

PALADIN DATA CORPORATION™

BizCoach Webinars



FREE ADVANCED TRAINING



PaladinN sight™: Clean up your inventory with the Lost Opportunity Tool

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PALADIN™
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- Why inventory clean up is important
- How the Lost Opportunity Tool makes inventory clean up easy
- A way to find obsolete items
- Additional features and info
- Best Practice: Lost Opportunity Tool
- Demo
- Learn more



Why inventory clean up is important



- Your inventory is always changing.
- New items are added.
- Old items are discontinued.
- Over time, your inventory database can become bloated with items that you no longer carry.
- Obsolete items add clutter to your reports and inventory searches.
- Best Practice: Remove inventory clutter to improve business efficiency.



How the Lost Opportunity Tool makes inventory clean up easy



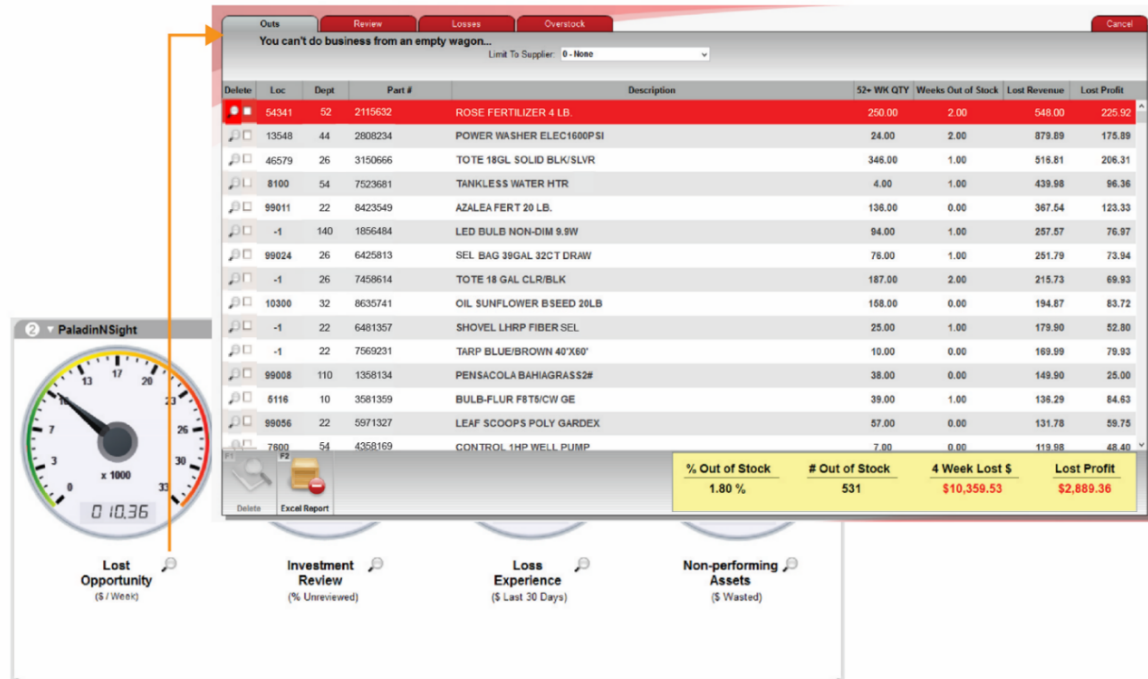
- The **Lost Opportunity Tool** makes it easy to locate obsolete items and quickly declutter your inventory. We'll show you how.
- The **Lost Opportunity Tool** is part of the **PaladinNsight™** dashboard and tools that are available in the **Inventory** module.
- **PaladinNsight™** is powered by Paladin's sophisticated Market-Driven Inventory Management™ system and helps you make informed decisions to maximize profits and minimize losses.

BizCoach Webinars

PaladinNsight™: Clean up your inventory with the Lost Opportunity Tool



How the Lost Opportunity Tool makes inventory clean up easy



- To get started with inventory clean up, click the **Lost Opportunity** magnifying glass to open the **Lost Opportunity Viewer**.

