01. Executive Inventory Overview

Total Sales Remain Stable Across All Stores

494.97M
Total Sales

Two Product Categories Drive the Majority of Unit Sales

10M
Total Units Sold

Inventory Levels Remain Elevated Despite Stable Sales

20M
Inventory On Hand

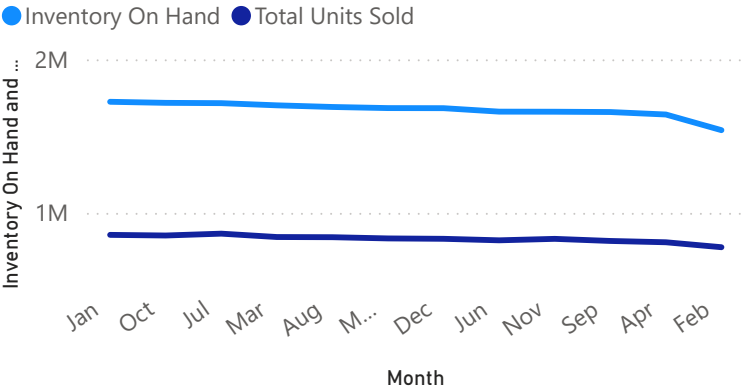**Capital Is Tied Up in Slow Moving Stock**

363.45
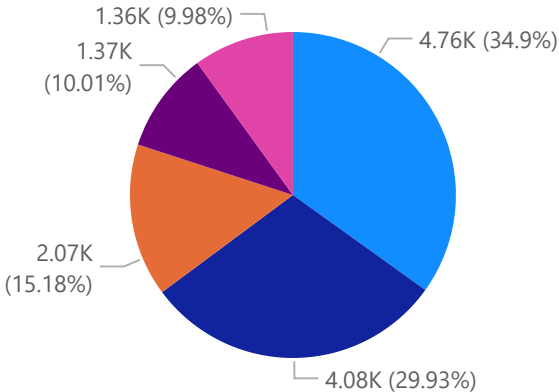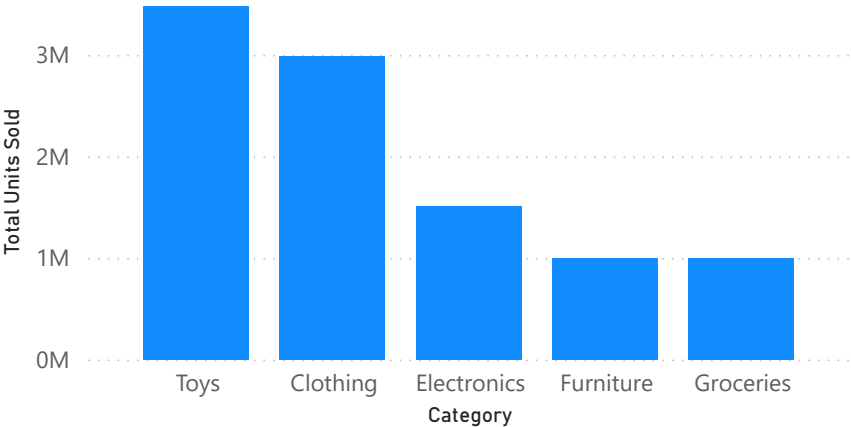Inventory Turnover

Year	Region	Category
All	All	All

Inventory Levels are excess and are in Line with Monthly Demand

● Inventory On Hand ● Total Units Sold

Average Daily Sales by Category

1.36K (9.98%)
1.37K (10.01%)
2.07K (15.18%)
4.76K (34.9%)
4.08K (29.93%)

Category
● Toys
● Clothing
● Electronics
● Furniture
● Groceries

Total Units Sold by Category

Product Lists

Category	Average Daily Sales	Average Inventory	At Risk Products	Stockout Risk	Inventory On Hand	Total Units Sold	Inventory vs Sales Gap	Total Sales
⊞ **Toys**	4,763.22	9,613.94	7	Healthy	7,027,792	3,481,913	3,545,879	172,731,659.30
⊞ **Clothing**	4,084.25	8,233.26	6	Healthy	6,018,510	2,985,588	3,032,922	147,538,872.97
⊟ **Electronics**	2,071.42	4,129.36	3	Healthy	3,018,561	1,514,206	1,504,355	75,313,652.67
P0016	695.58	1,387.53	1	Healthy	1,014,281	508,472	505,809	25,319,508.16
P0009	686.85	1,376.62	1	Healthy	1,006,312	502,086	504,226	24,829,627.13
P0005	688.98	1,365.21	1	Healthy	997,968	503,648	494,320	25,164,517.37
⊞ **Furniture**	1,366.19	2,737.60	2	Healthy	2,001,189	998,683	1,002,506	50,239,683.37
⊞ **Groceries**	1,361.41	2,732.83	2	Healthy	1,997,696	995,192	1,002,504	49,147,506.65
Total	13,646.49	27,446.99	20	Healthy	20,063,748	9,975,582	10,088,166	494,971,374.95

Executive Inventory Overview Page:
The Executive Inventory Overview page provides a high-level health check of the retail inventory portfolio.

