

Optimizing Operational Efficiency



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&
SHOPX

Agenda

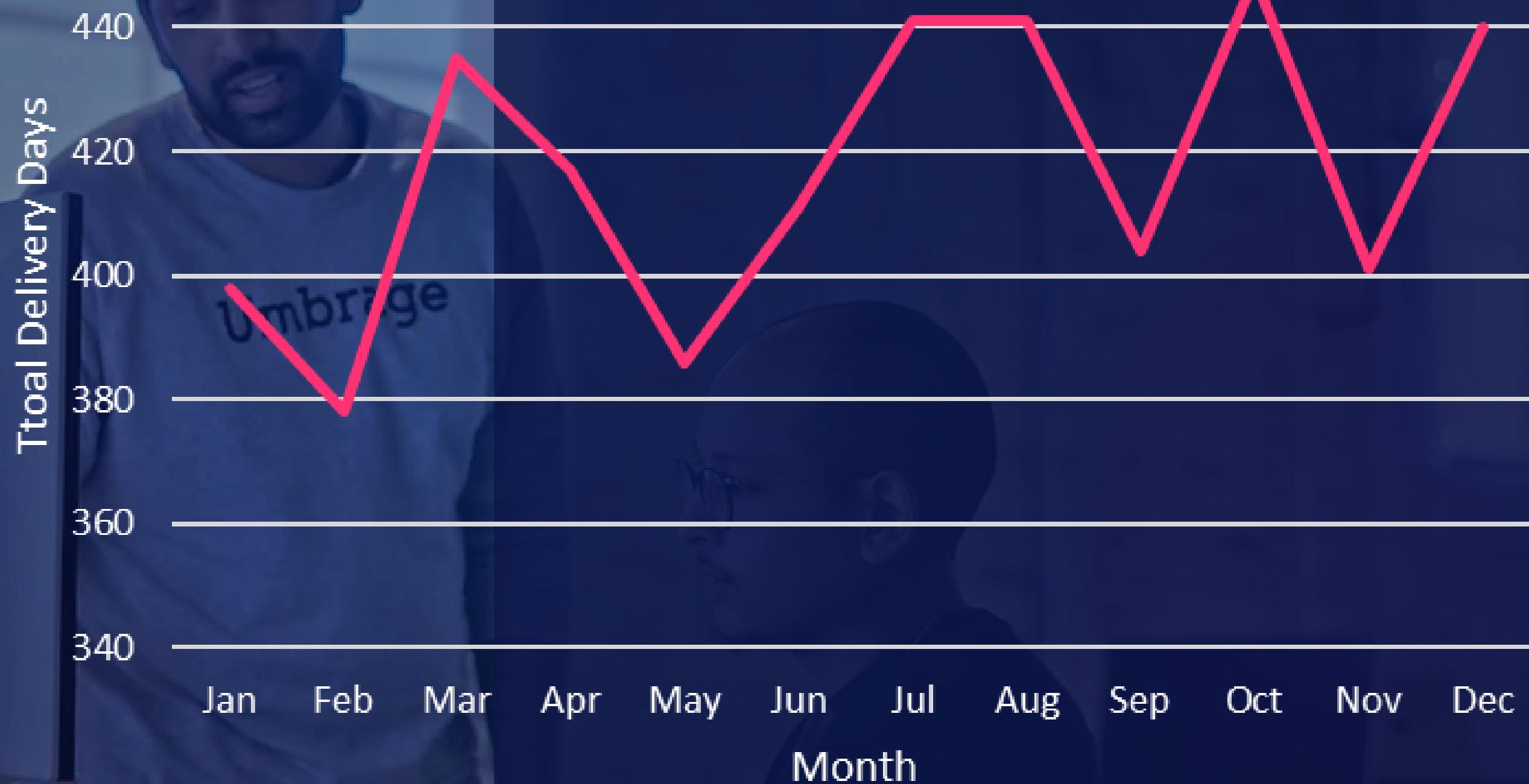
