

# Automating your inventory purchasing for stronger cash flow



**Inventory**  
PLANNER by Sage

Presented by:  
**Allie Kern**  
Inventory Planner by Sage

### Replenishment

Name	In Stock
French Connection, Straw bag	
SKU SKU FRENCH-CONN	449

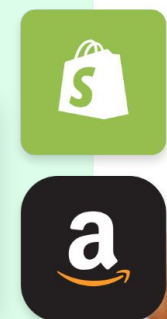
### KPIs

Name	Sales	Diff%	Revenue	Last 30 days
Ladies	2,955	-2.92%	\$130,830.95	
45 variants / 1 bundle / 4 products				3,044 \$134,412.92
Dresses	2,842	0.11%	\$110,250.81	
ants / 3 products				2,839 \$110,051.55
	551	-2.65%	\$25,777.22	
e / 3 products				566 \$26,275.41

### Page Views

**2.5k**

1.9k ▲ 31.5%



### Overstock

**\$1.9m**

\$1.2m ▲ 58%



# If you...



**Inventory**  
PLANNER by Sage

- Lose revenue because you run out of stock
- Overbuy inventory that takes too long to generate a return
- Spend time pulling data to see trends and how well your inventory is performing
- Struggle to manage cash flow

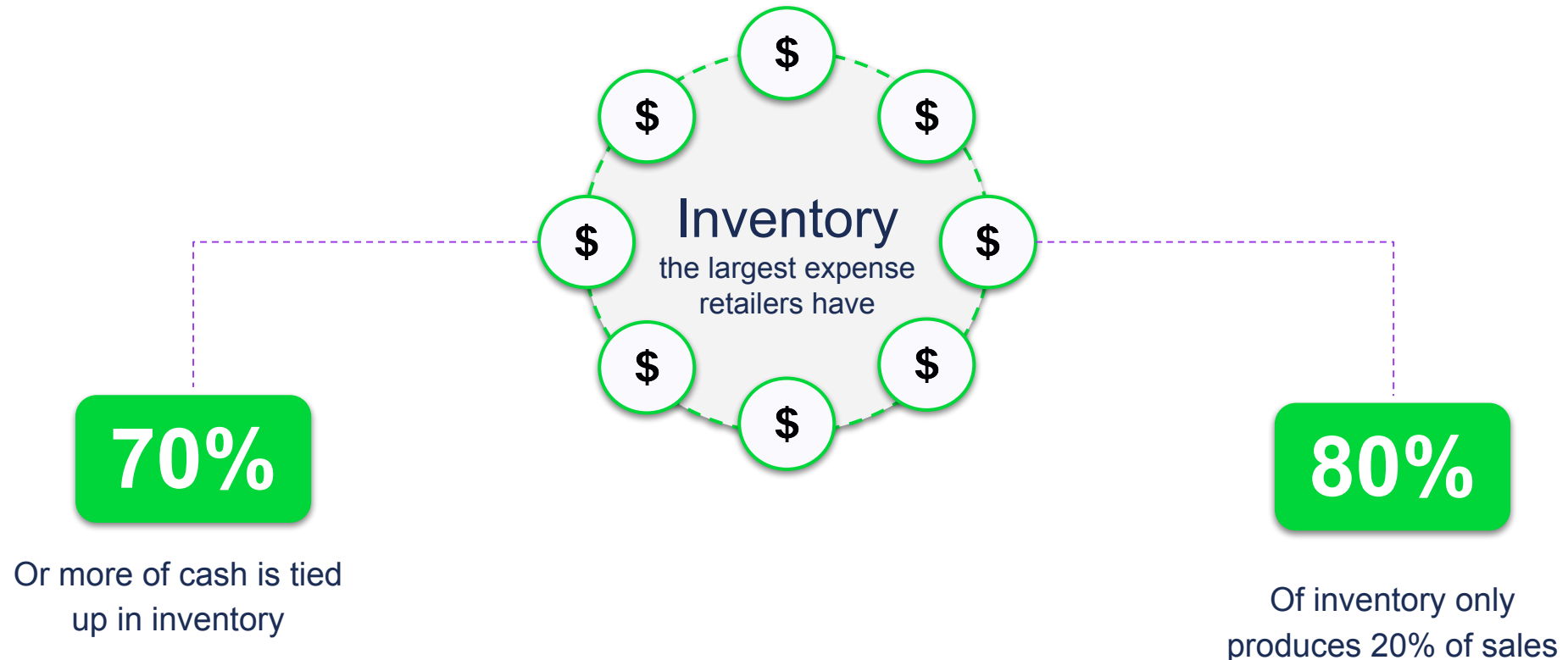
...you're in the right place.