Business/Executive Question:
"At a high level, is our inventory aligned with demand, and where should leadership focus attention?".
"Is our inventory investment aligned with sales performance, or is capital tied up inefficiently?".

What This Page Shows:
This page provides an **executive snapshot** of inventory efficiency, sales performance, and risk exposure.

KPIs: Total Sales, Units Sold, Inventory on Hand, Inventory Turnover, Days of Inventory Coverage, At-Risk Products.

While overall sales performance is stable, which confirms strength in demand, inventory levels remain comparatively high, framing efficiency. Inventory turnover indicates **moderate movement**, suggesting that capital may be tied up in slower-moving products. Days of Inventory Coverage highlights whether stock levels are **excessive or insufficient** relative to demand — a key signal for working capital optimization.
The KPI structure is intentional: executives can assess **financial performance first**, then immediately validate whether inventory levels are supporting or constraining demand. This prevents siloed decision-making between sales and supply chain teams.

Decision horizon: Strategic (capital allocation, risk prioritization).

Decision Impact: Executives can immediately:
· Assess whether inventory investment is justified.
· Reallocate inventory capital away from low-efficiency categories.
· Set strategic inventory reduction or expansion targets.
· Identify early warning signals for overstocking or stockouts
· Prioritize which product categories or stores require deeper analysis
· Identify whether operational deep dives are required (triggering drill-down pages).

Total Sales Remain Stable Across All Stores

494.97M
Total Sales

Two Product Categories Drive the Majority of Unit Sales

10M
Total Units Sold

Month-over-Month Sales Growth

13K
Units Sold MoM

Year-over-Year Sales Growth

5M
Units Sold YoY

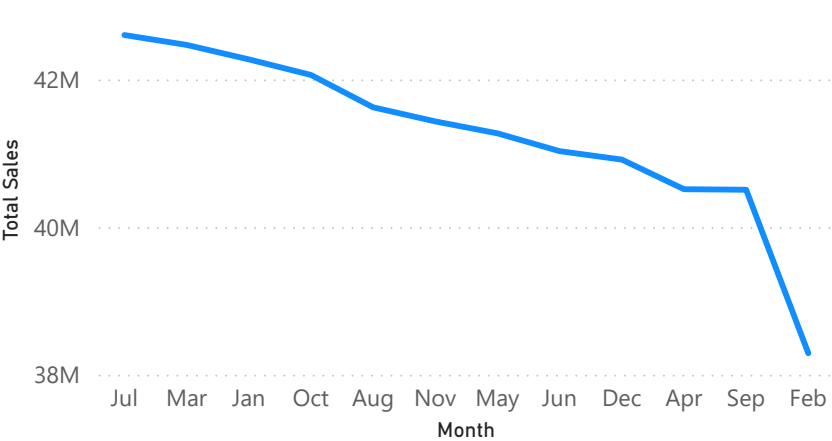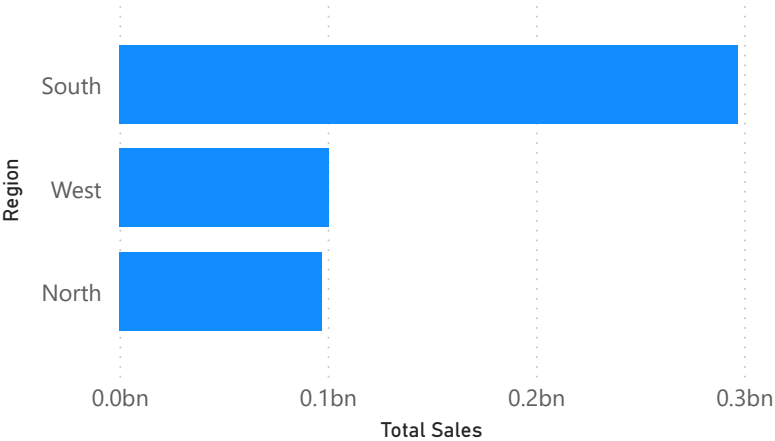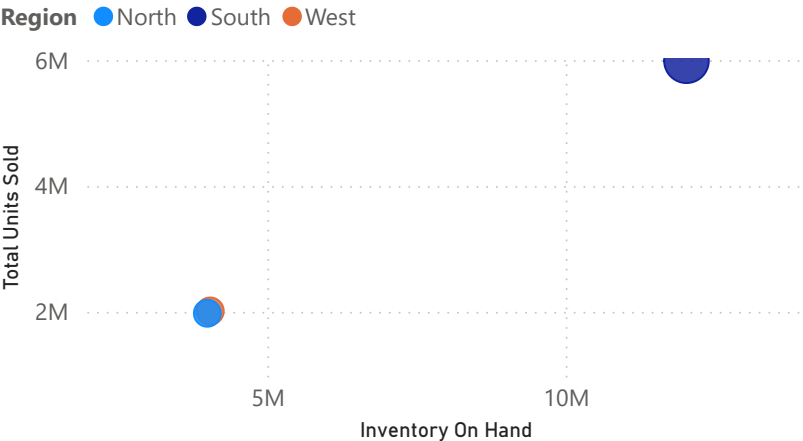| Year	Region	Category
All	All	All

