



# Sage Inventory Advisor

Reduce your Inventory, working  
capital and stock-outs

August 15<sup>th</sup>, 2013

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# Overall Objective



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Our objective is to introduce you to Sage Inventory Advisor, a powerful solution that will deliver on the promise of:

- Reducing excess inventory
- Reducing your stock-outs
- Reducing your working capital
- Improving your fill rates
- Improving your forecasting

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# Agenda



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- Customers' concerns
  - How it works
  - Current Customer
  - Brief Demo
  - Pricing/Implementation
  - Benefits
  - Conclusion
  - Next Steps
  - Q&A

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# Customers Inventory Concerns



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## Rated No. 1 concern

**42%**

stock-outs

**37%**

too many \$ in stock

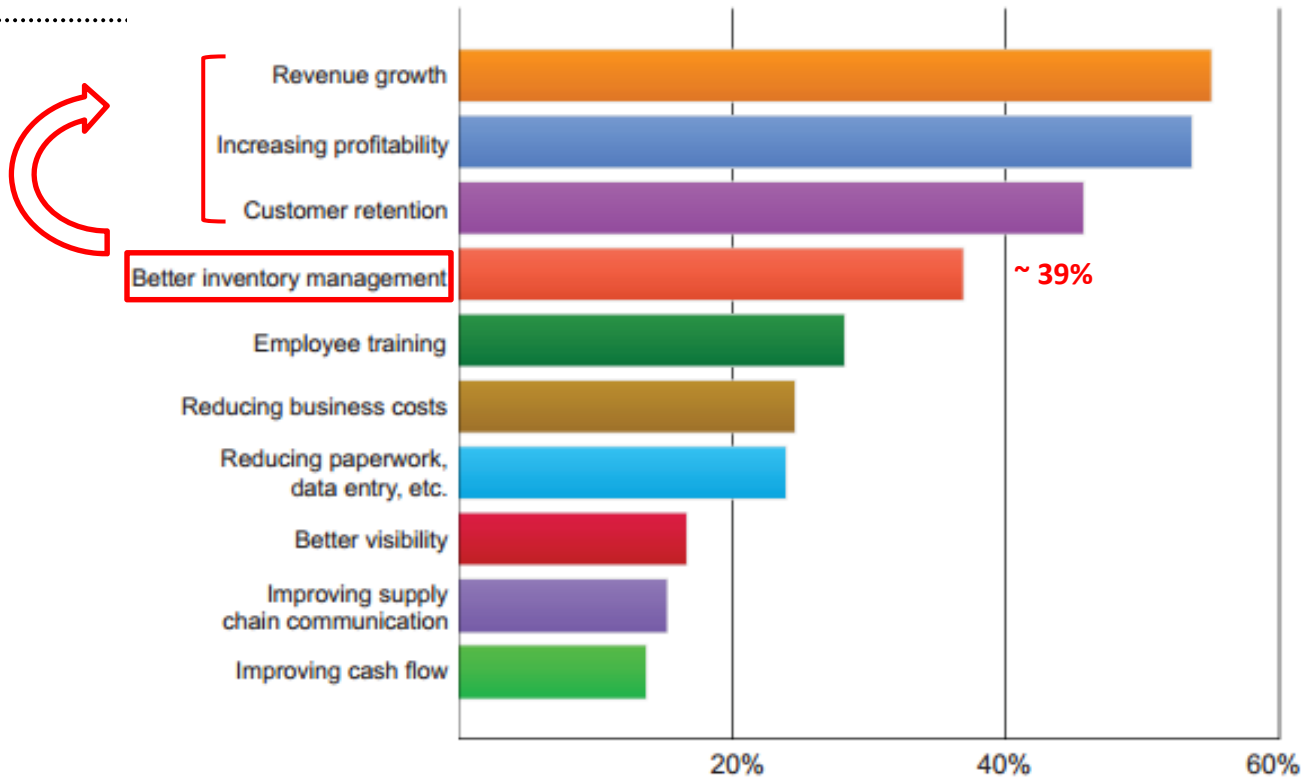
**21%**

time spent calculating re-order quantities

# Industry Survey



What are your top business priorities for the next 12 months?

