

Inventory Management

The goal of effective inventory management is to "meet or exceed your customers' expectations of product availability with the amount of each item that will maximize your net profits."

Today we are going to cover the Inventory Management System

Notes:			

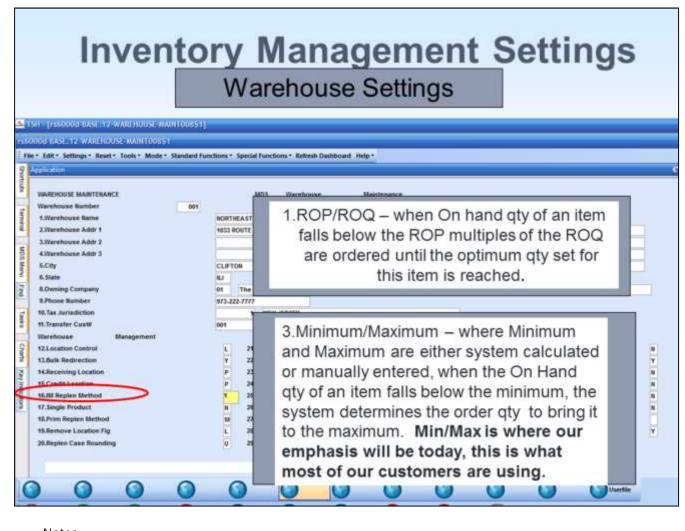
Man Gor	also offer a sophisticated option based on don Graham's recommendations. We came with an easier to use system which still vides purchasing efficiency.	c
Autom	atically generates Vendor ase Orders based on	
Vendor	parameters:	
Fre	equency	
RO	P/ROQ	
IIM	N/MAX	

Introduction

This is a simple, effective method, which can increase your purchasing efficiency. The system basically reviews usage, compares it to on hand/ on order quantities, and recommends a purchase quantity. This menu is used with two warehouse replenishment methods, either an ROP/ROQ method, or a Min/Max replenishment system. Later, I'll explain the differences between the two methods.

Customer Reporting System

_



In the Warehouse Maintenance Screen, there are three different replenishment methods:

- ROP/ROQ, which sets a Reorder qty, and X number of multiples of this qty can be ordered until the optimum qty set for this item is reached.
- 2. Inventory Class- not used
- Minimum/Maximum where minimum and Maximum are either system calculated or manually entered, and when the On Hand qty of an item falls below the minimum, the system determines the order qty to bring it to the maximum.

Notes:

Suggestions for Min/Max

- There are different factors in setting up your Min/Max for a vendor.
 - How far is vendor from you?
 - Does your vendor charge for shipping?
 - Does your vendor have minimums?
- Vendor is in the next town, no delivery charges, no minimums, no need to stock - order daily.
- Vendor is across country, charges for delivery, takes a week to receive inventory, you need to have a safety stock and order before needed.

Notes:			

		Vendor
ISH = [NoD000], DENOVE 2247 (UMAST, MAINTO) le - Edit - Settings - Reset - Tools - Mode - Stand	2600	- Perforant Dashbound Help +
Vendor Bumber PAJOCAL 57 Aleaf Day Vendor SECreate PO Frequency SECAND PO Flag 50.1 p. 30.7 2 51.AICPTEIN Months 62.ROG Mas Months 63.Min POS 64.Min PO Gty 65.Min Days to Exp 64.Override PO USI 67. Serv Cod 58. Serv Winse 59. Serv Rieg	Vendor Master Maintenance	Enter the standard Reorder Point factor for the vendor. This is the number of months sales to set the reorder point/Minimum. Value has one decimal place. This value is only used if the Replenishment method for a product / product line is set to: 3 Minimum/Maximum.
70.PG Acer GL 8 71.Pay Via Acin 72.Routing Burmber 72.ABA Number 74.ACH Bank Account 75.ACH Account Type 76.Seed ED ED ENTER LINE # TO CHANGE DELETE TO DELETE 0 T	ROQ/M/	N = .5 of month's worth of demand AX = 1 month's worth of demand hly demand is 100 units when avail is under 50 units to 100 units

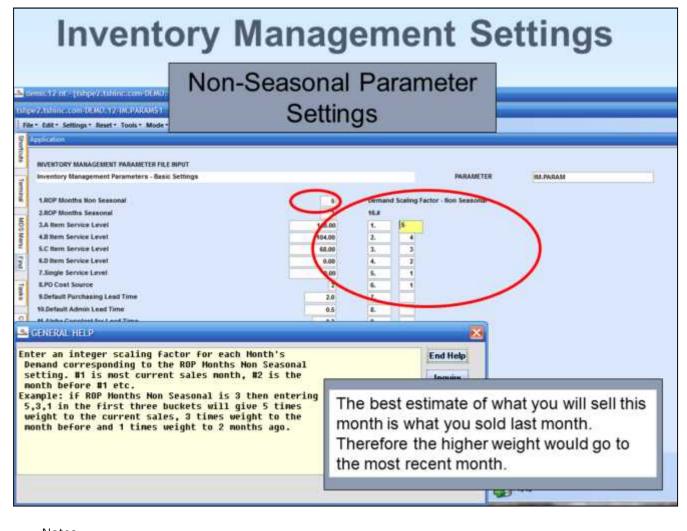
If using Min/Max replenishment method, you have the option to override the default Min/Max parameter settings by vendor.

