



7 Eye-Opening Ways **DASHBOARDS CHANGE THE GAME** for Distributors and Manufacturers



STOCK IQ
TECHNOLOGIES

7 Eye-Opening Ways Dashboards Change the Game for Distributors and Manufacturers

While there was a time when distributors and manufacturers were desperate for more data to provide visibility into the status and movement of inventory, today's challenge is data overload. Consolidating, filtering and delivering clear, relevant data is the key to better control over inventory—from forecasting to production to delivery.

Dashboards aren't new, but their importance in taming the growth of data has intensified. People today, especially the digital natives, expect data to be delivered in context—understandable in moments, not hours or days.

Providing well-designed, relevant dashboards for all of the decision makers in your supply chain can change the game—to identify problems earlier, tighten control over inventory and optimize resource usage. In this e-book, we'll show you how dashboards can deliver clear, concise information to build your strategic advantage.

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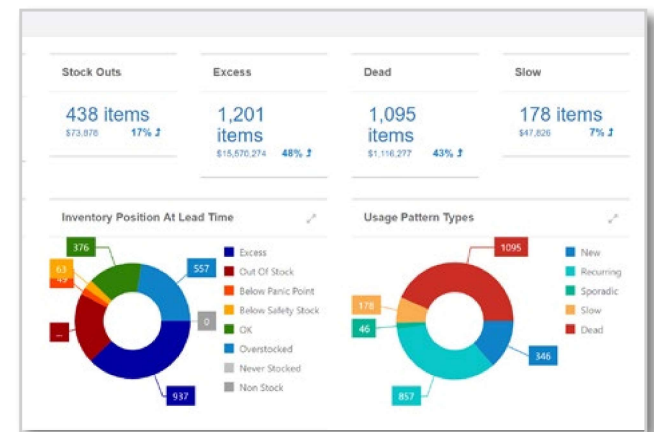
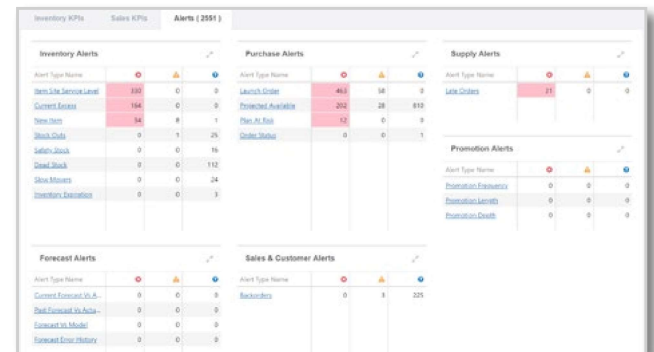
No. 1

GIVE PLANNERS PERSPECTIVE

Demand planning and forecasting provide the foundation of information that will impact every aspect of your organization. From inventory to production to financial management, resources are allocated and committed based on forecasts and planning.

Demand planners in your organization need dashboards built on centralized data, collected across sales, the supply chain and through production. Planner dashboards should focus attention on key supply chain and inventory indicators, providing:

- Visibility to SKUs at risk of stocking out.
- Recommendations for the inventory required to maintain calculated safety levels.
- Comparison of actual sales to forecasted demand.
- Real time simulations of demand and supply adjustments.



A “Planner Workbench” dashboard could include calendars, purchase alerts, usage patterns and more.



KPI

KEY PERFORMANCE INDICATOR

Practical and objective measurement of progress, either:

- Towards a predetermined goal, or
- Against a required standard of performance

No. 2

BRING FOCUS TO FORECASTING

Spreadsheets have long been the foundation of forecasting, but with a growing number of skus they simply can't support informed decisions. Forecasting algorithms can bring all the data points together plus handle seasonality, short life cycle products, events, promotions, new product introductions and more to give your planners broader perspective.

