

REPORTING WHAT MATTERS

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Blue Ridge



BLUEPRINT 2019
PLANNING FOR A FLEXIBLE FUTURE

WHAT MATTERS

1. INVENTORY VALUE AND ASSOCIATED COSTS
2. VENDOR PERFORMANCE
3. LOST SALES
4. STOCKING OPPORTUNITIES

KNOWING YOUR AUDIENCE MATTERS



“Users” or
“Viewers”



“Historical” or
“Static”



“Numbers” or
“Pictures”

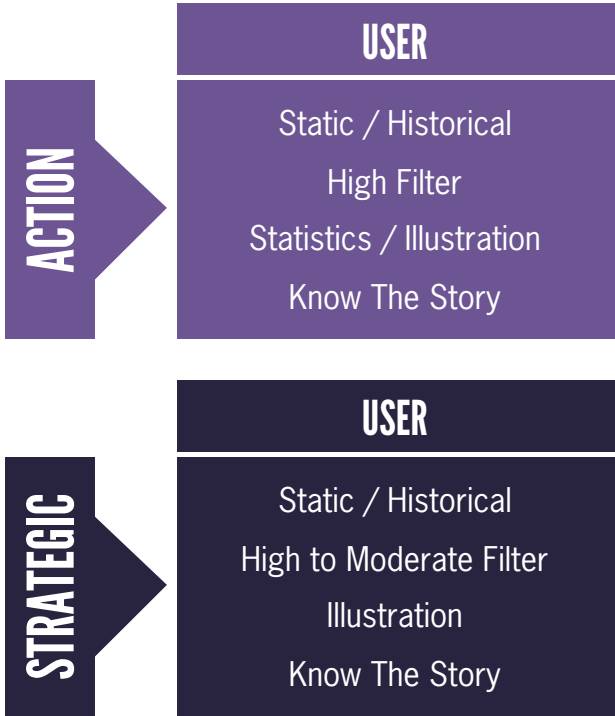


Sometimes
“Less is More”

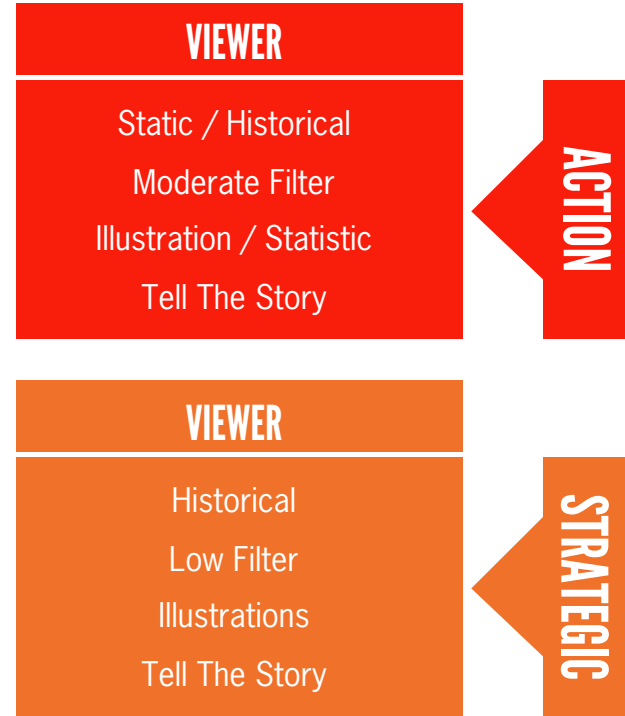


Be able to
“Tell the Story”

KNOWING YOUR AUDIENCE...