Parameters Affecting Demand

(Demand is a forecast of what you will sell next month)

- Seasonal vs. Non-Seasonal Items
- Number of Months to use
- Demand Scaling Factor for Non-Seasonal Items

Notes:



To calculate the demand estimate, we average a specified number of previous months sales. This number is specified in the field labeled "ROP Months Non Seasonal".

For example, if the number of months is set to 5, then the calculation will add the previous 5 months sales, (excluding current month, because it is not a complete month), and then divide by 5, to arrive at a one month average.

You can also enter the default ROP/Min months and ROQ/Max months, which are used with Min/Max method 3.

Notes:

Calculation of Weighted Average to Find Your Non-Seasonal Demand

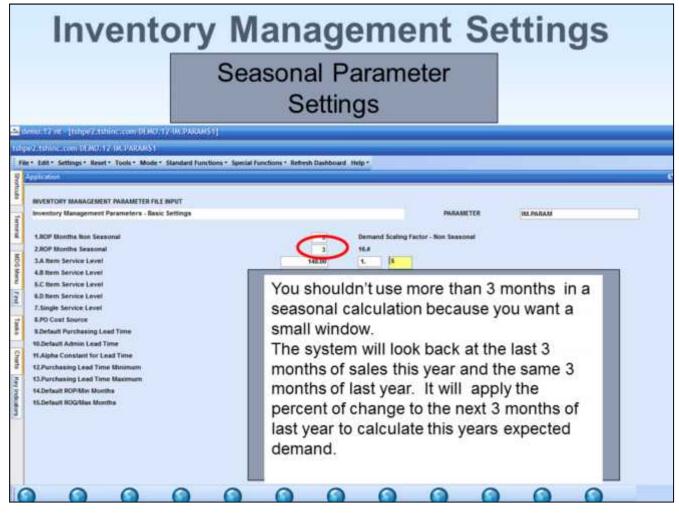
In this example sales for the past 5 months weighted average is 20 units per month, the straight average would be 22 units.

Month	1	2	3	4	5	
Sales	20	18	8	40	24	= 110
Factor	5	4	3	2	1	= 15
Result	100	72	24	80	24	= 300

Average = 110 / 5 = 22Weighted Average = 300 / 15 = 20 units

The best estimate of what you will sell this month is what you sold last month.

Notes:			



To calculate the demand estimate, we average a specified number of previous months sales. This number is specified in the field labeled "ROP Months Non Seasonal".

For example, if the number of months is set to 5, then the calculation will add the previous 5 months sales, (excluding current month, because it is not a complete month), and then divide by 5, to arrive at a one month average.

You can also enter the default ROP/Min months and ROQ/Max months, which are used with Min/Max method 3.

Notes:

Seasonal Demand

- Number of months to use (3 months is industry standard)
- Trend percent based on year to date sales
- To calculate June: (use 3 months)

Month	March	April	May	June	July	August
Last Yr	5	12	13	35	15	10
This Yr	23	20	2	2		

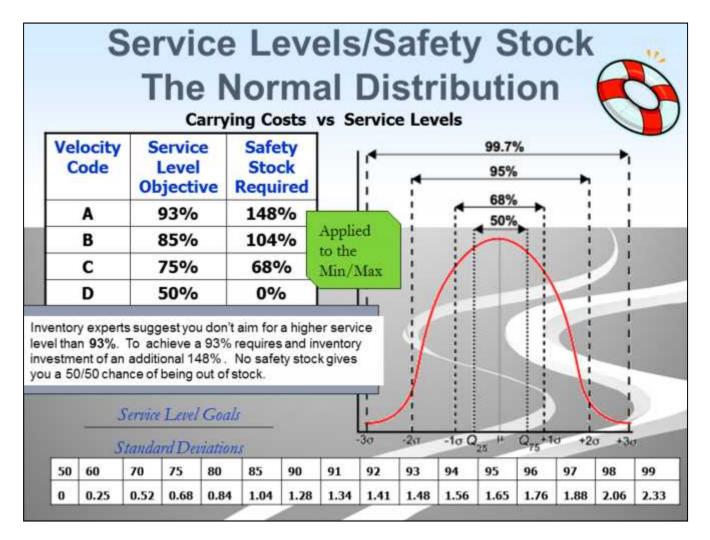
- This Yr / Last Yr 45 / 30 = 150% trend increase (50% increase)
- Upcoming 3 months last year = 35+15+10=60/3=20
- 20 * 150% = 30
- Forecasted demand = 30 units
- You need to have history on an item to calculate demand. On new items
 you need to estimate and manually enter a min/max.

