



Inventory Strategies for Omni-Channel Environments



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Good News
or
Bad News First People?

Show of hands?

What's moving the world and the region?

Consumer behavior - Changing

Political Environment - Stressed

Young population – E savvy

GDP – Growth Slowdown

Good News!

$$Y = C + I + G + NX$$

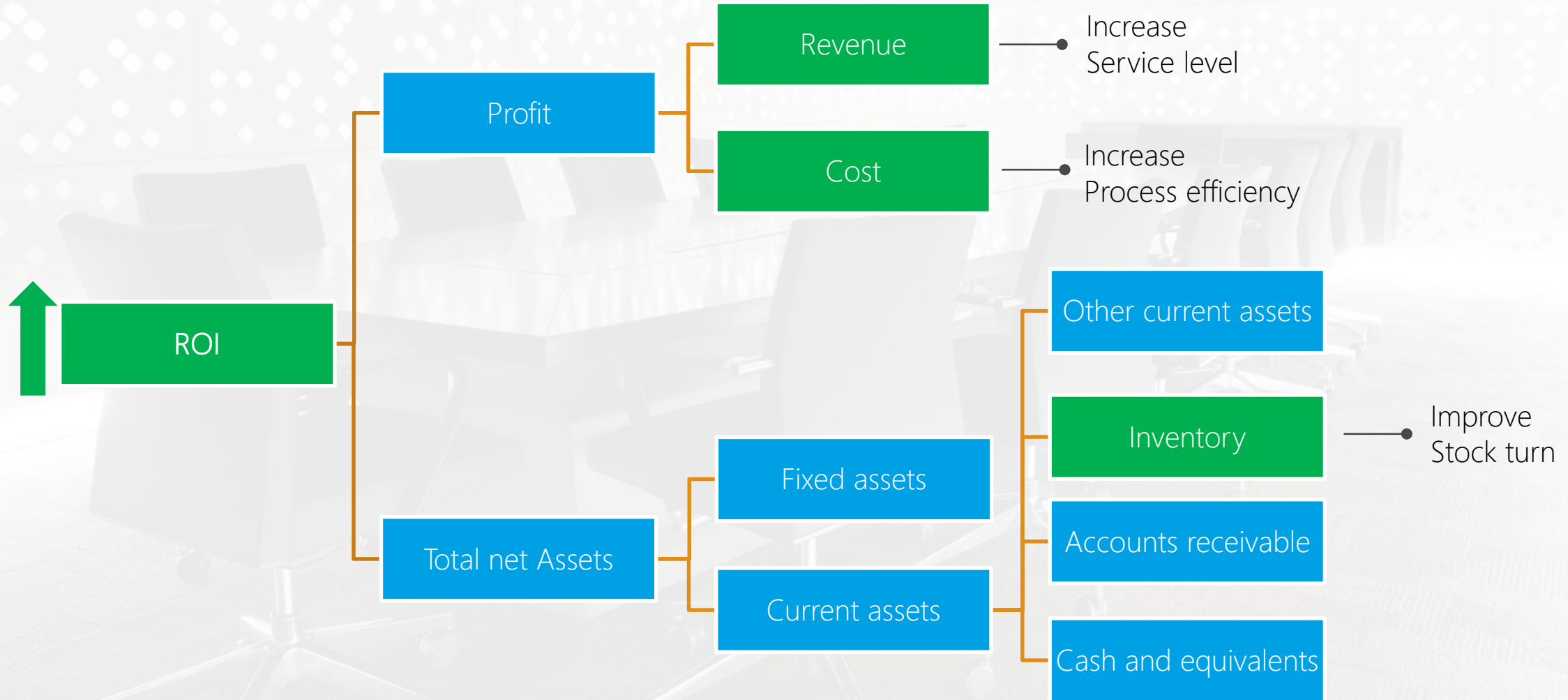
G – Spendings ^

There is a lot of
business!