Sales Show Clear Seasonal Peaks Across the Year

The South Region has the highest Sales

Inventory Allocation Is Misaligned With Regional Demand

Region ● North ● South ● West

Toys and Clothing Drive Majority of Sales Volume
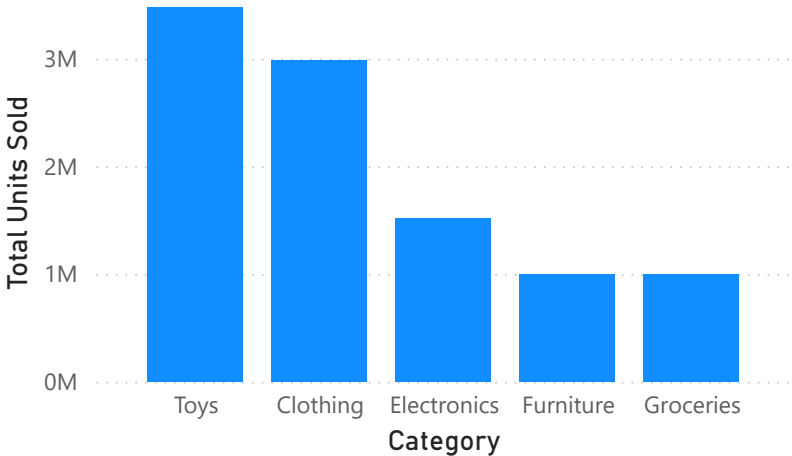
Regional Sales & Inventory

Region	Average Daily Sales	Average Inventory	Days of Inventory Coverage	At Risk Products	Stockout Risk	Inventory Turnover	Inventory On Hand	Total Units Sold
⊞ **North**	2,702.80	5,466.80	1,478.55	20	Healthy	361.41	3,996,230	1,975,750
⊞ **South**	8,193.78	16,450.10	1,467.58	20	Healthy	364.11	12,025,023	5,989,656
⊟ **West**	2,749.90	5,530.09	1,470.05	20	Healthy	363.50	4,042,495	2,010,176
⊞ **Clothing**	824.33	1,653.15	1,465.97	6	Healthy	364.51	1,208,449	602,587
⊟ **Electronics**	417.35	827.44	1,449.28	3	Healthy	368.71	604,857	305,082
P0005	141.86	276.78	1,426.18	1	Healthy	374.68	202,324	103,703
P0009	136.19	272.26	1,461.29	1	Healthy	365.68	199,019	99,558
P0016	139.29	278.40	1,461.08	1	Healthy	365.73	203,514	101,821
Total	13,646.49	27,446.99	1,470.25	20	Healthy	363.45	20,063,748	9,975,582

Sales, Demand & Region Page:
The Sales, Demand & Region page explains **where demand is coming from and how evenly it is distributed**. By combining sales, units sold, and geographic performance, it reveals whether revenue growth is broad-based or driven by a limited number of regions or stores.

Business/Executive Question:
"Where is demand coming from, and how evenly is performance distributed across regions and stores?".

What This Page Shows: This page intentionally separates **volume-driven growth** from **value-driven growth**, which is critical for margin-aware decision-making.
- Sales and units sold by region and store.
- Geographic demand concentration.
- Regional contribution to total sales.

Regional variance identifies underperforming areas that may require pricing adjustments, promotions, or assortment changes.
This indicates that demand is not evenly distributed. Certain regions consistently outperform others, indicating:
- Strong local demand drivers
- Potential supply misalignment in underperforming regions.

