# WIDE WORLD IMPORTERS



### DEVELOPED BY: LUCKY DOG ANALYTICS

NOELLE MATTHEWS &
TRAVIS MCKENZIE



### **AGENDA**

Missed Sales Opportunities

Holding Costs & Overstock

Hidden Prices

The Solution

Architecture Diagram

**Proof of Concept** 

Wins & ROI

Conclusion & Next Steps

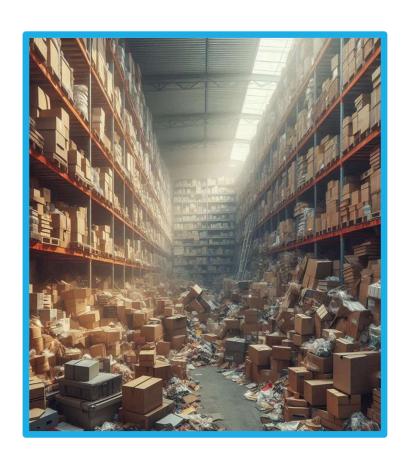


## OUT OF STOCK: A LOST SALE

- A high-demand item sells out in days
- A key retail customer calls to place a large reorder
- No warning system, no backup stock
- The customer goes elsewhere





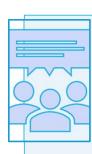


## SURROUNDED: EXCESS STOCK

- Over-ordered items sit unsold in the warehouse for months
- Capital is tied up, cash flow suffers
- Space issues slow down fulfillment

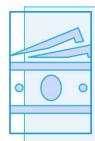


### **HIDDEN INVENTORY COSTS**



#### **Customer Impact**

- 2,100 backorders annually
- 17-day average fulfillment delay
- 41% of customer complaints = inventory-related



### **Financial Impact**

- \$2.1M annual cost of mismanagement
- \$850K in lost sales
- \$425K in additional labor
- \$375K in expediated shipping
- \$450K in write-offs



#### What's Driving the Problem?

- Legacy WMS
- Manual demand forecasting in Excel
- No automated inventory control
- Manual processing and oversight



# SOLUTION: END-TO-END INVENTORY OPTIMIZATION WITH MICROSOFT FABRIC, LUCKY DOG & POWER BI

Customer & Sales Activity

Data Loaded -MS Fabric Lakehouse

Data Transformed Predictive Models & Analytics

Forecasts -Power BI Alerts & Reports

Dashboard:

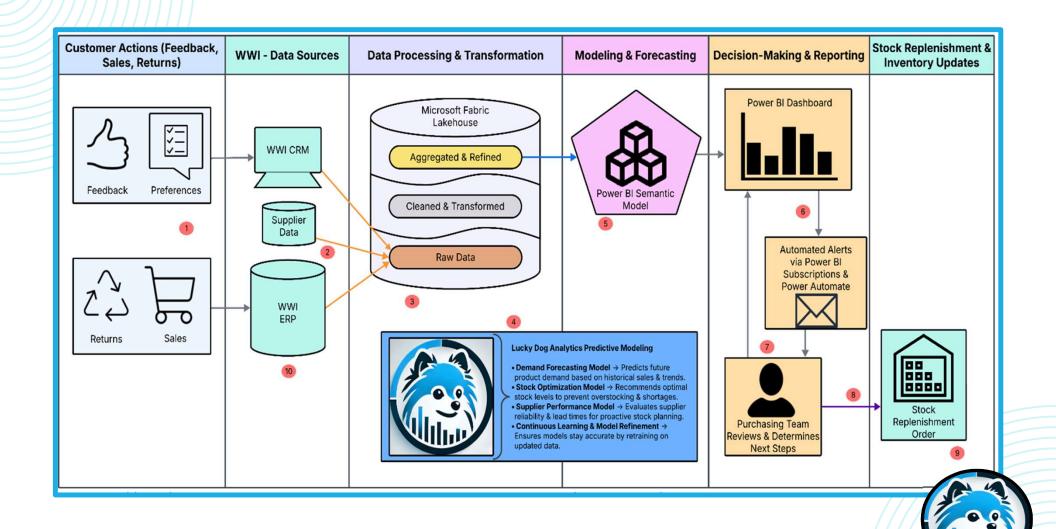
- CRM collects feedback & preferences
- ERP captures sales, returns and inventory impact
- Data from ERP, CRM & suppliers is extracted via Azure Data Factory
- Stored in Raw Data Layer
- Cleaned & standardized
- Structured into Aggregated Layer for modeling
- Demand Forecasting
- Stock Optimization
- Supplier Performance
- Continuous Learning

• Semantic model enables dashboards, visualizations & alerts

 Power BI & Power Automate send email alerts for stock issues

- Dynamic manager engagement
- On-Demand access to trends, risks & recommendations







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# WHAT WWI GAINS: OPERATIONAL BENEFITS

- Reduced Stockouts & Backorders
- Improved Forecast Accuracy
- Shorter Delays, Fewer Cancellations
- Real-Time Alerts & Automated Reports
- Streamlined Replenishment
- Supplier Performance Visibility



# STRATEGIC WINS & SYSTEM-LEVEL VALUE

- Fewer Write-Offs & Expedited Shipping
- Scalable Data Architecture (Microsoft Fabric)
- Power BI for Full-Company Visibility
- Improved Cross-Team Collaboration
- Forecasts Improve Over Time
- Foundation for Future Growth



### **IMMEDIATE IMPACTS**

Cost Area	Previous Cost	Projected Savings
Lost Sales	\$850,000	↓ by up to <u><b>60</b>%</u>
Write-Offs	\$450,000	↓ by up to <u>40%</u>
Expedited Shipping	\$375,000	↓ by up to <u><b>50</b>%</u>
Labor Costs	\$425,000	↓ by up to <u>30%</u>
Admin Error Adjustments	High	↓ from <b>18% to <u>under 5%</u></b>
Total Potential Impact	\$2.1M	~\$1.2M in annual savings

# FUTURE ENHANCEMENTS & PREMIUM SERVICES

### Scalable Add-Ons

- Product lifecycle modeling
- Supplier portal integrations
- Churn prediction
- Pricing optimization
- Department-specific dashboards

### **Support Options**

- Quarterly model health checks
- Dashboard refreshes
- Training
- Onboarding
- Ecosystem Development



### **LET'S LAUNCH PHASE 1**

Your Next Steps



Assign Internal Stakeholders

(Inventory, Ops, Finance)



**Schedule Kickoff** 

(Target week of *5*/01/2*5*)



Confirm Milestones & Deliverables

(12-week implementation, 3 phases)

Results You'll See

- ✓ ~\$1.2M in Projected Annual Savings
- ✓ Smarter, Faster Replenishment
- ✓ Real-time Inventory Visibility
- ✓ Predictive Insights for Better Decisions
- ✓ Improved Collaboration Across Teams



# THANK YOU! WE'D LOVE TO HEAR YOUR THOUGHTS.

Lucky Dog Analytics | Noelle Matthews & Travis McKenzie

