

Inventory Optimization: Final Summary & Key Action Areas

Total Revenue

10.20M

Capital Tied In Dead Stock

60.67K

Avg Return Rate

6.36%

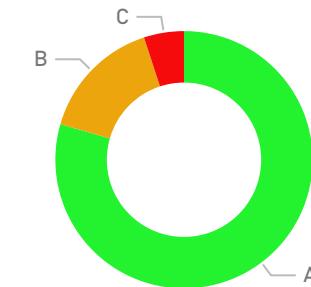
Total Dead Stock SKUs

517

Estimated Revenue Loss (\$) Due to Returns by Inventory Class

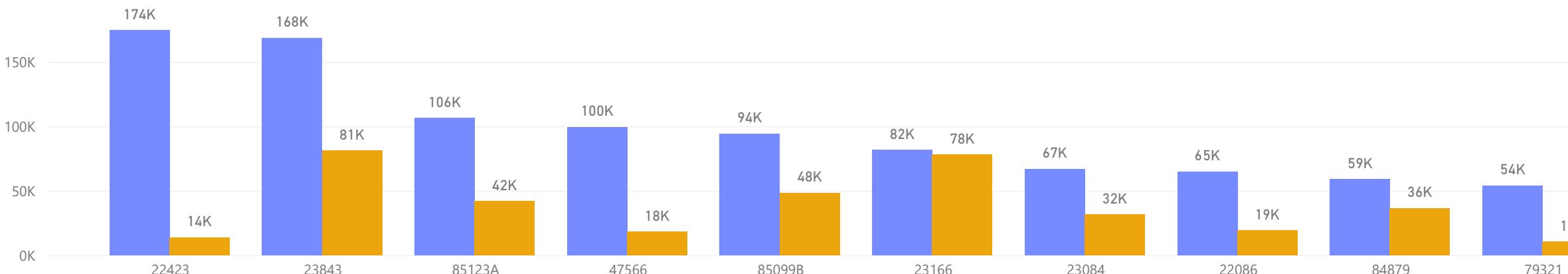


ABC Category ● A ● B ● C



Top 10 Highest selling products along with total units sold

● Sum of total_revenue ● Sum of total_units_sold



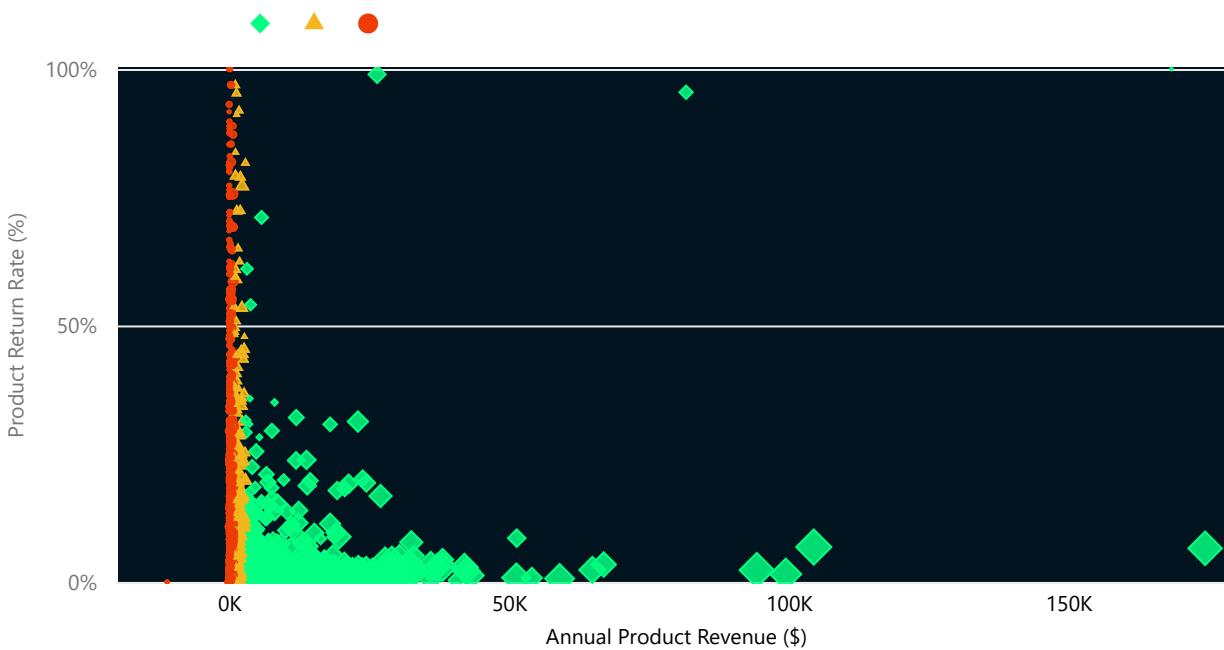


Pareto Principle Validation: 80/20 Revenue Concentration

● Sum of total_revenue ● Standard Cumulative Revenue PCT



Inventory Risk & Value Matrix: Identifying Toxic Assets



| PRODUCT ID | DESCRIPTION | ABC CLASSIFICATION | TOTAL REVENUE | AVG RETURN RATE | DAY |
|------------|-------------------------------------|--------------------|----------------|-----------------|-----|
| 72800B | 4 PURPLE FLOCK DINNER CANDLES | C | 290.80 | 0.00% | |
| 23437 | 50'S CHRISTMAS GIFT BAG LARGE | B | 2,373.63 | 0.10% | |
| 23345 | DOLLY GIRL BEAKER | B | 2,891.25 | 0.29% | |
| 23391 | I LOVE LONDON MINI BACKPACK | B | 1,632.32 | 0.00% | |
| 23472 | NINE DRAWER OFFICE TIDY | B | 909.37 | 0.00% | |
| 22167 | OVAL WALL MIRROR DIAMANTE | B | 2,401.07 | 2.10% | |
| 23438 | RED SPOT GIFT BAG LARGE | B | 2,227.42 | 0.00% | |
| 22900 | SET 2 TEA TOWELS I LOVE LONDON | A | 14,975.93 | 4.39% | |
| 23007 | SPACEBOY BABY GIFT SET | A | 7,758.70 | 1.20% | |
| 23411 | TRELLIS COAT RACK | B | 1,118.61 | 0.44% | |
| 20954 | *USB Office Mirror Ball | C | 16.94 | 100.00% | Red |
| 22418 | 10 COLOUR SPACEBOY PEN | A | 5,585.45 | 2.62% | |
| 22436 | 12 COLOURED PARTY BALLOONS | B | 1,412.16 | 0.93% | |
| 21448 | 12 DAISY PEGS IN WOOD BOX | C | 600.87 | 11.46% | Red |
| 22282 | 12 EGG HOUSE PAINTED WOOD | B | 2,378.52 | 0.67% | |
