

PALADIN DATA CORPORATION™

Biz Coach Webinars



FREE ADVANCED TRAINING



Best Practices – Suggested Ordering

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- Why is Suggested Ordering the #1 most transformational feature in Paladin Point of Sale?
- How to get started – A brief discussion
- What to expect when you begin to use the tool
- Applying short-term and long-term best practices
- Learn more



The #1 most transformational feature

Suggested Ordering has these key advantages:

- Performs the heavy lifting when ordering
- Frees up your time to take care of your customers
- Tracks down product outs and fills the holes
- Reduces overstock significantly
- Lets you to focus on selling versus buying
- Delivers the highest ROI (return on investment)





How to get started – A brief discussion

ready. set.
go!

- Watch these webinars:
 - Unravelling the mysteries of inventory control (in 3 parts)
 - Suggested Order: Better than a magic 8 ball
- Count section by section over time, and at your leisure.
- Assign location codes while you count.
- Start small and then expand, location by location.
- Correct errors and anomalies at the source.
- You're off and running...



What to expect when you begin to use the tool

- The first time you run the Suggested Order Report, it may want to order more than you need. This can occur for the following reasons:
 - Negative stock-on-hand counts
 - Unique special order items
 - Incorrect minimum order quantities
- The suggested order algorithms are always running in the background and self-adjust. Depending on your business need, the results will vary.
- With time and best practices, the outcome will be much better than you expected and can save you money.

EXPECTATIONS

vs.

REALITY



Best practices for the short term

#1

- Plan your strategy, and execute it with consistency.
- Allow more time for ordering in the beginning.
- Make cycle counting a daily routine.
- Sort the Suggested Order Report by extended cost in descending order.
- Spot check high-dollar items. Don't sweat the small stuff.
- Make adjustments in your inventory instead of using purchase orders. Think through the long-term effects of the changes you make.
- Create location codes and classes for special order items.

✓ BEST PRACTICE



Best practices for the long term

#2

✓ BEST PRACTICE

- Fine tune project-based item minimums, but not maximums.
- Permanently lock out non-inventory items from the Suggested Order Report.
- Set hard dates on season codes for certain classes of items.
- Continually add suppliers to the suggested order process.
- Check the Inventory Count List Report for discrepancies.
- Use the PaladinN Sight™ dashboards to manage inventory.
- Focus on growing your store with your extra time.
- Get business-building info and tips at <https://paladinpointofsale.com/retailscience/>.



Learn more

To learn more, see the following resources in our [Help Portal](#):

- [About Suggested Order Reports](#)
- [How to create a working purchase order from the Suggested Order report](#)
- [How to create the Suggested Order Report based on an item-by-item sales history](#)
- [How to prevent a manually-ordered item from reappearing on the Suggested Order report](#)
- [How to exclude a discontinued item from the Suggested Order](#)
- [How to exclude a special order item from the Suggested Order](#)
- [How to adjust future reorder quantities for a sale or promotion](#)
- [How to define an item as a non-inventory item](#)
- [Webinar: Unraveling the mysteries of inventory control: Part 1](#)
- [Webinar: Unraveling the mysteries of inventory control: Part 2](#)
- [Webinar: Unraveling the mysteries of inventory control: Part 3](#)
- [Webinar: Suggested Order. Better than a magic 8 ball](#)
- [Website: https://paladinpointofsale.com/retailsience/](https://paladinpointofsale.com/retailsience/)

A recording of this webinar will be available at portal.paladinpos.com/webinars.

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