STATIC



KEY METRIC REPORTS

INVENTORY CARRYING COSTS – THE COST OF DOING NOTHING

DAYS TO SELL INVENTORY

INVENTORY VS DEMAND

COST OF LOST SALES – A HISTORICAL VIEW

VENDOR PERFORMANCE

ITEM JUSTIFICATION

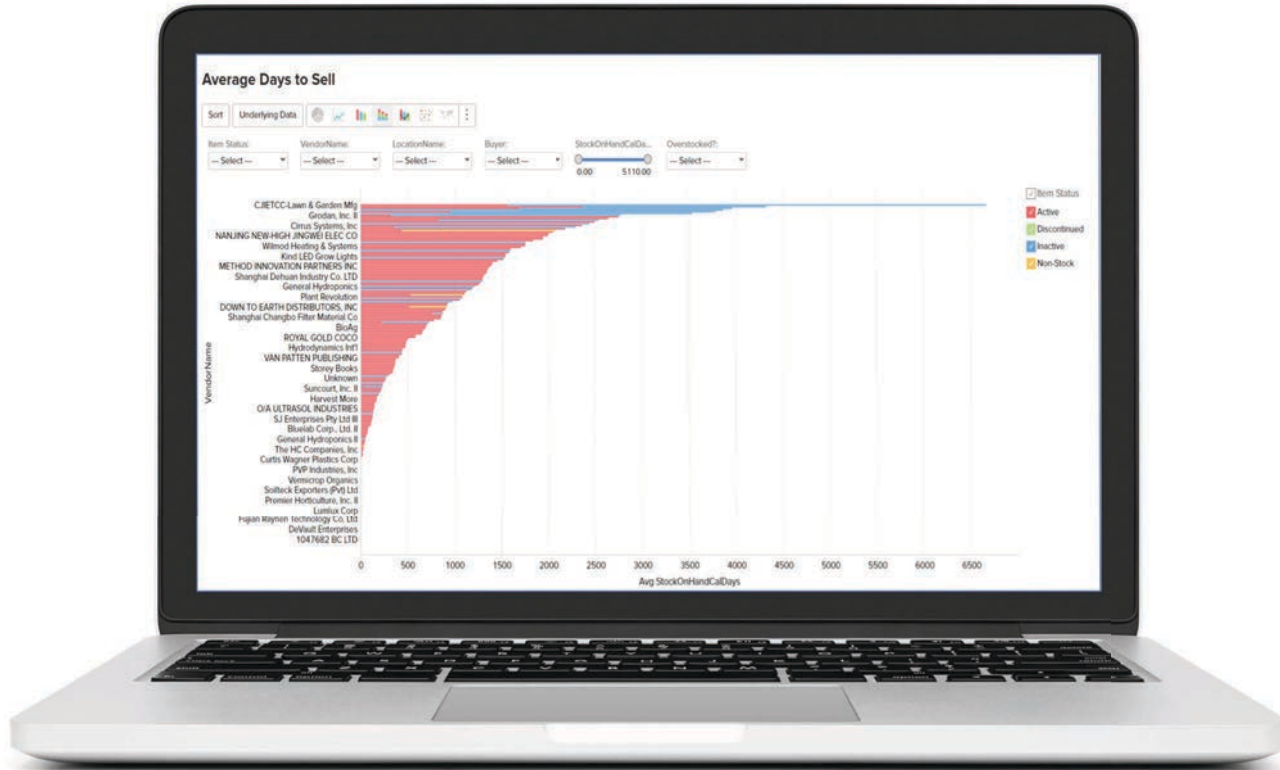
INVENTORY CARRYING COSTS

The Cost of Doing Nothing

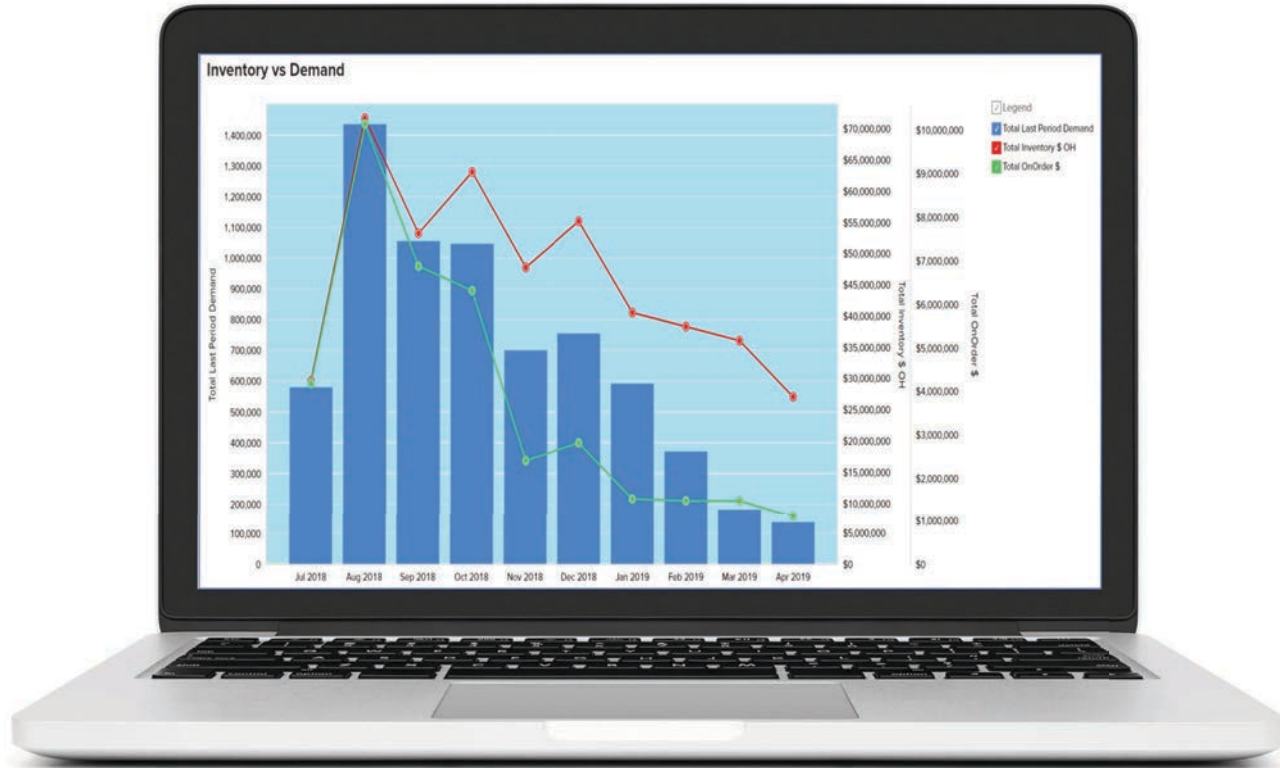
Item Status: DOH: 0.00 Overstock DOH: 1 Cost of Doing Nothi...: -\$1,130.00 \$34,692.7

		Discontinued							
VendorName ↓	ItemId ↑	On Hand Units	On Hand \$	O/S DOH	O/S Units	O/S \$	DOH O/S Carrying Cost \$	Cost of Doing Nothing	
1	CAN USA Group, Inc	7485	5	\$146.25	32	1	\$29.25	\$5.12	\$34.37
	CAN USA Group, Inc		5	\$146.25	32	1	\$29.25	\$5.12	\$34.37
2	Fuzhou Seechance Holding Co	9218	152	\$159.60	308	435	\$456.75	\$53.85	\$510.60
3		9032	2316	\$2,825.52	7346	2655	\$3,239.10	\$22,747.99	\$25,987.09
4		9026	685	\$678.15	2903	969	\$959.31	\$2,157.33	\$3,116.64
5		9020	168	\$137.76	1547	215	\$176.30	\$233.62	\$409.92
6		2258	122	\$4,123.60	533	148	\$5,002.40	\$2,409.10	\$7,411.50
	Fuzhou Seechance Holding Co		3443	\$7,924.63	2528	4422	\$9,833.86	\$27,601.89	\$37,435.75
7	Shenzhen Runder Lighting Co. Ltd	19470	103	\$7,529.30	3374	82	\$5,994.20	\$27,836.36	\$33,830.56
8		19416	70	\$3,097.00	784	72	\$4,111.20	\$3,433.15	\$7,544.35
	Shenzhen Runder Lighting Co. Ltd		173	\$11,526.30	2079	154	\$10,105.4	\$31,269.51	\$41,374.91
9	Sollteck Exporters (Pvt)	22515	1197	\$2,154.60	16189	679	\$1,222.20	\$38,225.89	\$39,448.09

