

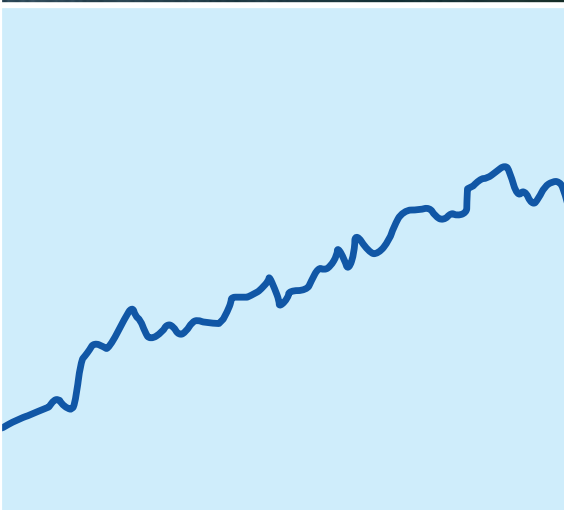


**Inventory Analysis
and Management Solution**

*Reduce your inventory
while increasing the
customer service level.*



*Maximizing inventory
turnover increases
profitability.*



**Run your stock
efficiently.**



TODAY'S

market conditions and the complex economic relationships in the world impose the need for companies to manage supplies and equipment inventory more effectively. All forward-thinking companies in fact recognize inventory optimization as a critical factor for success.

Avoiding a situation where the capital is tied up in inventory and at the same time having enough inventory on hand to meet customer's demands represent two imperatives in extremely competitive business climate.

Maximizing the efficiency of scarce capital while making timely deliveries sounds like a combination each company would embrace. In order to accomplish this operations personnel and their management have to be able to successfully manage this constantly shifting balance point.

Inventory is probably one of the most important assets of many distribution companies. Sometimes much more capital is tied up in inventory than in equipment and properties. The Pareto principle states that 80% of the overall consumption value is based on only 20% of total items. Evidently, demand is not evenly distributed between items: best sellers vastly outperform the rest.

It's easy to turn cash into inventory but it's difficult to turn inventory back into cash in order to cover salaries and other expenses. This clearly indicates that investing in right items is essential for both manufactures and distributors. With Inventory Analysis and Management Solution (IAM) allows them to closely monitor the performance of their investment in inventory. With IAM professionals will be able to enjoy full visibility into all relevant inventory trends and perform optimization of inventory levels and purchasing process.

KEY BENEFITS



➤ Estimating your delivery performance

➤ Quickly determine which items / item groups are your top sellers

➤ Determine maximum and minimum stock levels

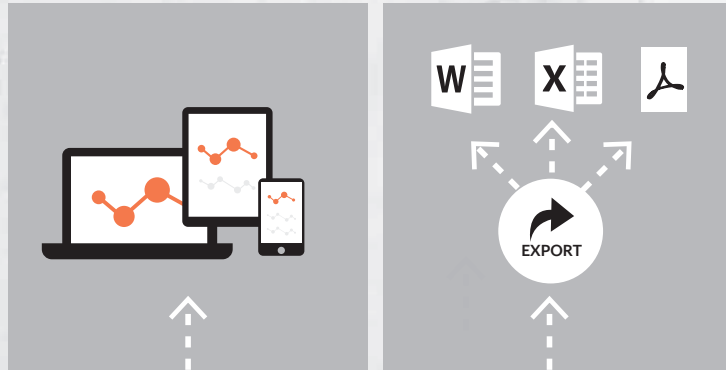
➤ Increase the service level and monitor service level by customer

➤ Getting an overview how well your stock is balanced between fast and slow moving or high and low volume items

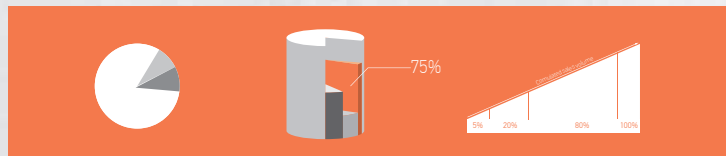
➤ Independently check your ERP inventory planning performance

HOW IT WORKS?

ALL DEVICES



REPORTS



IAM



Inventory Analysis and Management Solution

INPUT FILES



ERP SYSTEM

REQUIREMENTS

Your sales history for last 12 months and your stock inventory, as two separate files (in CSV or XLS format), are needed by IAM in order to generate your inventory analysis. All prices must be in the same currency in both files.

SALES HISTORY FILE:

Your Sales history file should list each single invoice line and contain (mandatory) Designation (code or name), Quantity, Price and Customer (code or name), Invoice date and Supplier, Package code, Unit of measure.

INVENTORY FILE:

Inventory file should contain (mandatory) Designation, Quantity and Price and can contain (optional) Supplier, Package code, Unit of measure, Criticality flag (optional), Minimum stock level (optional) and Maximum stock level (optional).

FEATURES



System configuration

IAM is fully flexible when it comes to configuration. Namely IAM can be configured for the system of warehouses and supply chains that are hierarchical and organized per territories (Area, Region, and Country). In other words, user has the ability to map the hierarchy of warehouses into the IAM and perform calculations and analysis per previously defined segments of hierarchy.



Data filtering

Selection of data that is used for calculating analysis and trends can be filtered before and after the calculation(s).

