



*PALADIN DATA CORPORATION™*

# **WEBINARS**



*FREE ADVANCED TRAINING*



## **The Pitfalls of Rebel Ordering – There is a Better Way!**

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The Pitfalls of Rebel Ordering – There is a Better Way!



- Retail recipe for success
- Examples of rebel ordering
- Results of rebel ordering
- Market driven inventory management
- Suggested ordering best practices
- Learn more



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## Retail recipe for success



- Build relationships with your customers.
- Focus on selling; not buying.
- Be open to new ideas and nurture creativity.
- Learn to evolve and adapt with the environment.
- Lead your employees by example.
- Automate your inventory control and ordering process, so you can focus on all the above.



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## Examples of rebel ordering



- Rebel ordering is equivalent to emotional ordering.
- Ordering by walking the store with a notepad/pencil and shooting for outs.
- Using a Telxon unit for uploading orders to your supplier(s).
- Letting your supplier(s) order for you.
- Impulse and rushed ordering.



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## Results of rebel ordering



- It can negatively impact your quality of life
- Frequently out of stock on products that sell
  - Risk of losing customers to the competition
  - At best customers get frustrated, become less tolerant
- Abundance of overstock items
  - Ties money up in non-performing assets
  - Limits funds to reinvest in your business/marketing
- Workflow inefficiencies
- Missing the order submittal cutoff time altogether





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## Market driven inventory management



- Balances product outs and overstock
- Accommodates optimal stocking levels
- Takes the emotion out of ordering
- Reduces ordering time significantly
- Puts money back in your pocket
- Enhances the consumer experience
- Keeps your customers coming back



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Over a period of time this will not be required as minor changes can be made in the PO module.

Adjust accordingly to affect your order amounts and invoice amount.

## Suggested ordering best practices

1. Run the SOR report for the desired stocking days.
2. Sort report by extended cost in descending order.
3. Review the Suggested Order Report (SOR) for accuracy.
4. Look for any anomalies and fix them in inventory.
5. Lock MAX QTY at 0 for special order or discontinued items.
6. Rerun the suggested order report.
7. Create a purchase order from the SOR.
8. Make minor adjustments to the PO as needed.
9. Items at the top are the high dollar items.
10. Items at the bottom are the low dollar items.



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Learn more

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

[About Suggested Order Reports](#)

[How to create the Suggested Order Report based on an item-by-item sales history](#)

[How to create a working purchase order from the Suggested Order report](#)

[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](#)

[NEWS: How Paladin Helps You Gain and Keep Customers](#)

[WEBINAR: Best Practices Suggested Ordering](#)

[WEBINAR: Suggested Order. Better than a magic 8 ball](#)

A recording of this webinar will be available at [portal.paladinpos.com/webinars](http://portal.paladinpos.com/webinars).





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