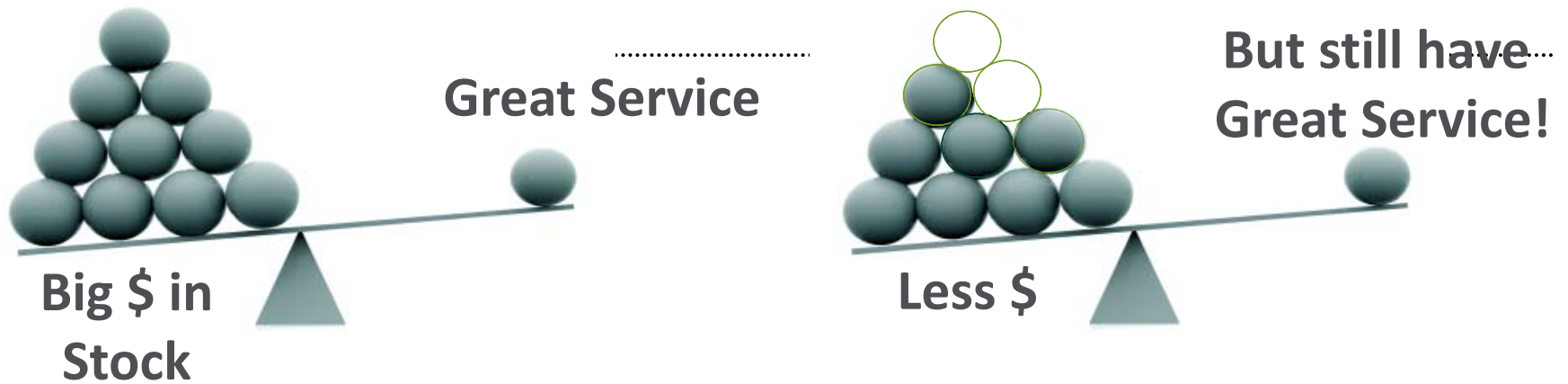


Respondents were asked to choose three.

Source: "The Outlook for Wholesale Distribution in 2013", Competitor survey in collaboration with Modern Distribution Management (MDM.com)

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# Conventional Wisdom



**What's Needed**

- Sophisticated but easy to use solution
- No new capital investment
- Up and running with little effort – immediate gratification
- Gets the job done in 1/10<sup>th</sup> of the time

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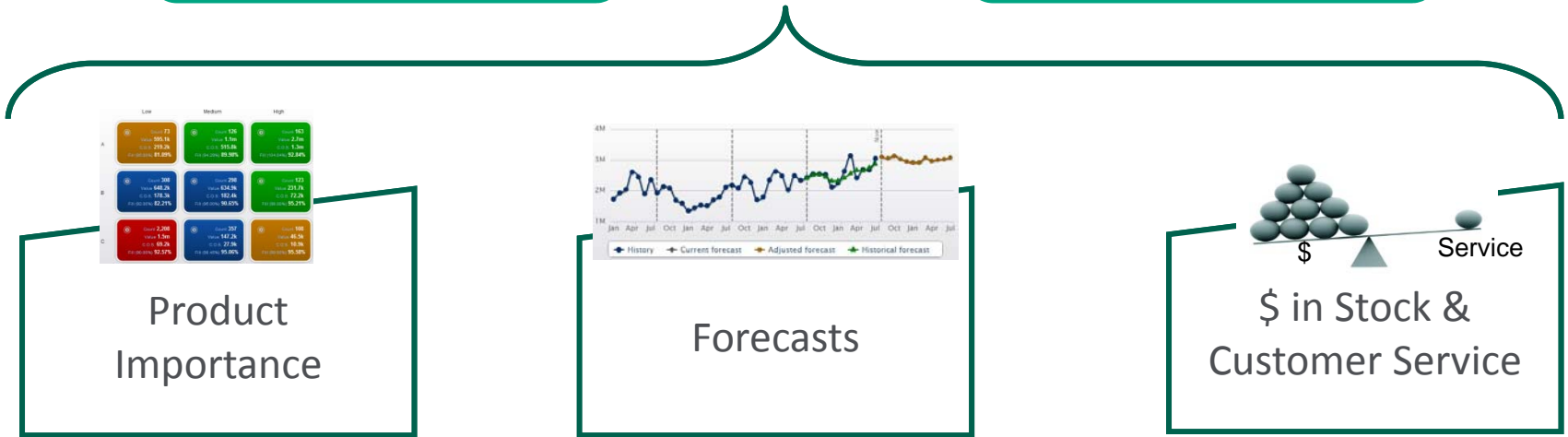


