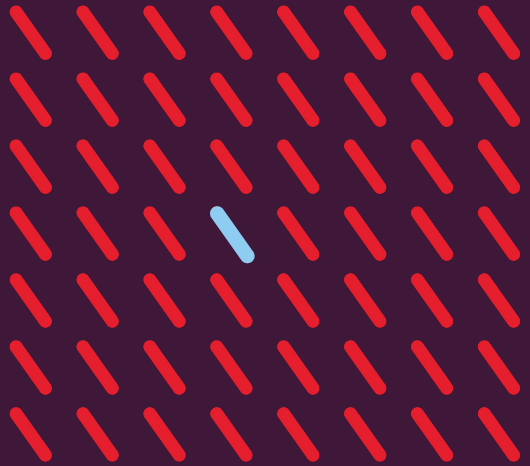
Using analog tools
to compete in a dynamic, data-driven
world means constantly playing from
behind

The data-driven gap is widening

amazon Walmart

Amazon and Walmart are as much data organizations as retailers.. with their own data scientists and sophisticated technology.



Large enterprises now spend **55x more** than the average up-and-coming companies on R&D/technology.

Sage Inventory Advisor builds on your ERP

Sage Inventory Advisor seamlessly integrates with ERP systems, automatically ingesting data to rapidly deliver smart inventory optimization recommendations.

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Why is it so hard to plan Inventory?

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Why do we hold Inventory?