**Let's talk about the state of retail  
today...**

# Purchasing, ordering and holding inventory is the largest expense for retailers



**Inventory**  
PLANNER by Sage



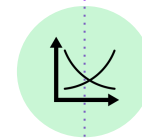
# Market volatility adds stress to cash flow pressures



**Inventory**  
PLANNER by Sage



Inventory shortages from supply chain delays



Overbuying and stockpiling of inventory



Inventory levels exceed sales gains

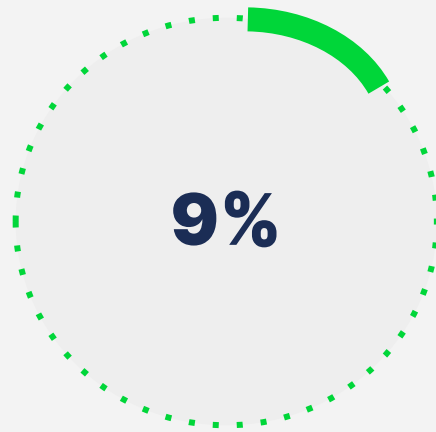


**Inventory**  
PLANNER by Sage

~~Cash is king.~~  
**Cash flow is king.**



# Business survival isn't enough

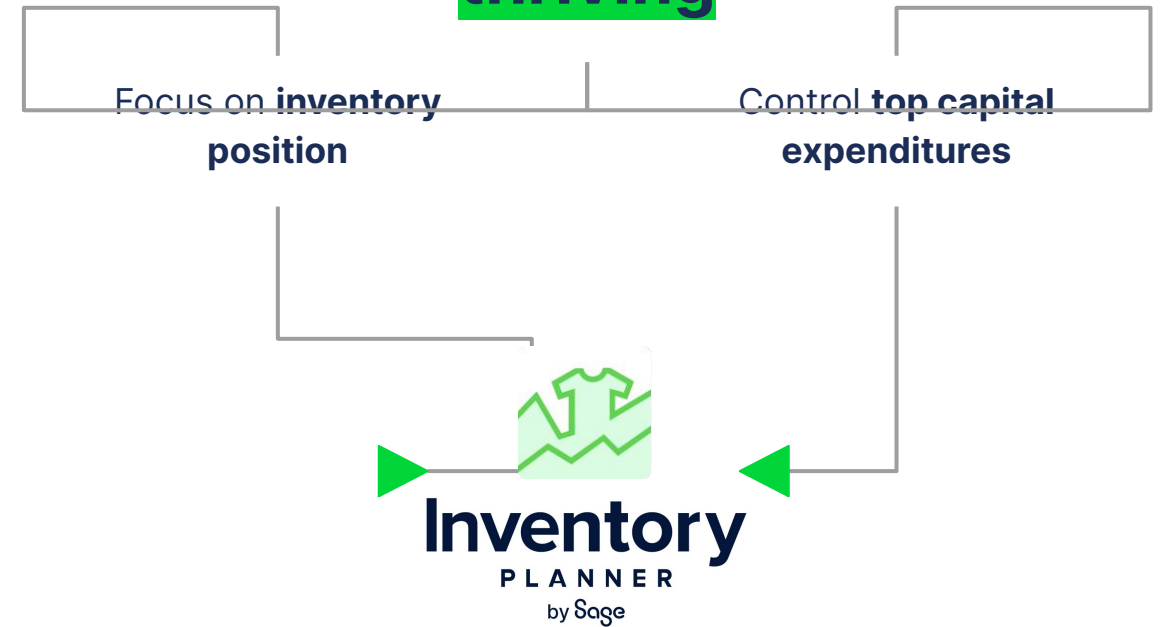


Of businesses **grew**  
during the last  
recession

Source: Harvard Business Review



From  
**surviving to**  
**thriving**





**Inventory**  
PLANNER by Sage

**So how do we adapt and thrive in  
this market?**

*Let's take a look...*

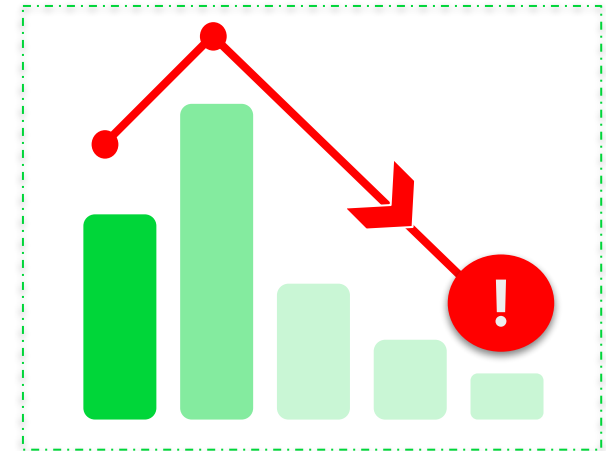
# Spreadsheets no longer cut it



**Errors**



**Scalability**



# Legacy spreadsheet-based demand forecasting models are riddled with errors

**88%**

of spreadsheets  
contain at least one  
significant error



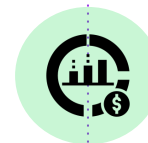