Improve Inventory Management

Optimize Shipping Process

Stock Preparation for Peak Sales

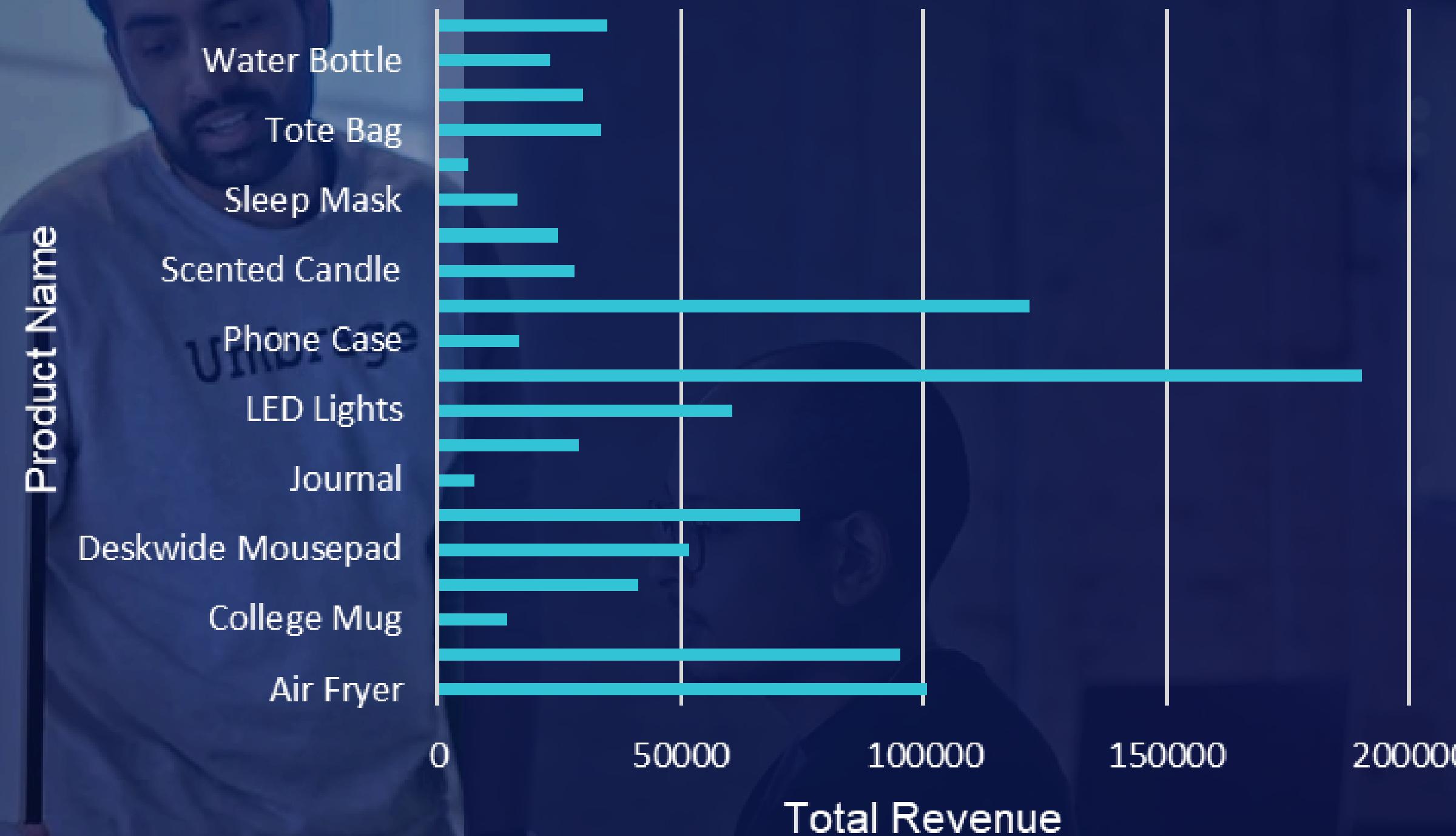


