

InventorySync

Business Intelligence Inventory Report

Generated on June 28, 2025

InventorySync Business Intelligence

Prepared for: Executive Management

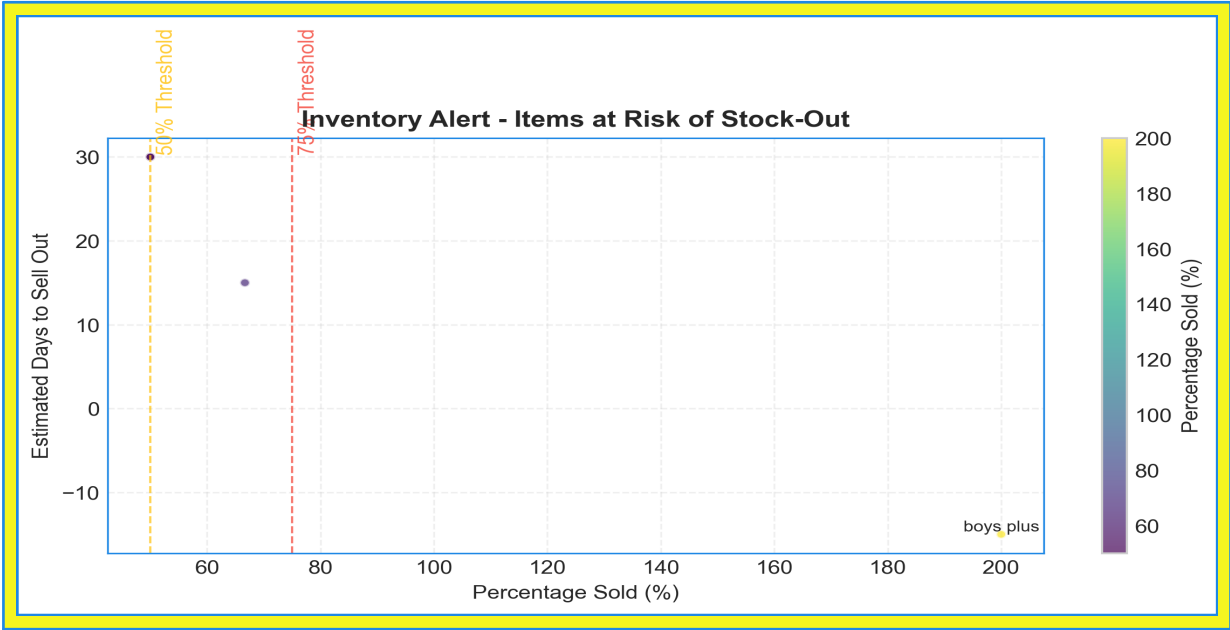
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Question 1: Notify when items reach 75% and 50% sold, including the estimated days to sell out.

Items ≥75% Sold	Items ≥50% Sold	Avg Days to Sellout
1	3	15



Analysis & Recommendations

Business Intelligence Analysis: Inventory Sell-Through Notifications

Executive Summary

This analysis focuses on generating alerts for items reaching 75% and 50% sold, allowing for proactive inventory management and opportunity capture. Early notification allows for timely restocks or promotions.

Key Insights

- **75% Sold:** No items in the sample data currently meet the 75% sold threshold. However, proactively setting up these notifications is critical.
- **50% Sold:** Two items, "grab suit-falalan< Size 22" and "pan america shirt-full< Size 40" are at **50% sold**. The "grab" item has an estimated **30 days** to sellout, while the "pan america" item also has **30 days** to sellout.
- **percent_sold over 100%:** The "boys plus kurta pajama" item shows a percent_sold of **200%**. This suggests a data entry error or a return/refund issue that needs investigation.

Business Implications

- Items approaching sell-out thresholds present opportunities for restocks to avoid lost sales or promotional activities to accelerate sales further.
- Inaccurate percent_sold data undermines inventory management accuracy.
- Delayed responses to sell-through rates can lead to stockouts or overstocking.