Reporting system

- Inventory Profile (shows inventory value per stocking category, share of each stocking category in coverage and stock rotation)
- ABC analysis (lists all items reported in the sales history and in the stock file, defines a stocking policy for each item)
- Inventory Balance (highlights the problems areas in terms of low or high stocks)
- Low stock situation (the items to be re-ordered for the market needs)
- High stock situation (items that are too long on the stock)
- Calculated availability (provides a detailed availability per stocking category and the total availability of items over time and projects potential availability that could be achieved using an advanced replenishment system)
- Customer base mapping (the presence of certain customers in the sales volume)
- Availability per customer (this report gives an idea of the delivery service performance you have to the major customers)
- Split of sales lines between suppliers (this report shows the split of the total sales between suppliers)
- Split of stock between suppliers (this section shows the split of the total stock value between suppliers)

Analysis of comparative calculations

- Comparison report - ABC analysis
- Comparison reports - Inventory Balance
- Comparison reports - Low and high stock development
- Comparison reports - Availability

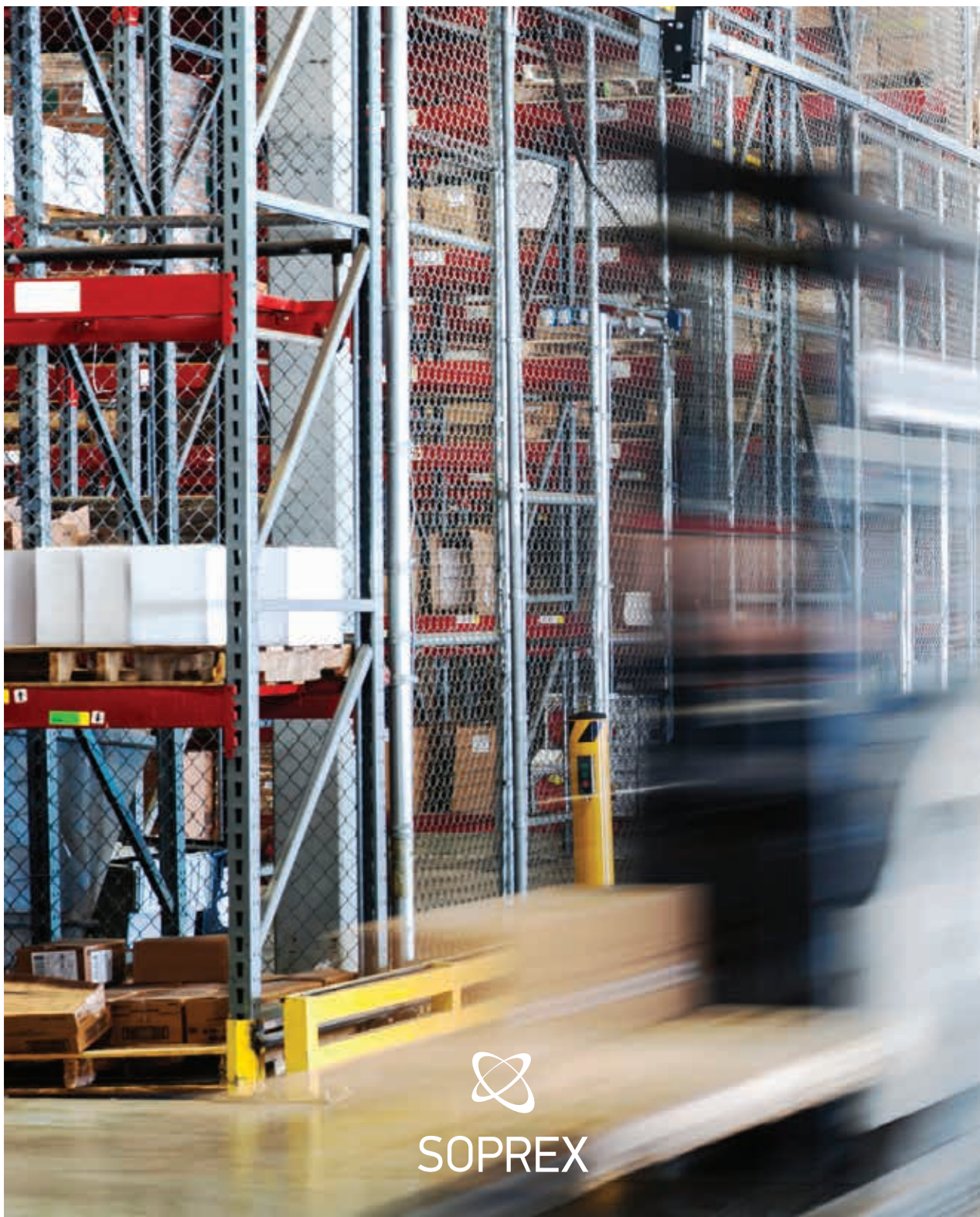
Summary report

- Full report - All available reports as one cumulative

WHY?

It has never been so difficult to keep your company in the game on extremely competitive market. Possibility to make global business made us all run faster. In order to stay in the game, each part of your company's structure has to make quick but informed decisions. The ultimate benefit provided by IAM is company's ability to make informed decisions on various levels: C-level executives, purchasing department, sales and marketing department, logistics department.





SOPREX

BELGRADE LONDON STOCKHOLM

sales@soprex.com, support@soprex.com

Soprex Serbia - Takovska 45a, 11000 Belgrade | +381 11 33 42 545

Soprex United Kingdom - 5 Yelverton Road, SW11 3 SW, London | +44 (0)20 346 86 747

 SOPREX  SOPREX

www.soprex.com