

# Biz Coach Webinars



## The Min/Display Mystery

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TECHNICAL LEVEL:

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## The Min/Display Mystery



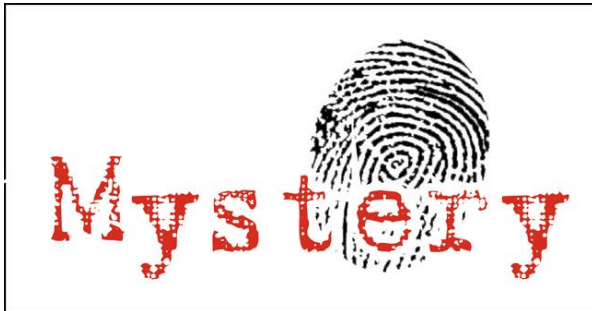
- Unraveling the mystery of **Min/Display**
- When to set the **Min/Display** value
- Why normally you should not set the **Min/Display** value
- How the **Min/Display** padlock works

## The Min/Display Mystery



### Unraveling the mystery of Min/Display

- **Min/Display** is set for items in the **Inventory** module.
- **Min/Display** is different from the “min” setting in other point of sale systems.
- **Min/Display** represents a “static” inventory amount that must be always available or on display.
- **Min/Display** is not a re-order indicator.
- Paladin Point of Sale suggested ordering **always** uses dynamic algorithms to achieve optimal stocking levels.
- **Example:** If you set the **Min/Display** value to 4, and Paladin Point of Sale calculates an optimal SOH value of 8, you will have 12 items on the shelf.



## The Min/Display Mystery



### When to set the Min/Display value



- When you need a minimum number of items to accommodate project purchases.
- When inexpensive project items need to be plentiful and fully stocked all the time.
  - **Examples:** PVC fittings, switch covers, etc.
- When multiple endcap displays require extra items.
- When you want to order “hunch” sale items.

## The Min/Display Mystery



### Why normally you should not set the Min/Display value



- Paladin Point of Sale Point of Sale has a built-in restocking optimization system.
- If you set the **Min/Display** value, you may over-order inventory.
- Best Practice: If you believe your customer demand will support a larger supply of an item, then order a larger quantity. Paladin Point of Sale will monitor and adjust your inventory needs accordingly.



### How the Min/Display padlock works



- Locked:
  - Paladin Point of Sale will recognize this value.
- Unlocked:
  - Paladin Point of Sale will not use this value.

## The Min/Display Mystery



### Our next webinar

**Date:** Tuesday, March 28<sup>th</sup>, 2017 9:00am PST

**Title:** Remember to Upsell Your Clientele

**Description:**

Customers always need something more than what they came in for, right? Of course, they do! Paladin Point of Sale can remind cashiers and salespeople to recommend those essential add-on items the customer forgot to grab on their way to the register. Our presenter will show how a few minutes spent creating these reminders can add a little something extra to almost every sale.



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