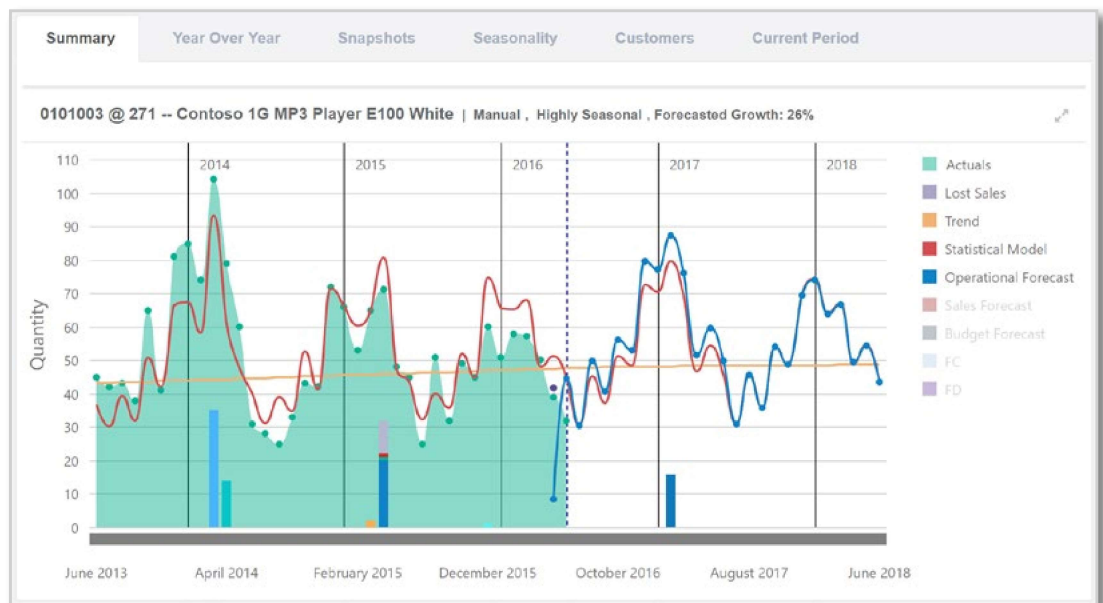
A forecasting dashboard that presents data collected from across the supply chain empowers your team to analyze, question and apply their knowledge based on complete information. Forecasting dashboards should support proactive decision making with:

- Perspectives at the item, group, channel or individual customer level.
- Monitoring forecasts to actuals throughout your month to support adjustments.
- Special events like promotions, new customers, natural disasters and any other unusual demand.

Tie KPIs to Business Attributes and Goals

- Service excellence: responsiveness, flexibility
- Product excellence: reliability, flexibility
- Operational excellence: costs, asset efficiency

Statistical forecasting and demand planning dashboard provides deep perspective in one visual display.



No. 3

FINE-TUNE PURCHASING

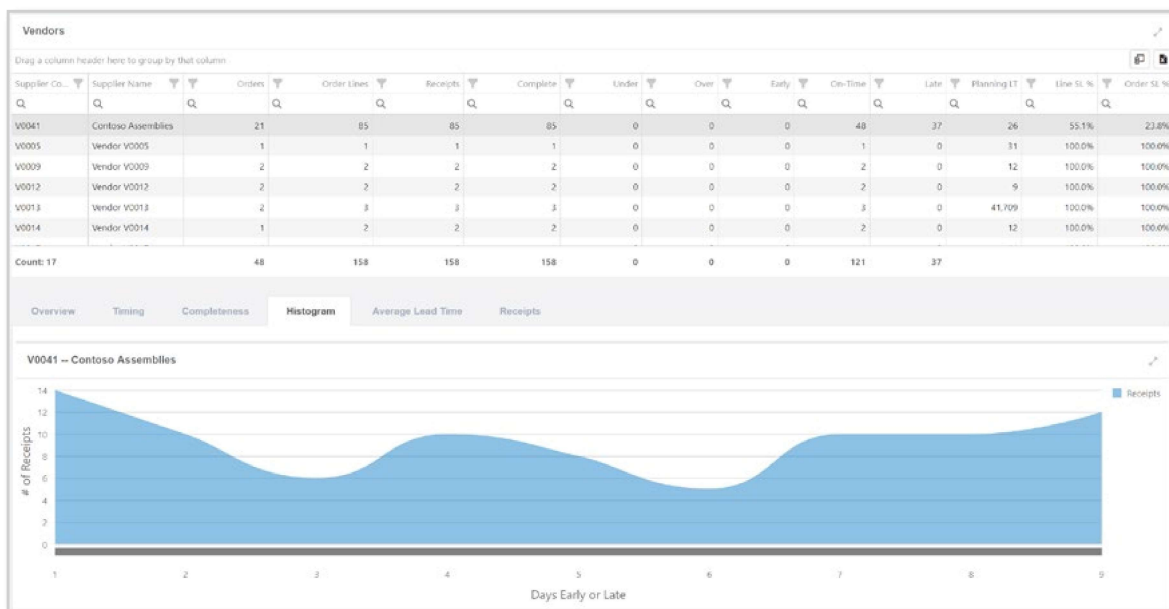
For growing organizations, it's risky to be too dependent on that ONE person who has the gut feel for purchasing. There are so many factors affecting purchasing—from kitting dependencies to hub and spoke warehousing—you need an automated system to collect and analyze the relevant data.

