

# Overview Sales and Inventory

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January 24<sup>th</sup>, 2021

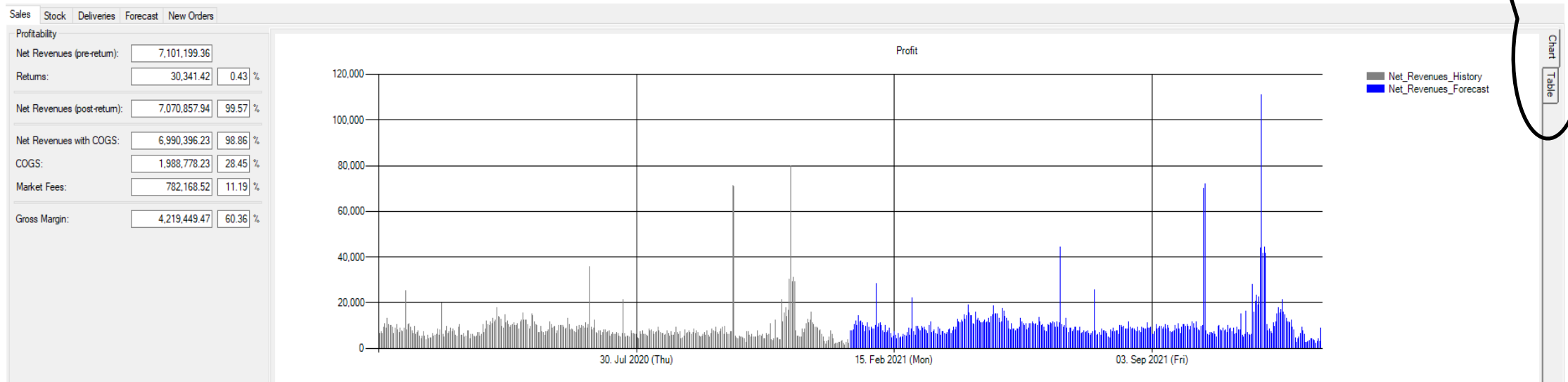
*AI-driven Demand Forecasting*



# Overview Sales

- When the demo opens, you see the sales history and forecast (computed with a pre-selected algorithm). The respective margin calculation is conducted on the left.
- Details of forecast and sales history can be either selected by re-setting the time frame or zooming into specific attributes like storefront or color or size.
- The navigation is explained in the short video on [www.dispodyne.com/en/demo](http://www.dispodyne.com/en/demo)