Notes:

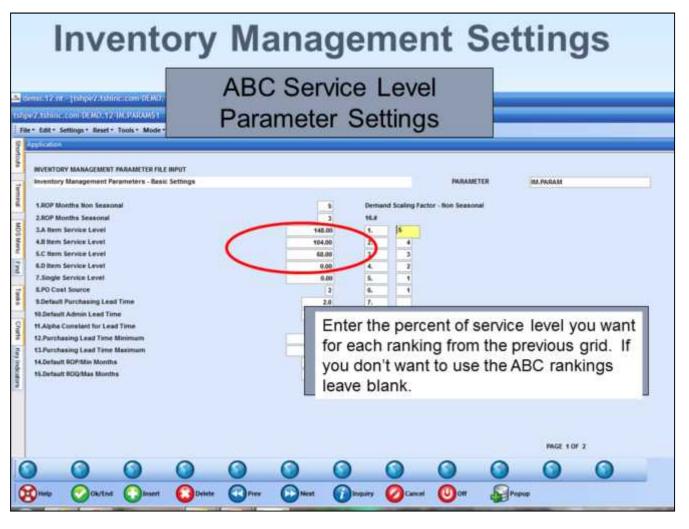
ABC Ranking

- ABC Ranking allows you to create and maintain the proper safety stock
- Higher safety stock results in higher service levels – but results in higher inventory costs
- Lower safety stock results in lower inventory costs – but results in lower service levels and unhappy customers
- The question we need to ask is how to balance service level vs inventory costs

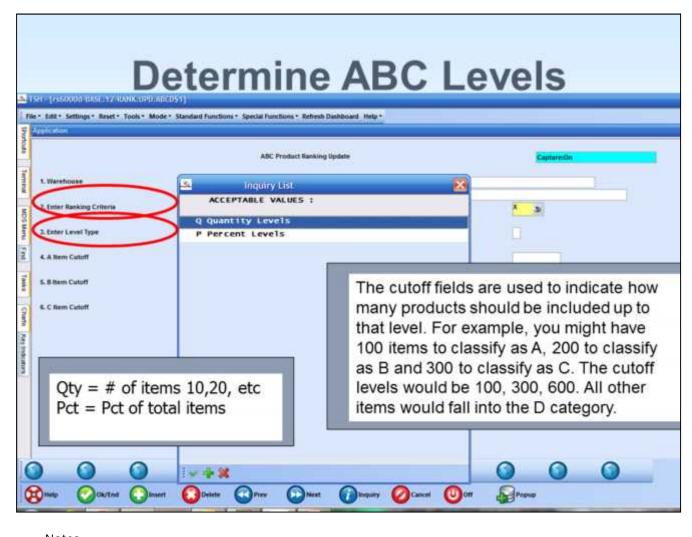
Notes:			



Notes:		



Notes:			



These screen is used to rank your products by a Velocity code of A, B, C and D. The items may be organized based upon unit sales volume, dollar sales volume, gross profit volume, cost dollar volume or number of times ordered.

votes:		

ABC Ranking Report

The ABC Ranking Report will show your products organized by ABCD as determined in the previous update.

					A require list
					ACCEPTABLE VALUES 1
					AND THE PROPERTY OF THE PROPER
FAGE	1	ADC SANKING ASPOST		03:18:10pm	U. Linit L. you fumer
	-	TANKAN ANTON			5 Sales volume
					6 Grace Profit
986EE 27	100	TTEM DESC.	wee	TOT. HALRE . DEM. NOS	C Cost Volume
		***************************************			N. F. OF STREET
091 10	14	ULTRA ESD PLASTIC DESE	A	334,230.00	
091 51	3029-54	OUTHPIC UNIDER OWENTER		156,600.00	
091 11	7155-120	ASVANTAGE NEED BOOT	A	152,736,00	
091 11	7155-070	ADVANTAGE NESS BOOT		149,640.00	
	7155-127	ADVANTAGE MENS BOOT		145,512.00	
001 51	13025-44	OCHREC UNIONS OWNERS		142,650.00	
001 11	7155-065	AUVASTAGE MESS SOOT		141,900.00	
001 51	3029-54	OLIMPIC UNISER SWEATER	A	138,150.00	
091 11	7155-125	ADVANTAGE MESS SOOT		136,740.00	
081 33	7155-075	ADVANTAGE NERS BOOT	A	134,934.00	
001 51	3029-44	OGYMPIC DHISER SWEATER		130,500.08	
001 10	13	BROWN PLASTIC DRIFE		130,300.00	
041.51	13029-48	OLYMPIC INTIES SWEATER		111,275.00	THE RESERVE THE PARTY OF THE PA
091 11	7155-105	ADVANTAGE HERE SCOT		104,232.00	· · ◆ 第
001 WI	INE	THET PRODUCT		94,576.08	
001 51	3029-58	OCCUPATION OF THE PARTY OF THE		28,975.00	
	13029-52	OCYMPIC Unious SWEATER	13		
100000000000000000000000000000000000000	HECK14	CARPRY PRESS 14 OF			1일 전 (Barel 121)는 기업자 자상 (Barel 121) (Barel 121) (Barel 121)
001 1	12	SCOR DESK		The ARC Rar	nking Report will show your
001 51	3029-42	OG/MOTIC UNTILEX SWEATER			
	MECF22	CARPET PRESH 22 OE		products orga	anized by ABCD as determined
001 mc		TEST PRODUCT		products orga	anized by ADOD as determined
091 1		RED PLANTIC DESK.		in the province	is undata
091 99		NO PRILLS REPRIS STICK UP		in the previou	is upuate.
0.000	INEED - F	STICK UP DROD LENCH			(M)
081 #	rsto-st	NO PRILLS STICK UP BYESRM			
001 10	The state of the s	DUTKA BLUE PLANTIC DESK	-		
	MKEU-E	STICK UP DOOD EVERGREEN	e.	27,270.08	
091 30	PSU-ND	NO ARESTS BAICK ON MAADEA		25,921.30	
091 30	FEG-L	NO BRITTS SLICK AS TRHON	0	22,929.68	
001 A	MICES.	CAXPET PRESE 9 OS	D	22,639.72	
091 A	MRET-RE	REPRIO STICK UP 2 PK		21,547.00	
001 A	WEIGH-WED	MAA DOLA SLICK OB	0	21,277.50	
	P20-8	NO VELLUS STICK OF SPRING	10	21,216,00	