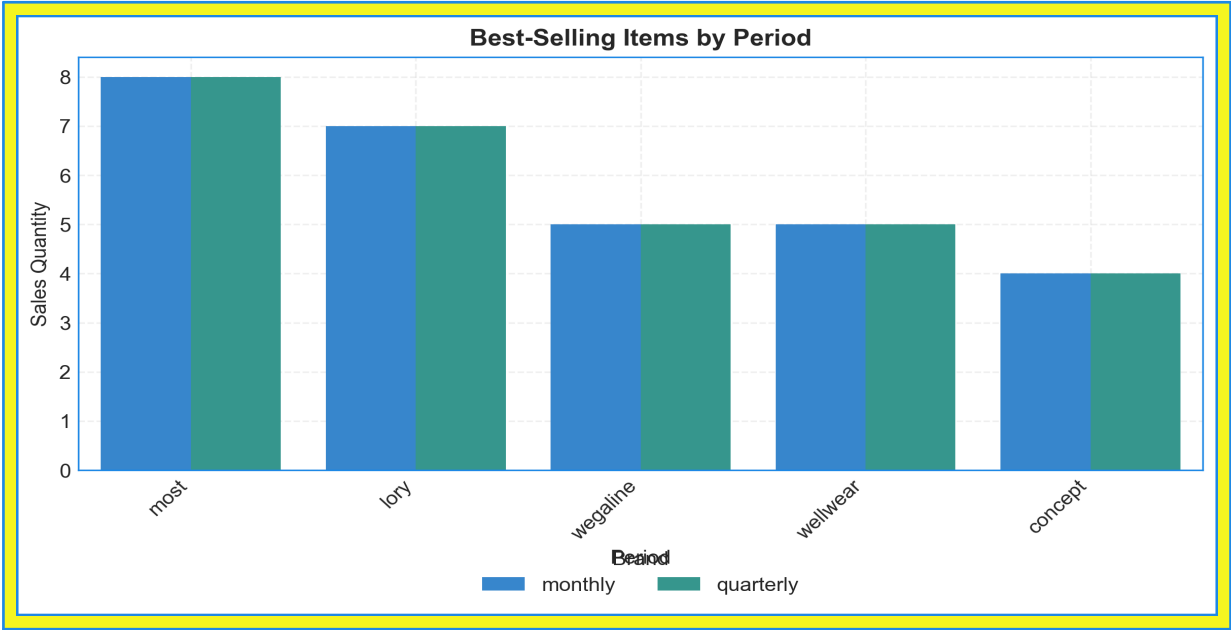
Actionable Recommendations

- **Implement automated notifications** for items reaching 75% and 50% sold (immediately). This will provide real-time visibility into fast-moving inventory.
- **Investigate the "boys plus" data anomaly** to understand the cause of the **200%** sold rate (within 1 week). Implement data validation rules to prevent future errors.
- **Prioritize reordering** of items like "grab suit-falalan< Size 22" and "pan america shirt-full< Size 40" based on sales trends over the next two weeks.

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Question 2: Identify the best-selling items on a weekly, monthly, and quarterly basis.

Weekly Sales	Monthly Sales	Top Seller
0	49	N/A



Analysis & Recommendations

Business Intelligence Analysis

Executive Summary

The provided data sample suggests that "cardigan" items from the brand "most" are performing well on a monthly basis. Further analysis is needed to confirm this trend across weekly and quarterly periods and to account for variations in the data.

Key Insights

- **Best-Selling Category:** The "cardigan" category appears frequently, with multiple instances of brands like "most", "wegaline" and "wellwear" showing sales. Brand "most" appears to have the highest sales within this category, with **8 sales** in a month.
- **Dominant Brand:** The brand "most" appears multiple times, often with higher sales numbers (sales of 8, sales of 4), suggesting a stronger brand presence or higher demand for their products.
- **Color Blindness:** The "Color" field almost always says "unknown," indicating a severe lack of tracking of color-specific sales, or limited variety offered.