# Designed to Address Two Questions

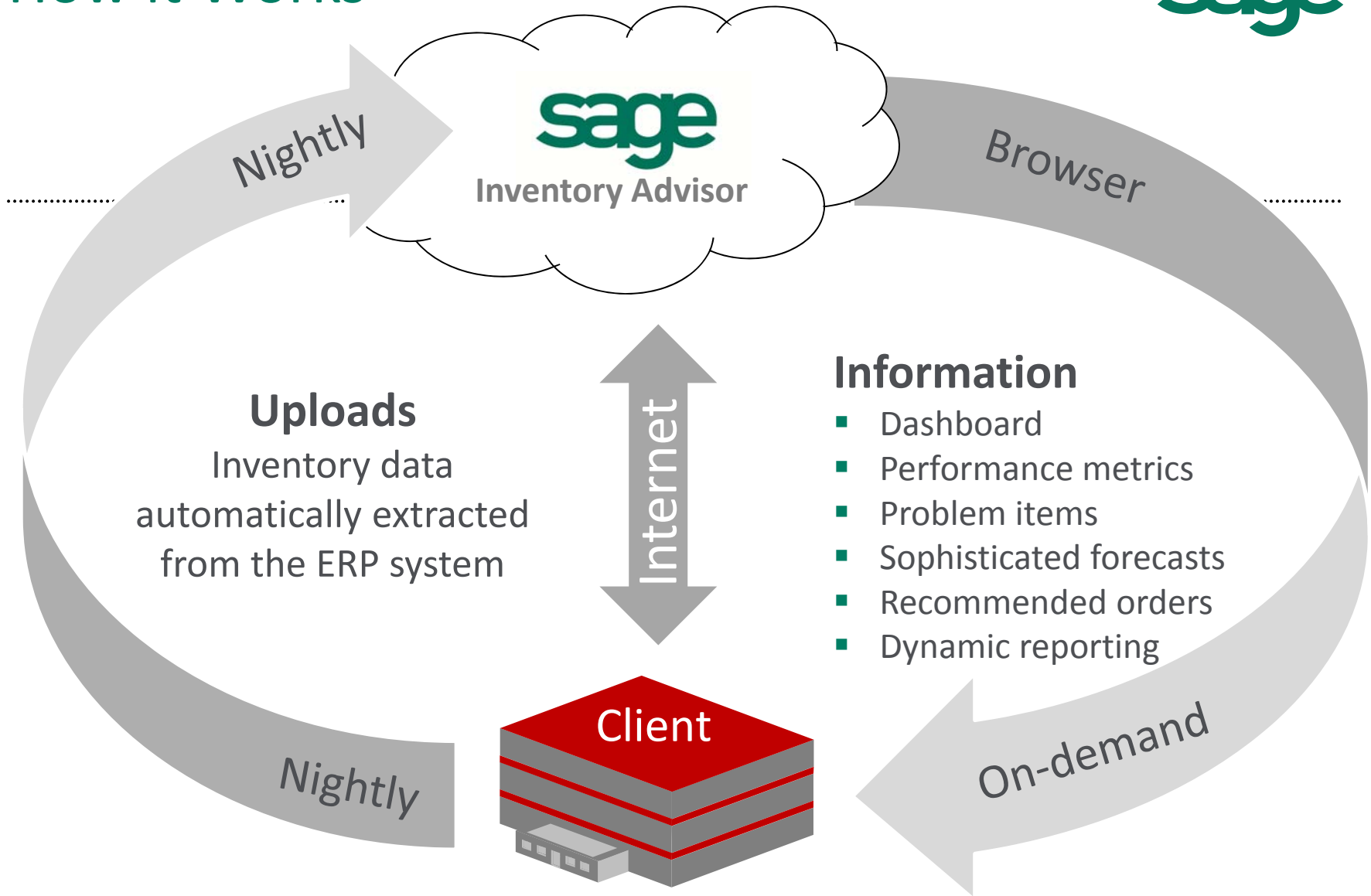


What needs attention today?

What to Order?



# How it Works





# Hubert Glass Oil Co

*A Chevron Signature Class Lubrication Marketer*



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- What inventory challenges did you have prior to Sage Inventory Advisor?
  - Why did you choose Sage Inventory Advisor?
  - How was your experience with implementation?
  - What key benefits have you been able to achieve after you started using Sage Inventory Advisor?

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# Let's Take a Look



The image displays three overlapping screenshots of the Sage Inventory Advisor web application interface.

**Top-Left Screenshot: Dashboard (Central Store)**

- Navigation: Dashboard, Locations, Forecasting, Orders, Suppliers, Stock enquiry, Settings
- Dashboard Metrics:
  - Stock holding: 18.4m (Actual) vs 12.2m (Model)
  - Fill rate: 80.45% (Actual) vs 97.11% (Target)
  - Potential stock outs: 532.8k (Value) vs 26 (Items)
  - Excess stock: 4.2m (Value) vs 432 (Items)
- Product Lists:
  - Top stock outs: Table with columns Product code, Value, and a progress indicator.
  - Top potential stock outs: Table with columns Product code, Value, and a progress indicator.