votes:		

Sample Reorder Calculation



- Example: Product GLVE650132
- Sales Demand = 20 Units
- Velocity Level = A Highest possible
 - Safety factor is 148%
 - Vendor/Item minimum months is 2.0
 - Vendor/Item maximum months is 3.0
- \sim Minimum = 20 * 2 = 40
 - Plus safety stock = 40 * 148% = 60
 - \blacksquare Minimum = 40 + 60 = 100
- Maximum = 20 * 3 = 60
 - Plus safety stock = 60 * 148% = 89
 - Maximum = 60 + 89 = 149



After the demand is calculated, the ROP/ROQ calculation may be run. This will determine the minimums and maximums (or ROPs and ROQs) using the average monthly demand arrived at earlier.

When using the MIN/MAX method, the Minimum (Reorder Point) is determined by taking the number of months entered for the vendor, or the default number of months in the parameter file.

Once the system has calculated the MIN and MAX for each product, you can run a proof listing to evaluate the system calculated figures.

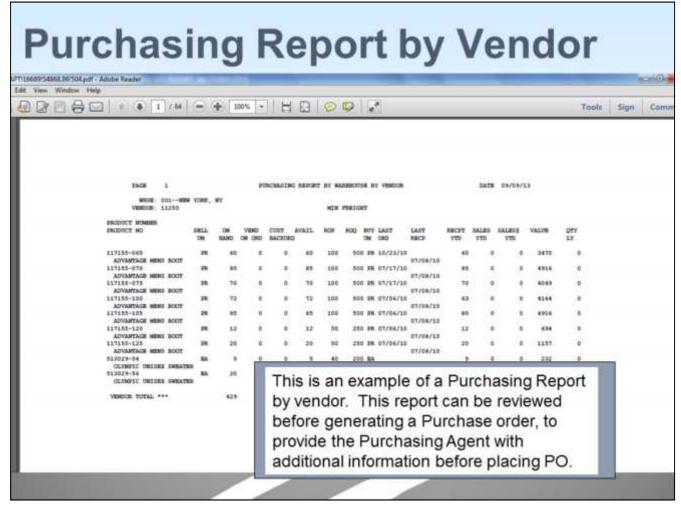
Notes:	

Notes:

	STOCK STA	TUS	INQL	JIR۱	(
	MANUAL C	VEF	RRIDE	S		
Jenso 1Zmt (talipeZitahin	CONFIDENCIAL STATOLIST					
	Tools * Mode * Standard Functions * Special Functions * Refresh Da	shboard Help*	_	_		
Stock Status Inquiry Dem Bumber	3M-3803	yr— to	Vendor 3M		Scrott By	PRODUCTS
Description	STERILE LATEX GLOVES SM.	Lead Time	Assisted 270	1.4 Stee P	vion	List Price
	(100 COUNT)	Discontinued		The second secon	24.000 EA	25.000 EA
Warehouse	601 NEW YORK, BY Show Cost		Curr Cost	Self	Cost	Purch Cost
Prod Class Vendor them	170 TSH MEDICAL PRODUCTS	EA Substitute item	19.000 EA		19.000 EA	19.000 TA
Sell (A / 1	Stock EA I 1 PO EA I 1	Ba .	1 Cs 1	Discount	u 05 u	Future
	can update from Stock State duct Detail Maintenance, or F	100	Avail Future	Man ROP	/ ROG / HOG	SalesYtd SalesYtd Demand
1000000	neration			10	20	
SALES	JARTS 11812 N	NR12	APRIZ	- man	30812	Y7013
Dollars SALES	Manually override selected	ROPs	and / or	ROQs	060.13	LYTOR
Dollars	If any Min or Max has been must then COPY Manual Rofields.			The second second		
Select [- Control of the Cont				0	0
		1				