Peak Sales



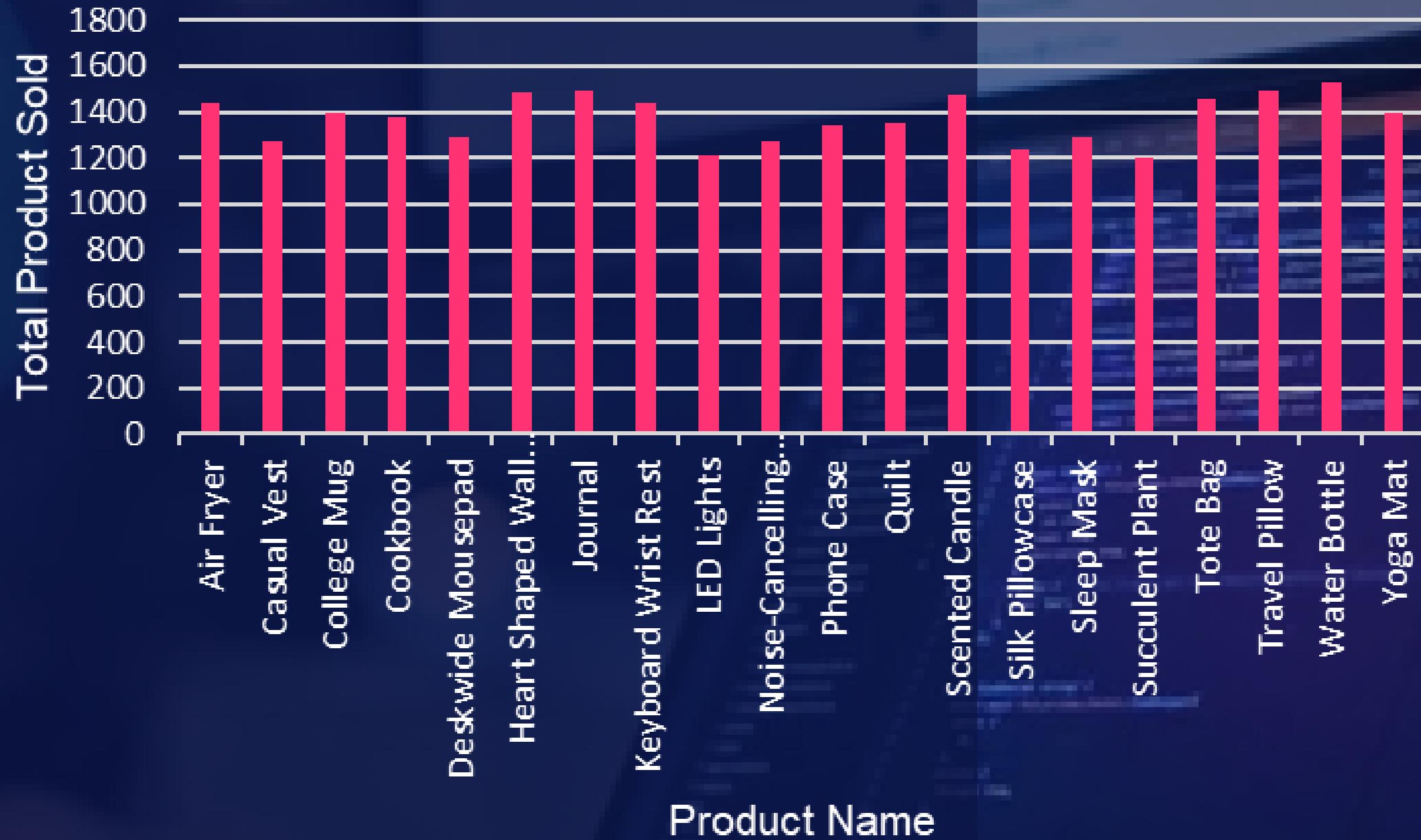
Peak sales for each month of 2023-2024

Total Revenue



