

Inventory Management Dashboard

Instruction to Understand Dashboard Report :-

- Data on this dashboard taken from **Amazon All Order Report, Flipkart Sales Report**
- Amazon Total Order Units and values match with **Business Report**
- Flipkart total order calculated by Total Order units minus Return
- Stock data consolidated of **Amazon, Flipkart & Uniware**, it must be updated before doing any analysis
- Product remarks based on **Master Data Sheet**

Calculated Measure :-

- **Units Order** = Sum of Units Order Amazon & Flipkart
- **GMV** = Sum of Items value is Gross Marchant Values
- **07, 30, 60, 90, Days Sales Units** = This measure calculated **latest sales units in this period**
- **Avg. U/M** = Average sales units per months(Based on the last **three** month sales)
- **Avg. U/M Last 07Days Sales** = Average sales units monthly(Based on the last **07 Days** Sales)
- **Current Stock** = Available stock in warehouse including Amazon, Flipkart and Uniware
- **Available Stock Run Rate** = Available stock run rate in a month, **Current Stock/Avg, U/M**
- **No of Month Safety Stock** = Calculated based on the lead times how many months of stock required to store in warehouse
- **Safety Stock** = Safety Stock is extra inventory kept on hand to **mitigate the risk of stockouts**. This will calculated by comparing the value of **Avg. U/M & Avg. U/M Last 07 Days Sales**, which ever is higher value that will multiply with **No of Month Safety Stock**
- **Estimated Stock Replenishment** = Current Stock - Safety Stock
- **Stock Status** = If **Safety Stock** less then **Current Stock** then the column value "**Below Safety Stock**" else "**Available Stock**"
- **ABC Classification** = It categorized the Product in three class A, B, & C, where **Class- A** means that the **10% Product generate the 70% gross value**, **Class- B** means that the **20% Product generate the 20% gross value** and **Class- C** means that the **70% Product generate the 10% gross value**.

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Dashboard Summary:-

#1 Pie Chart- Current Stock Distribution by Remarks

- **Current Stock Distribution by Remarks** displays the percentage breakdown of current stock across different remarks categories, including **new arrival (44.47%), running (29.29%), clearance (19.57%), discontinued (4.2%) and end of life (2.46%)**.

#2 Line and Stacked Column Chart- ABC Classification of Current Stock and %GT GMV

- **ABC Classification of Current Stock and %GT GMV** chart displays the **classification of current stock into A, B, and C categories**, and the percentage of total GMV value represented by each category. The **A class** current stock has the **highest GMV percentage at 68.92%**, indicating that efforts to promote and sell these items should be prioritized. The **C class** current stock has the **lowest GMV percentage at 10.73%**, and reducing it would help minimize losses. The **B class** current stock has a moderate contribution to the **20.15% GMV value** and could potentially benefit from optimization strategies.

#3 Line and Stacked Column Chart- ABC Classification of No of SKU and %GT GMV in the Last 30 Days

- **ABC Classification of Units Sold and %GT GMV in the Last 30 Days** chart displays the **classification of the total number of items(SKU) into A, B, and C categories**, as well as the percentage of total GMV value represented by each category. The **A class category, which has the lowest number of items (260), generates the highest GMV percentage at 68.92%**, indicating that efforts to promote and sell these items should be prioritized. On the other hand, the **C class category, which has the highest number of items (999), generates the lowest GMV percentage at 10.73%**, suggesting that reducing this category would help minimize losses. Finally, the **B category has a moderate contribution to the 20.15% GMV value with no of items (371) items** and could potentially benefit from optimization strategies

#4 Matrix Table- Details View of Remarks with ABC Classification

Metric table provides a comprehensive **overview of the inventory status and sales performance of the last month**. It shows the **number of items by remarks that generate more revenue** and the respective ABC Category.