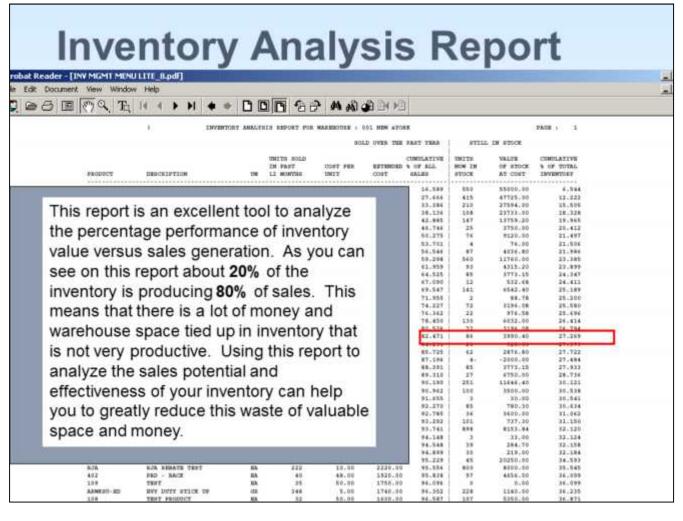
You can manually override any min or max figure through Product Detail maintenance; manual ROP or ROQ entry.

If any Min or Max has been manually entered, you must then COPY Manual ROP and ROQs to actual fields.



This is an example of a Purchasing Report by vendor. This report can be reviewed before generating a Purchase order, to provide the Purchasing Agent with additional information before placing PO.

Notes:



This report can be reviewed to determine items that you are carrying in inventory that aren't producing sales.

Notes:			



Notes:			

Automatic PO Generation

- Now that the Min/Max has been calculated and loaded based on your parameters it is time to create purchase orders.
- You can create purchase orders where the purchasing agent decides the vendors / items to review.
- The other option is to setup vendors with a frequency of when to order. The agent would just then run the process and the system would select the vendors that are on that frequency. Create purchase orders that are on hold automatically.

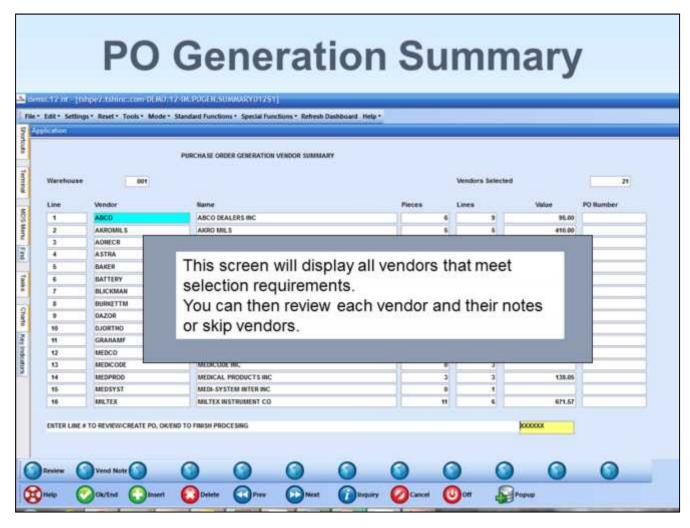
Notes:		

	PERCHASE	ORDER GENERATION SELECTION C	RITERIA			
1.Warehouse	801 REW YORK, MY					
2.Vend Burs	A 3.8eg Vendor 4.End Vendor					
J.Prost Cha	A 6.5eg Prod Cle 7.5mt Prod Cls	GENERAL HELP				
LProd hum	A S.Beg Product 18.End Product 11.Ind Product	using the cri creation. The		thout the re in the wrapu	view before	
2.On or Below Record 3.Within percent of 8 5. Show only Backers 7.Run Automatic PO	leorder Point (YM) Sered Products? (YM)					
ENTER LINE NUMBER	RTD CHANGE, "O" TO ACCEPT OR «ABOR	T> TO END PROCESS:				xxxxx
0	0 0	0 0	0 0	0	0 0	0
	End Chaert Delete	Pres Diest	Ologory Oca		Popup	

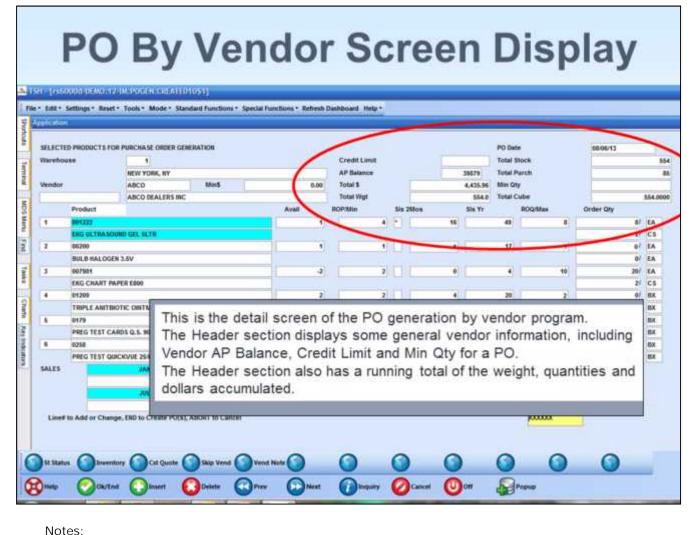
Operator will be prompted for various selection criteria, including warehouse, vendor etc.

