



New PaladinN Sight Clearance Feature Helps You Clear Out Dead Stock

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Chief Experience Officer

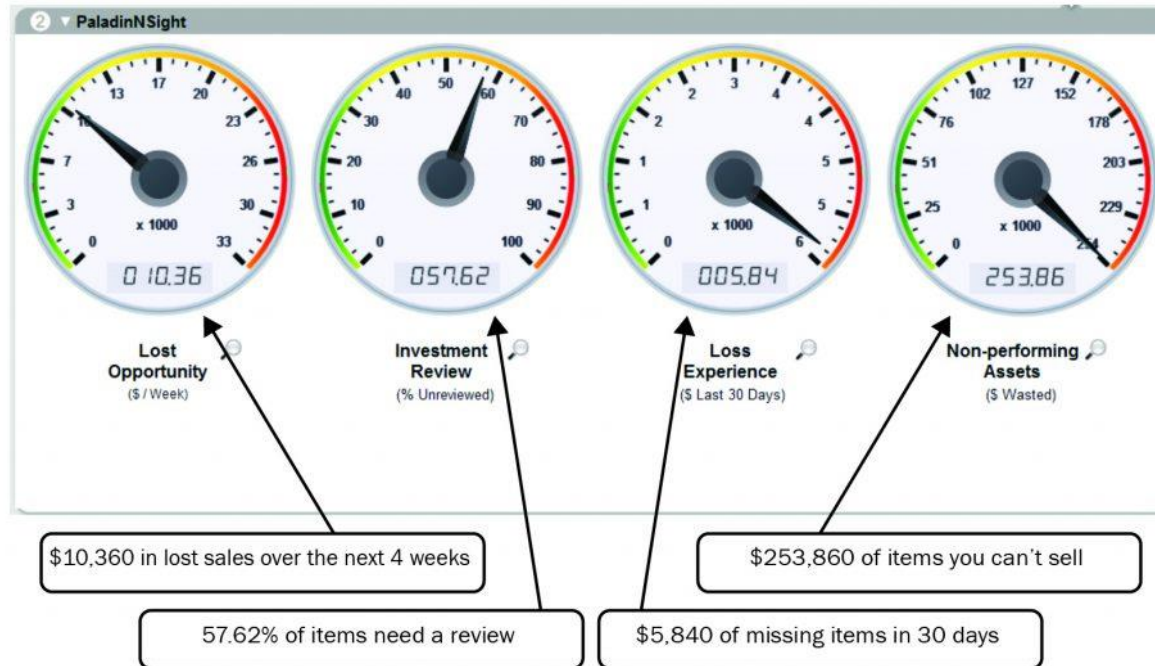
April 2, 2024

WHAT YOU'LL LEARN

- About PaladinNsight
- Clearance sale statistics
- PaladinNsight's new Clearance Management
- How to set up the Clearance feature
- How to set up items for Clearance sales
- How to view the items on Clearance
- More on the horizon

About PaladinN Sight

How PaladinN Sight™ tells you about your business



PaladinN Sight™ dashboard was built to help you grow your business

- Out-of-stock items & lost sales opportunities
- Review your investment
- Catches loss of items & manage shrinkage
- Overstock items & non-performing assets
- Clear out dead stock & non-performers with performers

Clearance sale statistics



- A Coresight Research report released a few years ago shows that inventory mismanagement costs retail business roughly \$300 billion annually.
- Estimates show that only about 60% of their merchandise sells at full price.
- Professional services provider, Deloitte, found that only about [one-third of retail executives](#) have confidence in their ability to maintain or improve profit margins.
- Retail businesses need to do a better job with managing dead stock by replacing these items with products that drive more revenue.

PaladinN Sight's new Clearance management

You can lead a horse to water, but you can't make it drink.

Order By: Location Department Limit To Supplier: 0 - None

Display By: # of Items % of Items No Sales For: 365 Days

| Dept | Name | Condition (by % out of date) |
|------|------------------------|------------------------------|
| 10 | CLEANING SUPPLIES | |
| 14 | PAINT AND PAINT SUP... | |
| 20 | HAND TOOLS AND TO... | |
| 28 | POWER TOOLS | |
| 30 | FLASHLIGHTS / LIGH... | |
| 34 | ELECTRICAL SUPPLIES | |
| 40 | PLUMBING SUPPLIES... | |
| 46 | HEATING AND COOLI... | |
| 50 | HARDWARE | |
| 56 | FASTENERS | |
| 58 | BUILDING MATERIALS... | |
| 60 | APPLIANCES AND HO... | |
| 64 | HOUSEWARES AND GL... | |
| 70 | LAWN / GARDEN / FAR... | |
| 76 | OUTDOOR EQUIPME... | |
| 80 | SPORTING GOODS | |

1. In Paladin, from the top ribbon, select the **Inventory** module.
2. In the **PaladinN Sight** dashboard, click any **magnifying glass** under the reviewer meters.
3. In the **Reviewer**, select the **Clearance** tab.
4. In the **Clearance** tab, in the **Order By** field, enable **Department**.
5. In the **Display By** field, enable **# of Items**.
6. Click the **magnifying glass** next to the department you want to view items from.

PaladinNsght's new Clearance management (cont'd)

You can lead a horse to water, but you can't make it drink.