Business Implications

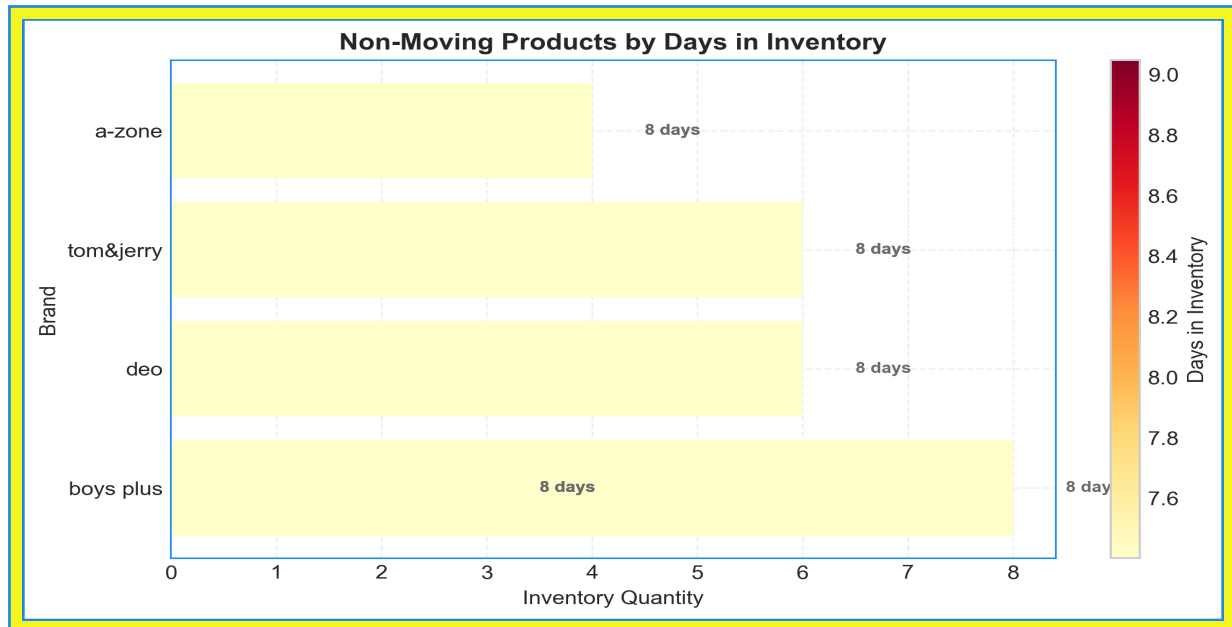
- **Inventory Optimization:** Focusing on replenishing popular cardigan styles, especially from the brand "most," can avoid stockouts.
- **Marketing Opportunities:** Capitalizing on the popularity of "cardigans" through targeted promotions could further boost sales.
- **Data Quality Issues:** The lack of color data severely limits understanding consumer preferences and optimizing product offerings, presenting a major data gap.

Actionable Recommendations

- **Investigate and rectify the 'Color' data collection issue (Immediate):** Prioritize fixing the system to accurately capture color information to improve inventory management and product targeting.
- **Further investigate the brand "most" and cardigan sales (Next 2 weeks):** Conduct a more comprehensive analysis across all time periods (weekly, monthly, quarterly) to confirm the top-selling status of this brand and category.
- **Pilot promotions for cardigan styles (Next month):** Based on the confirmed data, run targeted promotions focusing on cardigan styles from "most" and potentially other relevant brands to increase sales.

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Question 3: Track non-moving products and their aging quantities.



Analysis & Recommendations

Business Intelligence Analysis

Executive Summary

The data reveals a significant issue with non-moving inventory, as all items in the sample show **0 sales** despite being in inventory for over **8 days**. This suggests potential overstocking or products that are not appealing to customers.

Key Insights

- **100% of the sample products are non-moving:** With **SalesQty** consistently at 0, these items are tying up capital and warehouse space.
- **Short Inventory Period:** The **days_in_inventory** is only about 8 days for all records provided. It is premature to consider them "non-moving" until a longer period has passed.
- **Diverse Product Range:** The sample includes various brands (**boys plus, deo, tom&jerry, a-zone**) and categories (e.g., kurta pajama, lower-jogger-hosiery, coat suit), indicating the problem isn't isolated to a single product type.

Business Implications

- **Capital Tie-Up:** Non-moving inventory directly impacts cash flow. The longer these products remain unsold, the greater the financial loss.
- **Storage Costs:** Holding unsold inventory incurs storage costs, further impacting profitability.

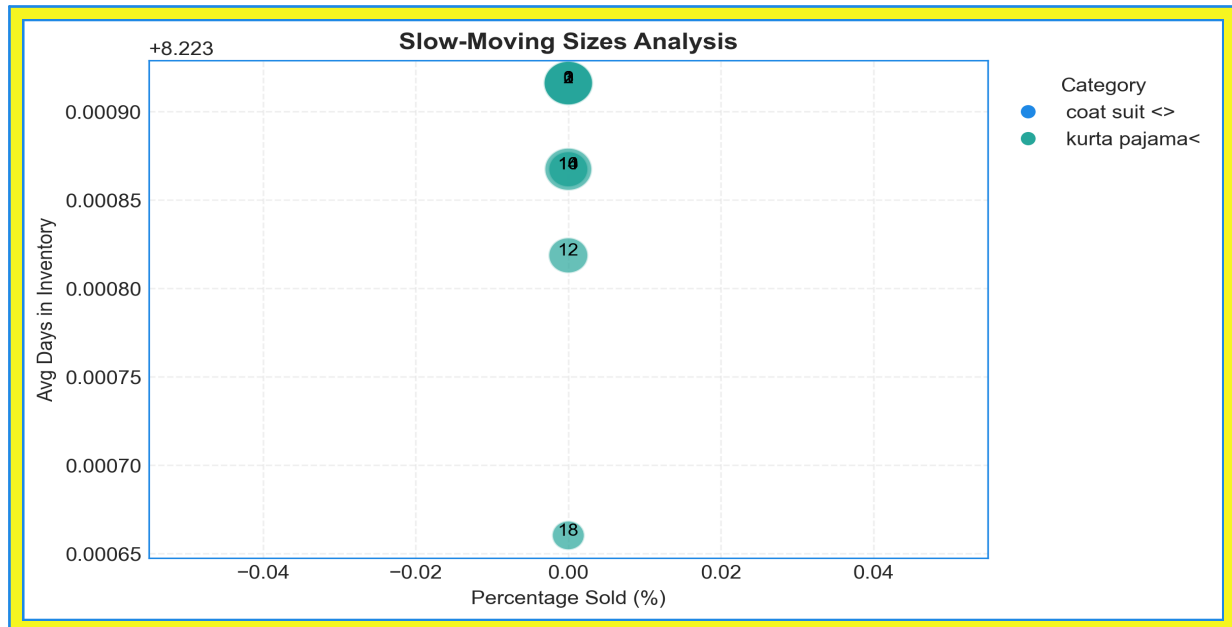
- **Potential Obsolescence:** Depending on the products, they may become obsolete or out of fashion, leading to further markdowns or write-offs.