Dashboards can help purchasing agents get a birds eye view to balance the supply chain variables, working proactively with vendors and optimizing stock. Purchasing dashboards simplify data overload by factoring in:

- Timing variables, like order cycle intervals, holidays and order/delivery schedules from suppliers.
- Container loading and transit times.
- Supplier multiples and minimums to ensure the right mix of products.
- State of inventory across your warehouses, to help you efficiently balance inventory.

Define S.M.A.R.T. KPIs

- Specific
- Measurable
- Achievable
- Relevant
- Time phased



Vendor performance provides insight into which suppliers are on time, and which ones are always late.

No. 4

DRIVE ACTION WITH ALERTS

Information overload and constant distractions can keep even the most attentive inventory planner or purchasing agent from missing an important data point. Automated systems, and specifically rules-based alerts, should bring attention to inventory stocking levels and events that fall outside defined parameters.

Augmenting dashboards with alerts supports proactive responses to potential problems. Avoid surprises across the supply chain with:

- Inventory alerts to avert stock outs, warn of expiration dates and promote slow movers.
- Forecast alerts to help fine-tune models with actuals.
- Purchase alerts to ensure inventory is in stock when needed.
- Promotion alerts to ensure adequate stock for increased sales.

Inventory Alerts			
Alert Type Name	✖	⚠	?
Item Site Service Level	330	0	0
Current Excess	164	0	0
New Item	34	8	1
Stock Outs	0	1	25
Safety Stock	0	0	16
Dead Stock	0	0	112
Slow Movers	0	0	24
Inventory Expiration	0	0	3

Add a layer of safety to inventory control with automated, rules-based alerts.



10-30%

INVENTORY REDUCTION*

Accurate forecasts and precise inventory management ensure the right inventory is available at the right time at the right location.

**Results based on StockIQ customer experiences.*

No. 5

MEASURE INVENTORY PERFORMANCE

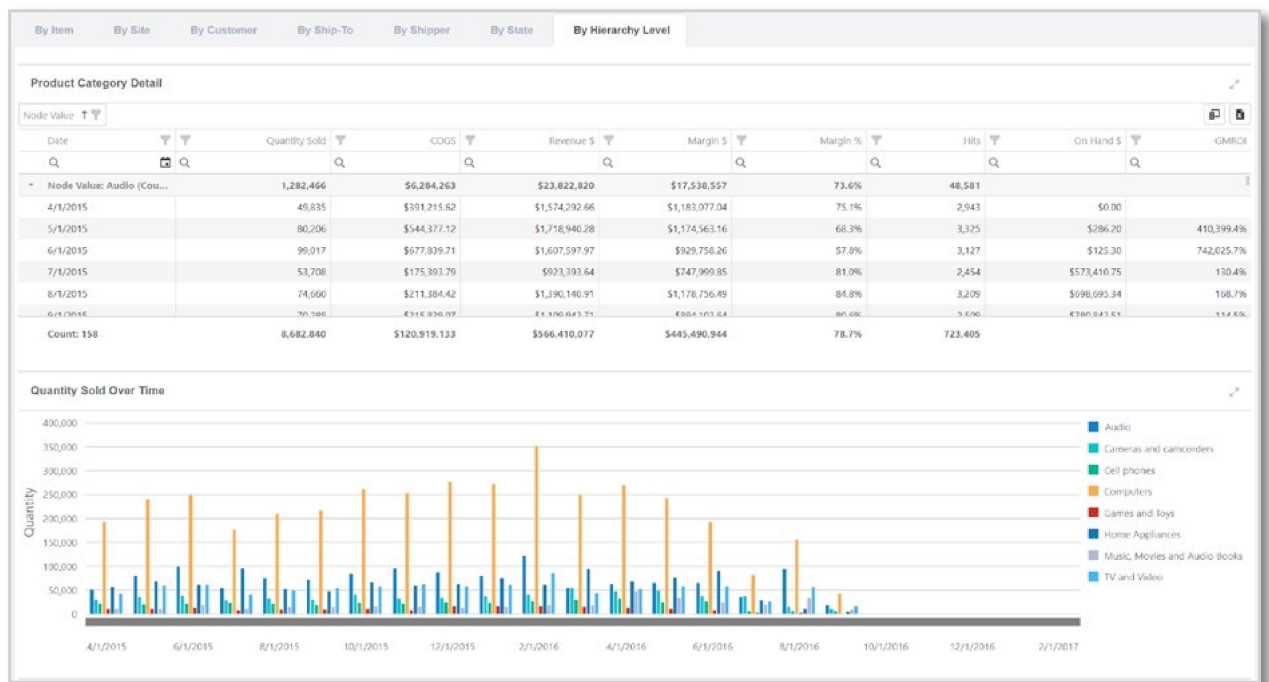
Inventory classification, also known as SKU rationalization, provides objective metrics to assess the performance of inventory items. Going beyond A, B or C classifications—tracking unit sales or velocity—provides additional data points to align inventory volume with demand. Dashboards that deliver a more holistic view of your inventory items can bring attention to changing patterns to:

- Identify items with slowing or accelerating demand.
- Monitor your inventory turns to make sure stock levels are optimized.
- Provide early warning for expiration dates to give time for promotions to move stock quickly.

10-30%
Increased customer satisfaction*

Reduced stockouts build customer trust and loyalty.

Dashboards should monitor inventory performance based on the unique requirements of your organization.



*Results based on StockIQ customer experiences.

No. 6

MONITOR INVENTORY KPIS

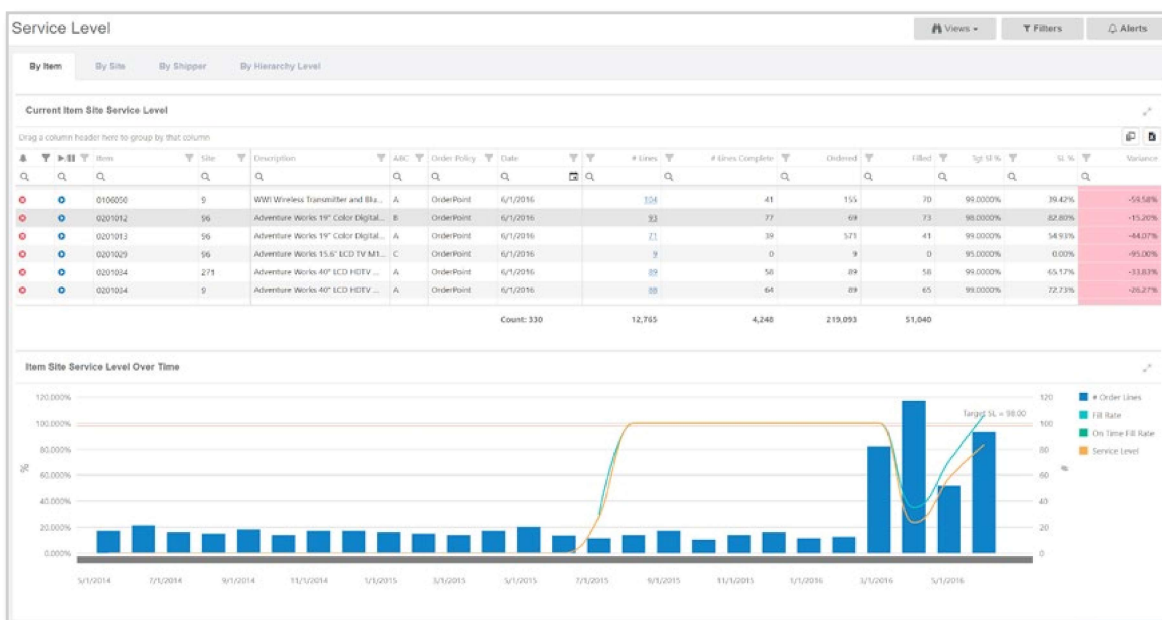
KPIs (Key Performance Indicators) establish context for inventory measurements and provide guidance on the relative importance of activity across the supply chain. By clearly defining service level targets and then monitoring actual performance against them, everyone in the business is pulling in the same direction.

Each organization is unique which means you should spend the time with an expert to identify which inventory KPIs are most critical to your business model. KPIs should focus on the potential weak points in your supply chain, reflected in issues like:

- Spending too much time reordering to meet unexpected demand.
- Constantly battling stockouts and dealing with unhappy customers.
- Having too much capital tied up in inventory with unknown amounts of dead stock.

50-70%
**Improved planning
cycle time***

Automated inventory planning and purchase recommendations enable your buyers to manage more SKUs with confidence.



Monitor service level performance to ensure ongoing customer satisfaction.

*Results based on StockIQ customer experiences.