**Middle Screenshot: Forecasting (Central Store)**

- Navigation: Dashboard, Locations, Forecasting, Orders, Suppliers, Stock enquiry, Settings
- Forecasting Chart: Line chart showing History, Current forecast, Adjusted forecast, and Historical forecast over time.
- Summary Table:

Product code	Order value	Variance	
		%	Value
70009	407.0k	-14.22%	-32.0k
31301	0	-184.67%	-25.7k
54358	78.0k	-55.19%	-16.1k
32053	0	-21.76%	-15.0k
33802	0	-18.30%	-13.0k
Total under-forecast			-101.8k

**Bottom-Right Screenshot: Inventory classification (Main Branch)**

- Navigation: Dashboard, Locations, Forecasting, Orders, Suppliers, Stock enquiry, Settings
- Inventory Classification Matrix (ABC-HI/L):

	Low	Medium	High
A	Count: 1 Value: 170.9k C.O.B: 51.0k Fill (90.00%): 70.00%	Count: 4 Value: 52.4k C.O.B: 25.6k Fill (90.00%): 100.00%	Count: 66 Value: 975.3k C.O.B: 2.9m Fill (90.00%): 82.74%
B	Count: 5 Value: 13.5k C.O.B: 8.7k Fill (90.00%): 84.61%	Count: 18 Value: 47.4k C.O.B: 57.8k Fill (90.00%): 100.00%	Count: 5 Value: 12.4k C.O.B: 13.4k Fill (90.00%): 89.83%
C	Count: 100 Value: 155.1k C.O.B: 65.8k Fill (90.00%): 83.84%	Count: 7 Value: 7.6k C.O.B: 10.5k Fill (90.00%): 87.56%	Count: 4 Value: 619.2k C.O.B: 1.2k Fill (90.00%): 100.00%
- SKU count: 3D bar chart showing counts for various SKUs.