Details by switching  
to table

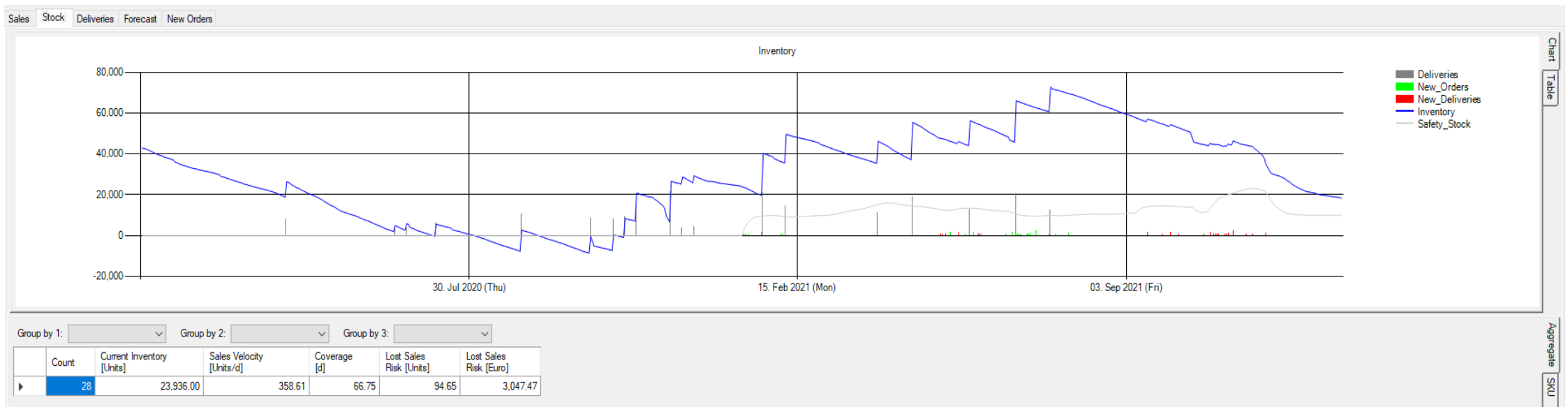


# Overview Inventory

1. For getting an overview on the current inventory, click on the tap ,Stock‘.



2. Again, you can zoom into certain details by selecting certain attributes or setting the time of interest. There are also inventory parameters that can be grouped by additional parameters.



# Inventory Details

- Count is the number of SKU items covered by the selected attributes. Inventory means the total stock for the current day. Sales velocity is computed based on the forecast for each SKU and then aggregated. Coverage is calculated from velocity and stock. Lost sales risk is the risk of loss at the end of the coverage.
- For more details, subgroup the initial list. For instance, group the initial selection by size.

Group by 1:  Group by 2:  Group by 3:

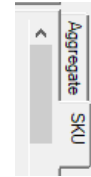
	Count	Current Inventory [Units]	Sales Velocity [Units/d]	Coverage [d]	Lost Sales Risk [Units]	Lost Sales Risk [Euro]
▶	28	23,936.00	358.61	66.75	94.65	3,047.47

Group by 1: Size  Group by 2:  Group by 3:

	Attribute 1: Size	Count	Current Inventory [Units]	Sales Velocity [Units/d]	Coverage [d]	Lost Sales Risk [Units]	Lost Sales Risk [Euro]
▶	2XL	5	2,069.00	57.76	35.82	49.25	1,720.07
	3XL	2	1,084.00	25.24	42.95	0.00	0.00
	4XL	2	319.00	9.85	32.40	1.83	64.00
	L	5	8,276.00	105.18	78.69	29.19	766.89
	M	5	3,595.00	65.03	55.28	6.03	207.68
	S	4	1,079.00	11.66	92.51	8.02	280.61
	XL	5	7,514.00	83.90	89.56	0.33	8.22

## Details on SKU Level

- A detailed analysis can be conducted on SKU-level by selecting the vertical tab SKU on the right.
- By clicking the list's header the list can be re-arranged in ascending and descending order.



	SKU	Current Inventory [Units]	Sales Velocity [Units/d]	Coverage [d]	Coverage with Orders [d]	Lost Sales Risk [Units]	Lost Sales Risk [Euro]
▶	Shirts T-Shirts Blau / 2XL / 6 Stück	641.00	7.71	83.13	365.00	0.00	0.00
	Shirts T-Shirts Blau / 3XL / 6 Stück	105.00	1.81	58.08	365.00	0.00	0.00
	Shirts T-Shirts Blau / 4XL / 6 Stück	92.00	0.72	128.23	365.00	1.83	64.00
	Shirts T-Shirts Blau / L / 6 Stück	2,914.00	23.20	125.60	365.00	0.00	0.00
	Shirts T-Shirts Blau / M / 6 Stück	1,676.00	14.75	113.65	365.00	0.00	0.00
	Shirts T-Shirts Blau / S / 6 Stück	440.00	1.94	227.34	365.00	0.00	0.00
	Shirts T-Shirts Blau / XL / 6 Stück	1,698.00	16.15	105.17	365.00	0.00	0.00
	Shirts T-Shirts Grau / 2XL / 6 Stück	454.00	2.84	160.01	365.00	0.00	0.00
	Shirts T-Shirts Grau / L / 6 Stück	512.00	6.37	80.41	365.00	0.00	0.00

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Get back to us at any time

*AI-driven Demand Forecasting*

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