

# PRESENTING YOUR BUSINESS

Inventory Professionals Rise Up

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**BLUEPRINT 2019**  
PLANNING FOR A FLEXIBLE FUTURE

# WHAT'S AT STAKE?

10%

30%

# FINANCIAL ATMOSPHERE

COMM STRATEGY

EXPOSURE

INVEN ANALYTICS

IMPROVE

TEAM DEVELOP

PREPARATION

BLUE CHIP PRACTICE

EXECUTION

## CHAMPION

## HIRING EXCELLENCE

# WORLD CLASS REPLENISHMENT

**OUR PROFESSION HAS EVOLVED**

An **investor** is a person that allocates capital with the expectation of a future financial return

A disciplined and structured investment plan prevents emotional investing which can be related to impulsive buying

# INVESTOR



# SAVVY BUSINESS OWNERS



“I manage an inventory portfolio of **8,900** items.

My **\$8,500,000** invested in inventory delivers **\$47,000,000** in annual sales.”

# INVENTORY INVESTORS

# PRESENTING YOUR BUSINESS



1

My Business Intro

2

Period End Business Overview

3

Ongoing Opportunities

4

Supplier Meetings

5

Supplier / Partner Portals



# MY BUSINESS INTRO

1

IF YOU DON'T KNOW YOUR **NUMBERS**  
YOU DON'T KNOW YOUR **BUSINESS**

#

#ITEMS  
**8900**

\$

\$ON HAND  
**8.5M**

#SUPPLIERS  
**140**

\$ON ORDER  
**2.4M**

\$ANNUAL REV  
**47.0M**

INVENTORY SECTORS  
AVG COMPONENTS  
RANGES

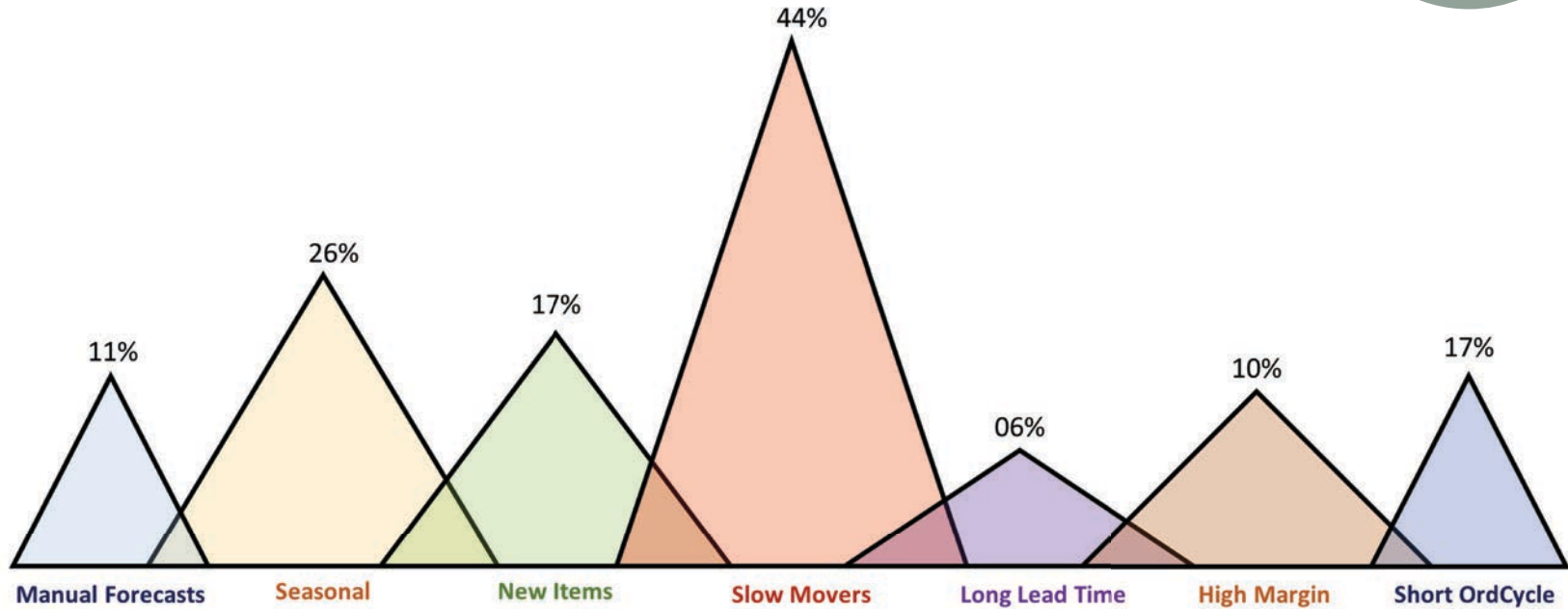
# MY BUSINESS PORTFOLIO

# PERIOD-END BUSINESS OVERVIEW

2

# DATA – STORIES – ACTION - RESULTS

# INVENTORY SECTORS



# FIND YOUR INVENTORY ISSUES

E S F F G W R F E J D N E E D P L X A J  
S Y T S V O O P X H C E J P N Z A I O R  