Suppliers

Warehouse

Customers

Supply Risk
Supplier delivers late and less than requested

Demand Risk
Actual demand exceeds forecast demand

Risks to Availability

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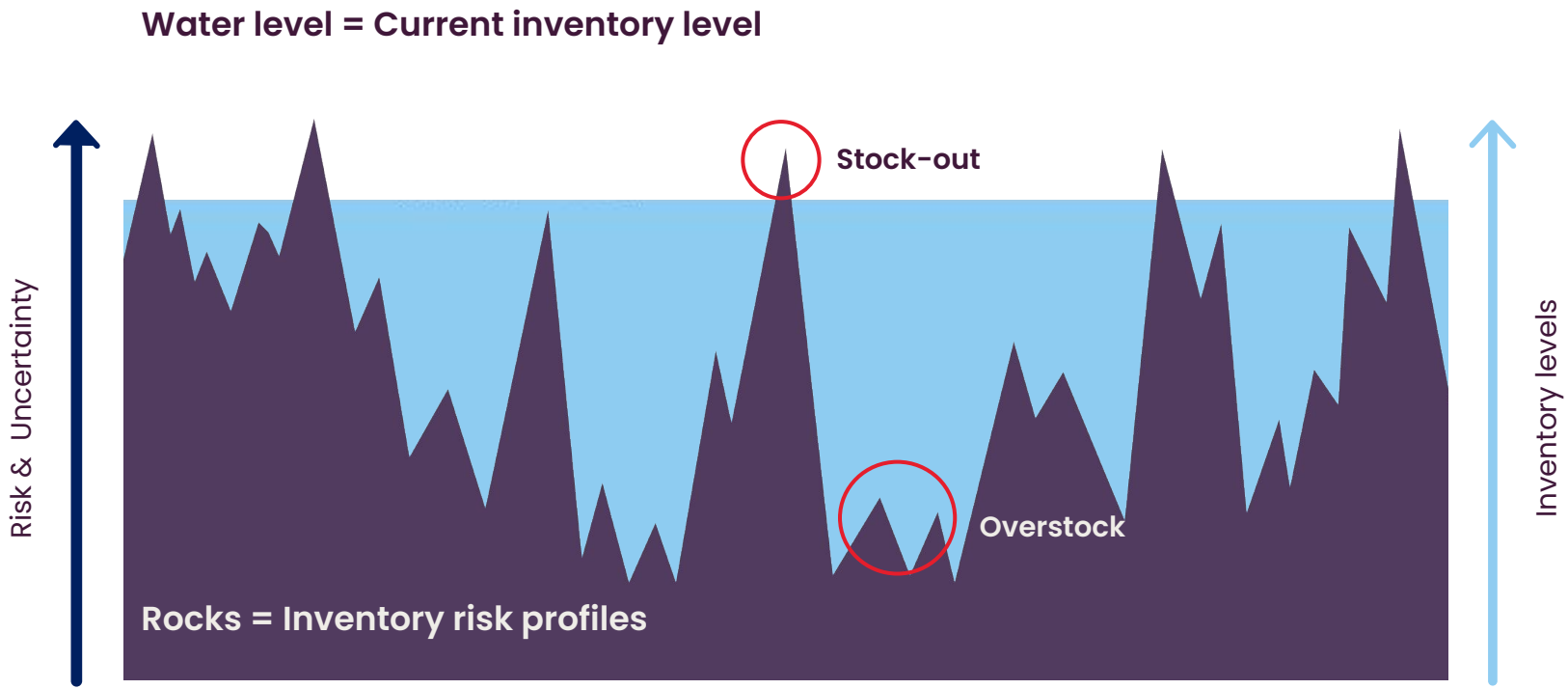
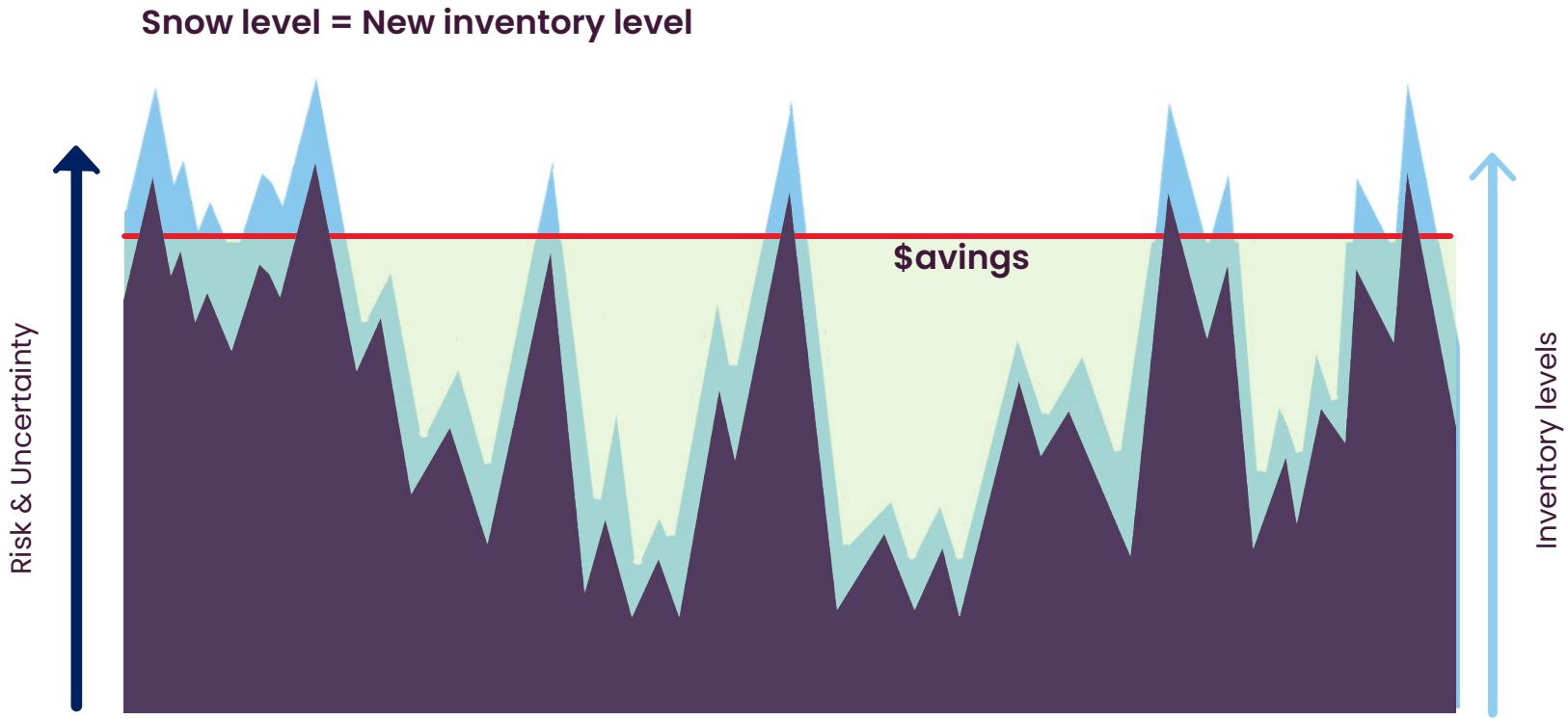
Dealing with Risk and Uncertainty



