

# Optimizing Operational Efficiency



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# Agenda

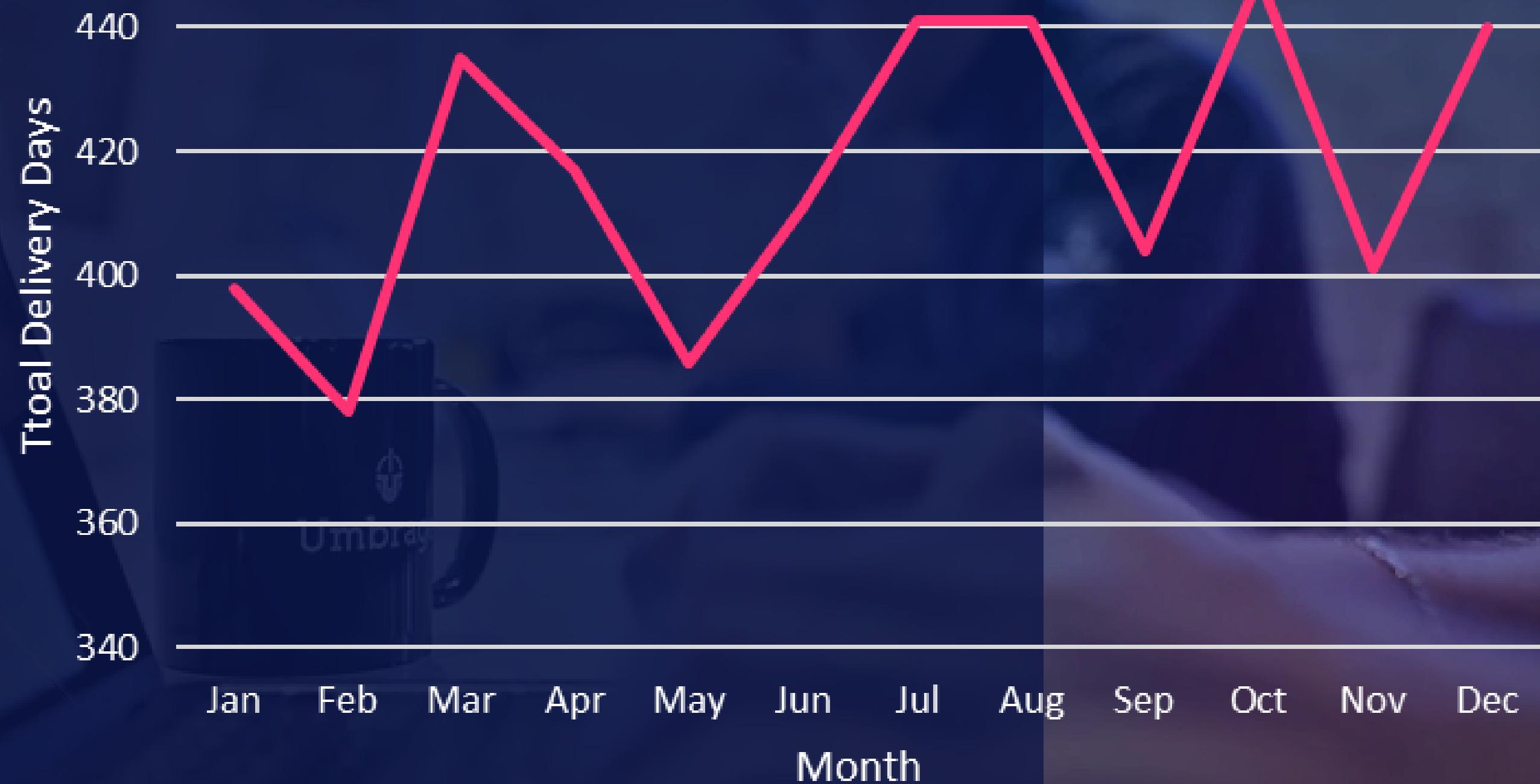
Improve Inventory Management