PaladinNaight™: Clean up your inventory with the Lost Opportunity Tool

How the Lost Opportunity Tool makes inventory clean up easy

The screenshot shows the 'Lost Opportunity Viewer' interface. It displays a table of inventory items that are out of stock. The table includes columns for 'Delete', 'Loc', 'Dept', 'Part #', 'Description', '52- WK QTY', 'Weeks Out of Stock', 'Lost Revenue', and 'Lost Profit'. The first row is highlighted in red, indicating it is selected. Callouts point to various features: 'To remove an item from active inventory, select the Delete check box' points to the 'Delete' column; 'Out-of-stock items (active inventory)' points to the table; 'Click Delete or press F1 to remove items selected in the Delete column from active inventory' points to the 'Delete' button at the bottom; 'Export table to Excel' points to the 'Excel Report' button; 'Filter view by supplier' points to the 'Filter view by supplier' dropdown; '# Weeks out-of-stock' points to the 'Weeks Out of Stock' column; 'Lost revenue estimate (next 4 weeks)' points to the 'Lost Revenue' column; and 'Lost profit estimate (next 4 weeks)' points to the 'Lost Profit' column. A summary bar at the bottom shows: '% Out of Stock: 1.80 %', '# Out of Stock: 531', '4 Week Lost \$: \$10,359.53', and 'Lost Profit: \$2,889.36'.

Inventory item information

Weeks out-of-stock

Lost revenue estimate (next 4 weeks)

Lost profit estimate (next 4 weeks)

Filter view by supplier

Items sold in the last year

To remove an item from active inventory, select the **Delete** check box

Out-of-stock items (active inventory)

Click **Delete** or press F1 to remove items selected in the **Delete** column from active inventory