Dealing with Risk and Uncertainty



The usual problem... not connected

Executive
Strategic modelling; business goals

Sales
More stock to avoid stock-outs

Finance
Less inventory; get excess down

Operations
Try to find a balance

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Risk Methodology

The amount of money invested in inventory is driven by financial and marketing strategy and is optimised to cover the inventory risk.

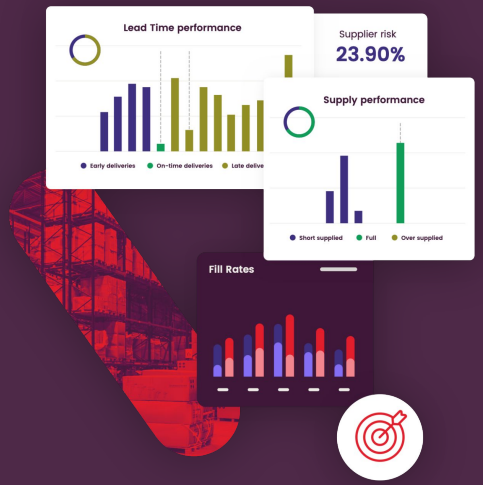
Financial strategy

- Inventory value
- Stock turns

Sales & Marketing Strategy

- Fill rate target
- Product range

Inventory investment



Inventory risk

Demand risk
supply risk

Drivers

Lead time
order review
constraints

Multipliers

Every order in line with inventory policy and targets

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Inventory Advisor

Increase visibility

View stock KPIs, classifications, supplier performance for data-driven decision making