Decision horizon: Tactical (store, region, and category optimization).

Decision Impact: Operations and regional managers can:
- Prioritize regions for inventory replenishment.
- Rebalance inventory toward high-demand regions.
- Adjust replenishment strategies per geography
- Identify regions with high demand but insufficient stock.
- Align regional sales strategies with inventory availability.
- Identify underperforming locations requiring intervention.

Inventory Levels Remain Elevated Despite Stable Sales

20M

Inventory On Hand

Inventory Turnover Indicates Moderate Stock Movement

363.45

Inventory Turnover

A Few Products are at Risk
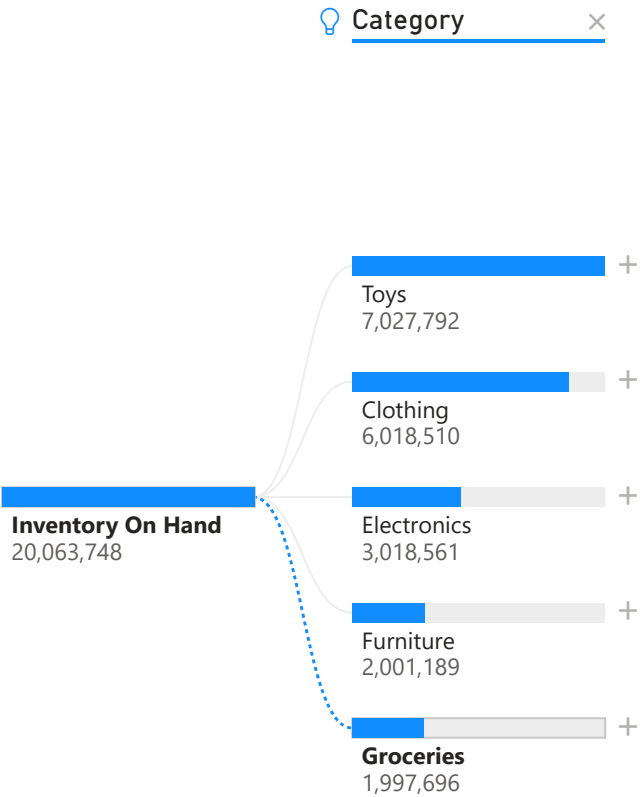
20

At Risk Products

Year	Region	Category
All	All	All

Multiple Products Face Imminent Stockout Risk

Product ID	Category	Region	Stockout Risk	Inventory On Hand
P0001	Groceries	North	Healthy	199,435
P0002	Toys	North	Healthy	199,317
P0003	Toys	North	Healthy	200,691
P0004	Toys	North	Healthy	201,688
P0005	Electronics	North	Healthy	196,877
P0006	Groceries	North	Healthy	199,529
P0007	Furniture	North	Healthy	203,519
P0008	Clothing	North	Healthy	197,315
P0009	Electronics	North	Healthy	197,756
P0010	Toys	North	Healthy	200,942
P0011	Furniture	North	Healthy	196,781
P0012	Clothing	North	Healthy	195,004
P0013	Toys	North	Healthy	192,787
P0014	Clothing	North	Healthy	198,025
P0015	Clothing	North	Healthy	202,841
P0016	Electronics	North	Healthy	194,003
P0017	Toys	North	Healthy	208,811
P0018	Clothing	North	Healthy	206,546
P0019	Clothing	North	Healthy	202,591
P0020	Toys	North	Healthy	201,772
P0001	Groceries	South	Healthy	602,207
P0002	Toys	South	Healthy	598,019
Total			**Healthy**	**20,063,748**

Immediate Replenishment Required for High-Risk Products

💡 Category ✕

Inventory On Hand
20,063,748

Toys
7,027,792

Clothing
6,018,510

Electronics
3,018,561

Furniture
2,001,189

Groceries
1,997,696

Products Requiring Immediate Action

Products Requiring Immediate Review

Category	North	South	West	Total
⊟ **Clothing**	**6**	**6**	**6**	**6**
P0008	1	1	1	**1**
P0012	1	1	1	**1**
P0014	1	1	1	**1**
P0015	1	1	1	**1**
P0018	1	1	1	**1**
P0019	1	1	1	**1**
⊟ **Electronics**	**3**	**3**	**3**	**3**
P0005	1	1	1	**1**
P0009	1	1	1	**1**
P0016	1	1	1	**1**
⊞ **Furniture**	**2**	**2**	**2**	**2**
⊞ **Groceries**	**2**	**2**	**2**	**2**
⊟ **Toys**	**7**	**7**	**7**	**7**
P0002	1	1	1	**1**
P0003	1	1	1	**1**
P0004	1	1	1	**1**
P0010	1	1	1	**1**
P0013	1	1	1	**1**
P0017	1	1	1	**1**
P0020	1	1	1	**1**
Total	**20**	**20**	**20**	**20**

Inventory Risk & Action Page:
The Inventory Risk & Action page is designed to move directly from **diagnosis to action**.

