Yes
- Expected delivery dates Yes

- POs having Size level breakup **Yes**

Step 4: Activate alerts to drive timely action

SKU master and attributes

- Stockout alerts **Yes**
- Replenishment alerts **Yes**
- Sales spike alerts **No**
- Vendor performance alerts **No**

Step 5: Act by tracking the correct metrics

Goals set vs Achieved

- Availability tracking
- Inventory on Hand (DOC tracking)
- Inventory sell through tracking

Stockout analysis

- Potential revenue loss due to stockouts
- Stock-out days for Category A SKUs

Surplus analysis

- Units sold at marked down above 50% **000** pcs
- Units with **ageing** above 60 days **000** pcs

Vendor performance

- Vendor wise lead-time deviation
- Vendor wise Fill rate
- Vendor wise production by volume

How to evaluate if EasyReplenish gives ROI

Dimension 1 - Time saved

- Time spent by Analysts before **60** hours vs after **10** hours
- Time spent by Merchandisers before **40** hours vs after **5** hours

Dimension 2 - Business topline/bottomline impact

- Potential revenue loss due to stockouts before **60 lacs** vs after **10 lacs**
- Inventory sell through before **0.8** hours vs after **1.**

Dimension 3 - Qualitative aspects

- Single source of truth for business and production planning team.
- Complete tracking of your Vendor work.
- Data models used are not possible to apply on spreadsheets.
- Historic analysis can be done which cannot be done on spreadsheets.

What we can offer

Offer 1 - Setup a 3 metric tracker dashboard for ₹20,000 (1st month)

- Stockout analysis
- Inventory sell-through rate
- Inventory planner (in-stock DRR, DOC, OpenPOs etc)

Offer 2 - Paid consultation to improve current process with existing tool

25 hours package @ ₹50,000