No. 7

UNDERSTAND INVENTORY TRENDS

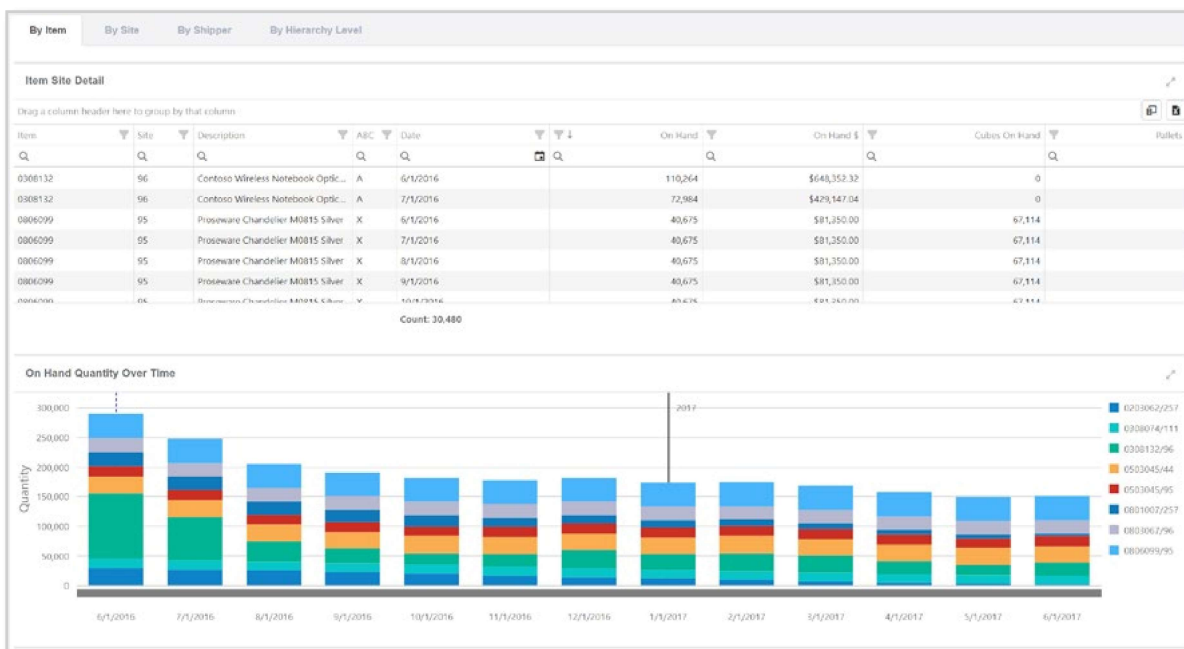
Tracking performance indicators over time adds a powerful dimension to inventory analysis. By tracking your stock control data and metrics on a continuous basis, insights emerge that can help you make better decisions for overall inventory management. Experienced employees can apply lessons learned from similar situations and everyone gains deeper perspective from a longer-term view.

Graphical dashboards can deliver powerful and easy-to-understand depictions of trends. Tracking KPIs on timelines provides a birds eye view to help:

- Monitor your inventory turns to make sure stock levels are where they ought to be.
- Track new items to monitor whether they are taking off...or going nowhere.
- Provide insight into the value of promotions and their impact on sales, revenue and margin.

5%
**increased revenue
and margin***

By meeting customer expectations with more accurate forecasting and fewer stockouts, distributors build loyalty and profits.



Trends, like on hand quantities over time, provide a high level perspective to optimize inventory management.

**Results based on StockIQ customer experiences.*

Supply Chain Planning software you don't have to be a genius to use

Stock IQ is a supply chain planning suite designed for distributors, manufacturers and 3PLs. With over 18 years in the industry, we know what you need to run efficiently, improve forecast accuracy and reduce inventory levels, while providing unmatched service to your customers and shippers.

INTELLIGENT SUPPLY CHAIN PLANNING

StockIQ is a next generation of inventory management, putting data to work with powerful dashboards and alerts. Plug into your WMS or ERP to get up and running quickly and smoothly. StockIQ delivers:

- Advanced forecasting algorithms and promotions analysis
- Optimized replenishment
- Advanced inventory planning dashboards
- Sales, inventory and operations planning
- Support anywhere, anytime and on any platform—through the cloud or on premises.

PARTNER, NOT VENDOR

One of StockIQ's core values is personal customer support. We are here to make sure that our solutions are truly bringing you value. When you use StockIQ, you get our entire team to help you along.

Let's talk about your inventory management. Give us a call or email today.



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