Order By: Location Department Limit To Supplier: No Sales For: Days

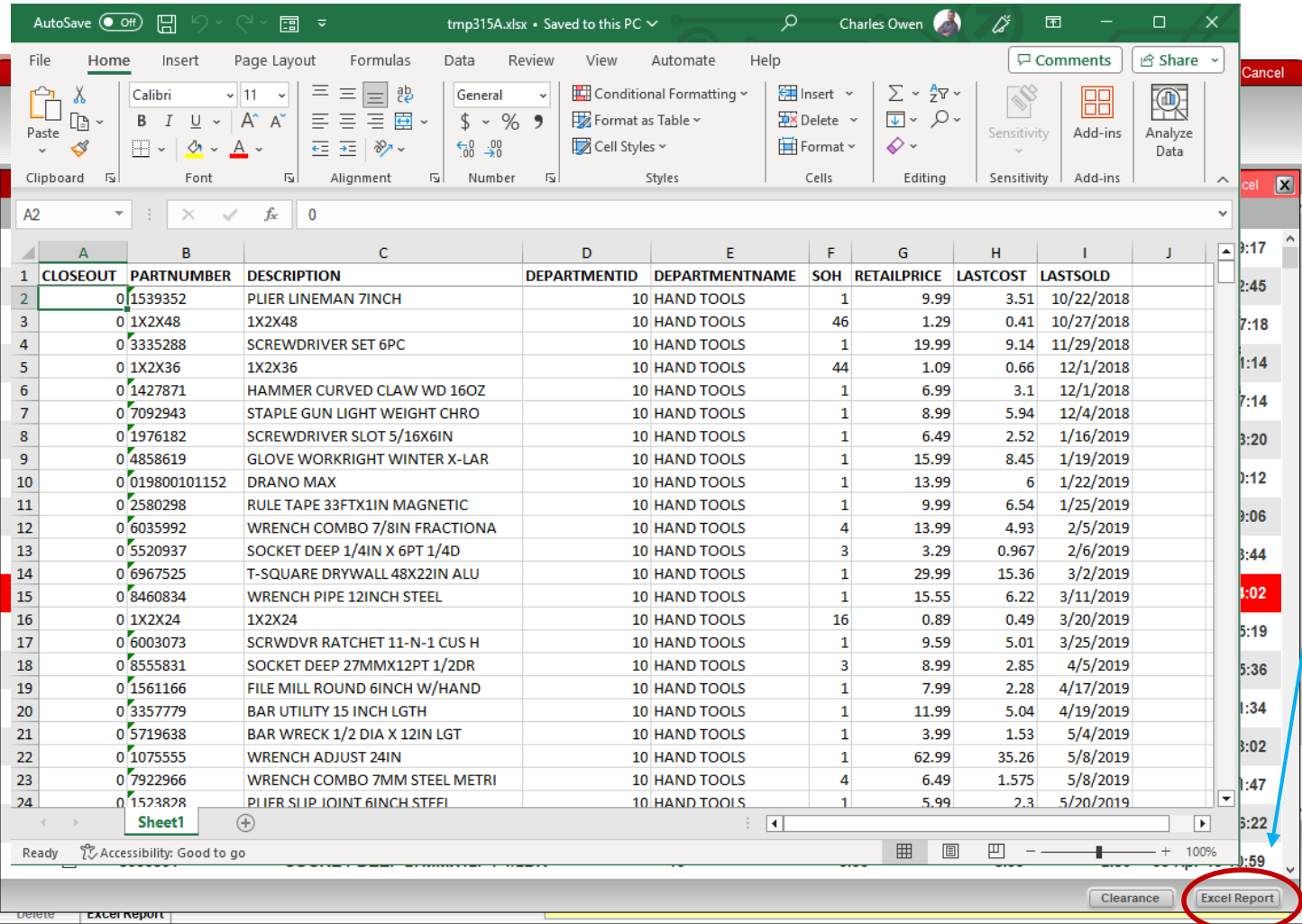
Display By: # of Items % of Items

| Clearance | Part # | Description | Department | SOH | Retail Price | Unit Cost | Last Sold |
|-------------------------------------|--------------|-------------------------------|------------|-------|--------------|-----------|-----------------|
| <input type="checkbox"/> | 1539352 | PLIER LINEMAN 7INCH | 10 | 1.00 | 9.99 | 3.51 | 22-Oct-18 19:17 |
| <input type="checkbox"/> | 1X2X48 | 1X2X48 | 10 | 46.00 | 1.29 | 0.41 | 27-Oct-18 12:45 |
| <input type="checkbox"/> | 3335288 | SCREWDRIVER SET 6PC | 10 | 1.00 | 19.99 | 9.14 | 29-Nov-18 17:18 |
| <input type="checkbox"/> | 1X2X36 | 1X2X36 | 10 | 44.00 | 1.09 | 0.66 | 01-Dec-18 11:14 |
| <input type="checkbox"/> | 1427871 | HAMMER CURVED CLAW WD 16OZ | 10 | 1.00 | 6.99 | 3.10 | 01-Dec-18 17:14 |
| <input type="checkbox"/> | 7092943 | STAPLE GUN LIGHT WEIGHT CHRO | 10 | 1.00 | 8.99 | 5.94 | 04-Dec-18 13:20 |
| <input type="checkbox"/> | 1976182 | SCREWDRIVER SLOT 5/16X6IN | 10 | 1.00 | 6.49 | 2.52 | 16-Jan-19 10:12 |
| <input type="checkbox"/> | 4858619 | GLOVE WORKRIGHT WINTER X-L... | 10 | 1.00 | 15.99 | 8.45 | 19-Jan-19 09:06 |
| <input type="checkbox"/> | 019800101152 | DRANO MAX | 10 | 1.00 | 13.99 | 6.00 | 22-Jan-19 13:44 |
| <input checked="" type="checkbox"/> | 2580298 | RULE TAPE 33FTX11IN MAGNETIC | 10 | 1.00 | 9.99 | 6.54 | 25-Jan-19 14:02 |
| <input type="checkbox"/> | 6035992 | WRENCH COMBO 7/8IN FRACTIONA | 10 | 4.00 | 13.99 | 4.93 | 05-Feb-19 15:19 |
| <input type="checkbox"/> | 5520937 | SOCKET DEEP 1/4IN X 6PT 1/4D | 10 | 3.00 | 3.29 | 0.97 | 06-Feb-19 15:36 |
| <input type="checkbox"/> | 6967525 | T-SQUARE DRYWALL 48X22IN ALU | 10 | 1.00 | 29.99 | 15.36 | 02-Mar-19 11:34 |
| <input type="checkbox"/> | 8460834 | WRENCH PIPE 12INCH STEEL | 10 | 1.00 | 15.55 | 6.22 | 11-Mar-19 13:02 |
| <input type="checkbox"/> | 1X2X24 | 1X2X24 | 10 | 16.00 | 0.89 | 0.49 | 20-Mar-19 11:47 |
| <input type="checkbox"/> | 6003073 | SCRWDVR RATCHET 11-N-1 CUS H | 10 | 1.00 | 9.59 | 5.01 | 25-Mar-19 16:22 |
| <input type="checkbox"/> | 8555831 | SOCKET DEEP 27MMX12PT 1/2DR | 10 | 3.00 | 8.99 | 2.85 | 05-Apr-19 10:59 |