1. According to the table data, the total number of items in the **A Class category with the remarks "New Arrival", "New Launch", and "Running total" is 228**, and they account for **63% of the total GMV value**. In contrast, the total number of items in the **B Class category with the same remarks is 277**, and they account for only **16% of the total GMV value**
2. According to the table data, there are **32 items with "Clearance" and "Discontinued" remarks in the A Class category**, which represent **5.7% of the total GMV**. On the other hand, the **B Class category has 94 items with the same remarks**, but they only account for **4.5% of the total GMV**. The **C Class category has 581 items** with the same remarks, but they only represent **5.5% of the total GMV**

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Current Stock

55,157

07 Days Sales

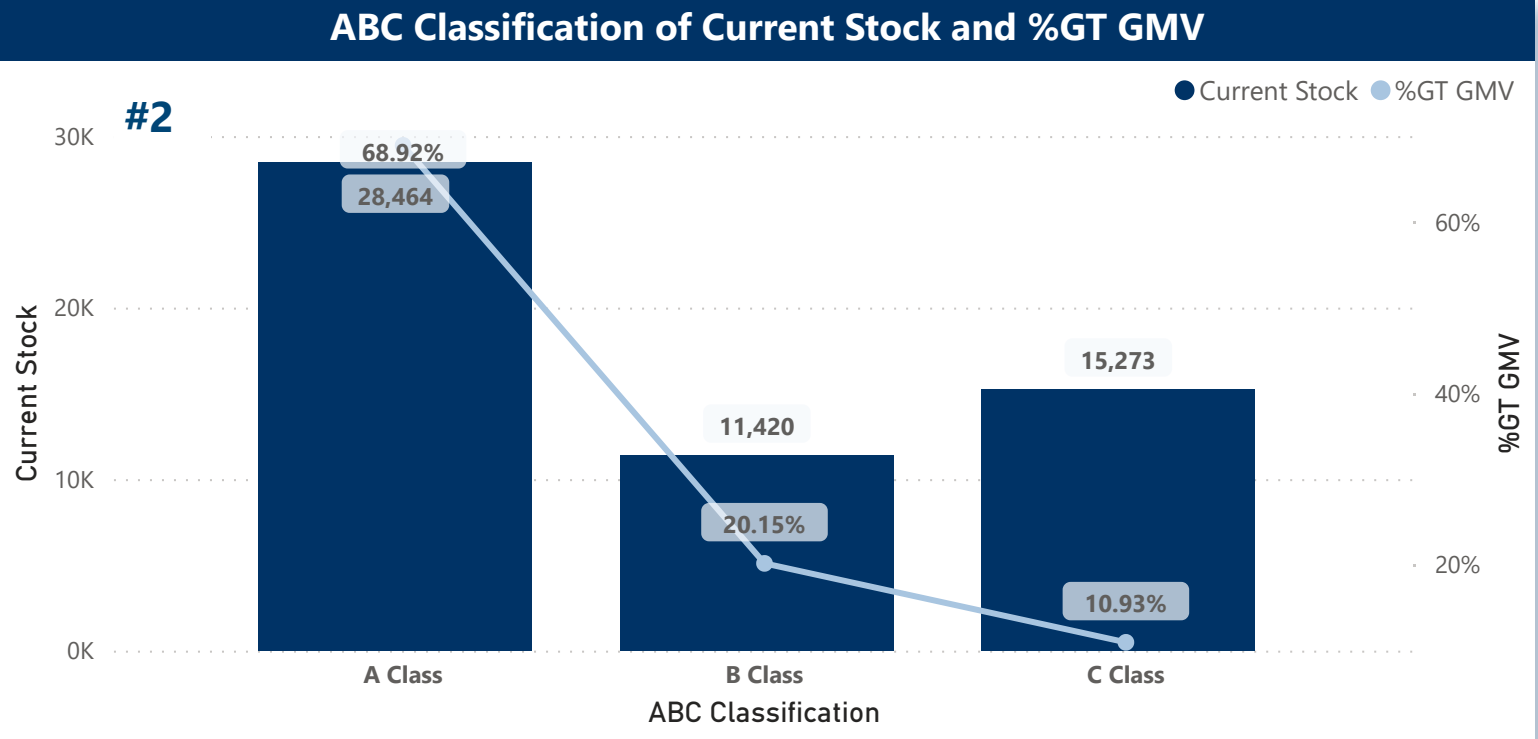
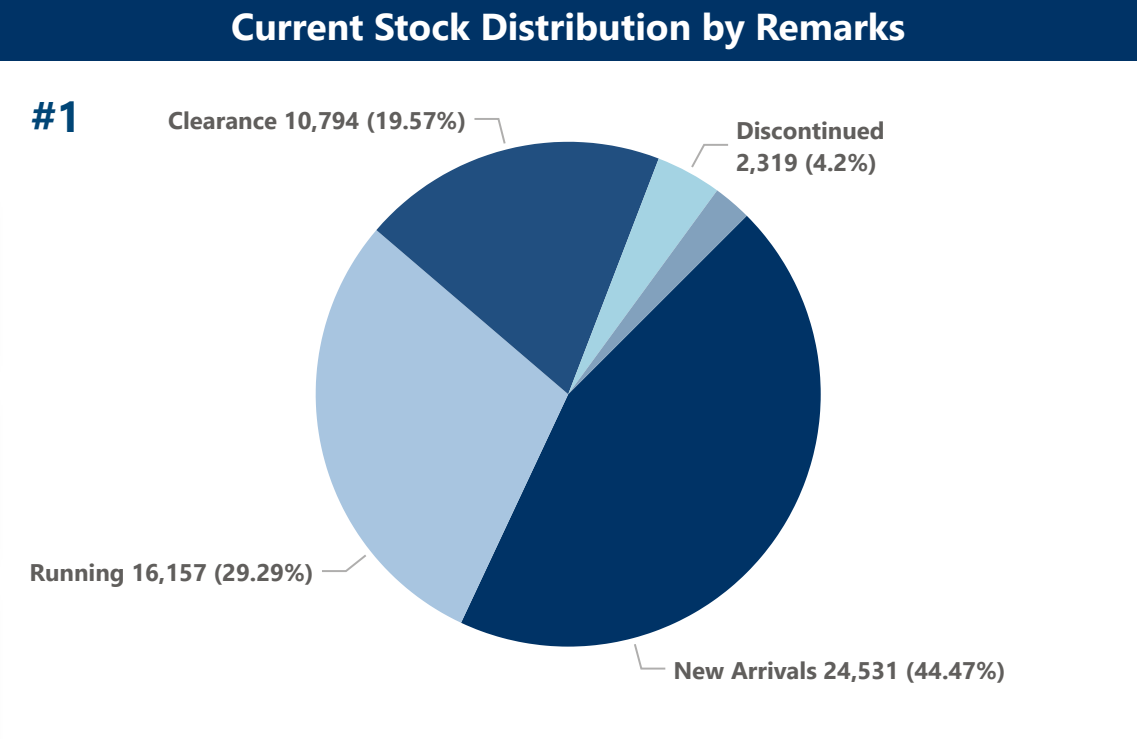
2,008