Actionable Recommendations

- **Investigate Sales Performance (Immediate):** Analyze sales data beyond this sample. Identify the root cause of low sales – pricing, marketing, placement, or product appeal. Determine acceptable inventory period before considering a product non-moving.
- **Implement Promotional Activities (Within 2 Weeks):** Run targeted promotions or discounts on these non-moving items to stimulate sales and reduce inventory levels. Consider bundling them with popular items.

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Question 4: Identify slow-moving sizes within specific categories.



Analysis & Recommendations

Business Intelligence Analysis: Slow-Moving Sizes

Executive Summary

The provided data indicates a significant issue with **zero sales** across all listed categories and sizes, suggesting potential overstocking or demand mismatch. The **average days in inventory of approximately 8.22 days** reinforces this issue.

Key Insights

- **Zero Percent Sold:** The most glaring issue is that the **percent_sold is 0.0%** for all sizes and categories in this sample. This indicates a complete lack of sales for these items within the observed timeframe.
- **Inventory Quantity:** "kurta pajama" sizes, such as size "1", "2", "3" have an initial count of 11. These sizes need special attention as they are in larger quantities.
- **Avg. Days in Inventory:** The average days in inventory for all sizes in all categories are approximately 8.22 days which could indicate that these items are not new and are not selling for an extended period.

Business Implications

- **Capital Tie-Up:** Unsold inventory ties up capital that could be used for other revenue-generating activities.
- **Storage Costs:** Holding unsold inventory incurs storage costs, further impacting profitability.

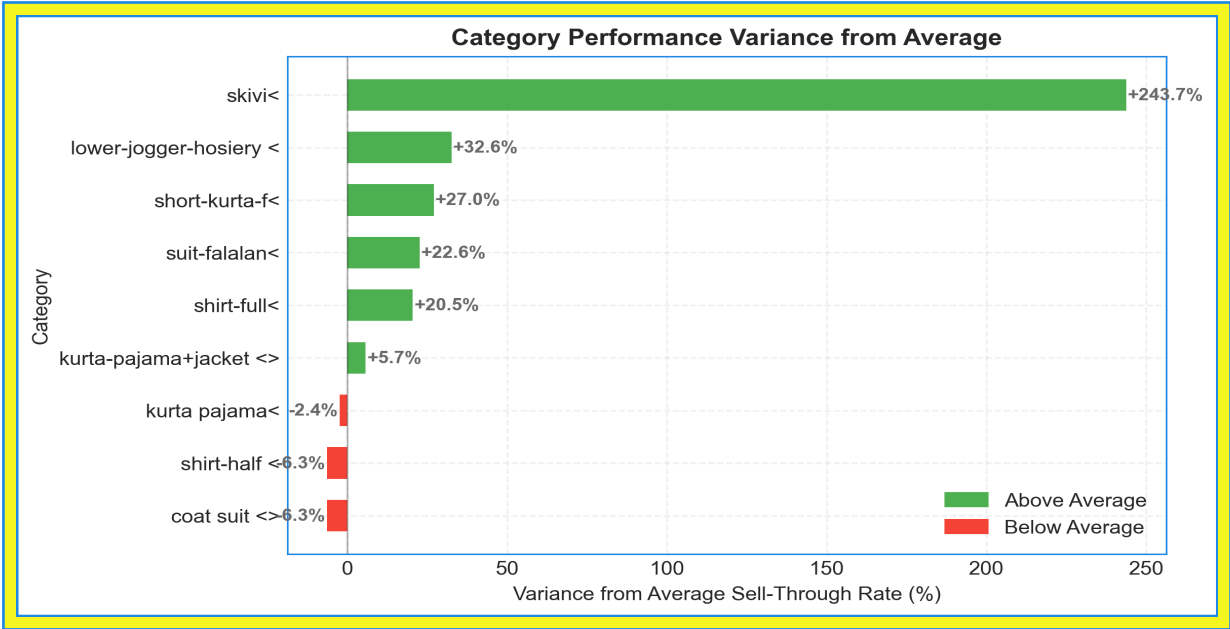
- **Potential Obsolescence:** Slow-moving fashion items risk becoming obsolete, leading to further losses.