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# Pricing



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## ■ Monthly Fees

- The monthly fee provides for an unlimited number of registered users
- Fees are due monthly in advance with a 5 day notice after initial 4 months
- This is based on the number of active **S**tock **K**eeping **U**nits at each **L**ocation referred to as SKULS (ex. 2,000 SKU's @ 2 locations = 4,000 SKUL's)

## ■ One-Time Fees (due at time of order)

up to 25,000 SKULs	\$2,200
up to 100,000 SKULs	\$3,300
up to 250,000 SKULs	\$6,600
Above 250,000 SKULs	\$9,900

Up to 5,000 SKULs	\$299
Up to 25,000 SKULs	\$399
Up to 50,000 SKULs	\$499
Up to 100,000 SKULs	\$599
Up to 150,000 SKULs	\$799
Above 250,000 SKULs	\$999

Note: The one-time fees exclude travel related costs and additional consulting time which will be agreed in advance with the customer ahead of being incurred.

# Implementation



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We will arrange to obtain the data – all we need is remote access

1. Data Validation
2. Some data clean-up such as Lead times, MOQ's, Outstanding PO's
3. User Training through Sage University AnyTime Learning – About 4 hours at your own pace

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# Sage Inventory Advisor Benefits



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**2% to 10%** improvement in fill rate

**Stock-Outs** ↘

**15% to 20%** reduction in capital investment

**Working Capital** ↘

**10% to 15%** reduction in excess inventory

**Surplus Stock** ↘

**Up to 50%** reduction in time spent on manual calculations

**Time Spent** ↘

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# A Unique Solution



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- **Accessible anywhere, anytime**

- Cloud-based
- Mobile solution

- **Instant Value**

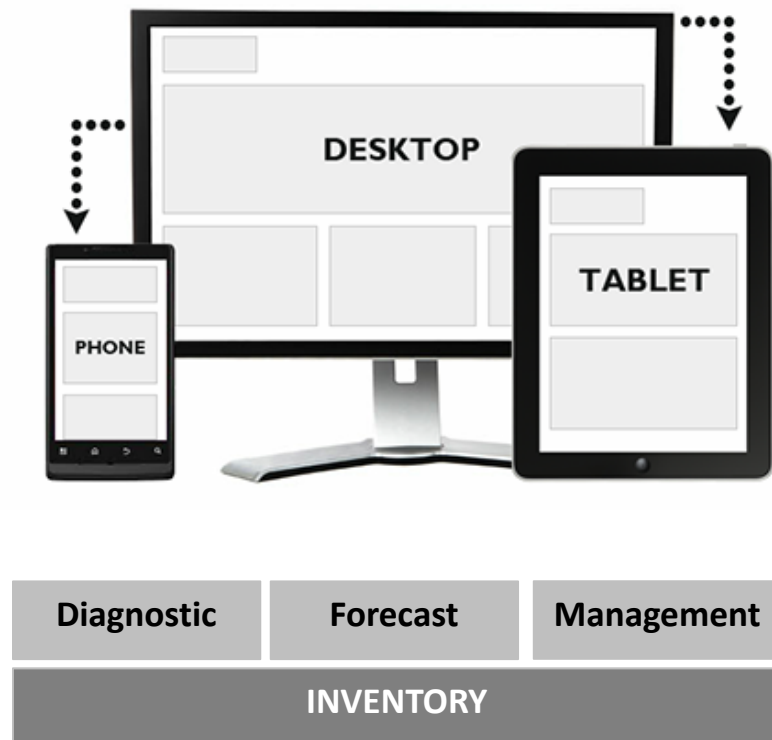
- Implemented in just hours!
- Instant inventory health check

- **Easy to use**

- Intuitive functionality
- Focus on what's important
- “No clutter” display

- **Affordable**

- From \$299/mo + \$2,200 one-time fee



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# Next Steps



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- To learn more  
<http://na.sage.com/erp/invadv>  
Talk to your Business Partner
  - Email us with your questions @  
[InventoryAdvisorTeam@Sage.com](mailto:InventoryAdvisorTeam@Sage.com)



Questions



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Thank You

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