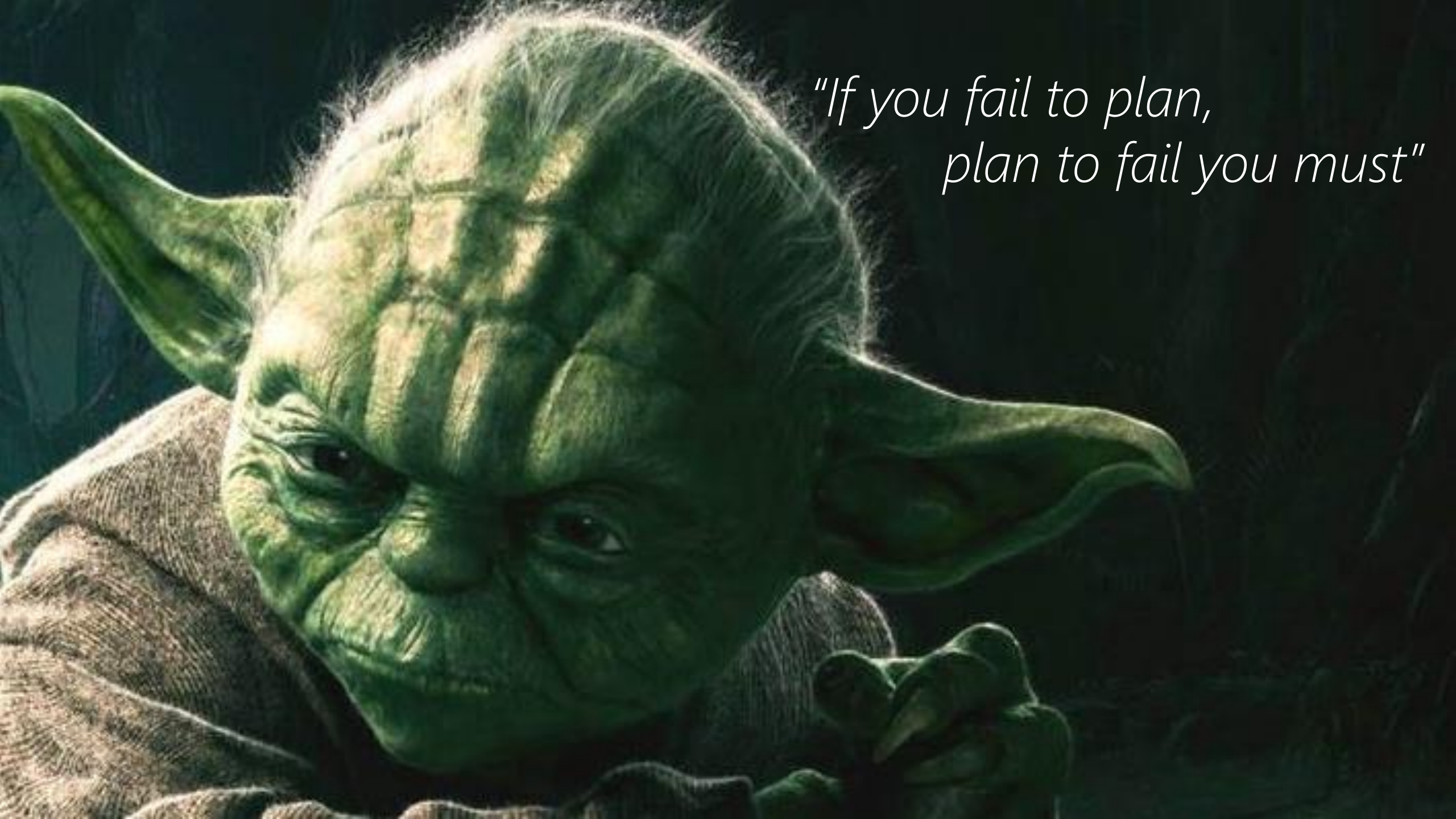


However with business
comes inventory!

Importantly: The right inventory increases total business ROI



Now: to have the right inventory, you need an inventory strategy...



*"If you fail to plan,
plan to fail you must"*

An inventory strategy is a trade-off between Service, Efficiency and Capital

"You can't sell if you don't have it"

"Only focus on what is important"

"You can only spend your money once"





