Availability by atheon

skutrak

The Problem

Having the correct products, at the correct stock levels, in the correct stores is one of the biggest challenges facing retailers. If a customer can't purchase the product they want, due to it being out of stock (OOS), that is just **lost sales**.

In supermarkets, where the customer wants to do the grocery shop in one store; In addition to the lost sales from the OOS products, the retailer might loose the whole basket (and even future baskets). In the UK the average level of **Availability is 95%** (5% of missing distribution points). Identifying OOS products; both the products and where they are OOS is challenge for retailers

How this model helps

Retailers generally look at Availability as a percentage. While this is a useful measure, it doesn't capture the size of the problem (which is missing distribution points), and so resource is wasted fixing low distribution/low sales products with a low percentage availability, rather than focus on what will have the largest impact. The next slide shows a worked example of this

How to Use

Categories, Suppliers and Products are ordered in worst availability problems. Simply click on anything, so see the every other viz update.

Use the Availability Target slider so target categories, suppliers, products or regions to bring them up to target.

Gradually homing in on the worst suppliers, depots/regions and products, which would have the biggest impact on availability if fixed.

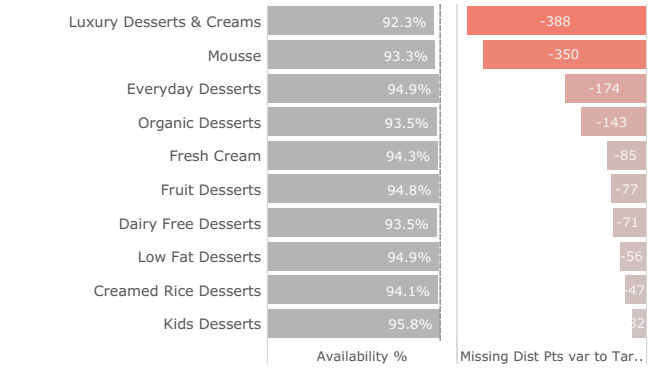
Category Level: Availability

Missing Distribution Points (Product/Store combinations)

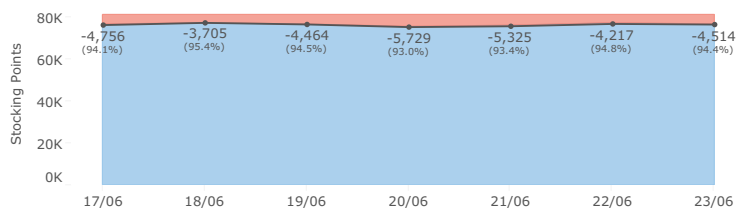
There are **230** products below target (96%)
Making these available in **1,422** more distribution points would increase category availability from **94.3%** to **96.0%**

Availability Target
96%

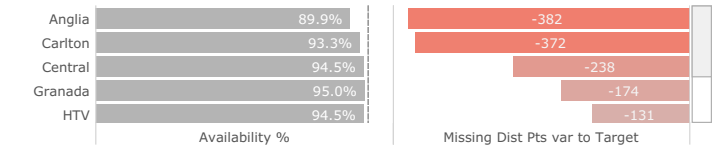
By Category



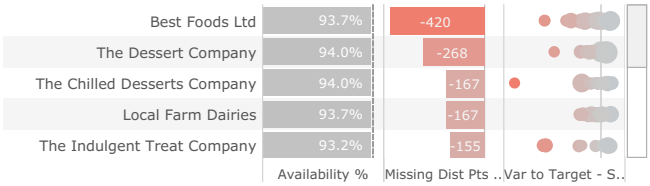
By Day



By Store Region



By Supplier



By Product