

If you could minimize product overstock and out-of-stock situations, maintain an optimal product assortment, and prevent customer churn, imagine the results for your business!

Working continuously in the background, my advanced analytics reveal opportunities for you to avoid loss and maximize your profits, in real time. You can choose to tweak parameters to customize and compare my recommended strategies.

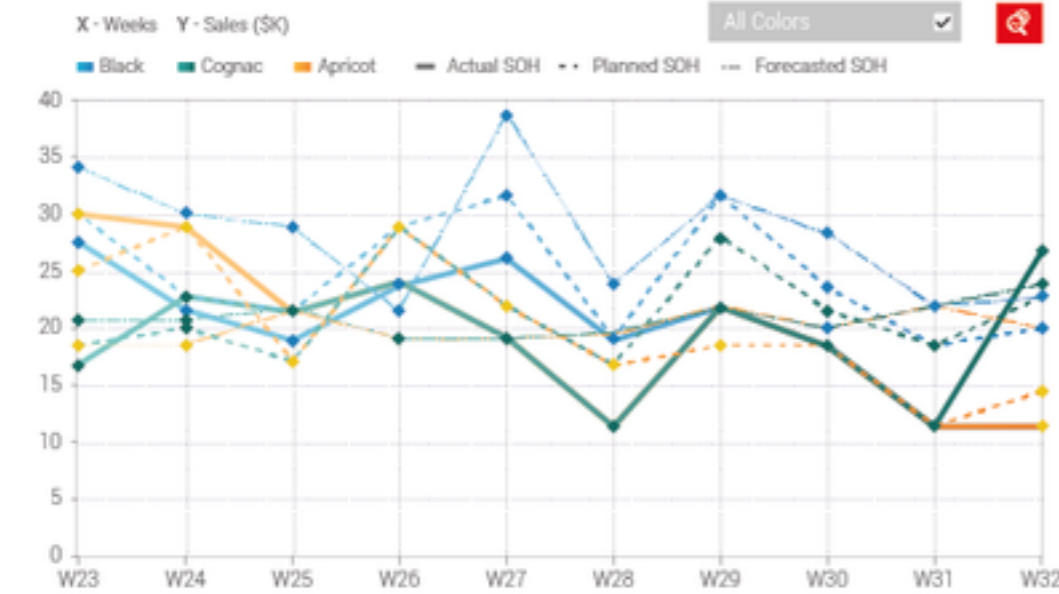
As a cognitive engine, I am always learning and adapting to your unique business context and decision-making style. When you decide on a strategy, I provide a practical, actionable list of steps for you to achieve it.

Here are the latest opportunities I've sensed

Suggest stock allocation changes in Store 342 for top trending colors in week 28.

I recommend increasing stock allocation for Black (8%) and decreasing for Apricot (3.7%) between Week 28 to Week 32 for Store 342.

Context: Sales Trends by Colors



Cognac color shows the highest increases in Sales of 18% in Q2 of 2017 leading to decrease in SOH by 12% against Planned SOH.



Insight

Propensity of a new color introduction in the price point range of \$28-\$35 is High.

Related Questions

Which products are most likely to sell with Donovan pump?

What is the Gross Margin in Q2 of 2017 for Donovan pump?

Donovan Pump #R216 \$15K 29% -4.5% November 04/2015 December 24/2016 85%

Excess Stock Opportunity #R216 Store #04W342

Revenue Impact \$12 K
Gross Margin 48% -29%

FWOS 17 weeks
Season End 4 weeks

Identified June 22, 2017
Impact July 15, 2017

1. Replenishment Transfer
Store #04W342 172 units Store #23

2. Implement Markdown Strategy
07/01/2017 -25% 07/15/2017 -51% 07/30/2017 -75%

Revenue Recovery 61%

Excess Stock Opportunity #R216 Store #04W342

Inter-Store Transfer diwo's recommendation

Potential Impact

Revenue Impact	\$12 K
Gross Margin	48%
Revenue Recovery	61% \$7 K

Recommendation

1. Inter - Store Transfer
Store #04W342 172 units Store #23

2. Implement Markdown Strategy
07/01/2017 -25% 07/15/2017 -51% 07/30/2017 -75%

From	To	SOH	SOH	Pin	Safety	Distance	Lead	Serviceability	Revenue Recovery
#04W342	#04W352	172 u.	\$16,200	\$6,090	90	43 mi	2 d	88%	\$7,320