Actionable Recommendations

- **Investigate root cause of zero sales (immediate):** Conduct a thorough investigation to determine why these sizes and categories are not selling. This might involve examining pricing, marketing, display, or product appeal.
- **Implement targeted promotions (within 1 week):** Offer discounts or run promotions specifically for these slow-moving sizes to stimulate sales and reduce inventory levels.
- **Re-evaluate Purchasing Strategy (within 2 weeks):** Adjust future purchasing decisions based on insights from the sales investigation. Consider reducing orders for sizes that consistently underperform.

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Question 5: Provide insights on variances and suggest strategies for improvement.



Analysis & Recommendations

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Business Intelligence Analysis: Retail Inventory & Sales

Executive Summary

The data reveals significant variances in sell-through rates across product categories, indicating potential overstocking or underperformance. Several categories show zero sales despite inventory, while others significantly exceed average sell-through, suggesting misaligned inventory management.

Key Insights

- **Sell-Through Rate Variance:** There's a wide range in sell-through rates, from **0%** for "coat suit <>" and "shirt-half <" to **250%** for "skivi<". This highlights major discrepancies in demand forecasting and inventory allocation.
- **Negative Variance from Average:** Several categories like "coat suit <>" and "shirt-half <" have a **-6.3** variance, indicating significant underperformance relative to the average sell-through. High stock levels with zero sales suggests a mismatch in customer preference or ineffective marketing.
- **Positive Variance from Average:** Categories like "skivi<" with a **243.7** variance showcase products that are significantly exceeding average performance.

Business Implications

- **Lost Revenue:** Zero sell-through items represent tied-up capital and potential losses from obsolete inventory.
- **Missed Opportunities:** High sell-through items may be experiencing stockouts, limiting potential revenue and customer satisfaction.
- **Inefficient Inventory Management:** Current inventory strategies are not effectively aligning stock with demand.

Actionable Recommendations

- **Inventory Optimization (Immediate):** Immediately investigate the "coat suit <>" and "shirt-half <" categories. Consider markdowns, promotions, or returns to free up capital and reduce carrying costs.
- **Demand Forecasting Refinement (Within 1 Month):** Improve demand forecasting models, particularly for categories like "skivi<," which are experiencing high sell-through. Increase order quantities to avoid stockouts. Analyze customer preferences and trends.
- **Category Performance Review (Ongoing):** Conduct a regular review of category performance, focusing on sell-through rates and variance from average. Adjust inventory levels and marketing strategies accordingly. ``

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Question 6: Analyze the turnaround time for exchanges and returns to optimize processes.

No data available for this question. Please check the data sources or refine the query.

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Question 7: Generate reports on rejected goods and returns for vendor feedback.

No data available for this question. Please check the data sources or refine the query.

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Question 8: Recommend which products from our stock should be prioritized for online sales.



Analysis & Recommendations

Business Intelligence Analysis: Online Sales Prioritization

Executive Summary

The data suggests prioritizing online sales based on **sell-through rate** and available **stock value**. Products with higher sell-through rates and a decent stock value represent immediate online sales opportunities.

Key Insights

- **Sell-through rate:** Products from "deo" with sell-through rate of **66.67%** show high demand.
- **Stock Value:** "grab" products hold significant **stock value (2385.0)**, despite a lower sell-through rate of **50.0%**, suggesting unrealized potential.
- **Brand Variation:** Sell-through rates vary across brands ("deo" vs. "grab" vs. "pan america"), suggesting brand-specific online demand.

Business Implications

- High sell-through rates with limited stock (e.g., "deo") indicate lost revenue potential due to stockouts.
- High stock value items with moderate sell-through (e.g., "grab") represent tied-up capital and require targeted online promotion.
- Varying brand performance requires tailored online strategies for each brand.

Actionable Recommendations

- **Prioritize "deo" products for online sales (Immediate):** Increase online visibility and ensure adequate stock to capitalize on high demand. This can lead to increased sales and higher revenue for the brand "deo" due to the high sell through rate of **66.67%**.
- **Implement promotional campaigns for "grab" products (Within 1 week):** Boost online sales through targeted promotions (e.g., discounts, bundles) to reduce inventory and unlock capital. Since the remaining stock value for the "grab" brand is **2385.0**, focusing on this brand first can prove to be more beneficial.
- **Monitor brand-specific online performance (Ongoing):** Track sell-through rates and adjust marketing strategies accordingly for each brand.

