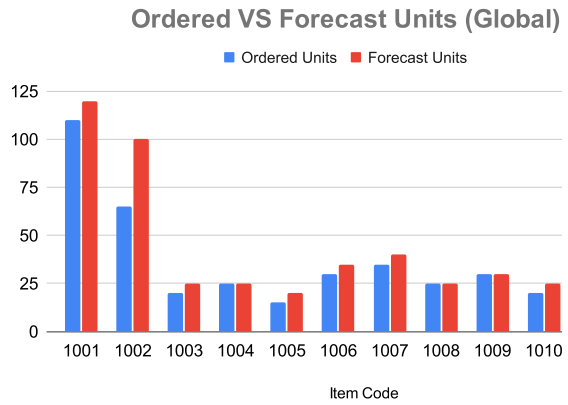
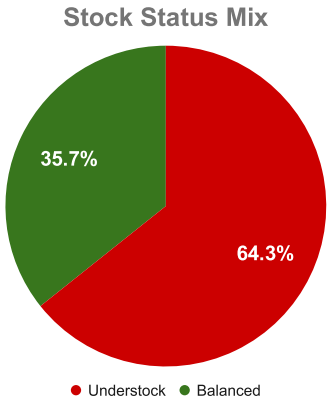
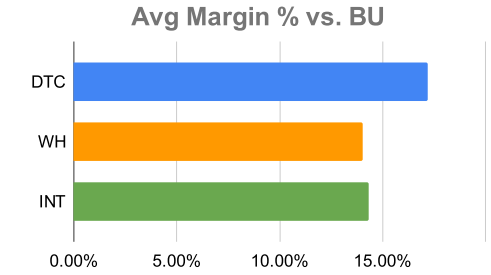
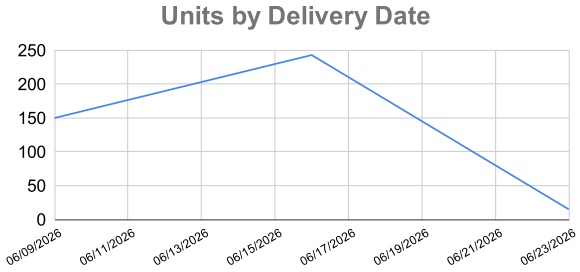
Seasonal Inventory Analysis (SS26) - Work Sample

Total Units Ordered	Total Forecast Units	Total Cost	Total Forecast Revenue	Total Margin $	Avg Margin %
408	483	$13,611.02	$16,219.30	$2,608.28	15.24%









Understock Priority

BU	Item	Item Description	Category	Ordered	Forecast Units	Variance
INT	1002	Floral Dress M	Dresses	25	50	-25
DTC	1001	Floral Dress S	Dresses	50	60	-10
DTC	1002	Floral Dress M	Dresses	40	50	-10
WH	1003	Denim Jacket L	Jackets	20	25	-5
WH	1005	Silk Blouse S	Tops	15	20	-5
INT	1006	Maxi SKirt L	Skirts	30	35	-5
DTC	1007	Casual Tee S	Tops	35	40	-5
DTC	1010	Cardigan M	Jackets	20	25	-5
WH	1011	Wrap Skirt S	Skirts	15	20	-5

Low / Negative Margin Item

BU	Item	Item Description	Total Cost	Forecast Rev	Margin $	Margin %
INT	1009	Summer Dress L	$1,059.60	989.7	-$69.90	-7.06%
INT	1012	Blouse M	$629.82	630	$0.18	0.03%
WH	1008	Chino Pants M	$874.75	875	$0.25	0.03%
WH	1001	FLoral Dress S	$1,799.40	1,800	1	0.03%

Overview

This report reviews simulated seasonal buys against forecast to identify stock risk, margin exceptions, and planning actions for demonstration of skills.

The assortment is underbought versus forecast, creating the primary risk of missed sales. The recommended priority is to chase the largest deficits first, beginning with the **INT 1002 (-25)**, then **DTC 1001** and **DTC 1002 (-10)**, followed by the **-5** unit group. If inventory exists in other warehouses for shared SKUs, evaluate reroute opportunities. From a profitability standpoint, **INT 1009 (-7.06%)** requires pricing/cost validation before increasing buys, while the near break-even styles **(0.03%)** should be monitored closely to prevent margin erosion.