Business/Executive Question:
"Which products are at immediate risk, and what action should be taken now?".

What This Page Shows:
- Stockout Risk.
- Inventory vs Sales Gap.
- Days of Inventory Coverage.
- At-Risk Products by product and store.

KPIs: Total Sales, Units Sold, Inventory on Hand, Inventory Turnover, Days of Inventory Coverage, At-Risk Products.

Products with **high sales velocity but low coverage days** present immediate stockout risk. Conversely, products with **high inventory and low sales** indicate overstock and tied-up capital. By combining Days of Inventory Coverage, Inventory vs Sales Gap, and Stockout Risk indicators, it identifies products where demand is outpacing supply. The logic intentionally uses rate-based metrics rather than raw inventory levels, ensuring decisions are driven by *velocity*, not absolute quantities.
Products flagged as "at risk" are not simply low in stock — they are low **relative to observed demand**, which is a senior-level distinction. This prevents overreacting to low inventory where demand is also weak.

Decision horizon: Strategic (capital allocation, risk prioritization).

Decision Impact: Executives can immediately:
Expedite replenishment for high-risk products.
Prevent revenue loss from imminent stockouts.
Reduce excess inventory for slow-moving SKUs.
Actionable SKU-level decisions, not just insights.

Month-over-Month Change in Units Sold

13K
Units Sold MoM

Year-over-Year Sales Growth

5M
Units Sold YoY

Inventory Levels Remain Elevated Despite Stable Sales
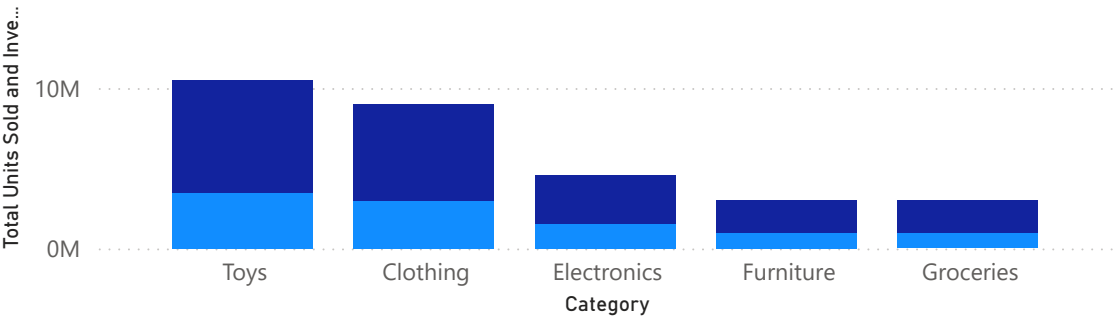
20M
Inventory On Hand