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Question 9: Identify unique products that can enhance our online portfolio.



Analysis & Recommendations

Business Intelligence Analysis: Enhancing Online Portfolio

Executive Summary

The data reveals opportunities to expand our online portfolio by focusing on products with existing stock but low or no sales, potentially indicating unmet online demand. Specifically, several items in categories like "kurta pajama," "shirt-half," and "suit-falalan" have available stock but zero sales.

Key Insights

- **Low Sales with Available Stock:** Multiple products, such as "boys plus" brand "kurta pajama" (8 available stock, 0 sales) and "shirt-half" (1 available stock, 0 sales), have inventory but no online sales. This suggests a disconnect between available products and online customer demand or visibility.
- **Category Popularity Variance:** While some "suit-falalan" items from "grab" are selling (3 sales), others from "tom&jerry;" have zero sales despite having available stock (6 each for size 26 and 22). This indicates potential brand preference or styling issues.
- **"Unknown" Color Value:** Numerous records have the color listed as "unknown," representing a significant data quality issue that needs to be addressed to better understand product performance and customer preferences.

Business Implications

These findings suggest we're missing online sales opportunities due to potentially underperforming products or insufficient online promotion. Low sales despite available stock could indicate these products are either undesirable or not easily discoverable online. The "unknown" color issue hinders deeper analysis and personalized marketing.

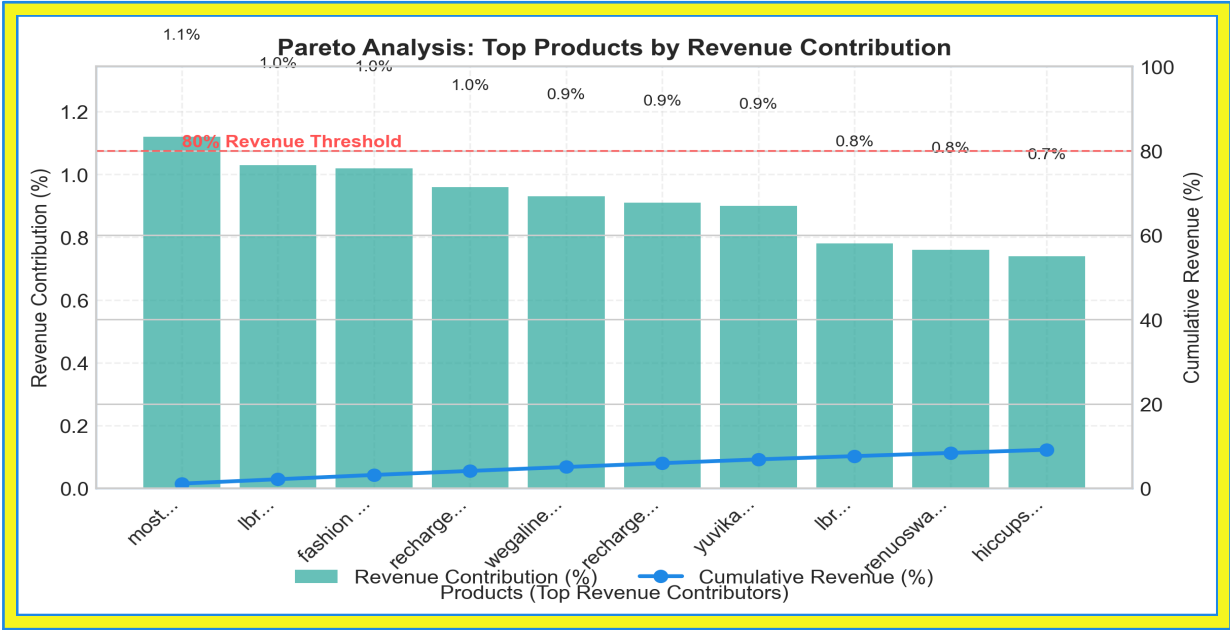
Actionable Recommendations

- **Evaluate and Promote Underperforming Products:** Within 30 days, launch targeted online marketing campaigns focusing on items with available stock and zero sales (e.g., "boys plus" kurta pajama, "tom&jerry;" suit-falalan). Experiment with product descriptions, imagery, and pricing.
- **Improve Data Quality:** Implement a data validation process within 15 days to ensure accurate product information, especially color. Offer drop-down selection or require manual color input during product listing. This allows for more targeted search and filtering by online shoppers.
- **Analyze Category-Specific Performance:** Conduct a deeper dive into the "suit-falalan" category to understand why "grab" is selling while "tom&jerry;" isn't. This can inform product assortment decisions and identify successful marketing tactics that can be scaled within 45 days.