Clearance Excel Report

1. After selecting a **department**, individual items can be chosen for clearance by simply clicking the checkbox on the left.
2. Sort by any of the column headers such as, **Last Sold, SOH, Retail Price, Unit Cost**, etc.
3. When you're ready to add these items to clearance, click the **Clearance** button on the bottom right-hand corner.
4. As items are checked they will fall off the page and be added to a sale list.

PaladinNsight's new Clearance management (cont'd)

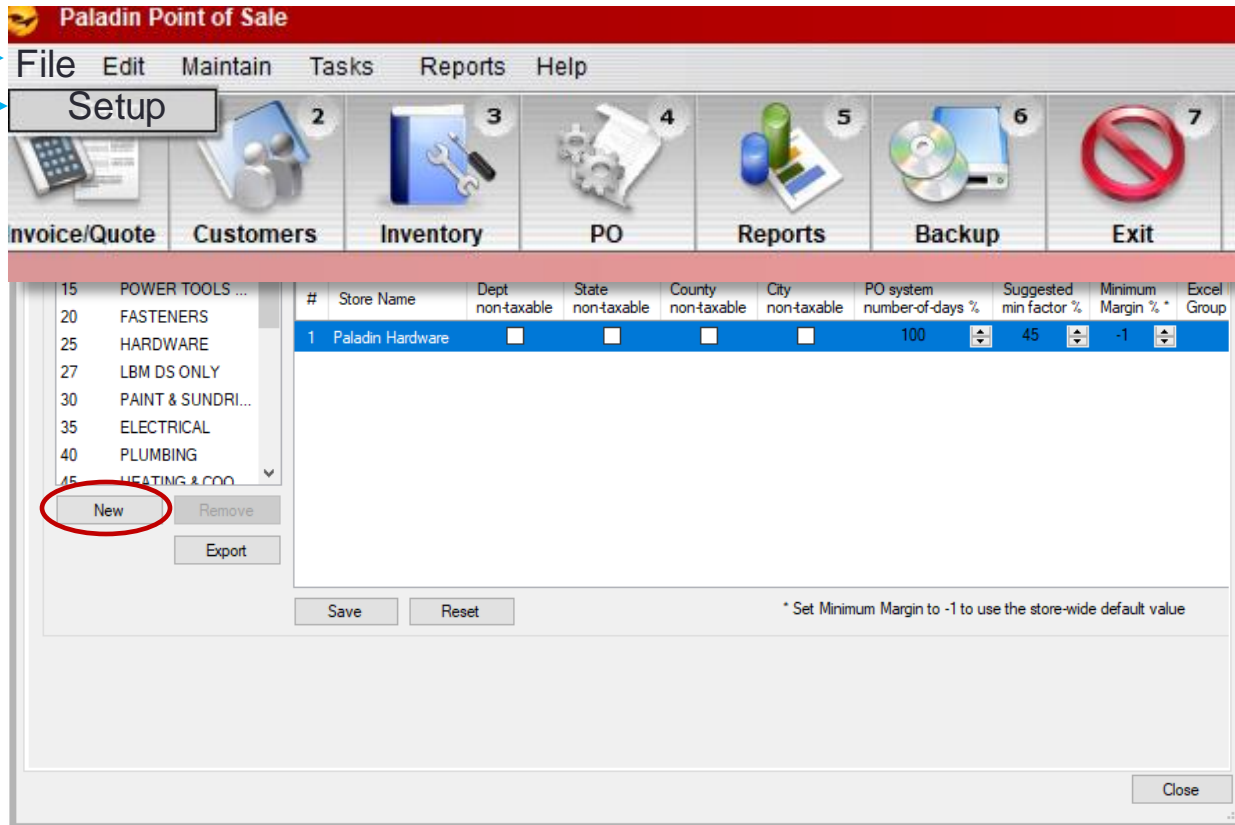


The screenshot shows an Excel spreadsheet with the following data:

| 1 | CLOSEOUT | PARTNUMBER | DESCRIPTION | DEPARTMENTID | DEPARTMENTNAME | SOH | RETAILPRICE | LASTCOST | LASTSOLD |
|----|----------|--------------|------------------------------|--------------|----------------|-----|-------------|----------|------------|
| 2 | 0 | 1539352 | PLIER LINEMAN 7INCH | 10 | HAND TOOLS | 1 | 9.99 | 3.51 | 10/22/2018 |
| 3 | 0 | 1X2X48 | 1X2X48 | 10 | HAND TOOLS | 46 | 1.29 | 0.41 | 10/27/2018 |
| 4 | 0 | 3335288 | SCREWDRIVER SET 6PC | 10 | HAND TOOLS | 1 | 19.99 | 9.14 | 11/29/2018 |
| 5 | 0 | 1X2X36 | 1X2X36 | 10 | HAND TOOLS | 44 | 1.09 | 0.66 | 12/1/2018 |
| 6 | 0 | 1427871 | HAMMER CURVED CLAW WD 16OZ | 10 | HAND TOOLS | 1 | 6.99 | 3.1 | 12/1/2018 |
| 7 | 0 | 7092943 | STAPLE GUN LIGHT WEIGHT CHRO | 10 | HAND TOOLS | 1 | 8.99 | 5.94 | 12/4/2018 |
| 8 | 0 | 1976182 | SCREWDRIVER SLOT 5/16X6IN | 10 | HAND TOOLS | 1 | 6.49 | 2.52 | 1/16/2019 |
| 9 | 0 | 4858619 | GLOVE WORKRIGHT WINTER X-LAR | 10 | HAND TOOLS | 1 | 15.99 | 8.45 | 1/19/2019 |
| 10 | 0 | 019800101152 | DRANO MAX | 10 | HAND TOOLS | 1 | 13.99 | 6 | 1/22/2019 |
| 11 | 0 | 2580298 | RULE TAPE 33FTX11IN MAGNETIC | 10 | HAND TOOLS | 1 | 9.99 | 6.54 | 1/25/2019 |
| 12 | 0 | 6035992 | WRENCH COMBO 7/8IN FRACTIONA | 10 | HAND TOOLS | 4 | 13.99 | 4.93 | 2/5/2019 |
| 13 | 0 | 5520937 | SOCKET DEEP 1/4IN X 6PT 1/4D | 10 | HAND TOOLS | 3 | 3.29 | 0.967 | 2/6/2019 |
| 14 | 0 | 6967525 | T-SQUARE DRYWALL 48X22IN ALU | 10 | HAND TOOLS | 1 | 29.99 | 15.36 | 3/2/2019 |
| 15 | 0 | 8460834 | WRENCH PIPE 12INCH STEEL | 10 | HAND TOOLS | 1 | 15.55 | 6.22 | 3/11/2019 |
| 16 | 0 | 1X2X24 | 1X2X24 | 10 | HAND TOOLS | 16 | 0.89 | 0.49 | 3/20/2019 |
| 17 | 0 | 6003073 | SCRWDVR RATCHET 11-N-1 CUS H | 10 | HAND TOOLS | 1 | 9.59 | 5.01 | 3/25/2019 |
| 18 | 0 | 8555831 | SOCKET DEEP 27MMX12PT 1/2DR | 10 | HAND TOOLS | 3 | 8.99 | 2.85 | 4/5/2019 |
| 19 | 0 | 1561166 | FILE MILL ROUND 6INCH W/HAND | 10 | HAND TOOLS | 1 | 7.99 | 2.28 | 4/17/2019 |
| 20 | 0 | 3357779 | BAR UTILITY 15 INCH LGTH | 10 | HAND TOOLS | 1 | 11.99 | 5.04 | 4/19/2019 |
| 21 | 0 | 5719638 | BAR WRECK 1/2 DIA X 12IN LGT | 10 | HAND TOOLS | 1 | 3.99 | 1.53 | 5/4/2019 |
| 22 | 0 | 1075555 | WRENCH ADJUST 24IN | 10 | HAND TOOLS | 1 | 62.99 | 35.26 | 5/8/2019 |
| 23 | 0 | 7922966 | WRENCH COMBO 7MM STEEL METRI | 10 | HAND TOOLS | 4 | 6.49 | 1.575 | 5/8/2019 |
| 24 | 0 | 1523828 | PLIER SLIP JOINT 6INCH STEEL | 10 | HAND TOOLS | 1 | 5.99 | 2.3 | 5/20/2019 |

1. At anytime, an Excel report is available. Click the **Excel Report** button on the bottom right-hand corner.
2. The items for that department will appear in an Excel worksheet.

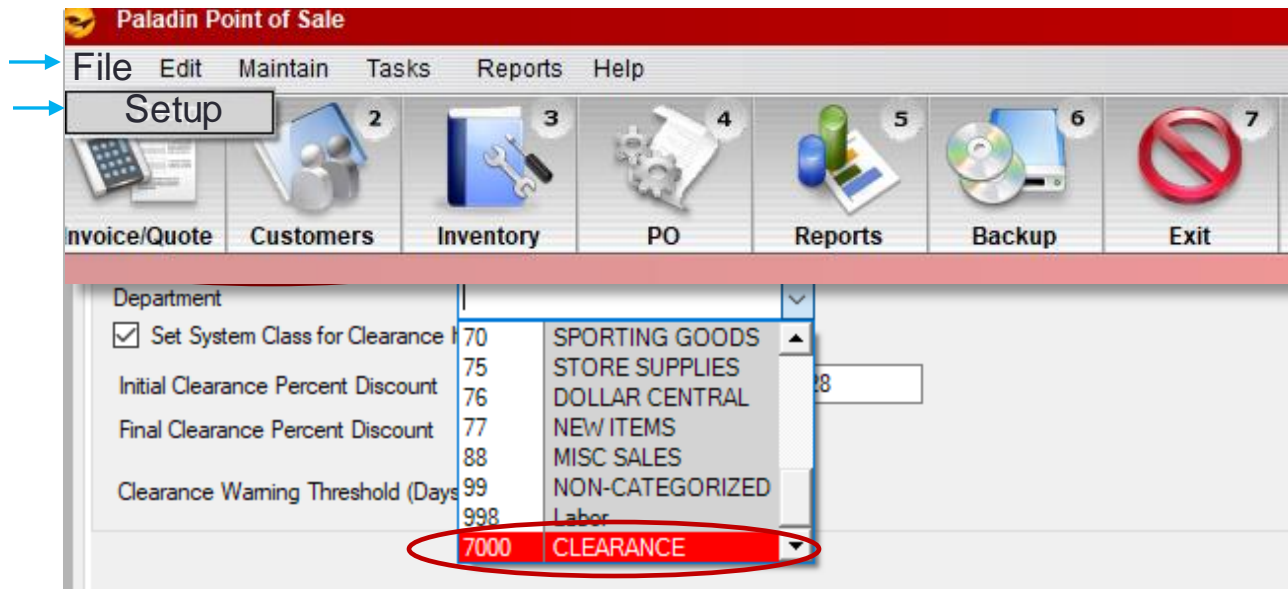
Setting up Clearance



Optionally establish a unique **Department** for items applied to Clearance

1. In Paladin, on the top menu, select **File > Setup**.
2. Select the **Dept** tab.
3. In the **Departments** pane, under the list of departments, click **New**.
4. In the **Name** box, enter **Clearance**.
5. In the **Department** label number box, assign a unique number.
6. Click **Save**, then click **Close**.