E D O S E S H H C T A W R C M F R P R P  
G M S T A I O E E E W I N F L E E O R S  
E E A P I C H F P M J T F H O B Z A D R  
I Y T O X Y E E T P A E G T H M E M A I  
I E P R Z X E R I H S M E T I A I T F G  
N R I R E O J E O E T S O E G E H U K E  
Q K R F U M E T N F P R P E H O Q N P O  
Y E P E N H O L S C L F R F D O E R Z I  
T H K R S G B T R R X A L E E N O O E L  
E M H A T H E Y S M C E U W V F H S T D  
T E A X E I O H O U E P A N I E I A V Y  
S A R P U A Q G E C C F V L A S N A L P  
S J G E H V G C S O S W E M T M G T R O  
Y S D Z O V L E E E K D E A I N E A S Y  
J S C S E M I T D A E L G N O L B N W G  
E O P K B J S F R K N B E Z N G R G D G  
S H R N R I I Y L N E L S P A N J M N G  
D R T O L L R N W N M N E S E M O M E A

# FIND YOUR INVENTORY ISSUES

E	S	F	F	G	W	R	F	E	J	D	N	E	E	D	P	L	X	A	J
S	Y	T	S	V	O	O	P	X	H	C	E	J	P	N	Z	A	I	O	R
E	D	O	S	E	S	H	H	C	T	A	W	R	C	M	F	R	P	R	P
G	M	S	T	A	I	O	E	E	E	W	I	N	F	L	E	E	O	R	S
E	E	A	P	I	C	H	F	P	M	J	T	F	H	O	B	Z	A	D	R
I	Y	T	O	X	Y	E	E	T	P	A	E	G	T	H	M	E	M	A	I
I	E	P	R	Z	X	E	R	I	H	S	M	E	T	I	A	I	T	F	G
N	R	I	R	E	O	J	E	O	E	T	S	O	E	G	E	H	U	K	E
Q	K	R	F	U	M	E	T	N	F	P	R	P	E	H	O	Q	N	P	O
Y	E	P	E	N	H	O	L	S	C	L	F	R	F	D	O	E	R	Z	I
T	H	K	R	S	G	B	T	R	R	X	A	L	E	E	N	O	O	E	L
E	M	H	A	T	H	E	Y	S	M	C	E	U	W	V	F	H	S	T	D
T	E	A	X	E	I	O	H	O	U	E	P	A	N	I	E	I	A	V	Y
S	A	R	P	U	A	Q	G	E	C	C	F	V	L	A	S	N	A	L	P
S	J	G	E	H	V	G	C	S	O	S	W	E	M	T	M	G	T	R	O
Y	S	D	Z	O	V	L	E	E	E	K	D	E	A	I	N	E	A	S	Y
J	S	C	S	E	M	I	T	D	A	E	L	G	N	O	L	B	N	W	G
E	O	P	K	B	J	S	F	R	K	N	B	E	S	N	G	R	G	D	G
S	H	R	N	R	I	I	Y	L	N	E	L	S	P	A	N	J	M	N	G
D	R	T	O	L	L	R	N	W	N	M	N	E	S	E	M	O	M	E	A