Blockchain

Big data and analytics

Supply Chain Operating Network

Internet of things

The world is changing

Trends mentioned by Gartner

Supply Chain Visibility

Supply Chain Center of Excellence

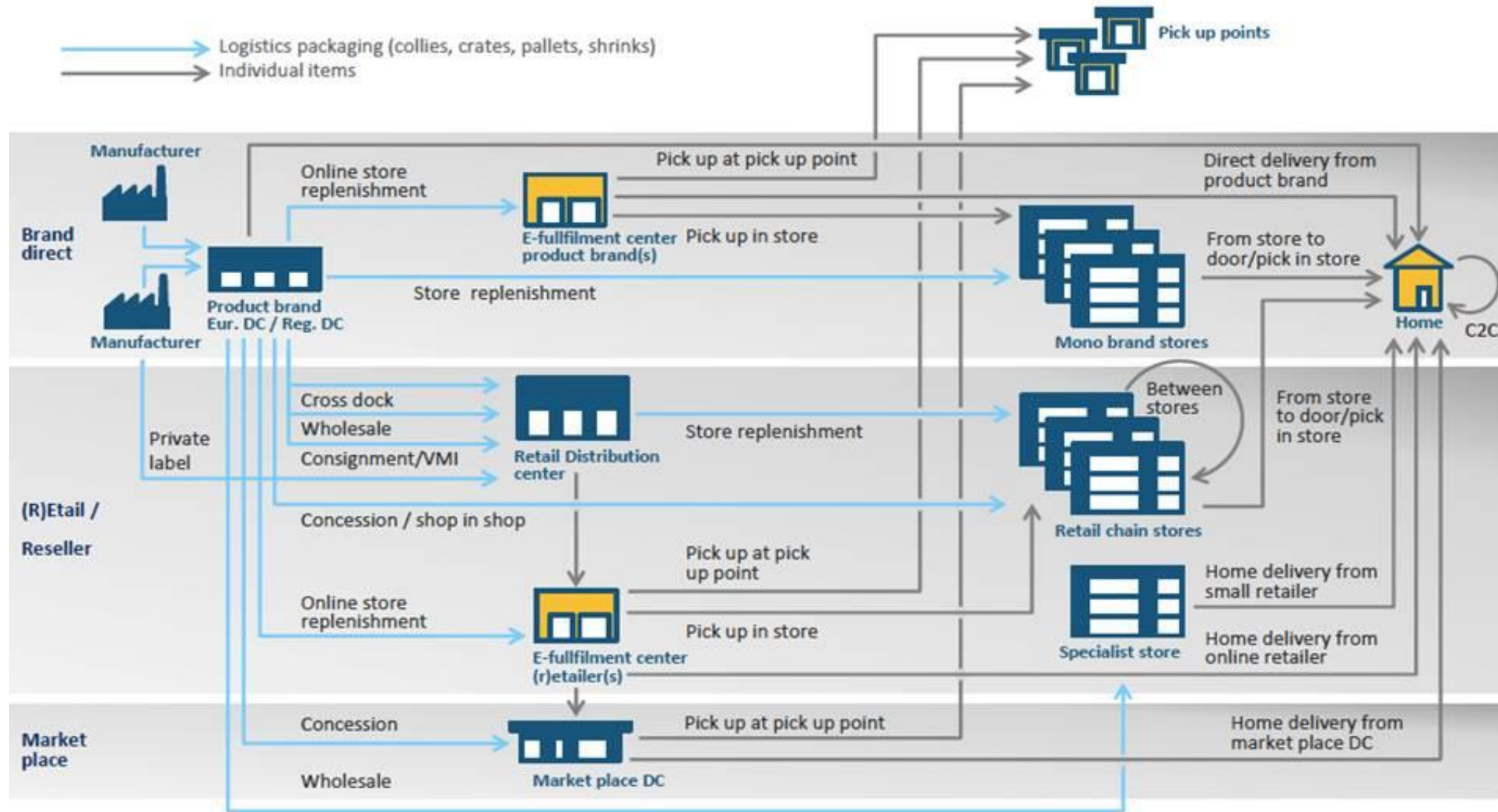
Robotics and automation



The traditional Supply Chain looked simple...



Woaaaaah! Now the new Supply Chain is much more **Complex...**

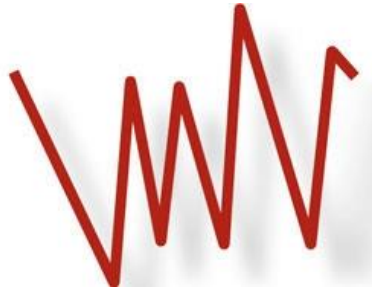


..., and every flow requires planning!

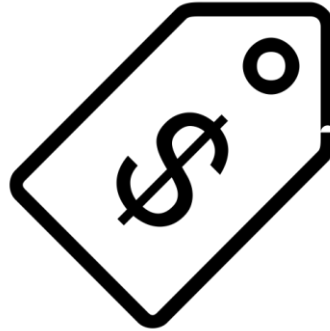
Having all of these flows brings challenges...



No inventory = no deal = no revenue



Volatile customer demand due web transparency



High cost of backorders, requires extra fulfillment



24/7 Business eats your margin... efficiency is required



Suppliers/Brands are delivering directly to customers



How do we overcome these challenges?