30 Days Sales

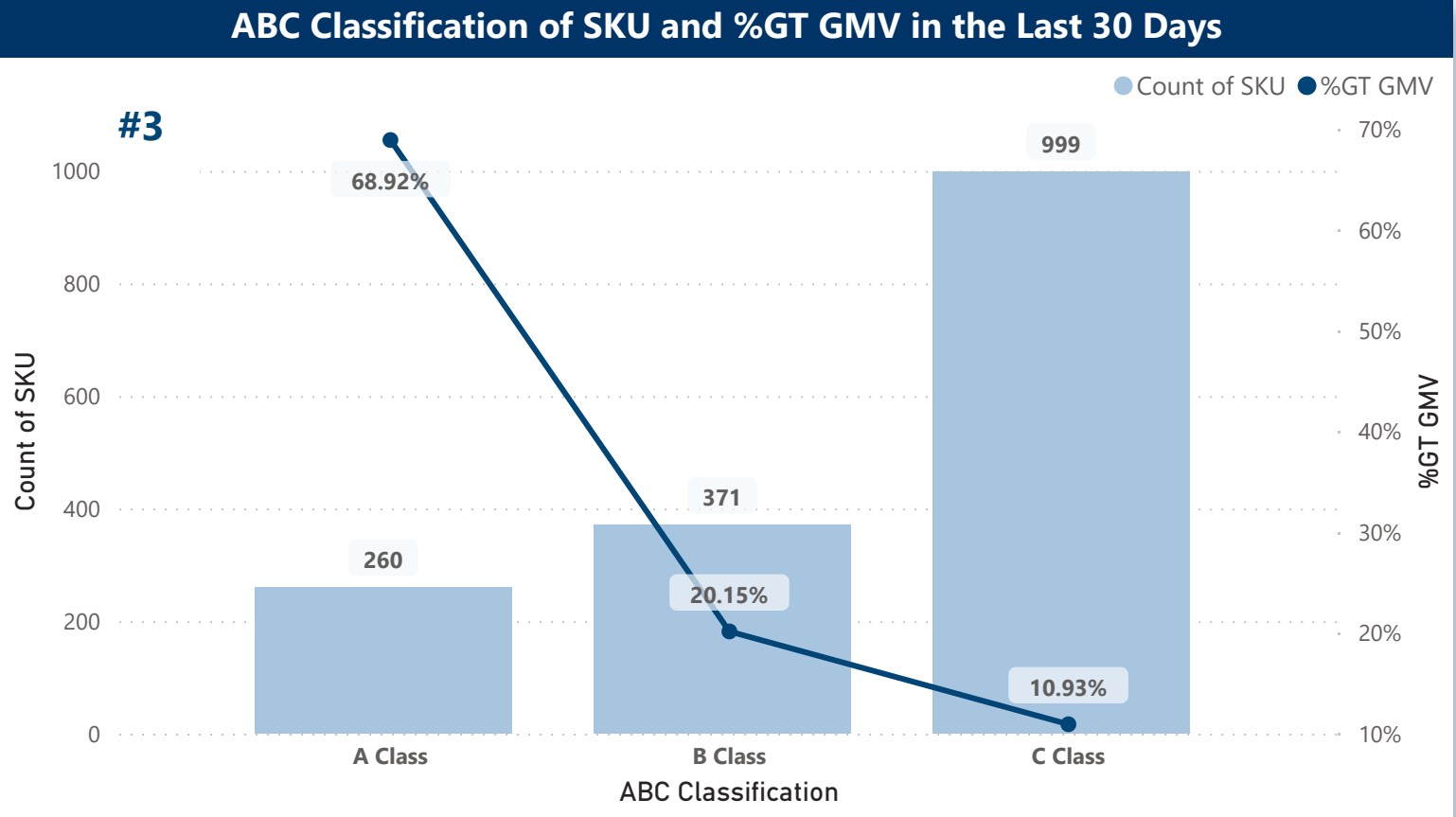
9,412

60 Days Sales

20,926



ABC Classification	Current Stock	30Days Units	GMV	%GT 30Days Units	%GT GMV	Count of SKU
<div>A Class</div>	28,464	6,697	5,41,88,353	71.15%	68.92%	260
New Arrivals	7,528	2,572	2,85,97,095	27.33%	36.37%	155
New Launch	4,501	2,171	1,11,71,411	23.07%	14.21%	15
Running	11,178	1,221	97,24,976	12.97%	12.37%	58
Discontinued	528	150	24,11,569	1.59%	3.07%	18
Clearance	4,729	583	22,83,303	6.19%	2.90%	14
<div>B Class</div>	11,420	1,571	1,58,41,727	16.69%	20.15%	371
New Arrivals	5,897	771	77,20,210	8.19%	9.82%	174
Running	2,458	384	41,57,162	4.08%	5.29%	96
Discontinued	803	181	29,58,046	1.92%	3.76%	75
Clearance	727	152	7,08,057	1.61%	0.90%	19
New Launch	1,535	83	2,98,252	0.88%	0.38%	7
<div>C Class</div>	15,273	1,144	85,97,857	12.15%	10.93%	999
New Arrivals	6,946	407	25,86,472	4.32%	3.29%	215
Clearance	3,185	340	24,29,330	3.61%	3.09%	394
Discontinued	1,769	200	18,95,810	2.12%	2.41%	187
Running	2,719	157	14,96,539	1.67%	1.90%	138
End of Life	654	40	1,78,638	0.42%	0.23%	64
New Launch	0		11,068		0.01%	1
Total	55,157	9,412	7,86,27,936	100.00%	100.00%	1630