# 97%

	Total	A-Items	Slow Movers	Seasonal	Manual Fcst	Long LT	Short LT	New	Short OC	Large BuyMult	High Margin	Private Label	Watch
A-Items	98.5	98.5	97.8	99.3	96.4	99.5	93.4	89.5	95.7	99.8	94.5	98.9	99.3
Slow Movers	98.5	98.5	97.8	99.3	96.4	99.5	93.4	81.5	95.7	99.8	94.5	98.9	99.3
Seasonal	98.5	98.5	97.8	99.3	96.4	94.5	93.4	96.5	95.7	93.8	94.5	98.9	94.3
Manual Forecast	98.5	99.5	97.8	88.3	96.4	97.2	93.4	93.5	95.7	94.8	94.5	98.9	97.3
Long Lead Time	98.5	98.5	93.8	99.3	96.4	99.5	93.4	89.5	95.7	99.8	94.5	98.9	99.3
Short Lead Time	97.3	98.5	91.5	98.3	99.3	96.4	99.5	93.4	89.5	95.7	99.8	94.5	98.9
New	98.5	97.5	97.8	99.3	96.4	99.5	93.4	89.3	95.7	96.8	94.5	98.9	99.3
Short Order Cycle	98.5	98.5	95.4	99.3	96.4	93.5	93.4	85.5	95.7	99.8	94.5	98.9	99.3
Large BuyMult	97.5	98.5	98.5	98.8	99.3	96.4	99.6	93.4	86.9	95.7	99.8	94.5	98.9
High Margin	96.3	93.7	98.5	98.5	95.9	99.3	96.4	99.5	93.4	89.5	95.7	99.8	94.5
Private Label	98.5	97.8	99.3	96.4	99.5	93.4	89.5	95.7	99.8	94.5	98.9	99.3	95.8
Watch	96.5	88.5	97.8	99.8	96.4	99.5	93.4	89.5	95.7	99.8	94.5	98.9	99.3





**MY OPPORUNITIES**

**MY PROJECTS**

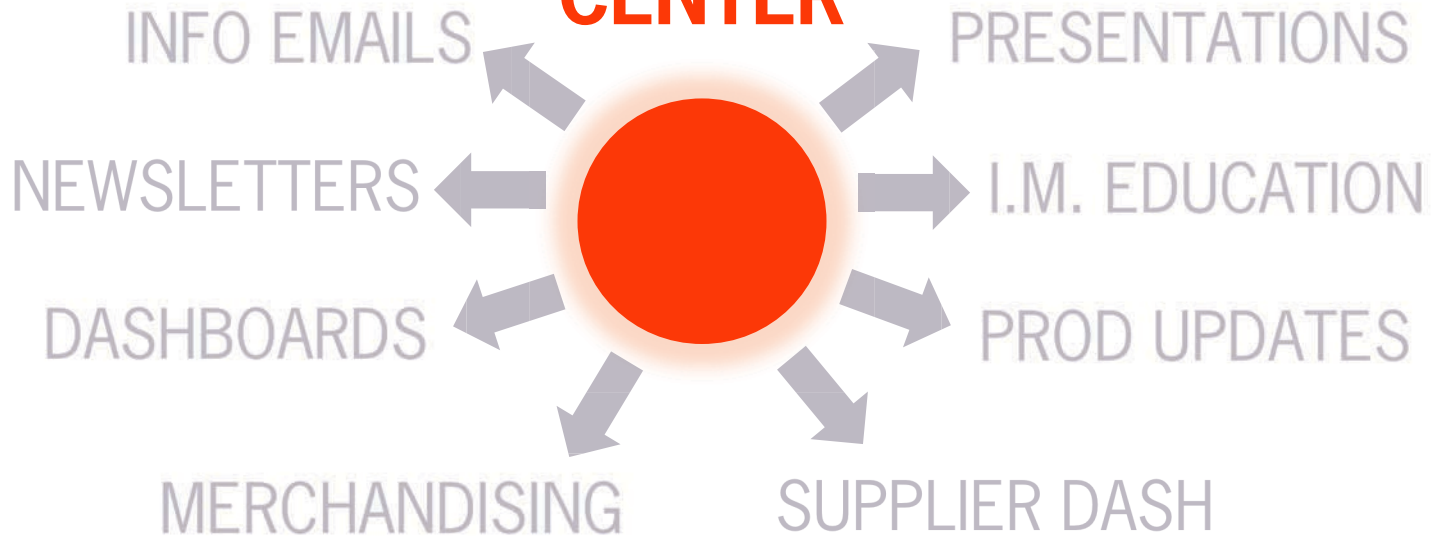
**GROWTH AREAS**

**PLANS FOR MORE SUCCESS**

# ONGOING OPPORTUNITIES

3

# THE CENTER



## DEFENSE TO OFFENSE

CFO CEO COO

SUPPLY CHAIN

MERCHANDISING



**CHAMPION**

I.T. FINANCE

INVENTORY

SALES

# SUPPLIER MEETINGS

4

# SUPPLIER / PARTNER PORTAL

5

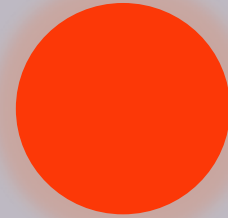


# HOW THINGS WILL CHANGE



from  
the dark corner...

...to the center!



## TEAM IDENTITY

**BLUEPRINT 2019**  
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**THANK YOU!**