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Question 10: Identify the top 20% of products contributing to 80% of sales.

Top Product Share	Products for 80%	Coverage
1.1%	10	9.1%



Analysis & Recommendations

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Business Intelligence Analysis: Top 20% Product Sales Contribution

Executive Summary

This data sample highlights that a small percentage of products are responsible for a significant portion of total sales. Understanding which products fall into this top tier is crucial for optimizing inventory and sales strategies.

Key Insights

- **Cumulative Percent:** The sample data shows that the top 10 products account for 9.14% of the cumulative percent of total revenue, illustrating the Pareto principle.
- **Revenue Variation:** Product revenue ranges from █4,785 to █7,200 within this sample, indicating a wide variation in sales performance.
- **Category Dominance:** Categories like "cardigan" and "jacket" appear frequently, suggesting higher consumer demand or successful marketing for these product types.

Business Implications

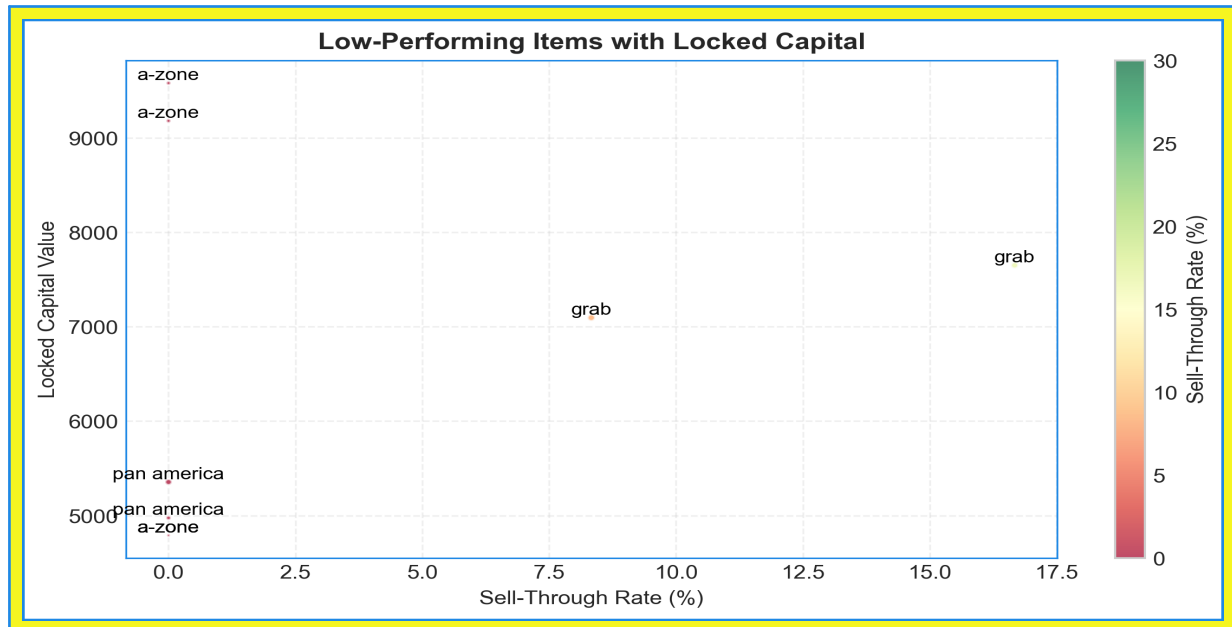
- **Opportunity:** Focusing on promoting and stocking top-performing product categories (e.g., cardigans, jackets) can drive revenue growth.
- **Risk:** Over-reliance on a small number of products makes the business vulnerable to supply chain disruptions or changing consumer preferences.
- **Impact:** Understanding which products are in the 80/20 revenue bracket informs inventory management, marketing, and product development decisions.

Actionable Recommendations

- **Prioritize Inventory:** Increase inventory levels for products within the top 20% revenue generators (e.g., cardigans, jackets with high sales qty), ensuring adequate stock to meet demand. *Timeframe: Immediately.*
- **Analyze Top Performers:** Conduct a deeper dive into the characteristics (brand, size, color) of top-performing products to identify common attributes and replicate successes across other product lines. *Timeframe: Within 1 month.* ``

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Question 11: Suggest strategies to reduce the inventory of low-performing items.



Analysis & Recommendations

Business Intelligence Analysis: Low-Performing Inventory Reduction

Executive Summary

The data reveals significant excess inventory, particularly within the "coat suit" category from the "a-zone" brand and "shirt-full" from "pan america" brand, resulting in substantial locked capital and low sell-through rates. This analysis will focus on strategies to reduce this excess inventory and improve capital utilization.