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SKU	Current Stock	Avg. U/M	Avg. U/M Last 07 Days Sales	07Days Units	30Days Units	90Days Units	Available Stock Run Rate	No of Month SS	Safety Stock	Estimated Stock Relenishment	Remarks	Stock Status	Title
RG10450	2,516	1,336	1562	372	1,308	3,891	1.61	3.50	5,468	-2952	New Launch	Below SS	RAEGR Arc One 15W Type-C PD Made in India ...
RG10451	196	496	332	79	267	1,550	0.59	3.50	1,736	-1540	New Launch	Below SS	RAEGR Arc One 15W Type-C PD Made in India W...
RG10354	80	104	227	54	109	391	0.35	3.00	680	-600	New Launch	Below SS	RAEGR RapidCool 900 Aluminium Laptop Cooling P...
RG10355	149	71	147	35	95	232	1.01	2.00	294	-145	New Launch	Below SS	RAEGR PowerLink 700 Mini UPS for WiFi Router Po...
RG10262	21	51	80	19	73	159	0.26	2.00	160	-139	Running	Below SS	RAEGR Supports Mag-Safe Wireless Charging, Alu...
RG10433	30	54	42	10	51	171	0.71	2.00	109	-79	New Arrivals	Below SS	RAEGR iPhone 14 Case Supports Mag-Safe Wirele...
RG10359	161	76	17	4	61	293	9.58	3.00	228	-67	New Launch	No Need	RAEGR RapidGear X70 Gaming KeyBoad with Mouse
RG10179	0	31			11	86	NaN	2.00	63	-63	Running	No Need	RAEGR iPhone 12 / iPhone 12 Pro MagFix Magnetic...
ZUGU_IPD129G5_BK	23	20	42	10	43	76	0.55	2.00	84	-61	Running	Below SS	ZUGU CASE iPad Pro 12.9 Case, Ultra Slim Protectiv...
RG10196	18	22	38	9	42	71	0.48	2.00	76	-58	Running	Below SS	RAEGR iPhone 12/12 Pro Case Supports Mag-Safe...
RG10437	41	49	34	8	36	171	1.22	2.00	98	-57	New Arrivals	Below SS	RAEGR iPhone 14 Case Supports Mag-Safe Wirele...
RG10425	78	64	67	16	104	228	1.16	2.00	134	-56	New Arrivals	Below SS	RAEGR iPhone 14 Case Supports Mag-Safe Wirele...
RG10463	3	23	13	3	29	81	0.24	2.00	45	-42	New Arrivals	Below SS	RAEGR Edge Armor iPhone 14 Plus / iPhone 13 Pro ...
UGMOP_S23U_68_BK	78	67	80	19	39	201	0.98	1.50	120	-42	New Arrivals	Below SS	Samsung S23 Ultra Monarch Pro - Kevlar Black
RG10182	38	40	38	9	43	127	1.01	2.00	79	-41	Running	Below SS	RAEGR iPhone 12 / iPhone 12 Pro Case Supports ...
GUWAL_BAG_GY	0	18	17	4	24	51	0.00	2.00	35	-35	New Arrivals	Below SS	GUESS Universal Wallet Bag [Official Licensed] by C...
UGPF_S23U_68_BK	3	24	8	2	20	72	0.36	1.50	36	-33	New Arrivals	Below SS	Samsung S23 Ultra Pathfinder - Black
BMMT_IP14L_BK	0	16			1	40	NaN	2.00	33	-33	New Arrivals	No Need	BMW iPhone 14 Pro Max Case [Official Licensed] by...
UGPF_S23U_68_WT	50	15	55	13	19	44	0.92	1.50	82	-32	New Arrivals	Below SS	Samsung S23 Ultra Pathfinder - White
RG10426	39	35			51	119	Infinity	2.00	69	-30	New Arrivals	No Need	RAEGR iPhone 14 Case Supports Mag-Safe Wirele...
RG10181	58	44	29	7	63	141	1.97	2.00	87	-29	Running	Below SS	RAEGR iPhone 12 / iPhone 12 Pro Case Supports ...
RG10462	49	29	38	9	29	106	1.30	2.00	76	-27	New Arrivals	Below SS	RAEGR Edge Armor iPhone 14 / iPhone 13 / 13 Pro ...
CMSBMS_14MX_IRT	0	4	13	3	7	14	0.00	2.00	25	-25	New Arrivals	Below SS	Case-Mate iPhone 14 Max Case, Soap Bubble Case...
UGPY_S23U_68_AS	8	22	13	3	26	66	0.63	1.50	33	-25	New Arrivals	Below SS	Samsung S23 Ultra Plyo - Ash
ZUGU_IPD11PG3_BK	17	12	21	5	20	34	0.81	2.00	42	-25	Running	Below SS	ZUGU CASE iPad Pro 11 Case, Ultra Slim Protective ...
UGLT_S23U_68_BK	0	16			1	32	NaN	1.50	24	-24	New Arrivals	No Need	Samsung S23 Ultra Metropolis LT Pro - Kevlar Black
XDSM_IP14_CLR	18	13	21	5	9	45	0.86	2.00	42	-24	New Arrivals	Below SS	Raptic by X-Doria iPhone 14 Case, Slim (TPU & Poly...
UGPY_S23_61_IC	9	10	21	5	11	31	0.43	1.50	32	-23	New Arrivals	Below SS	Samsung S23 Plyo - Ice
Total	55,157	9,274	7615	1,813	8,178	30,015	7.24	1,432.50	1,32,84,647	-13229490		Below SS	