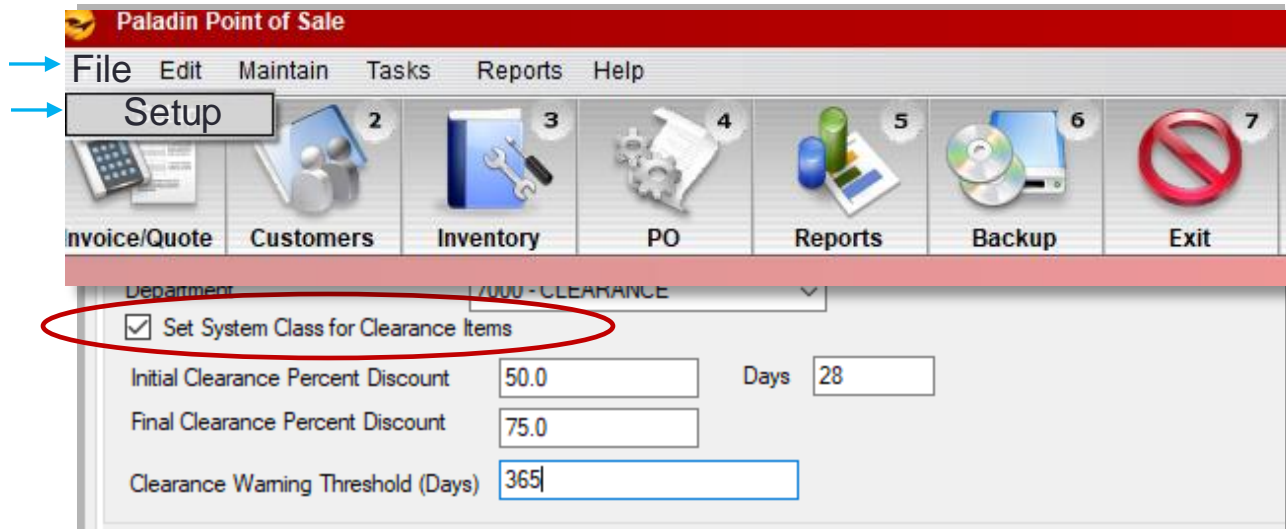
Setting up Clearance (cont'd)



To enable the Clearance department:

1. In Paladin, on the top menu, select **File > Setup**.
2. Select the **PaladinNsign** tab.
3. In the **Clearance** pane, check **Enable Clearance Department** (this is optional).
4. Select the **Clearance** department from the **Department** list.
5. Select **Save** to exit.

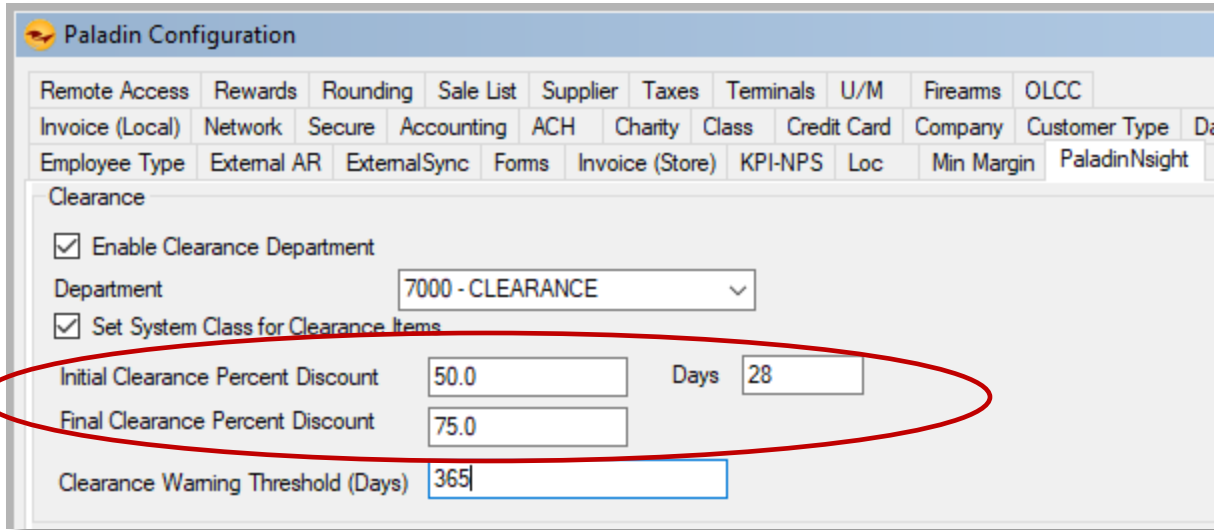
Setting up Clearance (cont'd)



To enable/disable a Clearance Class:

1. In Paladin, on the top menu, select **File > Setup**.
2. Select the **PaladinN Sight** tab.
3. In the **Clearance** pane, check or uncheck the **Set System Class for Clearance Items** checkbox. (This is checked by default and uses the Class 3 position in Inventory)
4. Select **Save** to exit.

