

SOP: Forecasting for Fulfillment by Amazon (FBA) Shipments

1. In order to make use of their forecasting model, go to the “Inventory” tab on the top menu of Seller Central and select “Inventory Planning” from the Drop Down Menu.
2. On the Inventory Planning page, click on the “Restock Inventory” tab on the top row.
3. This will then give you a table listing your SKUs, their sales summary from the last 30 days, their current price to the consumer on Amazon, the number of days’ worth of supply, including inbound inventory, number of units on hand and whether this item is considered “Low Stock” or “Out of Stock”.
4. If Amazon is satisfied with the units they do have on hand, they will not have any considerations beneath the number of units in their Fulfillment Centers.
5. If you click on the little Drop Down icon to the right of the number of units, you will also receive a further breakdown of what constitutes your inventory level and how many days of supply Amazon estimates for that product.
6. Alongside the “Days of Supply” column is the “Recommended Replenishment Quantity” column, and one column over is the “Recommended Ship Date”.
7. You can then choose to select all the products should you wish or only several of them by clicking the individual boxes to the left of each line item and then download them as an excel sheet that you can use for your own forecasting and planning manipulations if you so wish by clicking the “Download Report” button in the top right hand side of the page.
8. On the next page, click the “Generate Report” button. Once the “Report Status” says “Download” you can then click the link on this word and download your report.
9. You can then choose to sort your report by the “Recommended Replenishment Quantity” and the “Recommended Ship Date” to finalise what you would like to ship and when.

See Also:

- ▶ [SOP: Creating Shipments for Fulfillment by Amazon \(FBA\)](#)
- ▶ [SOP: Reconciling Inbound FBA Shipments](#)
- ▶ [SOP: Creating Cases for Inbound FBA Shipment Discrepancies](#)
- ▶ [SOP: Reconciling the FBA Inventory Report](#)
- ▶ [SOP: Creating Cases for Reimbursements from FBA Inventory](#)
- ▶ [SOP: Reconciling FBA Customer Returns Reimbursements](#)

- ▶ [SOP: Creating Cases for FBA Customer Returns not Refunded](#)