

PALADIN DATA CORPORATION™

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FREE ADVANCED TRAINING



PaladinN sight™: Expose wasted investment dollars with the Non-performing Assets Tool

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- What are non-performing assets
 - How the Non-performing Assets Tool will help you
 - Non-performing Assets Tool views
 - Non-performing Assets Meter
 - Non-performing Assets Viewer
 - Inventory Overstock Details
 - Best Practice: Buying strategies that help you succeed
- Learn more



What are non-performing assets



- When your investment dollars are tied up in inventory that you can't sell, you have non-performing assets.
- These dollars represent wasted opportunity.
- If they were available, you could use them to purchase items that you can sell or for other business needs.
- When you respond to non-performing assets by making intelligent changes to your buying habits, you will minimize wasted dollars.

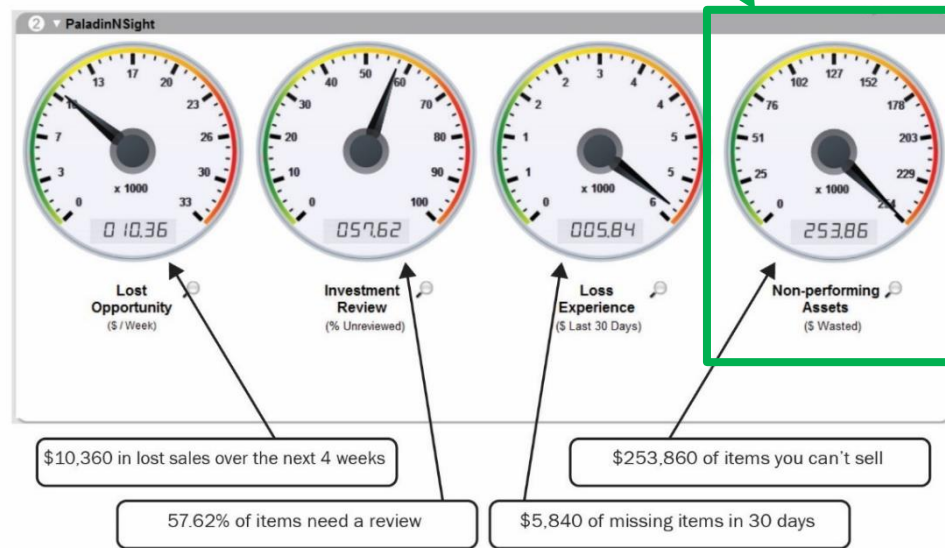
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How the Non-performing Assets Tool will help you

PaladinN Sight™ dashboard

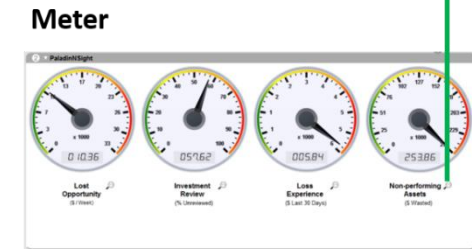


- The **Non-performing Assets Tool** identifies your wasted investment dollars and gives you the knowledge to make changes. We'll show you how.
- The **Non-performing Assets Tool** is part of the **PaladinN Sight™** dashboard and tools that are available in the **Inventory** module.
- **PaladinN Sight™** is powered by Paladin's sophisticated Market-Driven Inventory Management™ system.



ets Tool

Non-performing Assets Tool



The **Non-performing Assets Tool** provides multiple levels of detail to help you identify and investigate wasted investment dollars.