A "Y' response to any of these fields will display only items that meet the criteria; a "N" response will display all items for that vendor.

A new feature has been added to allow the po generation to run without a review process.



Notes:			



This is the detail screen of the PO generation by vendor program.

The Header section displays some general vendor information, including Vendor AP Balance, Credit Limit and Min Qty for a PO. The Header section also has a running total of the weight, quantities and dollars accumulated for this PO.

.

ADICO DEALERS INC	ac etio		* Tools * Mode * Standard		۲	O De	tall					
Product ANCO MAYS AND STANDARD											08/96/13	1
Product Pro	Webc	uxe	THE PERSON NAMED IN COLUMN TWO IS NOT THE PERSON NAMED IN COLUMN TWO IS NA					741240	100		-	
ABCO DEALERS INC Product Product NESS BORTMAN SIN TO BOURD GET BLTN DOSS DOSS BULS HALOGEN 3.5V DOSS BULS HALOG				C 1	0.00	000						
Product Nest Billet Sile 2Mov Sile Vy BIOQMAss Order Gey Nest Billet All Sile Sile Vy BIOQMAss Order Gey Nest Billet All Sile Sile Vy BIOQMAss Order Gey Nest Billet All Sile Sile Vy BIOQMAss Order Gey Nest Billet All Sile Sile Vy BIOQMAss Order Gey Nest Billet All Sile Vy BIOQMAs	10000		The State of the S		0,00	-		100000	N. Carlotte			74.000
1 4 1 16 49 8 27 C5 2 00200 1 1 1 1 17 1 07 6A BULB HALOGEH 3.5V 2 007961 27 7 1 0 07 6A 2 007961 27 7 1 0 07 6A 2 007961 27 7 1 0 07 6A 4 01200 2 2 2 4 20 2 0 07 6X TIRPLE ANTROOTIC OINTIMET 5 0479 PREG TEST CARIOS Q.S. 8 0258 PREG TEST CARIOS Q.S. 1 1 1 1 1 17 1 0 07 6A 22 C5 2 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Product	- Commission of the Commission	Avail		1000	Sie 25fox	1.77.717	100000000	Max	Order Qty	
PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. PREG TEST CARDS Q.S. This item is suggesting you order 8 EA or 2 CS of 4 EA to order the ROQ/MAX of 8. This would bring the avail up to 9 EA. The program allows the operator to override the order qty. The operator can also change (override) the ROP and/or the ROQ right from this scree	1	001222			1	4	FILE	16	49	8	A STATE OF THE PARTY OF THE PAR	EA
BILLS HALDGEH 3.8V 3 007901 2 07 04 EKG CHART IMPERESON 4 01200 2 2 2 4 20 2 0 65 TRIPLE ANTRIOTIC ORITINET 5 0479 PREG TEST CARDS Q.S. 6 0258 DEGREE TEST CARDS Q.S. 7 This item is suggesting you order 8 EA or 2 CS of 4 EA to order the ROQ/MAX of 8. This would bring the avail up to 9 EA. The program allows the operator to override the order qty. The operator can also change (override) the ROP and/or the ROQ right from this scree		EXG ULTRASO	OND GEL SLTR		- mid	-111	7115 711		- CIT	15	2/	Cs
Section of the program allows the operator to override the order qty. The program allows the operator to override the ROQ and/or the ROQ right from this scree of the ROQ and/or the ROQ right from this scree override. The program allows the operator to override the ROQ and/or the ROQ right from this scree override.	2	00200			- 1	1		1	17	1	0.0	£A.
# 01200 2 2 2 4 20 2 0 6 60 EX THIPLE AMPTRIOTIC ONTINET S 0479 PREG TEST CARDS Q.S. DOZSE DEST CARDS Q.S. DOZSE DOZSE DEST CARDS Q.S. DOZSE DOZSE		BULB HALDGE	H S.SV		_							EA
TRIPLE AMITENOTIC OINTINET S OCTO PREC TEST CARDS Q.S. S OZSS PREC TEST CARDS Q.S. LINE TO ADD	3	007981			-2	- 1	-		-	- 10	30/	EA
TRIPLE AMPTENDITIC OMITMET S ORTH PREG TEST CARROS Q.S. S ORTH Item 001222 is showing an avail of 1, the ROP/MIN is 4, there is an * to denote it is below the ROP. Sales and the ROQ/MAX of 8 are also displayed. This item is suggesting you order 8 EA or 2 CS of 4 EA to order the ROQ/MAX of 8. This would bring the avail up to 9 EA. The program allows the operator to override the order qty. The operator can also change (override) the ROP and/or the ROQ right from this scree		EKG CHART IV	NPER EDOO								21	CS
Item 001222 is showing an avail of 1, the ROP/MIN is 4, there is an * to denote it is below the ROP. Sales and the ROQ/MAX of 8 are also displayed. This item is suggesting you order 8 EA or 2 CS of 4 EA to order the ROQ/MAX of 8. The program allows the operator to override the order qty. The operator can also change (override) the ROP and/or the ROQ right from this scree	4	01209			2	2		4	29	2	01	EX
Item 001222 is showing an avail of 1, the ROP/MIN is 4, there is an * to denote it is below the ROP. Sales and the ROQ/MAX of 8 are also displayed. This item is suggesting you order 8 EA or 2 CS of 4 EA to order the ROQ/MAX of 8. This would bring the avail up to 9 EA. The program allows the operator to override the order qty. The operator can also change (override) the ROP and/or the ROQ right from this scree		TRIPLE ANTO	отис онитмет								10	BX
		0268	below th This iten	ne ROP. Sales in is suggesting uld bring the a	and gyou vail u	the ROQ/ order 8 E p to 9 EA.	MAX of	8 are also S of 4 EA	display to orde	ed.		
	IALES	^	The programme of the pr	erator can also	chan					OQ right	from this s	cree