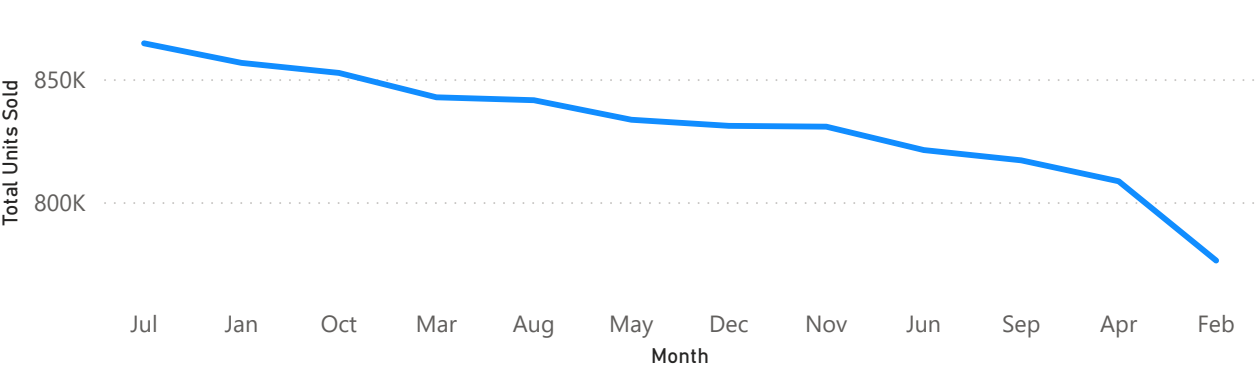| Year	Region	Category
All	All	All

Sales vs Inventory Trend Over Time

● Total Units Sold ● Inventory On Hand

Monthly Sales Trend

Products Drill Through

Category	Average Daily Sales	Sales – Last Month	Sales – Last Year	Sales MoM %	Sales YoY %	Units Sold MoM	Units Sold YoY	Total Units Sold	Total Sales
⊞ **Toys**	**4,763.22**	**172,546,134.14**	**94,638,030.93**	**0.00**	**0.83**	**4179**	**1,583,475**	**3,481,913**	**172,731,659.3**
⊞ **Clothing**	**4,084.25**	**147,298,272.01**	**79,271,664.50**	**0.00**	**0.86**	**4780**	**1,374,631**	**2,985,588**	**147,538,872.9**
⊞ **Electronics**	**2,071.42**	**75,223,639.67**	**41,141,808.10**	**0.00**	**0.83**	**1817**	**691,102**	**1,514,206**	**75,313,652.6**
⊟ **Furniture**	**1,366.19**	**50,204,889.85**	**27,195,121.72**	**0.00**	**0.85**	**619**	**458,494**	**998,683**	**50,239,683.3**
P0011	683.12	25,430,402.91	13,735,527.80	0.00	0.85	390	234,485	499,362	25,456,723.6
P0007	683.07	24,774,486.94	13,459,593.92	0.00	0.84	229	224,009	499,321	24,782,959.7
⊟ **Groceries**	**1,361.41**	**49,070,296.50**	**26,932,012.22**	**0.00**	**0.82**	**1849**	**452,848**	**995,192**	**49,147,506.6**
P0001	681.34	24,571,677.76	13,420,959.93	0.00	0.83	869	227,048	498,061	24,615,565.3
P0006	680.07	24,498,618.73	13,511,052.29	0.00	0.82	980	225,800	497,131	24,531,941.3
Total	**13,646.49**	**494,343,232.17**	**269,178,637.47**	**0.00**	**0.84**	**13244**	**4,560,550**	**9,975,582**	**494,971,374.9**

Time Intelligence Page:
The Time Intelligence page provides a high-level forecasting and inventory planning.

Business/Executive Question:
"Is demand accelerating, slowing, or stabilizing over time?".
"How should inventory planning adapt?".

What This Page Shows:
· Month-over-Month sales and unit trends.
· Year-over-Year comparisons.
· Seasonality patterns.

KPIs: Units Sold MoM, Units Sold YoY.

Month-over-Month and Year-over-Year comparisons provide temporal context that static KPIs cannot. A decline in inventory coverage combined with accelerating MoM sales is a strong leading indicator of future stockouts. Conversely, declining sales with stable inventory suggests overstock risk.
Time intelligence here is not decorative — it contextualizes inventory health and demand signals to prevent reactive decision-making.

Sales trends reveal **seasonal demand fluctuations**, which directly impact inventory planning. MoM and YoY metrics separate **short-term volatility** from **long-term growth trends**.

Decision horizon: Trend-based planning.

Decision Impact:
Adjust reorder quantities proactively based on demand momentum.
Identify seasonality patterns affecting stock levels.
Improve forecasting accuracy through trend validation.
Avoid reacting too late to demand shifts.
Align procurement cycles with demand patterns.

Inventory Levels Remain Elevated Despite Stable Sales

Inventory Turnover Indicates Moderate Stock Movement

Year	Region	Category
All	All	All

20M

Inventory On Hand

363.45

Inventory Turnover

Inventory On Hand and Total Sales by Category

● Inventory On Hand ● Total Sales
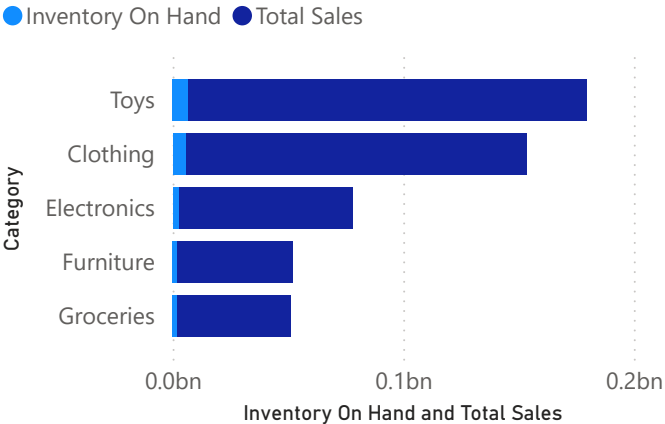
Product Sales and Cumulative % by Category

