**What will be the USPs of the Smart Store ?**

* Optimization of Inventory - Minimize Overstocking or Understocking
* Maximize Range of Inventory - well managed space allows increase in variety of stock.
* Maximize Sales - Reliability in terms of availability of stocks according to customer requirement.

**How will it benefit the Store?**

* Avoid Dead Stock
* Creates Goodwill and Loyal Customers due to reliability.
* Brings more customers owing to variety.
* Helps in streamlining the credit cycle as we gather data on sellers and customers.

E.g.,

A seller decides on the quantity of Colgate Toothpaste based on the following info and decides on buffer stock to keep.

| Credit Period | Refill Frequency | Sale Qty / Time Unit | Time Unit | Quantity Unit | Expected Variance | Actual Variance | Buffer Stock |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 7 | 3 | 5 | Day | Pcs | 25% | 33% | 5 Pcs |

As the Analytics model keeps getting trained on this data , it becomes less reliant on manual data update and recommends an ideal quantity of inventory based on the time, pattern of purchase and variation in regional demographics while providing the suppliers with a trend on requirements to maximize sales.

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