**Inventory**  
PLANNER by Sage



**Lost revenue now**



**Lost revenue later**



**Hidden sales opportunities**



## What if your business's survival could **rely on more than just spreadsheets?**

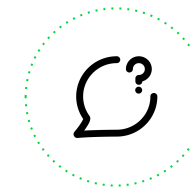
Clear, digestible, accurate  
insights and trends for fast  
decision-making



Excess stock and out  
of stocks are relics of  
the past



No more doubt about  
what to buy, how much  
and when



# Adventure Gear Brand Scales New Heights with Inventory Planner



*The time savings we've achieved as a result have been huge. I order hundreds of different products, worth \$10,000s, from about 10 different distributors every week.*

**John Mac, Co-Founder**



**Inventory**  
PLANNER by Sage

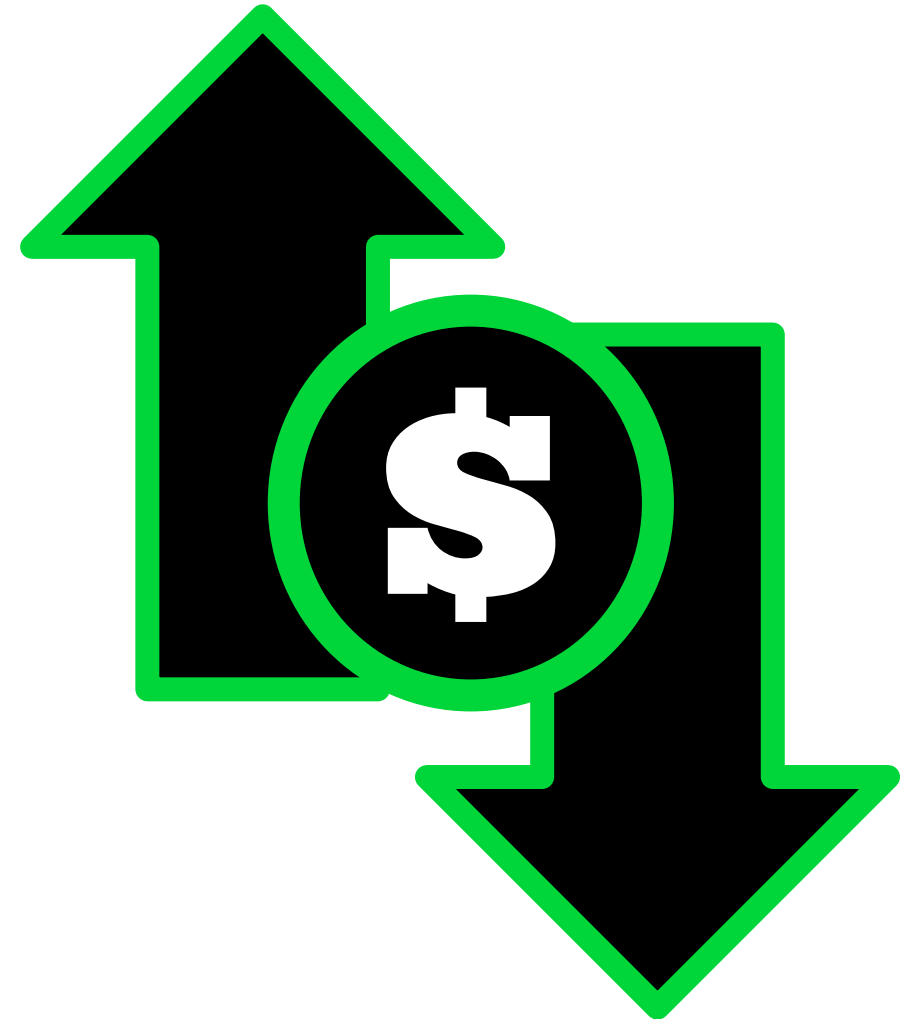
~~Cash is king.~~

**Cash flow is king.**





Where you have  
**enough cash to weather**  
**the best and worst**  
of economic conditions.





**Inventory**  
PLANNER by Sage

Learn more:

[www.inventory-planner.com](http://www.inventory-planner.com)

Contact us:

[allie.kern@sage.com](mailto:allie.kern@sage.com)

[inventory-planner.com](http://inventory-planner.com)