Total revenue for each product

Total Quantity



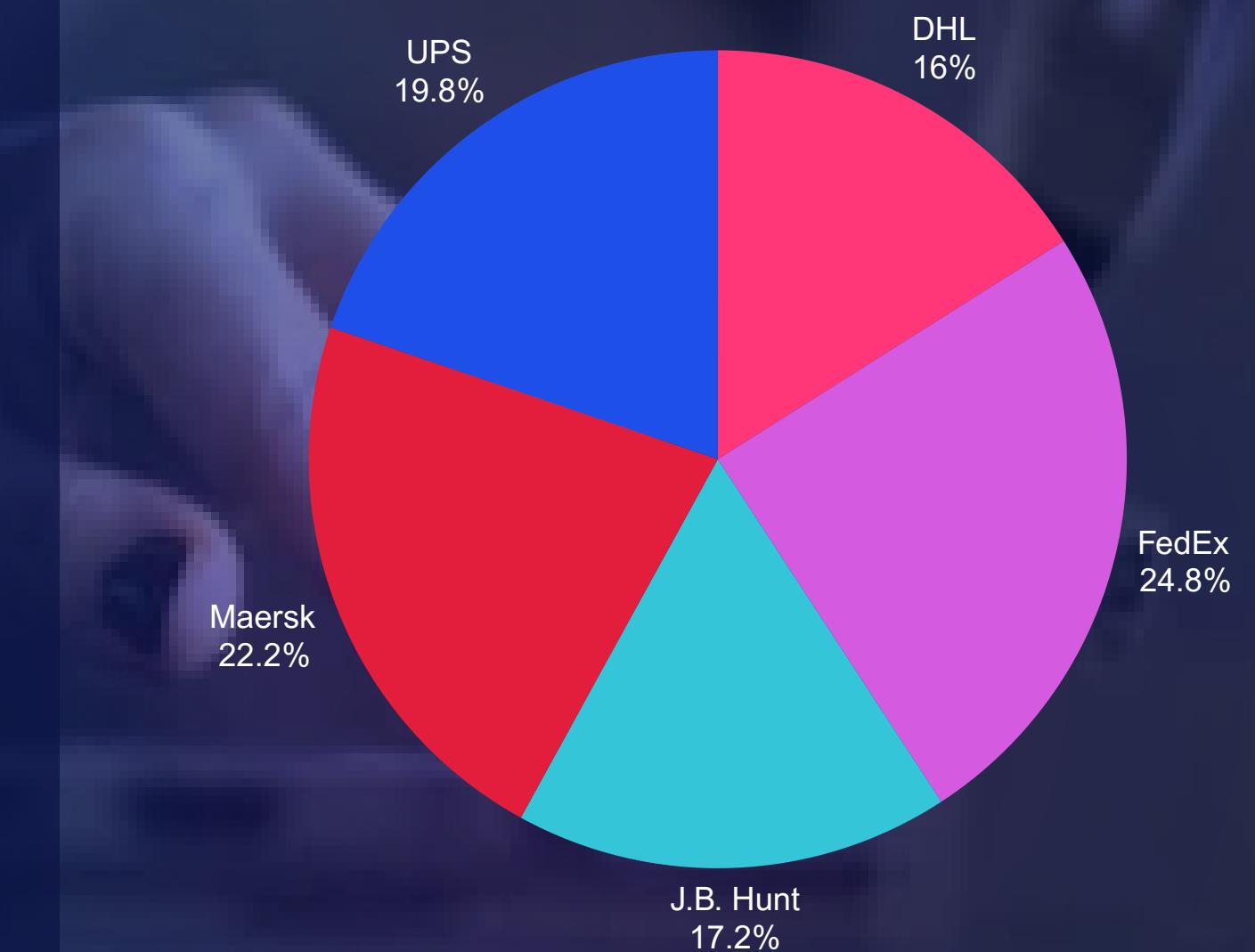
Total quantity for each product sold

How Can We Improve?