Setting up Clearance (cont'd)



Paladin Configuration

Remote Access Rewards Rounding Sale List Supplier Taxes Terminals U/M Firearms OLCC
Invoice (Local) Network Secure Accounting ACH Charity Class Credit Card Company Customer Type De
Employee Type External AR ExternalSync Foms Invoice (Store) KPI-NPS Loc Min Margin PaladinNsight

Clearance

Enable Clearance Department

Department 7000 - CLEARANCE

Set System Class for Clearance Items

Initial Clearance Percent Discount 50.0 Days 28

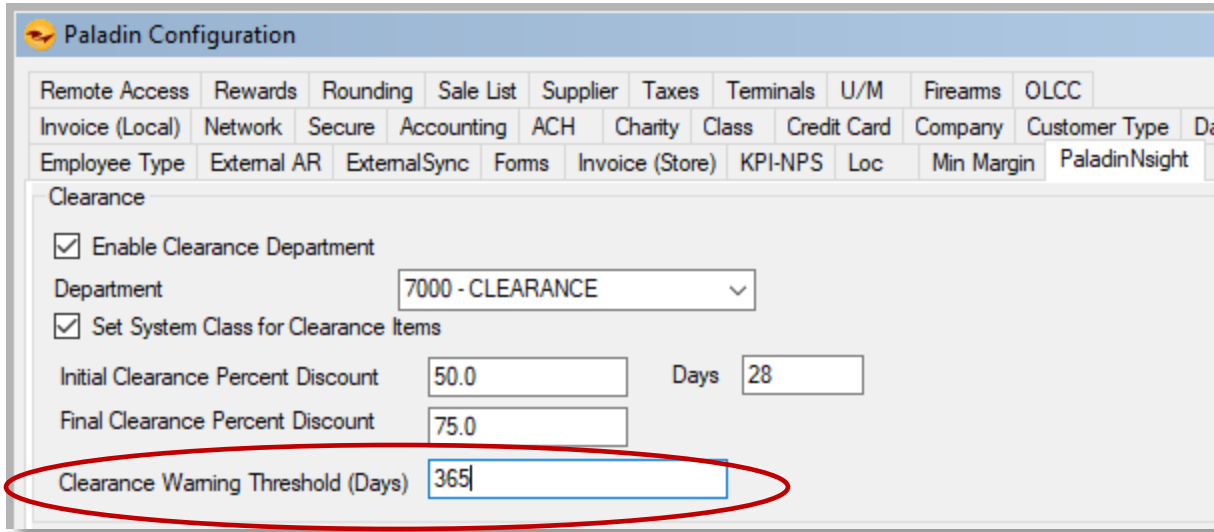
Final Clearance Percent Discount 75.0

Clearance Warning Threshold (Days) 365

How to enable the Clearance variables

1. By default, Paladin sets the initial clearance percent at 50% for 28 days, then the clearance rate goes to 75%.
2. If the item sells out, it is taken off the clearance list. Paladin does not delete the item, that is up to the client.
3. Clients can change the percentages and number of days if desired.

Setting up Clearance (cont'd)



Paladin Configuration

Remote Access | Rewards | Rounding | Sale List | Supplier | Taxes | Terminals | U/M | Firearms | OLCC

Invoice (Local) | Network | Secure | Accounting | ACH | Charity | Class | Credit Card | Company | Customer Type | D:

Employee Type | External AR | ExternalSync | Foms | Invoice (Store) | KPI-NPS | Loc | Min Margin | PaladinNsight