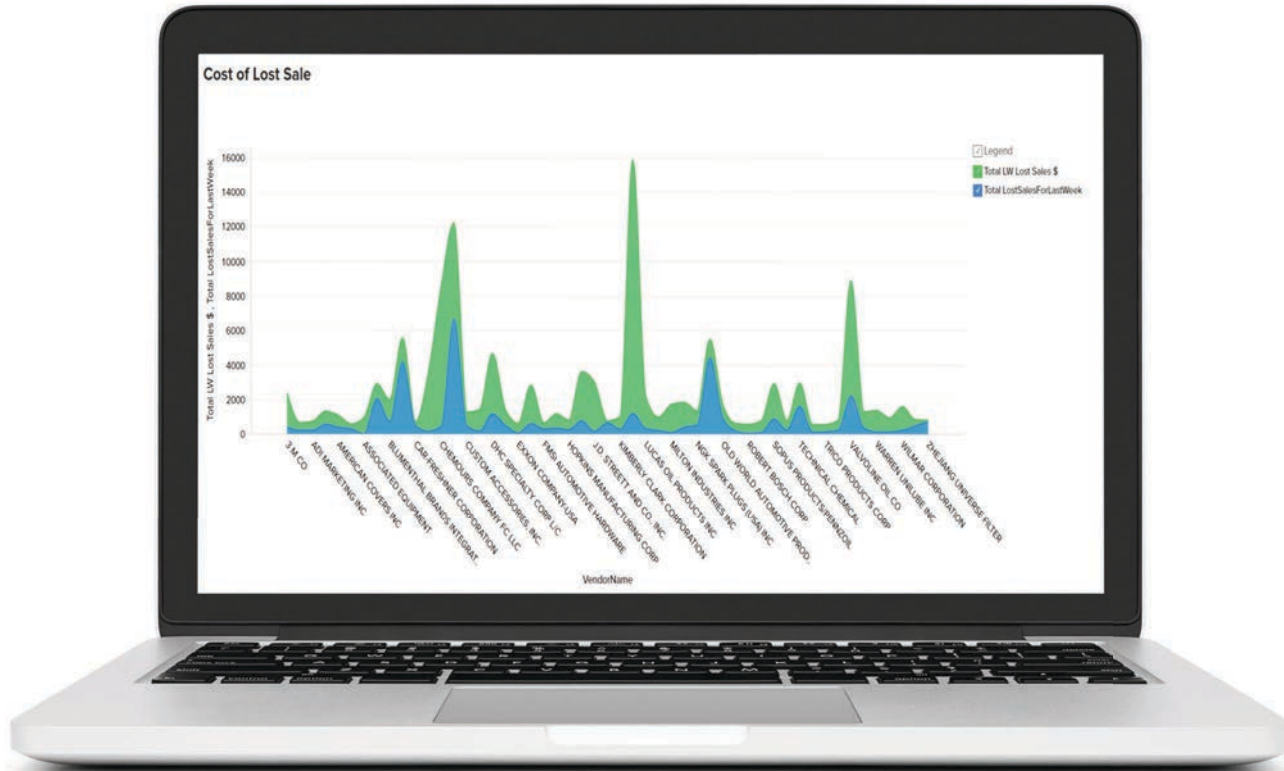
AVERAGE DAYS TO SELL INVENTORY



INVENTORY VS DEMAND



COST OF LOST SALES



ITEM JUSTIFICATION