Details



Non-performing Assets Meter – A bird's eye view

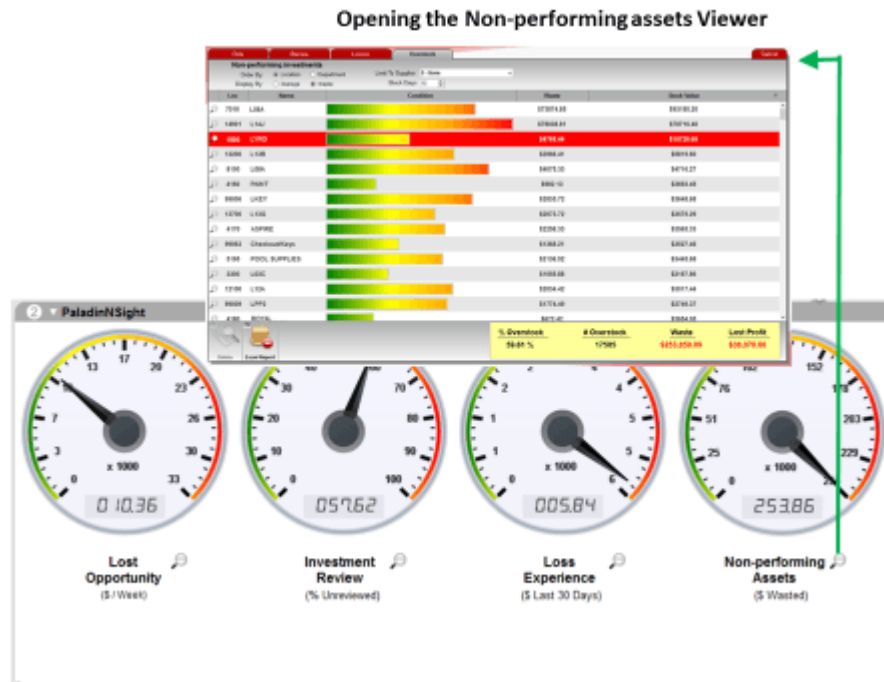


**\$254,690 of investment dollars
that are not providing a return**

- The **Non-performing Assets Meter** shows you the total investment dollars with no return.
- When viewed over time, this value is a report card on your investing habits.
- **Tip:** Monitor this meter daily for investment performance trends. Ideally, this meter value should be a low number or it should be decreasing as you improve your inventory management practices.
- **Tip:** If the meter value is on the rise, investigate why to stop the trend.



Non-performing Assets Viewer – Your wasted dollar analysis tool



- Click the **Non-performing Assets Meter** magnifying glass to open the **Non-performing Assets Viewer**.
- Use the viewer and its options to analyze the non-performing assets as wasted dollars or overstock quantities.

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Non-performing Assets Viewer – Your wasted dollar analysis tool

View options

Loc	Name	Condition	\$ Loss/Gain Last 30 Days	Stock Value
7018	L08A		\$73874.85	\$93185.20
14901	L14J		\$78038.81	\$78716.40
99082	LYRD		\$4768.44	\$10726.69
13200	L13B		\$3966.41	\$5819.60
8100	L08A		\$4075.33	\$4716.27
4160	PAINT		\$982.13	\$3693.45
99006	LKEY		\$2835.72	\$3648.68
13700	L13G		\$2073.72	\$3575.29
4170	ASPIRE		\$2258.33	\$3565.33
99063	Checkout/Keys		\$1368.21	\$3527.46
5195	POOL SUPPLIES		\$2136.52	\$3445.68
3300	L03C		\$1055.88	\$3167.86
12100	L12A		\$2034.42	\$3017.44
99009	LPP2		\$1774.49	\$2749.37
4180	ASPH		\$672.42	\$2654.05
			% Overstock	# Overstock
			59.61 %	17585
			Waste	Lost Profit
			\$253,859.09	\$38,078.86

Export to Excel

- In the **Non-performing Assets Viewer**, you can customize your view by selecting:
 - Departments or locations
 - Wasted investment \$ or overstock quantities
 - The # of stocking days to consider
 - The supplier
- You can also sort the values in any column.



Non-performing Assets Viewer – Your wasted dollar analysis tool

The screenshot shows the 'Non-performing investments' section of the software. A green box highlights the 'Display By:' options, with a green arrow pointing to the 'Waste' radio button. Another green box highlights the 'Waste' column header in the table, with a green arrow pointing to it. The table lists four items with their respective waste amounts.

Loc	Name	Condition	Waste
7018	L08A		\$73874.85
14901	L14J		\$78038.81
99082	LYRD		\$4768.44
13200	L13B		\$3966.41

Tip: Investigate the inventory with the most wasted investment dollars first. Then work your way down the list.

1. In the **Display By:** options, select **Waste**.
2. Click the **Waste** column title to display the largest waste amount on top.

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Inventory Overstock Details – Your wasted dollars worksheet

Inventory Overstock Details

Part #	Description	Location	SOH	Overage	Waste
2116832	4 OUTLET ROTATING ADAPTER	1800	3.00	2	13.22
2808234	F-STOP FUNGICIDE 8LB	1800	1.00	1	10.25
3150666	O-RING 1-3/16X1X3/32	1800	45.00	45	6.80
7523681	O-RING 2-3/16X2X3/32	1800	110.00	110	17.27
8423549	O-RING #3511/16X9/16	1800	85.00	85	13.18
1856484	O-RING 11/16X1/2X3/32	1800	25.00	25	2.40
6425813	O-RING 11/16X7/16X1/8	1800	55.00	55	7.70
7458614	O-RING 13/16X9/16X1/8	1800	105.00	105	12.92
8635741	O-RING 19/32X3/8X7/64	1800	20.00	20	2.92
6481357	O-RING 5/16X3/16X1/16	1800	285.00	285	39.90
7569231	O-RING 7/16X5/16X1/16	1800	360.00	360	55.44
1358134	O-RING 9/16X7/16X1/16	1800	90.00	90	12.87
3581359	O-RING 9/32X5/32X1/16	1800	205.00	205	27.88
5971327	O-RING 5/8X15/32X3/64	1800	114.00	114	17.33
4358169	O-RING#84 1-7/16X1-1/4	1800	30.00	30	4.44

Loc	Name	% Overstock	# Overstock	Waste	Lost Profit
7018	L08A				
14901	L14J				
1800	LYRD	59.61 %	17585	\$253,859.09	\$38,078.86
13200	L13B				
8100	L08A				
4160	PAINT				
99006	LKEY			\$2835.72	\$3648.68
13700	L13G			\$2073.72	\$3575.29
4170	ASPIRE			\$2258.33	\$3565.33
99063	Checkout/Keys			\$1368.21	\$3527.46
5195	POOL SUPPLIES			\$2136.52	\$3445.68
3300	L03C			\$1055.88	\$3167.86
12100	L12A			\$2034.42	\$3017.44
99009	LPP2			\$1774.49	\$2749.37
4180	ROYAL			\$672.42	\$2654.05

Excel Report

To see an itemized list of stock-on-hand (SOH) overage in a department or location, click the magnifying glass to open the **Inventory Overstock Details** view.