The detail section displays Avail, ROP and ROQ, and Sales info for each item.

An "*" indicates the item inventory is below reorder point.

The Order Qty is displayed in both Purchasing and Stocking Unit of measures.

The recommended Order qty is 8 each (2 cases), to bring the inventory from available: 1

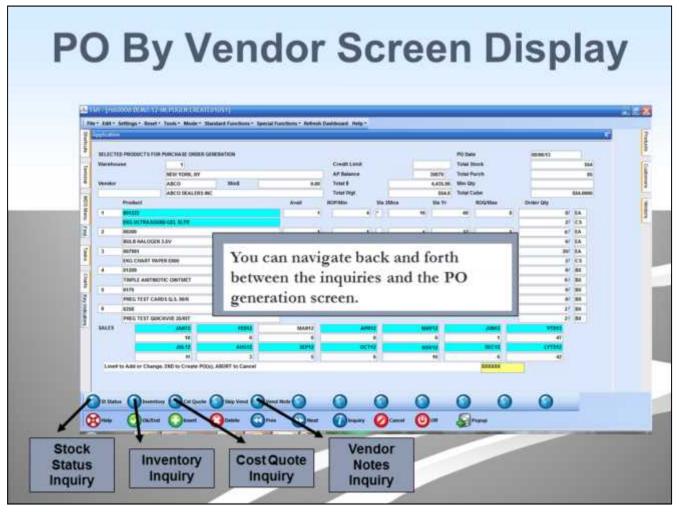
to

Rop (Max):

Order qty:8

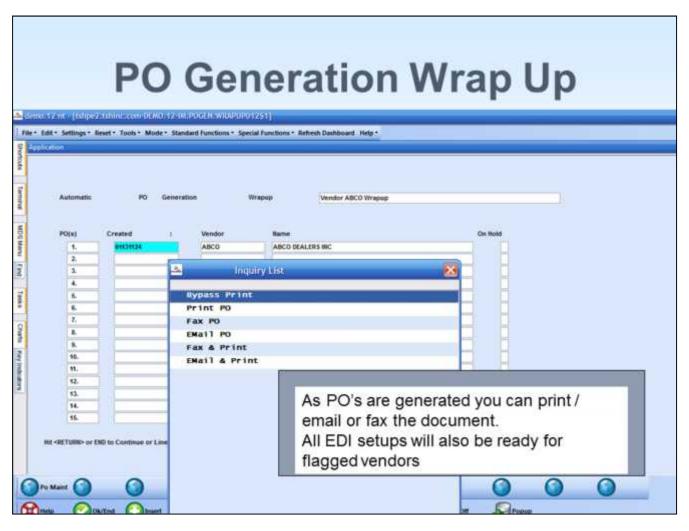
The program allows the operator to override the order qty.