Improve fill rate

Reduce stockouts and increases sales. Improve fill rate by up to 15%

Optimize stock

Release cash tied up in excess inventory. Reduce inventory by up to 35%

Efficient ordering

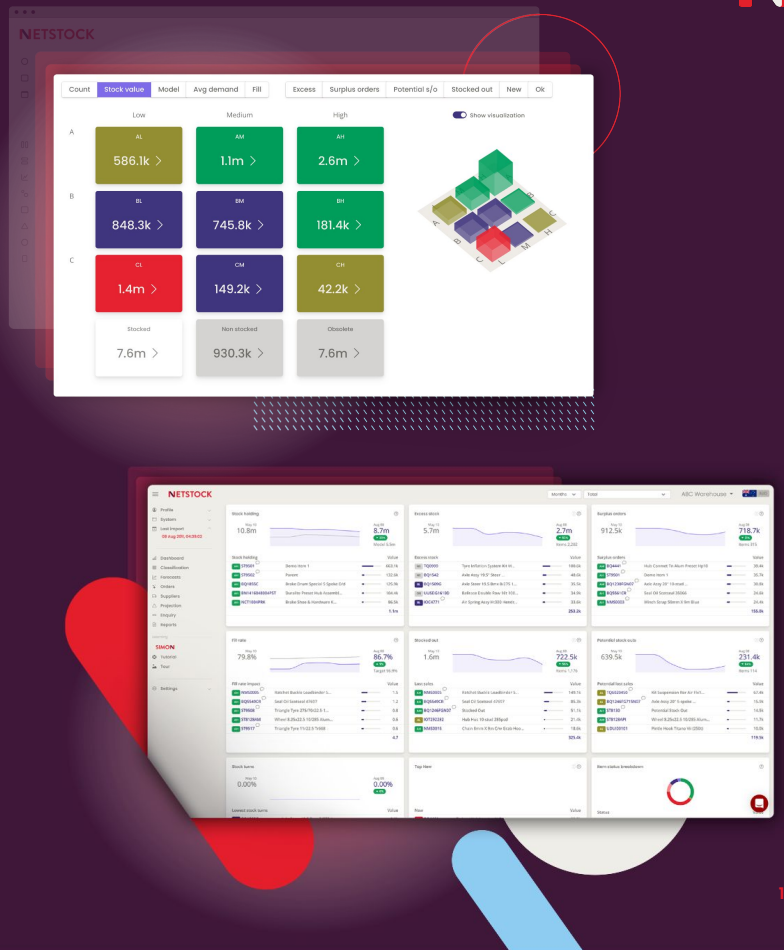
Reduce time spent on planning, forecasting and ordering by up to 70%

Forecast accuracy

Improve forecast accuracy by up to 50%

Key Concepts Explained

- Forecasting Demand *(Item and Macro)*
- Supplier Performance
- Projecting Replenishment
- Distribution Requirements Planning
- Inventory Classification and Policy
- Distribution Requirements Planning
- Inventory Strategy / Projection
- Reporting



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Netstock
success story

> We reduced our overall inventory value by 35% and improved our fill rate by 3%. An amazing result!

Khoe Sheng Neoh
Commercial Manager
Minerals Imdex Limited

Netstock success story

> I can honestly say that Netstock is by far the best planning system I have ever worked with in my over 20 years of Supply Chain Management experience.

Lori Darrow
Supply Chain Manager
Crazy Aaron Putty, USA

Netstock success story

> Netstock has been unquestionably the best software implementation we've experienced. The process was well managed, and the results have been fantastic.

Tim Edmondson
Managing Director
Edgar Edmonson, Australia

Netstock
success story

> The implementation of this great tool was quick and painless and had us kicking goals in no time.

Ian Goddard
Service & Installation Director
Jason Windows

Thank you.

Warren Owen
+1 949.549.9383
warren@netstock.co

Netstock success story

Netstock may not be able to clear the Suez Canal, reopen closed ports, or provide higher shipping capacity, but thanks to Netstock we can anticipate the logistical impact of this incomprehensible year and activate a Plan B early enough.

I can't even imagine how we would have gotten through this year without Netstock I would like to express my deepest appreciation for the great support we have received.

Christian Eick
Head of Purchasing,
Feuerschutz Jockel GmbH & Co. KG

Netstock success story

I have worked on numerous platforms, plug-ins, and some personally constructed systems, and haven't come across anything so cleverly compiled with such a phenomenal balance between the detail and the "big picture".

Add the ease of onboarding and navigation, and the efficiencies created, and it's a no-brainer.

Brett Wakeley
Head of product and procurement
TraffiGlove

Netstock success story

“Netstock goes the extra mile, **teaching** us how the forecast engine and algorithms work… **helping** us to create better forecasts… **nurturing** us with ongoing insights about inventory management theory and best practices.”

James Shotts
VP of Operations
RAM Products, USA

Netstock success story

Our journey with Netstock, which began approximately two years ago, has been extremely successful. From the well-conceived, well documented onboarding process to the team's high level of support, we have been very impressed.

The Netstock application is intuitive, making it easy to navigate, and the forecasting algorithms are uncannily accurate, resulting in very little manual intervention.

Bill Brierley
, Managing Director
Rodo, UK