Inventory Overstock Details – Your wasted dollars worksheet

Inventory item information

Total stock-on-hand (SOH)

Stock-on-hand (SOH) you can't sell

Investment \$ you can't use

Export list to Excel

Part #	Description	Location	SOH	Overage	Waste
2115632	4 OUTLET ROTATING ADAPTER	1800	3.00	2	13.22
2808234	F-STOP FUNGICIDE 8LB	1800	1.00	1	10.25
3150666	O-RING 1-3/16X1X3/32	1800	45.00	45	6.80
7523681	O-RING 2-3/16X2X3/32	1800	110.00	110	17.27
8423549	O-RING #3511/16X9/16	1800	85.00	85	13.18
1856484	O-RING 11/16X1/2X3/32	1800	25.00	25	2.40
6425813	O-RING 11/16X7/16X1/8	1800	55.00	55	7.70
7458614	O-RING 13/16X9/16X1/8	1800	105.00	105	12.92
8635741	O-RING 19/32X3/8X7/64	1800	20.00	20	2.92
6481357	O-RING 5/16X3/16X1/16	1800	285.00	285	39.90
7589231	O-RING 7/16X5/16X1/16	1800	360.00	360	55.44
1358134	O-RING 9/16X7/16X1/16	1800	90.00	90	12.87
3581359	O-RING 9/32X5/32X1/16	1800	205.00	205	27.88
5971327	O-RING 5/8X15/32X3/64	1800	114.00	114	17.33
4358169	O-RING#84 1-7/16X1-1/4	1800	30.00	30	4.44

Excel Report

- The details view breaks down overstock and wasted investment dollars by item.
- Use this information to recognize past purchasing mistakes and learn from them.
- To open the non-performing items list in Excel, click **Excel Report**.

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Inventory Overstock Details – Quick access to complete item info

Inventory Overstock Details

Click or double-click the row to access and edit the inventory item

Press ESC to return to PaladinNIGHT™

Inventory module

Inventory

Part # 5456930 Desc 1 O-RING 1-3/16X1X3/32 Desc 2

Sales Details

Investment: \$54.21
Gross Profit: \$64.02
ROI: 118%

Forecast

Stock Days: 15 Cost: \$0.00
Need: 0

Overstock

Overage: 2
Waste: \$8.34

Shrinkage

Shrinkage: 0 Reviewed: 08-Feb-15
Loss: \$0.00

Sales Figures

Quantity Sold: 11 Sales Total: \$ 109.89 Typical Qty: 5.5

Sales History Table

Original Adjusted

Current Week

Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct

F1 Adv. Lookup F2 Delete Item F3 Rename Item F4 Count F5 Receive F6 Alt Part # F7 Stock Check F8 EDI F9 RF Unit F10 Suppliers F11 Save

- You can open an inventory item's complete information in the **Inventory** module by clicking the item's magnifying glass.
- When you are done, press ESC to return to the **Inventory Overstock Details** view.



Best Practice #1:
Buying strategies that help
you succeed

**Best
Practice**

Buy only what you can sell

- Quantity discounts may be tempting because of the large theoretical profit margins.
- If you can't sell these items quickly, you will have non-performing (wasted) investment dollars.
- If this money was available, you could use it to buy and sell other items or to improve your business in other ways.
- In other words, when you buy more than you can sell, you make less money.



Best Practice #2:
Buying strategies that help
you succeed

**Best
Practice**

Strive for breadth instead of depth

- You make a better return on your investment (ROI) when items move quickly through your store.
- You also make money when customers buy more than what is on their shopping list.
- When you invest in a larger selection of items (breadth) rather than larger numbers of each item (depth), you offer customers more options and will make more money.



Best Practice #3:
Buying strategies that help
you succeed

**Best
Practice**

Take advantage of technology and do less guessing

- It is not easy to accurately guess what customers want and need.
- Wise purchasing requires a detailed analysis of each item's sales history and must be done continually to be effective. Performing this analysis manually is prohibitive.
- Use the Suggested Order Report driven by Paladin's Market-Driven Inventory Management™ System. This report calculates optimal stock requirements based on extensive sales data analysis.

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PaladinNsight™: Expose wasted investment dollars with the Non-performing Assets Tool



Learn more

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

- [PaladinNsight™:Expose wasted investment dollars with the Non-performing Assets Tool](#)
- [Boost your business with PaladinNsight™](#)
- [About PaladinNsight™](#)

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

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