Optimize Shipping Process

Stock Preparation for Peak Sales

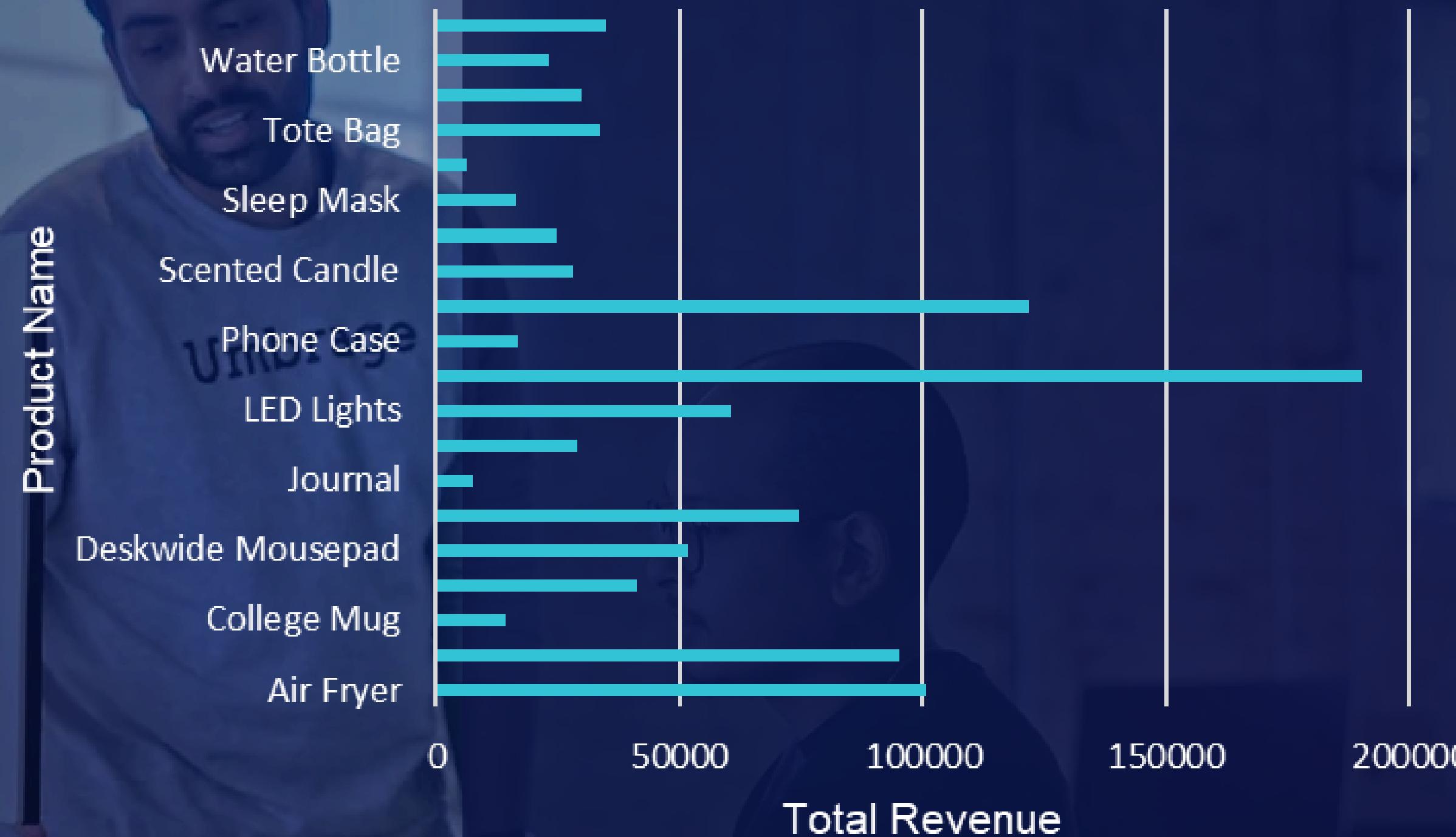


# Peak Sales



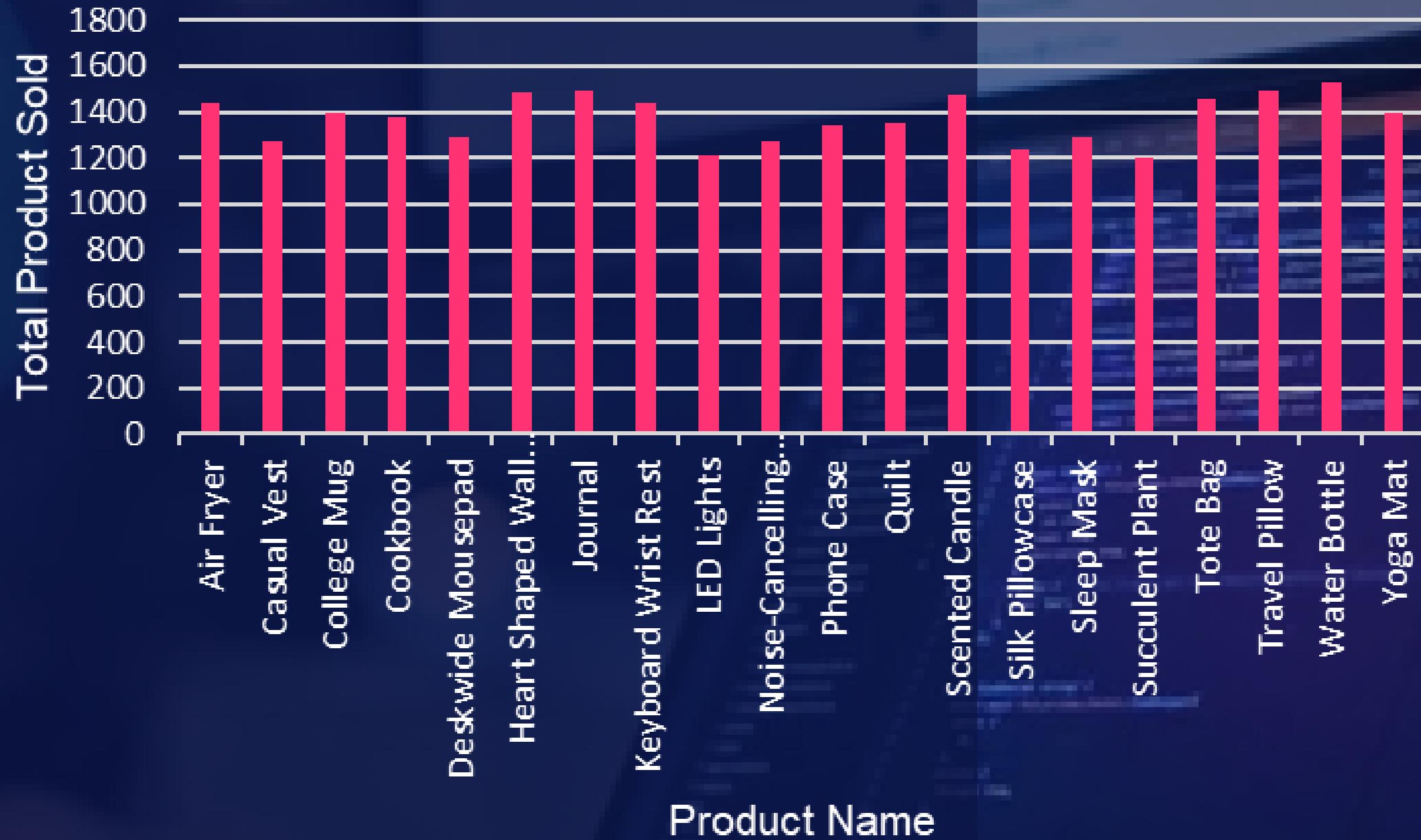