| 23442 | 12 HANGING EGGS HAND PAINTED | C | 87.36 | 0.00% | |
| 21447 | 12 IVORY ROSE PEG PLACE SETTINGS | B | 1,478.10 | 12.28% | Red |
| 22906 | 12 MESSAGE CARDS WITH ENVELOPES | B | 2,959.42 | 0.06% | |
| 20973 | 12 PENCIL SMALL TUBE WOODLAND | A | 3,216.12 | 1.07% | |
| 20975 | 12 PENCILS SMALL TUBE RED RETROSPOT | A | 4,387.82 | 4.95% | |
| 20974 | 12 PENCILS SMALL TUBE SKULL | A | 4,531.98 | 8.11% | |
| 20984 | 12 PENCILS TALL TUBE POSY | B | 1,173.90 | 1.75% | Red |
| 20983 | 12 PENCILS TALL TUBE RED RETROSPOT | B | 2,382.46 | 0.25% | |
| 20982 | 12 PENCILS TALL TUBE SKULLS | B | 1,884.92 | 0.19% | |
| 20981 | 12 PENCILS TALL TUBE WOODLAND | B | 1,742.27 | 0.96% | |
| 84461 | 12 PINK HEN+CHICKS IN BASKET | C | 104.55 | 14.63% | Red |
| 21445 | 12 PINK ROSE PEG PLACE SETTINGS | C | 267.50 | 1.84% | |
| 21446 | 12 RED ROSE PEG PLACE SETTINGS | C | 640.92 | 10.94% | |
| 84465 | 15 PINK FLUFFY CHICKS IN BOX | C | 29.50 | 60.00% | Red |
| 85048 | 15CM CHRISTMAS GLASS BALL 20 LIGHTS | A | 10,910.61 | 3.02% | |
| 23253 | 16 PIECE CUTLERY SET PANTRY DESIGN | A | 3,848.86 | 0.78% | |
| 23124 | 18PC WOODEN CUTLERY SET DISPOSABLE | C | 751.38 | 0.00% | |
| 90168 | 2 DAISIES HAIR COMB | C | 52.56 | 33.33% | Red |
| 21458 | 2 PICTURE BOOK EGGS EASTER BUNNY | C | 256.54 | 0.00% | |
| 21456 | 2 PICTURE BOOK EGGS EASTER CHICKS | C | 222.22 | 0.58% | |
| 21457 | 2 PICTURE BOOK EGGS EASTER DUCKS | C | 165.89 | 0.00% | |
| 22567 | 20 DOLLY PEGS RETROSPOT | A | 3,282.30 | 1.62% | |
| 22316 | 200 BENDY SKULL STRAWS | C | 743.62 | 0.15% | |
| 22315 | 200 RED + WHITE BENDY STRAWS | B | 1,221.43 | 0.00% | |
| 84731 | 3 BIRDS CANVAS SCREEN | C | 2.04 | 0.00% | Red |
| 84206A | 3 BLACK CATS W HEARTS BLANK CARD | C | 4.56 | 0.00% | |
| Total | | | 1,02,03,363.72 | 6.36% | |