● Product Sales ● Cumulative %
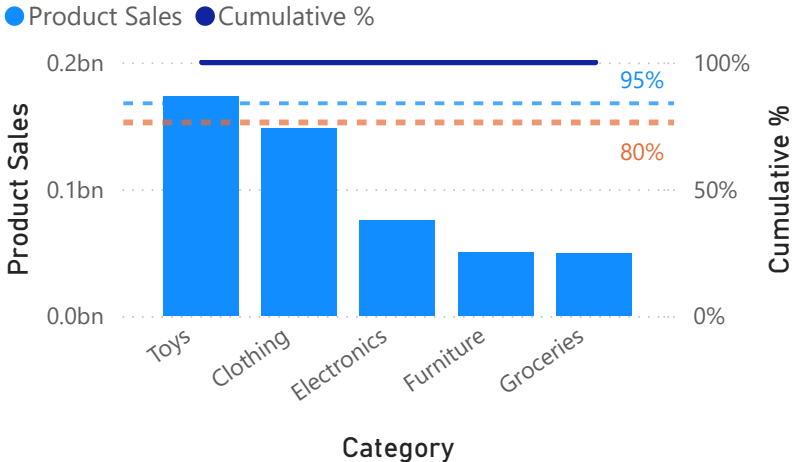
Sales Contribution by Product Category

Category
- ● Toys
- ● Clothing
- ● Electronics
- ● Furniture
- ● Groceries

49.15M (9.93%)
50.24M (10.15%)
172.73M (34.9%)
75.31M (15.22%)
147.54M (29.81%)
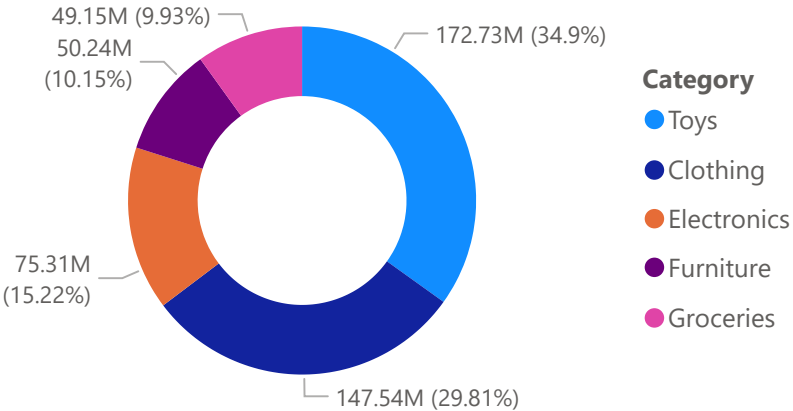
Product Prioritization for Inventory & Sales Focus

Product ID	Category	Product Sales	Sales Rank	Cumulative Sales	Sales Contribution %	Cumulative %	ABC Category
P0020	Toys	25,502,319.53	1	25,502,319.53	0.05	14.76%	A
P0011	Furniture	25,456,723.62	1	25,456,723.62	0.05	50.67%	A
P0016	Electronics	25,319,508.16	1	25,319,508.16	0.05	33.62%	A
P0014	Clothing	25,268,814.93	1	25,268,814.93	0.05	17.13%	A
P0005	Electronics	25,164,517.37	2	50,484,025.54	0.05	67.03%	A
P0013	Toys	25,117,342.08	2	50,619,661.61	0.05	29.31%	A
P0015	Clothing	24,946,850.89	2	50,215,665.83	0.05	34.04%	A
P0009	Electronics	24,829,627.13	3	75,313,652.67	0.05	100.00%	C
Total		**494,971,374.95**	**1**	**494,971,374.95**	**1.00**	**100.00%**	**C**

Pareto (ABC) Analysis Page:
The Pareto (ABC) Analysis page applies the Pareto principle to identify **which products actually matter**.

Business/Executive Question:
"Which products truly drive revenue, and where should we focus inventory investment?".

What This Page Shows:
- Product sales ranking.
- Cumulative sales contribution.
- ABC classification (A / B / C products).
- Pareto curve with 80% and 95% thresholds.

By ranking products by sales contribution and plotting cumulative percentage, the dashboard clearly shows that a small subset of products (A-category) drives the majority of revenue — consistent with the **Pareto principle**.. This allows leadership to shift focus from managing everything equally to managing what matters most.
The inclusion of 80% and 95% thresholds transforms raw data into an intuitive prioritization framework that non-technical stakeholders immediately understand.

C-category products contribute minimally yet often consume disproportionate inventory space and capital.

Decision horizon: Strategic (capital allocation, risk prioritization).