Export table to Excel

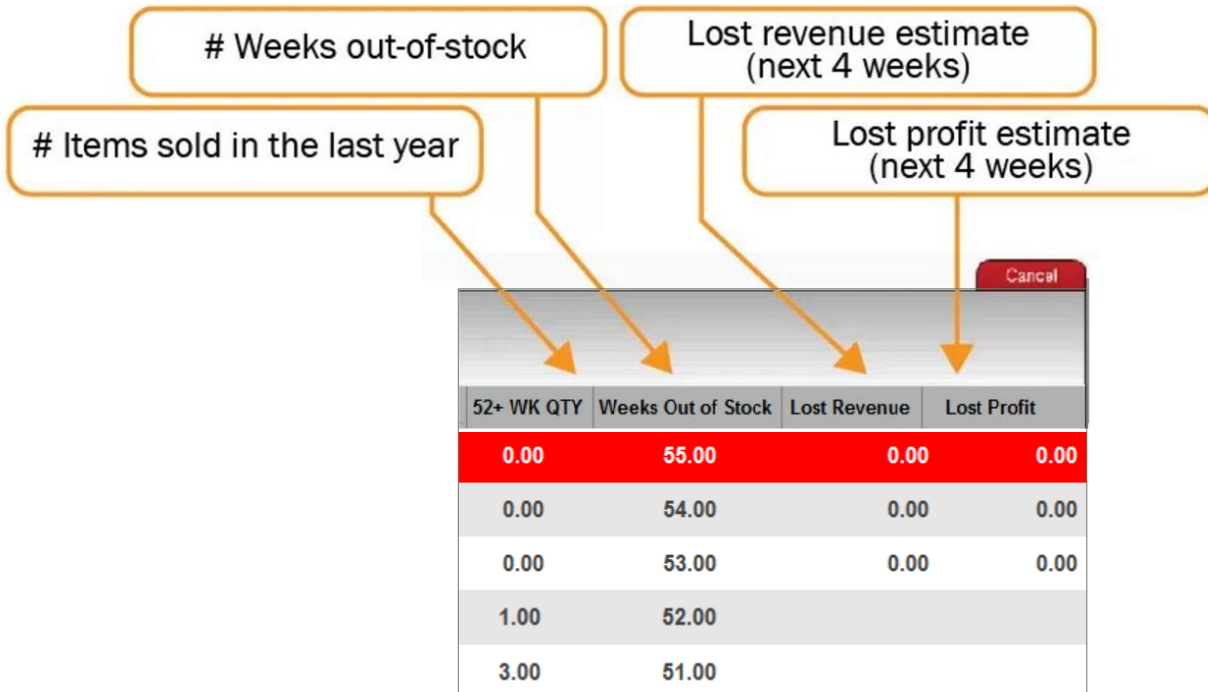
Delete	Loc	Dept	Part #	Description	52- WK QTY	Weeks Out of Stock	Lost Revenue	Lost Profit
<input checked="" type="checkbox"/>	15300	52	2110032	HOCK S ZN 118X1-7/16CD4	0.00	55.00	0.00	0.00
<input checked="" type="checkbox"/>	-1	44	2805254	STOVE ACCESSORY 23IN BLK	0.00	54.00	0.00	0.00
<input type="checkbox"/>	99028	28	3150866	MENDER HOSE NY14X14BXB	0.00	53.00	0.00	0.00
<input checked="" type="checkbox"/>	-1	54	7523981	HINGE COMMBALL-BEAR 4.5	0.00	53.00	0.00	0.00
<input type="checkbox"/>	-1	22	8423549	SEAT TUB/SHWR WH13X19X16	0.00	53.00	0.00	0.00
<input type="checkbox"/>	-1	140	1355464	HX CAP QDS SAE 5/8-18 X 3	1.00	52.00		
<input type="checkbox"/>	-1	26	6425813	ADIRONDACK CHAIR KID RED	3.00	51.00		
<input type="checkbox"/>	-1	26	7455814	LOCK PASS ST GEO US5 VP	1.00	51.00		
<input type="checkbox"/>	-1	32	8635741	FILTR WATR ICEMKR EZ-L3	1.00	51.00		
<input type="checkbox"/>	-1	22	6481367	SCREWDRIVER BIT SET 33PC	1.00	51.00		
<input type="checkbox"/>	-1	22	7599251	CHERRY BBQ PELLETS 20#	1.00	51.00		
<input type="checkbox"/>	-1	110	1355154	GLOVE COATED GARDEN LG	5.00	51.00		
<input type="checkbox"/>	-1	10	3581359	CM GARAGE DOOR OPN 1/2HP	2.00	51.00		
<input type="checkbox"/>	-1	22	5971327	CM PRES WASH ELEC 1790	1.00	51.00		
<input type="checkbox"/>	-1	54	4355169	ADIRONDACK CHAIR KID GRN	4.00	50.00		

% Out of Stock: 1.80 % # Out of Stock: 531 4 Week Lost \$: \$10,359.53 Lost Profit: \$2,889.36

- The **Lost Opportunity Viewer** shows items that are out of stock, are in active inventory, and that do not have outstanding purchase orders.
- PaladinNaight™ business analytics will help you discover obsolete items.
- These indicators offer expert guidance, based on an item's sales history, seasonality, and other information.