Overcoming these challenges starts by rethinking our Business strategy...

Product Leadership

- Best in Innovation
- Superior image
- Time-to-market

Product
Leadership
Best product

Customer Intimacy

- Wider Assortment
- Close to the customer
- Integrate with the processes of your customer

Customer
Intimacy
Best service

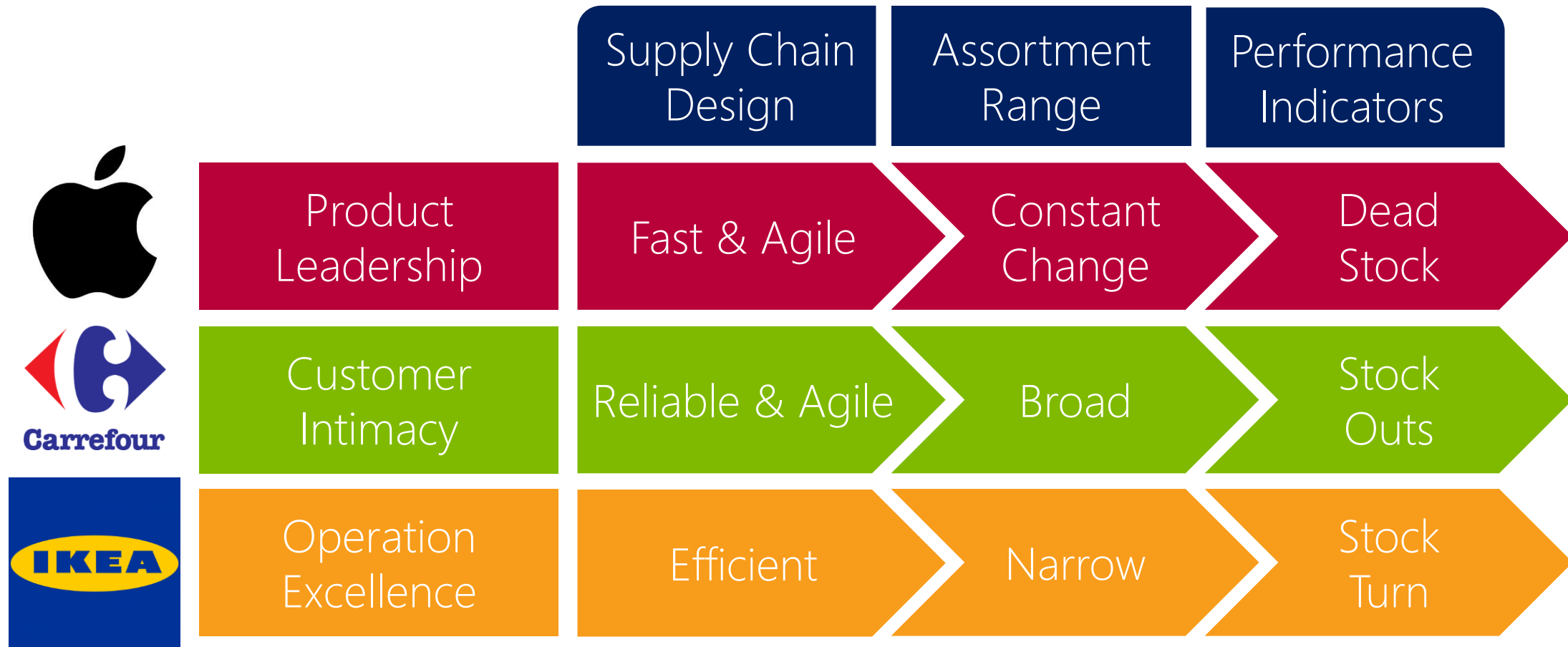
Operational
Excellence
Best Performance

Operational Excellence

- Super efficient
- Focused Assortment
- Total cost of ownership

Who are you at your core?

Once we have the business strategy, we need to translate it to the Supply Chain Design...



This brings us full circle...
A good inventory strategy
results in:

*Increased
Service Levels*

*Improved
Stock Turn*

*Freed up
Working Capital*





If you are interested in learning how software can assist you achieve these goals:

- ✓ Increase Service Levels
- ✓ Improve Stock Turn
- ✓ Free up Working Capital

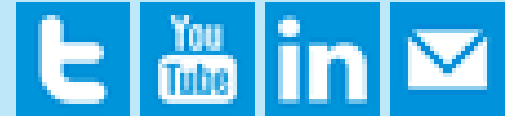
Please get in touch...





THANK YOU

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Experts in inventory optimisation