On our base system, the operator can also change (override) the ROP and/or the ROQ right from this screen

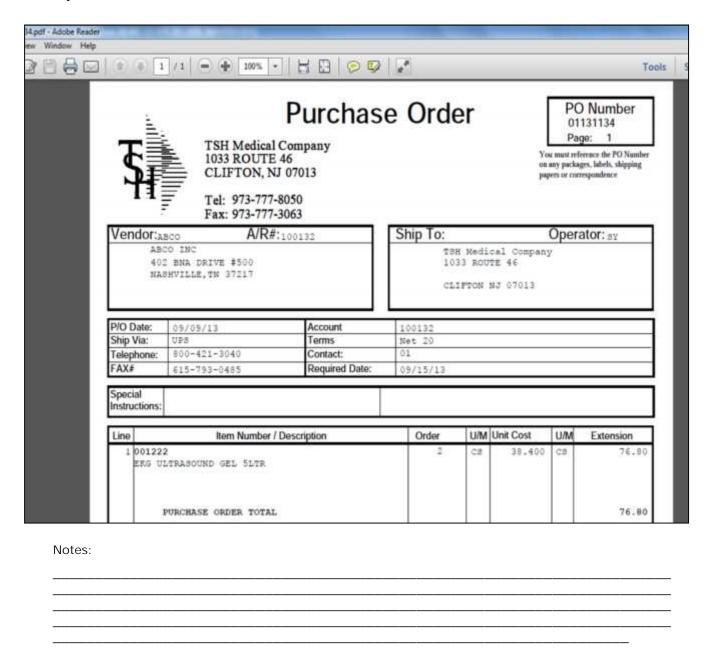


By Clicking on one of the buttons on bottom of this screen, you can access the Stock Status, Inventory, Cost Quote or Vendor Notes Inquiries. You can navigate back and forth between the inquiries and the PO generation screen.

Notes:	



Notes:		

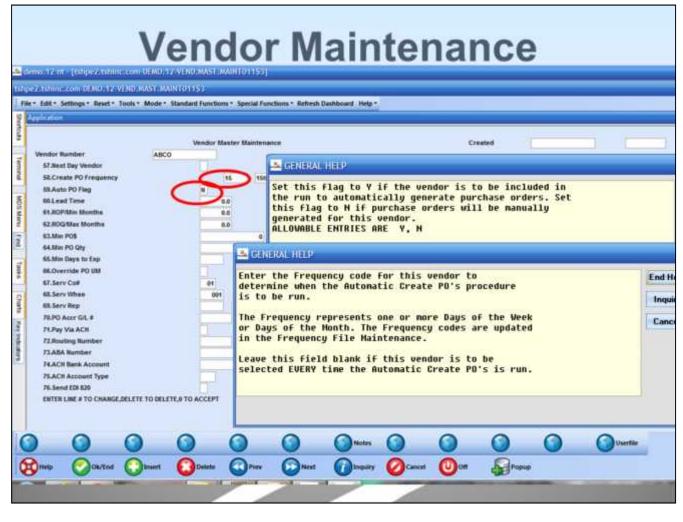


Automatic PO Generation for Vendors on a Scheduled Basis

- Select Warehouse
- Create PO's by Frequency
- Put on hold for review

Notes:

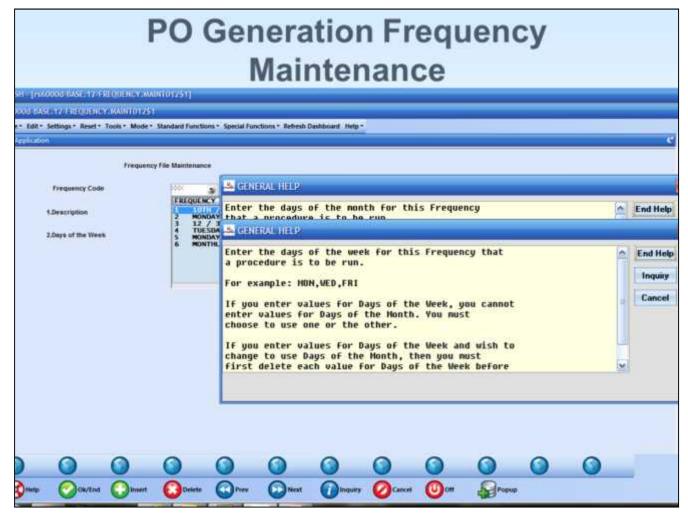
PO's will be created for all vendors flagged for auto Po generation. The order quantities will be calculated the same as in PO generation by vendor. When the PO's have been created a screen listing and a printed report of the PO numbers will be generated. All of the PO's will be put on Hold, and will not print, fax, email etc until an operator has gone to PO Maintenance and released them. They can then be directed to print, E-mail, Fax, or EDI.



You can setup a vendor for a specific frequency. Only on Monday, bi weekly, monthly, etc. You assign the frequency code setup in frequency maintenance to the vendor. You also need to set the vendor up as Auto Po Flag of "Y". If the vendor is setup up with no frequency code it will be selected and checked each time the automatic po generation program is run.

30

Notes:			



The automatic po generation can be setup to do all vendors each time it is run or at specific days of the week or dates. The frequency maintenance allows you to select days of the week, one or multiples or a specific date or multiples. In the examples one is for bi weekly purchasing of Monday and Thursday, the other is for the 15th and 30th of the month. These frequencies can be assigned to vendors.

Notes:

Customer Reporting System



As you can see from this brief overview of the Inventory Management Lite System, you can see the cost effective and time saving benefits to using this system as opposed to entering your PO's manually.

32