Peak sales for each month of 2023-2024

# Total Revenue



Total revenue for each product

# Total Quantity



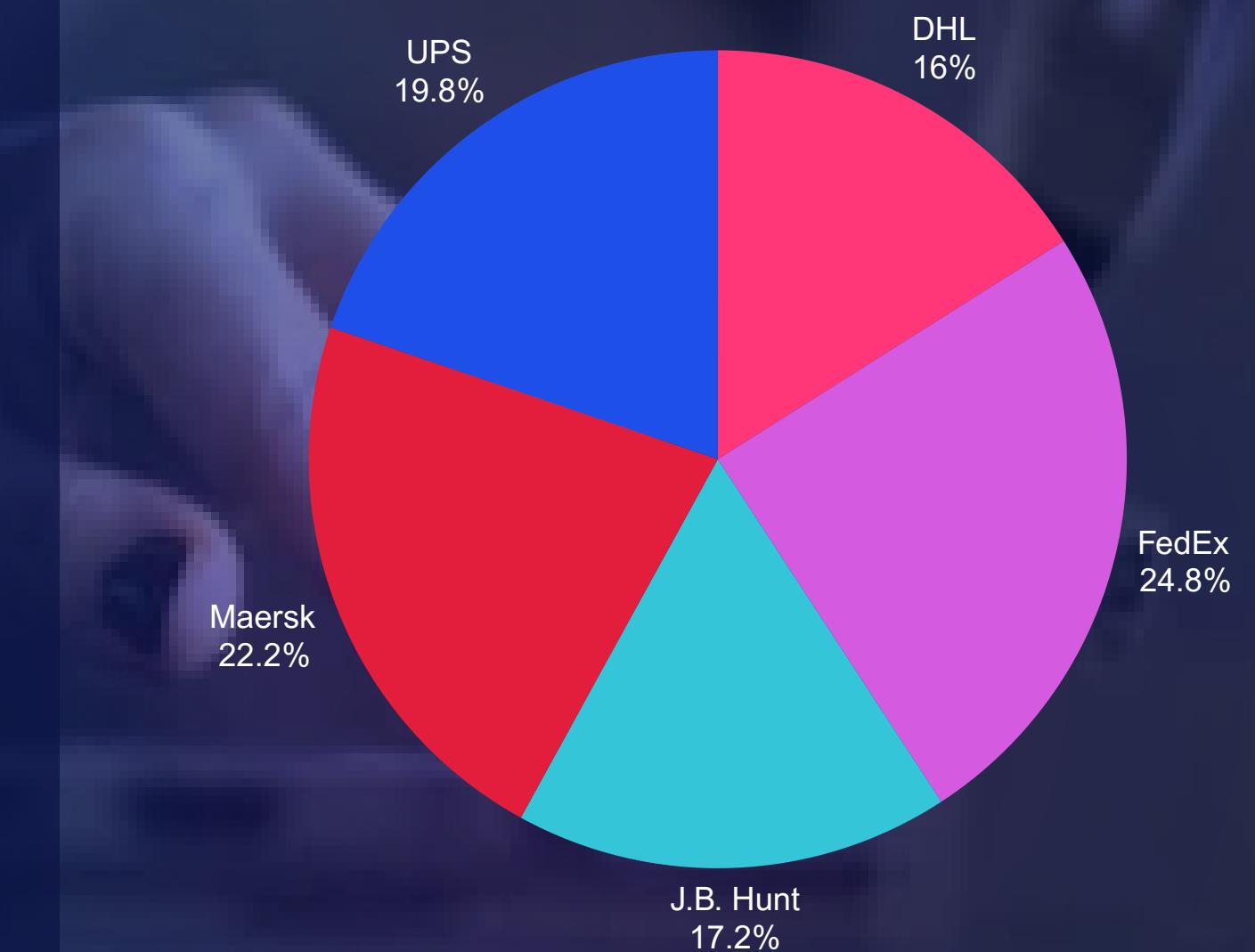