Decision Impact:
- Prioritize availability and replenishment of A-products.
- Apply differentiated inventory policies by ABC class.
- Reduce operational effort spent on low-impact SKUs.
- Rationalize or reduce C-products.
- Optimize assortment strategy and shelf space.

Total Sales Remain Stable Across All Stores

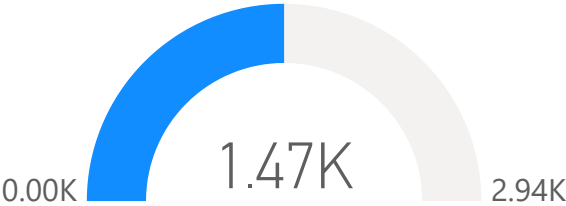**494.97M**

Total Sales

Two Product Categories Drive the Majority of Unit Sales

10M

Inventory vs Sales Gap

Days of Inventory Coverage

0.00K 1.47K 2.94K

Year	Region	Category
All	All	All

Products Drill Through

Category	Average Daily Sales	Average Inventory	Days of Inventory Coverage	At Risk Products	Stockout Risk	Inventory Turnover	Inventory On Hand	Total Units Sold	Inventory vs Sales Gap	Total Sales
⊟ **Clothing**	**4,084.25**	**8,233.26**	**1,473.59**	**6**	**Healthy**	**362.63**	**6,018,510**	**2,985,588**	**3,032,922**	**147,538,872.97**
P0008	668.35	1,363.87	1,491.72	1	Healthy	358.22	996,992	488,563	508,429	24,220,929.17
P0012	672.60	1,362.56	1,480.87	1	Healthy	360.84	996,031	491,670	504,361	24,105,234.94
P0014	694.42	1,389.46	1,462.65	1	Healthy	365.34	1,015,696	507,622	508,074	25,268,814.93
P0015	693.96	1,382.04	1,455.81	1	Healthy	367.05	1,010,272	507,283	502,989	24,946,850.89
P0018	673.80	1,362.69	1,478.37	1	Healthy	361.45	996,129	492,551	503,578	24,483,516.15
P0019	681.12	1,372.63	1,473.15	1	Healthy	362.73	1,003,390	497,899	505,491	24,513,526.88
⊟ **Electronics**	**2,071.42**	**4,129.36**	**1,457.24**	**3**	**Healthy**	**366.69**	**3,018,561**	**1,514,206**	**1,504,355**	**75,313,652.67**
P0005	688.98	1,365.21	1,448.46	1	Healthy	368.92	997,968	503,648	494,320	25,164,517.37
P0009	686.85	1,376.62	1,465.12	1	Healthy	364.72	1,006,312	502,086	504,226	24,829,627.13
P0016	695.58	1,387.53	1,458.17	1	Healthy	366.46	1,014,281	508,472	505,809	25,319,508.16
⊟ **Furniture**	**1,366.19**	**2,737.60**	**1,464.80**	**2**	**Healthy**	**364.80**	**2,001,189**	**998,683**	**1,002,506**	**50,239,683.37**
P0007	683.07	1,373.57	1,469.96	1	Healthy	363.52	1,004,077	499,321	504,756	24,782,959.75
P0011	683.12	1,364.04	1,459.64	1	Healthy	366.09	997,112	499,362	497,750	25,456,723.62
⊟ **Groceries**	**1,361.41**	**2,732.83**	**1,467.37**	**2**	**Healthy**	**364.16**	**1,997,696**	**995,192**	**1,002,504**	**49,147,506.65**
P0001	681.34	1,364.97	1,464.45	1	Healthy	364.89	997,793	498,061	499,732	24,615,565.34
P0006	680.07	1,367.86	1,470.29	1	Healthy	363.44	999,903	497,131	502,772	24,531,941.31
Total	**13,646.49**	**27,446.99**	**1,470.25**	**20**	**Healthy**	**363.45**	**20,063,748**	**9,975,582**	**10,088,166**	**494,971,374.95**

Product Drill-Through Page:
Product Drill-Through page bridges executive insight with operational diagnosis.

Business/Executive Question:
"Why is this product performing the way it is?".

What This Page Shows:
- Product-specific demand trends
- Inventory behavior over time
- Regional performance
- Stock coverage and risk indicators

This page supports **root-cause analysis** by preserving filter context from higher-level pages.
Executives identify a product of interest → drill through → immediately see demand, inventory efficiency, and risk factors.

Decision horizon: Diagnostic / root-cause analysis.

Decision Impact:
- Validate whether risks are systemic or product-specific.
- Enable data-backed conversations between teams.
- Rapid diagnosis of issues.
- Faster collaboration between analytics, supply chain, and merchandising.