# Walmart Inventory Analysis Report

## 1. Introduction

The goal of this research, as a junior business analyst at Walmart US, is to increase inventory management effectiveness by tackling two major issues:

1. Popular items frequently run out of stock, which results in lost sales opportunities.

2. Overstocking slow-moving items, which raises storage expenses and reduces markdowns.

## 2. Findings

### 2.1 Top-Selling Products (Frequent Stockouts)

The following goods are in high demand and frequently run out of stock, which could result in lost sales. For these things to remain available at all times, careful monitoring is necessary.

|  |  |  |
| --- | --- | --- |
| Product Category | Product Sub-Category | Quantity Sold |
| Office Supplies | Paper | 3463 |
| Office Supplies | Pens & Art Supplies | 2723 |
| Office Supplies | Binders and Binder Accessories | 2533 |
| Technology | Computer Peripherals | 2480 |
| Technology | Telephones and Communication | 2340 |
| Furniture | Office Furnishings | 2264 |
| Office Supplies | Storage & Organization | 1904 |
| Furniture | Chairs & Chairmats | 1205 |
| Office Supplies | Appliances | 1187 |
| Furniture | Tables | 944 |

### 2.2 Slow-Moving Products (Overstock Issues)

The low sales volume of the following products results in higher storage expenses and markdown losses. Losses could be minimized by lowering stock levels or changing price policies for these goods.

|  |  |  |
| --- | --- | --- |
| Product Category | Product Sub-Category | Quantity Sold |
| Office Supplies | Paperpaper | 1 |
| Technology | Telephones and Com | 6 |
| Technology | Telephones aCom | 12 |
| Office Supplies | Paperpapper | 17 |
| Furniture | Office ishings | 92 |
| Technology | Copiers and Fax | 181 |
| Office Supplies | Scissors, Rulers and Trimmers | 423 |
| Office Supplies | Rubber Bands | 501 |
| Furniture | Bookcases | 536 |
| Office Supplies | Envelopes | 590 |

### 2.3 Seasonal Demand Trends

Seasonal demand trends can be seen in sales statistics from various months. By being aware of these patterns, inventory levels can be properly planned to prevent overstocking during slow demand and stockouts during busy times.

## 3. Recommendations

To improve inventory management, the following suggestions are put forth in light of the analysis:

1. To reduce stockouts and boost sales, increase the amount of high-demand products in stock.

2. Put in place automated restocking notifications for well-liked items.

3. To avoid overstocking, lower stock levels or modify prices for slow-moving items.

4. To maximize storage and avoid markdown losses, match inventory levels with seasonal demand trends.

5. To predict future sales trends, use data-driven demand forecasting.