Total quantity for each product sold

# How Can We Improve?

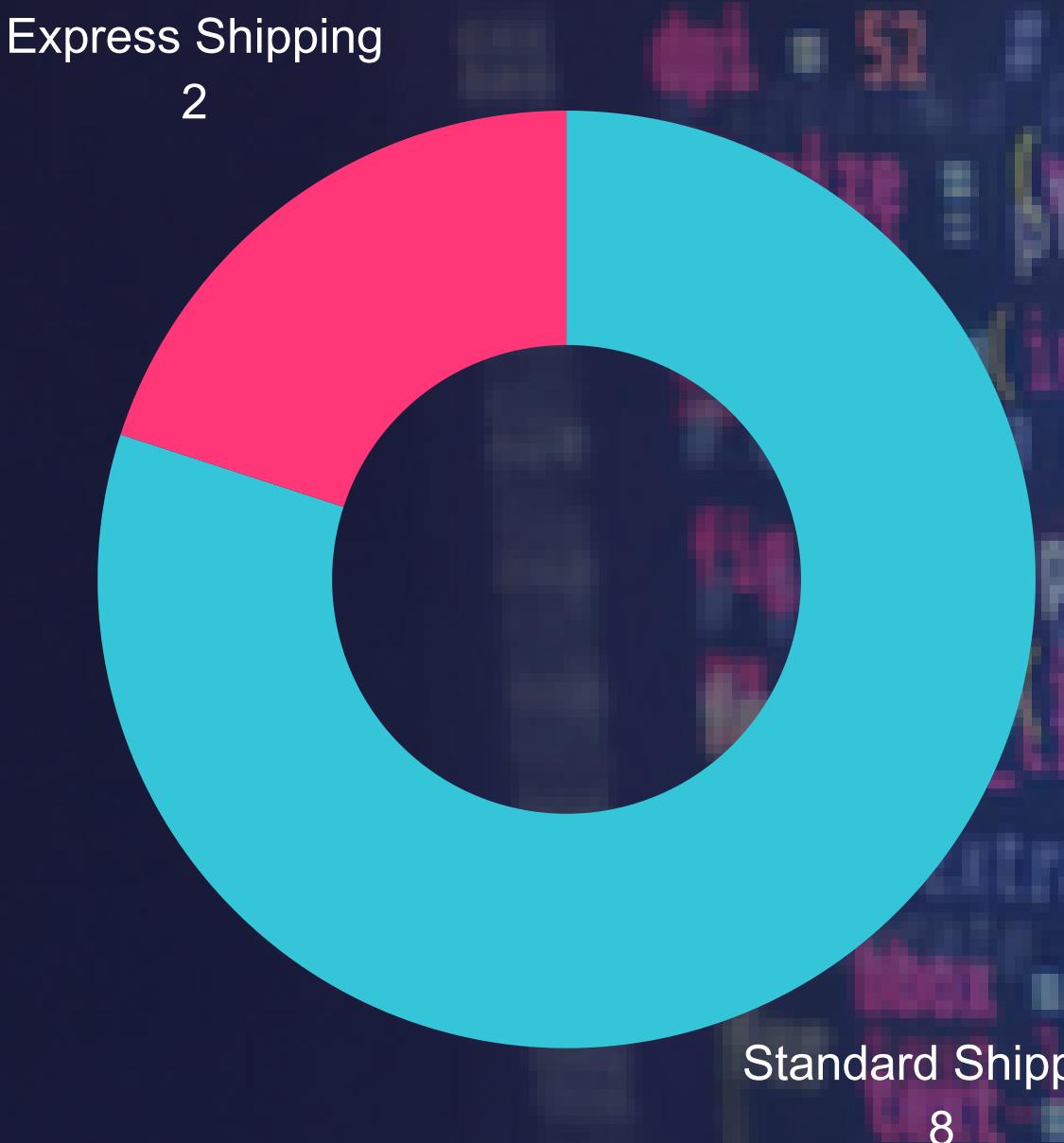
UPS has the most delays on average compared to Maersk who gives more timely deliveries



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  
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Any Questions?