Clearance

Enable Clearance Department

Department: 7000 - CLEARANCE

Set System Class for Clearance Items

Initial Clearance Percent Discount: 50.0 Days: 28

Final Clearance Percent Discount: 75.0

Clearance Warning Threshold (Days): 365

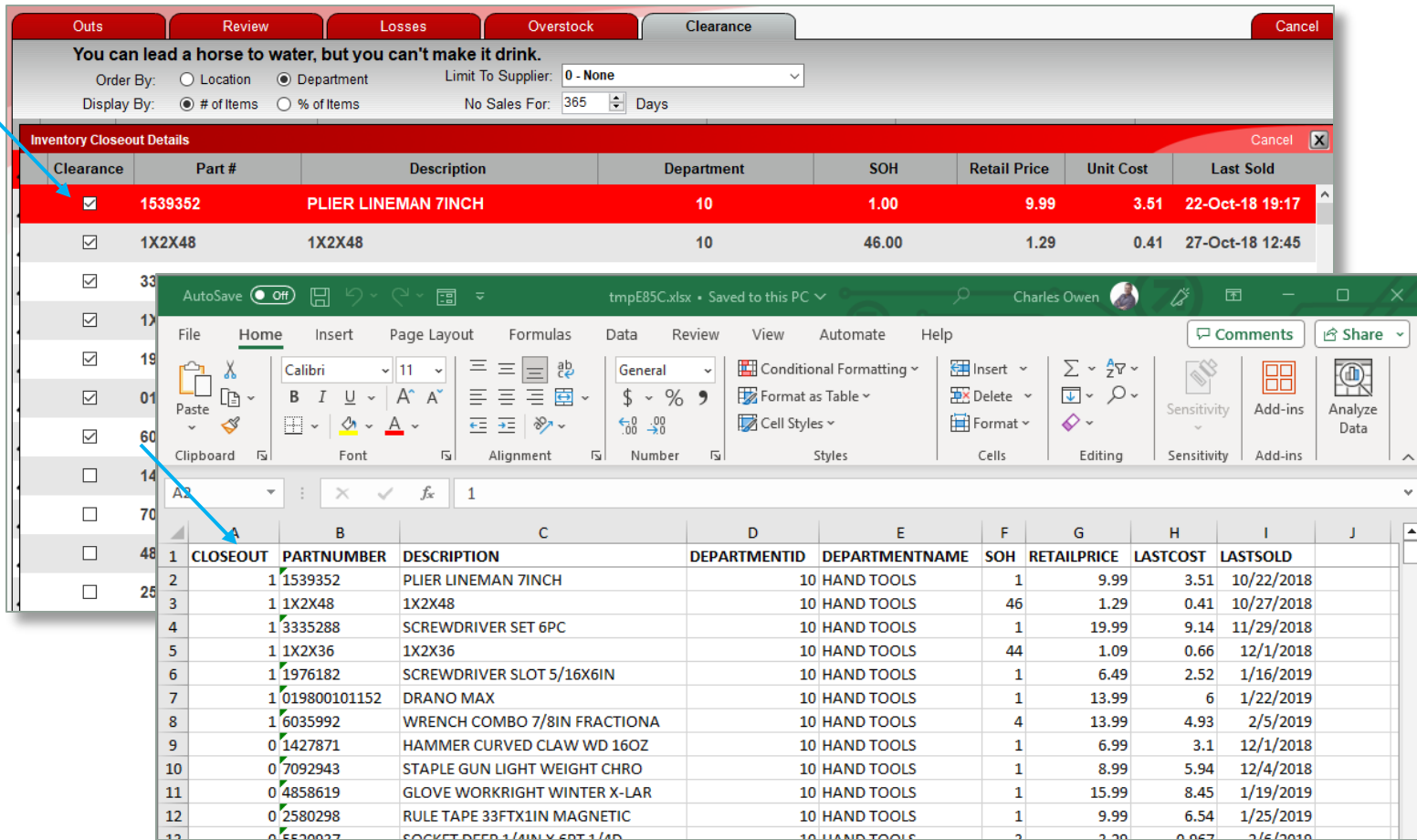
How to set days not sold

1. By default, Paladin sets the initial **Clearance Warning Threshold (Days)** to 365 days.
2. This setting uses the number of days products haven't sold.
3. Clients can change the default number of days if desired.

Viewing and reporting on clearance items

How to generate a Clearance item report:

1. In the Inventory Clearance Details window, the items that were checked for Clearance are on the first part of the display.
2. Press the Excel Report button on the bottom of the page to create an Excel report showing Clearance items.



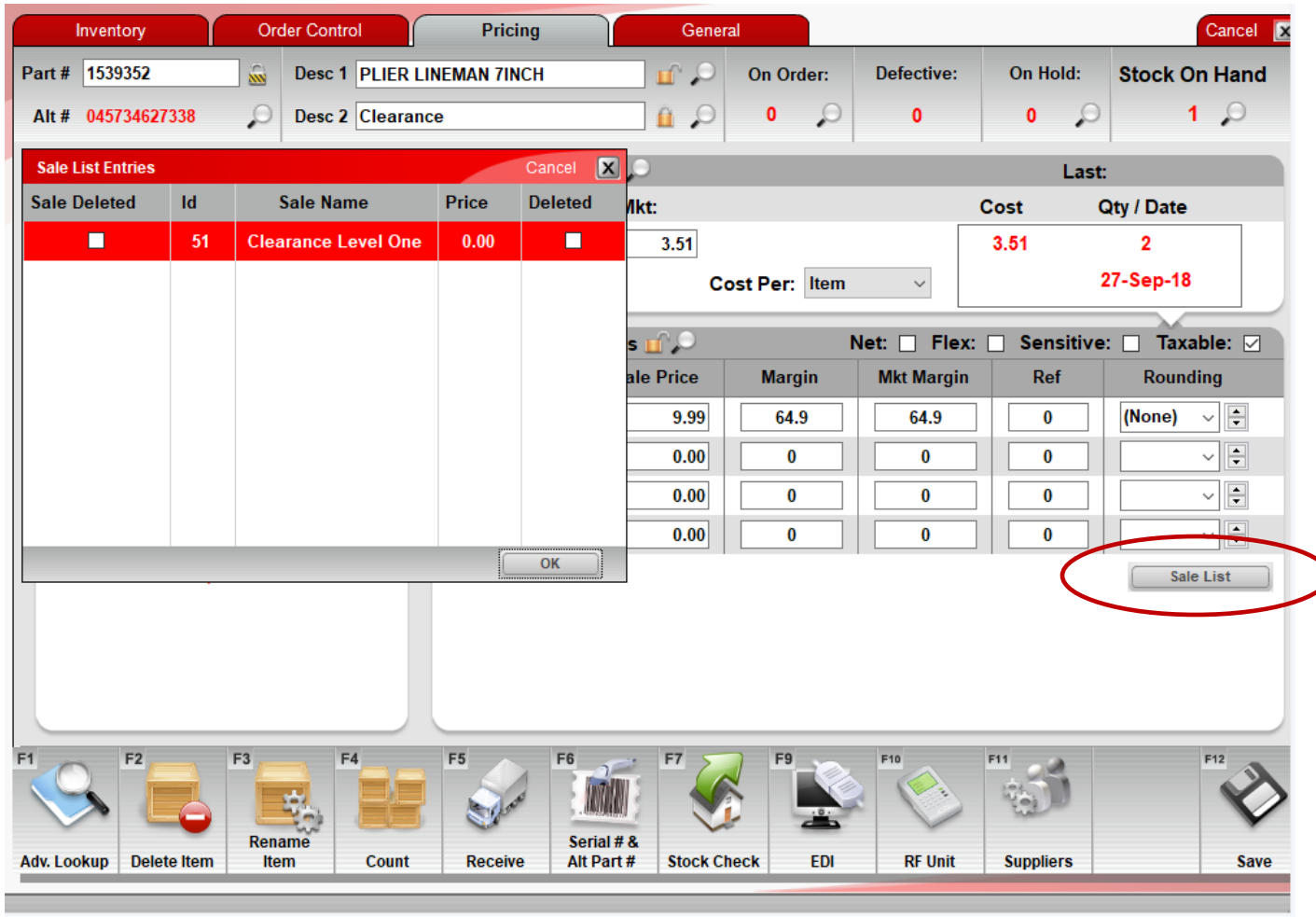
The screenshot shows the 'Inventory Clearance Details' window with the following data:

| Clearance | Part # | Description | Department | SOH | Retail Price | Unit Cost | Last Sold |
|-------------------------------------|---------|---------------------|------------|-------|--------------|-----------|-----------------|
| <input checked="" type="checkbox"/> | 1539352 | PLIER LINEMAN 7INCH | 10 | 1.00 | 9.99 | 3.51 | 22-Oct-18 19:17 |
| <input checked="" type="checkbox"/> | 1X2X48 | 1X2X48 | 10 | 46.00 | 1.29 | 0.41 | 27-Oct-18 12:45 |

