SCM Scenarios

Logic & Reason: If raw materials are unavailable, alternative procurement strategies are needed.

Batch Size Efficiency
Definition: 🔼 Large Batch / 🔽 Small Batch Optimal batch size for manufacturing.
Logic & Reason: Large batches reduce cost per unit, while small batches reduce waste.

Machine Utilization
Definition: ⚙️ High / ⚙️ Low How efficiently manufacturing machines are being used.
Logic & Reason: Low utilization may indicate an opportunity to optimize production scheduling.

Outsourcing Feasibility
Definition: 🌍 Yes / ❌ No Whether the product can be outsourced instead of inhouse production.
Logic & Reason: If inhouse production is inefficient or costly, outsourcing is an option.

Bundle Offer Available
Definition: 🎁 Yes / ❌ No If the item can be bundled with another product to boost sales.
Logic & Reason: Helps move slowmoving stock by combining it with popular items.

Marketing Push Needed
Definition: 📢 Yes / ❌ No Whether a marketing campaign is needed.
Logic & Reason: If sales are low, promotions, social media ads, or discounts may be required.

Seasonal Demand
Definition: ❄️ Winter / 🌞 Summer / 🍂 Festive / ❌ No Effect Determines if demand fluctuates by season.
Logic & Reason: Ensures stock availability during peak demand periods.

Competitor Price Influence
Definition: 📉 Lower / 📈 Higher / ➡️ Same Compares pricing with competitors.
Logic & Reason: If competitors sell cheaper, pricing adjustments or promotions may be needed.

Customer Reviews
Definition: ⭐ Good / ⚠️ Average / ❌ Poor Customer feedback rating.
Logic & Reason: Helps understand customer perception and improve product quality.

Decision Logic

If stock is not available and the item is fastmoving:

Supplier On Time: Move from another store (if available).
Supplier Delayed: Raise PO if critical or move from a store.
If stock is available: No action is required.
Items with "Move from Another Store": Do not have a PO raised date.
Supplier Lead Time: Considered for PO orders to calculate Expected Delivery Date.
Supplier Delay: Lead times may extend (not accounted for in this default table).
Supplier Codes: Help track which supplier is responsible for replenishment.
Delayed suppliers: Affect the recommendation—either moving stock from another store or raising a PO.
Expected Delivery Date: PO Raised Date + Supplier Lead Time (applicable only if PO is raised).

If stock is not available and the item is slowmoving:
Eligible for discount: 💰 Yes if sales have not increased.
Sales increase: 📈 Yes → No discount needed.
If sales haven't increased: ❌ No → Discount is recommended to boost sales.
If sales did not increase after applying a discount: Further discount is suggested (⬆️ Yes).
If sales still don't increase after additional discounts: Product is flagged for discontinuation (🛑 Yes).
Fastmoving items: Not considered for discontinuation.
Alternative Product Available: If another product can replace this item, it reduces dependency on slowmoving or discontinued products.
Excess Stock Flag: If a store has too much stock, consider redistribution instead of ordering more.
Supplier Reliability: Helps in deciding whether to switch suppliers based on past performance.
Stock Transfer Needed: Instead of raising a PO, move excess stock from another store with overstock.
Customer Complaints: If a product has high complaints, discontinuation should be prioritized.
Alternative Product Available: If an alternative exists, avoid raising a PO and consider switching.
Excess Stock: If another store has excess stock, transfer it instead of ordering more.

Additional Manufacturing & Sales Strategies

ManufacturingRelated Enhancements
1. Production Lead Time (Days): How long it takes to manufacture the product if it's produced inhouse.
2. Raw Material Availability: ✅ Available / ❌ Shortage Whether raw materials are available to produce the item.
3. Batch Size Efficiency: 🔼 Large Batch / 🔽 Small Batch Whether producing in large or small batches optimizes cost and efficiency.

4. Machine Utilization: ⚙️ High / ⚙️ Low If manufacturing machines are underutilized, consider shifting production.
5. Outsourcing Feasibility: 🌍 Yes / ❌ No If production is slow, can this item be outsourced to a supplier instead?

Sales & Marketing Strategies for Increasing Demand
1. Bundle Offer Available: 🎁 Yes / ❌ No Whether the item can be sold as a combo deal to boost sales.
2. Marketing Push Needed: 📢 Yes / ❌ No If sales are low, consider promoting it through discounts, ads, or campaigns.
3. Seasonal Demand: ❄️ Winter / 🌞 Summer / 🍂 Festive / ❌ No Effect If demand varies by season, production should align.
4. Competitor Price Influence: 📉 Lower / 📈 Higher / ➡️ Same If competitors sell cheaper, adjust pricing accordingly.
5. Customer Reviews: ⭐ Good / ⚠️ Average / ❌ Poor Positive reviews increase trust and sales, while negative ones indicate a need for quality improvements.

How These Insights Help
Better Inventory Planning: Avoid unnecessary purchases by tracking stock transfers and excess inventory.
Optimized Manufacturing: Consider outsourcing, batch size adjustments, or machine utilization improvements.
Boosting Sales: Use discounts, marketing, bundling, and seasonal strategies to improve product movement.
Better Supplier Management: Identify reliable suppliers and avoid those with frequent delays.
CustomerCentric Approach: Stop products with high complaints and invest in improving product quality.

Improved DecisionMaking
If Total Stock is high but Sold is low: Apply discounts or consider stopping the product.
If Available Stock is 0: Check if it's fastmoving and raise a PO or transfer stock.
If Supplier Delay is frequent: Consider alternative suppliers.
More Accurate Sales & Inventory Planning: 🚀