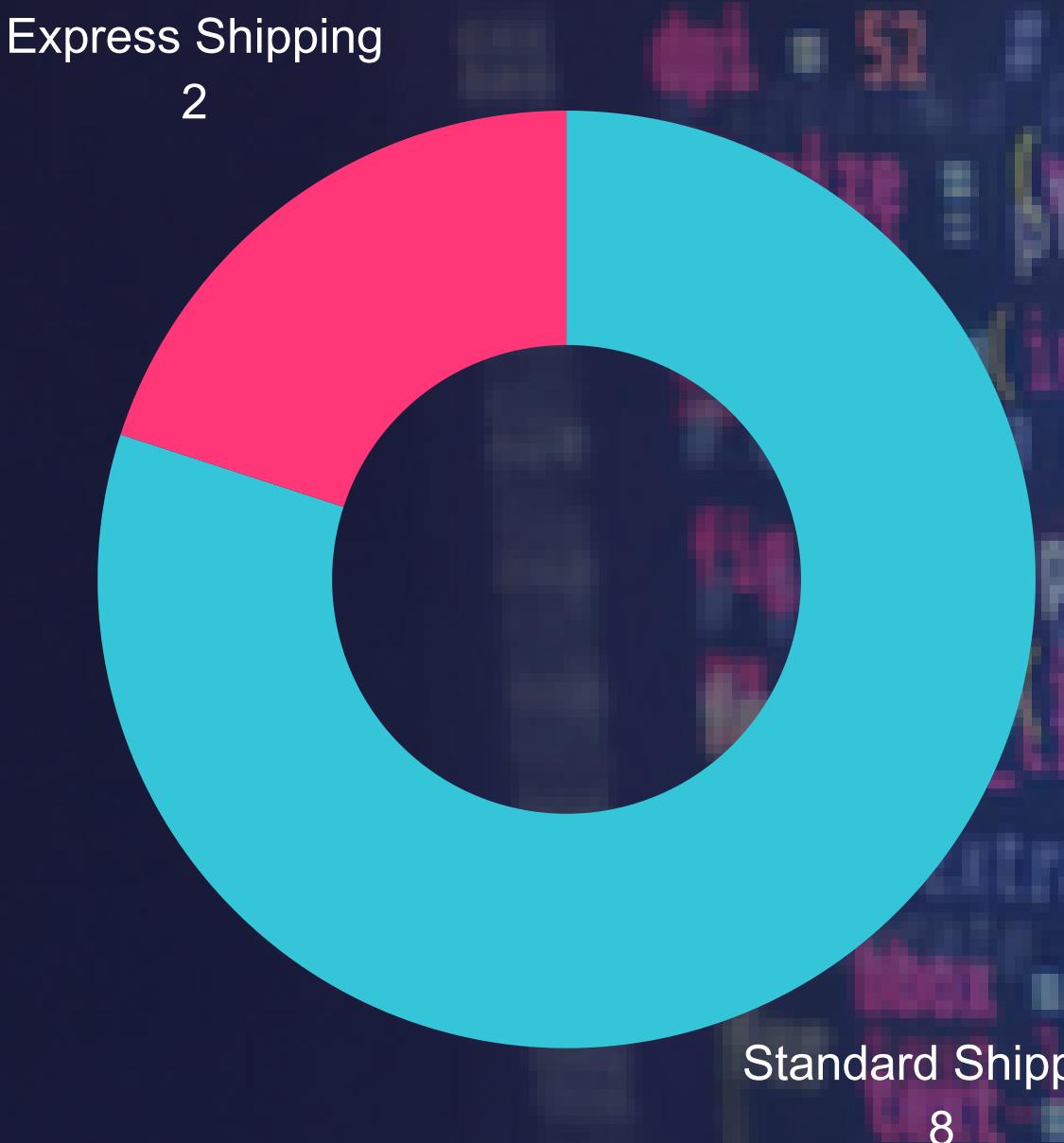
UPS has the most delays on average compared to Maersk who gives more timely deliveries



Consider switching vendors for specific regions to optimize shipping speed



Average Number of Days to Ship



Total Delayed Orders by Shipping Method



Improve Inventory Management

Use Forecasting Models

Predict peak periods and trends using historical sales data to anticipate demand and ensure adequate stock levels during those times.



Set Dynamic Reorder Points

Implement a dynamic reorder system that adjusts based on historical data, seasonality, and current demand trends.

This ensures that high-demand items are restocked more frequently.

Adjust Safety Stock Levels

Increase safety stock for the most frequently ordered products like the Keyboard Wrist Rest and Travel Pillow to prevent stockouts.



Optimize Shipping Processes

Implement Expedited Shipping

Offer an option to expedite shipping for high-demand products, or automatically upgrade shipping during peak periods to avoid delays.



Diversify Shipping Providers

Introduce additional shipping carriers to reduce dependence on a single provider for standard shipping. This can help mitigate delays and improve overall shipping time.

Stock Preparation for Peak Sales

Prepare Inventory for High-Demand Periods

Before major sales or known high-volume periods, ensure that stock levels for popular products are increased. This could be done through demand forecasting tools to anticipate these spikes.



Warehouse Efficiency

Enhance warehouse management by optimizing picking and packing processes for high-demand products to speed up order fulfillment during busy periods.

Thank You

Any Questions?