The Excel report below shows the following data:

| 1 | CLOSEOUT | PARTNUMBER | DESCRIPTION | DEPARTMENTID | DEPARTMENTNAME | SOH | RETAILPRICE | LASTCOST | LASTSOLD |
|----|----------|----------------|------------------------------|--------------|----------------|-----|-------------|----------|------------|
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| 5 | | 1 1X2X36 | 1X2X36 | 10 | HAND TOOLS | 44 | 1.09 | 0.66 | 12/1/2018 |
| 6 | | 1 1976182 | SCREWDRIVER SLOT 5/16X6IN | 10 | HAND TOOLS | 1 | 6.49 | 2.52 | 1/16/2019 |
| 7 | | 1 019800101152 | DRANO MAX | 10 | HAND TOOLS | 1 | 13.99 | 6 | 1/22/2019 |
| 8 | | 1 6035992 | WRENCH COMBO 7/8IN FRACTIONA | 10 | HAND TOOLS | 4 | 13.99 | 4.93 | 2/5/2019 |
| 9 | | 0 1427871 | HAMMER CURVED CLAW WD 16OZ | 10 | HAND TOOLS | 1 | 6.99 | 3.1 | 12/1/2018 |
| 10 | | 0 7092943 | STAPLE GUN LIGHT WEIGHT CHRO | 10 | HAND TOOLS | 1 | 8.99 | 5.94 | 12/4/2018 |
| 11 | | 0 4858619 | GLOVE WORKRIGHT WINTER X-LAR | 10 | HAND TOOLS | 1 | 15.99 | 8.45 | 1/19/2019 |
| 12 | | 0 2580298 | RULE TAPE 33FTX1IN MAGNETIC | 10 | HAND TOOLS | 1 | 9.99 | 6.54 | 1/25/2019 |
| 13 | | 0 5530037 | SOCKET DEEP 1/4IN X 6PT 1/4D | 10 | HAND TOOLS | 2 | 2.20 | 0.857 | 2/6/2019 |

Viewing and reporting on clearance items (cont'd)



The screenshot shows the 'Inventory' module with the 'Pricing' tab selected. The main window displays item details for 'PLIER LINEMAN 7INCH' (Part # 1539352, Alt # 045734627338) with a 'Clearance' description. A 'Sale List Entries' dialog box is open, showing a table with one entry:

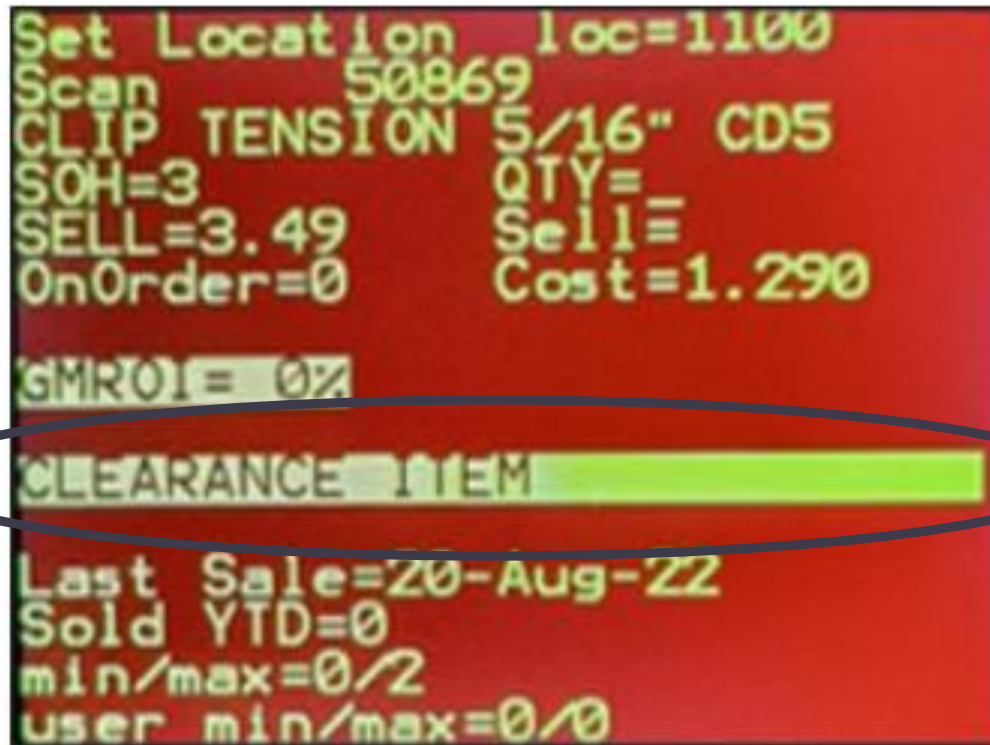
| Sale Deleted | Id | Sale Name | Price | Deleted |
|--------------------------|----|---------------------|-------|--------------------------|
| <input type="checkbox"/> | 51 | Clearance Level One | 0.00 | <input type="checkbox"/> |

The 'Sale List' button at the bottom of the dialog box is circled in red. The background window also shows a 'Sale Price' table with columns for Sale Price, Margin, Mkt Margin, Ref, and Rounding.

How to view clearance sales in the Inventory:

1. In the Inventory module select the Pricing tab.
2. Click on the Sale List button.
3. A display box will open showing the Clearance Level.

RF Terminal feature under development



```
Set Location   loc=1100
Scan          50869
CLIP TENSION  5/16"  CD5
SOH=3         QTY=
SELL=3.49     Sell=
OnOrder=0     Cost=1.290
GMROI= 0%
CLEARANCE ITEM
Last Sale=20-Aug-22
Sold YTD=0
min/max=0/2
user min/max=0/0
```

Send items to Clearance using the RF Gun:

1. The RF Gun has undergone a facelift and will soon incorporate the ability to automatically place items on Clearance with a push of a button.
2. This feature is going into the field for testing early Spring.

Learn More

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

- [PaladinN Sight™ Clearance function](#)

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

Next Webinar:

Let Paladin Protect Your Margins

April 23, 2024

9am PT

<https://portal.paladinpos.com/webinars/>



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