How the Lost Opportunity Tool makes inventory clean up easy

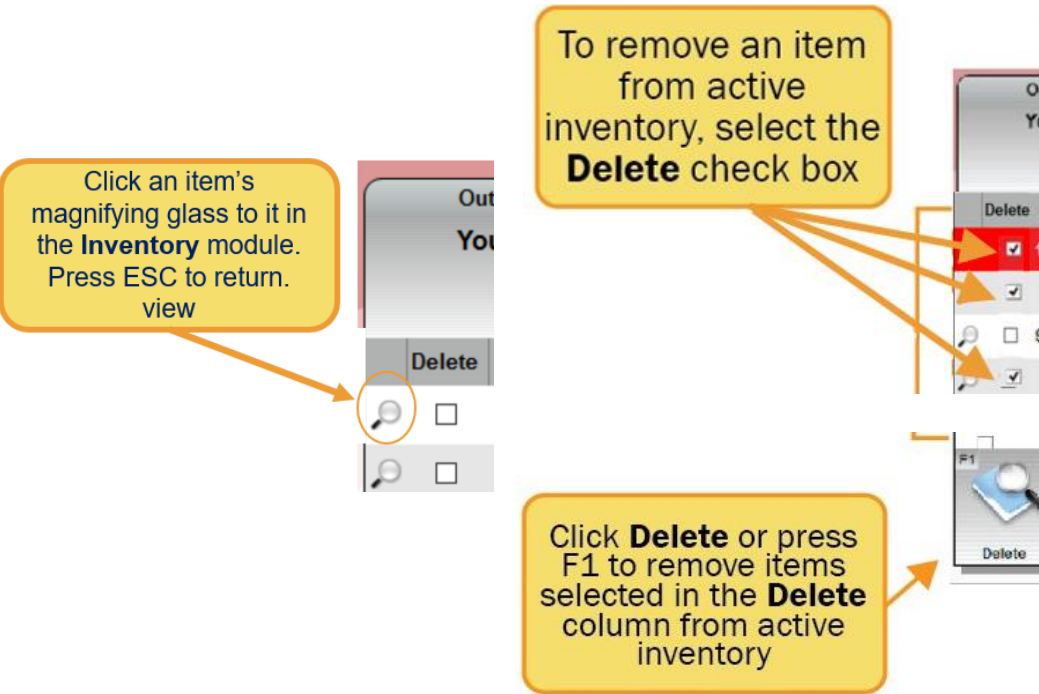


The following inventory business analytics help you find obsolete items:

- The predicted revenue loss if the item remains out of stock for the next four weeks
- The predicted lost profit if the item remains out of stock for the next four weeks
- The number of items sold in the last year
- The number of weeks that the item has been out of stock
- To sort the items by a column's values, click the column title.



How the Lost Opportunity Tool makes inventory clean up easy



- As you go through the list, click any item's magnifying glass to view its inventory details. When you are done, press ESC to return to the **Lost Opportunity Viewer**.
- When you find an obsolete item, select the item's **Delete** checkbox.
- When one or more obsolete items are selected, press F1, or click **Delete** on the bottom ribbon, to remove all of them from active inventory at once.



A way to find obsolete items



- Items that are out of stock and are predicted to no longer sell, or were never sold, may be obsolete.
- To find these items, sort the list using the **Lost Revenue** values, so that the smallest number or a blank value is on top.
 - A **Lost Revenue** value of \$0.00 predicts that the item will not sell if it is in stock.
 - A blank **Lost Revenue** value means there is not enough sales history to predict revenue loss.
- Start with the first item. If you determine that item is obsolete, select the **Delete** checkbox, and then work your way down the list.
- To remove selected items from active inventory at any time, press F1 or click **Delete**.



Additional features and info



- To view items from one supplier only, select the supplier in the **Limit to Supplier** list.
- To export the list to Excel, press F2 or click **Export**.
- A location (**Loc**) of -1 means the item location is not available.





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Best Practice:
Lost Opportunity Tool

**Best
Practice**

- Each day, open the **Lost Opportunity Viewer**, sort the list to show the smallest **Revenue Loss** value on top, and then review the top 10 items. Remove the items that are obsolete.
- If you have time, review more items.
- This is an easy and quick way to keep your inventory clear of inefficient clutter.



Demo



Learn more

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

- [Clean up your inventory with the Lost Opportunity Tool](#)
- [Boost your business with PaladinNsight™](#)
- [About PaladinNsight™](#)

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



Our PaladinNsight™ webinar series

This is the second of a five-part PaladinNsight™ webinar series. Here's what's coming next:

- June 6 Manage your inventory investment with the Investment Review tool
- June 20 Catch items that are slipping away with the Loss Experience Tool
- July 11 Expose wasted investment dollars with the Non-performing Assets Tool

All webinars are on Tuesdays at 9:00 am PST.

If you missed our first PaladinNsight™ webinar—Hunt Down Lost Revenue with the Lost Opportunity Tool—you can view a recording on our **Help Portal** (portal.paladinpos.com).

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