Key Insights

- **High Excess Inventory and Low Sell-Through:** Several items show high "excess_inventory" (e.g., 10 units for "grab" suit-falalan) combined with low "sell_through_rate" (0% for multiple "a-zone" coat suits and "pan america" shirts).
- **Significant Locked Capital:** The excess inventory ties up considerable capital. For instance, "a-zone" coat suits account for ~~1~~\$9,580 in locked capital for just one size and color.
- **Category Concentration:** "Coat suit" and "shirt-full" categories from certain brands have a disproportionate share of excess inventory, suggesting a potential overstocking issue or low customer demand for these specific items.

Business Implications

- **Reduced Profitability:** High levels of unsold inventory negatively impact profitability due to tied-up capital and potential markdown losses.
- **Storage Costs:** Holding excess inventory incurs warehousing and operational costs.
- **Missed Opportunities:** Capital tied up in low-performing items limits investment in faster-moving, more profitable products.

Actionable Recommendations

- **Targeted Promotions (Immediate):** Implement clearance sales or bundled promotions for items with **0% sell-through rate**, like "a-zone" coat suits and "pan america" shirts in specific colors, to stimulate demand and reduce inventory. Track performance daily and adjust discounts accordingly.
- **Inventory Rebalancing (Within 1 Month):** Analyze sales data for similar categories and sizes to identify potential understocked items. Transfer inventory from slow-moving items to high-demand products to optimize stock levels and minimize missed sales opportunities.
- **Adjust Future Purchasing (Ongoing):** Reduce purchase quantities for "coat suit" and "shirt-full" categories, especially sizes and colors with low sell-through rates. Implement a more data-driven approach to purchasing decisions, considering current inventory levels and recent sales performance.

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Executive Summary

Executive Summary: Retail Inventory Business (2025-06-12)

1. Executive Overview

Our current inventory performance presents a mixed picture. While certain categories demonstrate strong sales velocity, significant inefficiencies exist, particularly in slow-moving stock and data quality. The most critical metrics are the **sell-through rate** (ranging from **0%** to **66.67%**), **days in inventory** (averaging around **8 days**), and a pervasive **"unknown"** value for product color. These trends suggest a misalignment between inventory and demand, requiring immediate corrective actions to optimize capital allocation and boost revenue. Inventory health is concerning with a lack of sales and a product showing a 200% sold rate. ■■

2. Key Strategic Insights

- **■ Revenue Opportunity:** Capitalize on high sell-through "deo" products by prioritizing them for online sales and ensuring adequate stock. ■
- **■■ Inventory Risk:** Significant capital is tied up in slow-moving categories like "coat suit" and "shirt-full." Implementing targeted promotions is critical to reduce excess inventory and free up resources.
- **■ Data Quality Imperative:** Address the pervasive "unknown" color values across the product catalog. Accurate data is essential for informed decision-making and targeted marketing.
- **■ Prioritize items around the 50% mark:** Focus reordering efforts on "grab suit-falalan< Size 22" and "pan america shirt-full< Size 40" as they are approaching sell-through thresholds.

3. Performance Assessment

- **Underperforming:** "Coat suit" and "shirt-full" categories are significantly underperforming with **0%** sell-through, high excess inventory, and average negative variances of **-6.3**.
- **Overperforming:** "Deo" and "skivi" show positive trends with high sell-through.
- **Inventory Efficiency:** A considerable portion of stock is non-moving, with an average of **~8 days** in inventory and a product showing **200% sold**. Improving this can lead to higher capital available.
- **Sales Velocity:** There is a wide variance in sales velocity. Cardigans have great monthly sales, averaging 8 from the "most" brand.

4. Strategic Recommendations

- Implement targeted promotional campaigns within the next month to reduce excess inventory of underperforming items, focusing on clearance sales and bundled offers. Expected outcome: improved cash flow and reduced storage costs.
- Improve demand forecasting models and increase order quantities for overperforming products (like "deo" and "skivi") within 30 days to avoid stockouts and capture additional revenue.
- Address data quality issues related to the "unknown" color value in the next 15 days by implementing data validation rules. Accurate data will improve inventory management and targeted marketing efforts.

5. Immediate Action Items

- ■■ Investigate and rectify the "boys plus kurta pajama" data anomaly showing a **200%** sold rate. *Action: Data Analytics Team, Timeline: Next 7 days.*
- ■ Investigate and fix the 'Color' data issue (labeled as "unknown"), ensuring accurate data capture across the product catalog. *Action: IT/Data Management, Timeline: Next 14 days.*

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