

# INVENTORY CHAMPIONS



A Podcast for Wholesale & Retail Inventory Heroes

Tracy Coon  
The Teacher



Barry Swaney  
The Voice



Sven Aunapu  
The Ambassador



Dan Craddock  
The DJ

Challenge Every Executive & Inventory Professional  
to Deeper Financial Results





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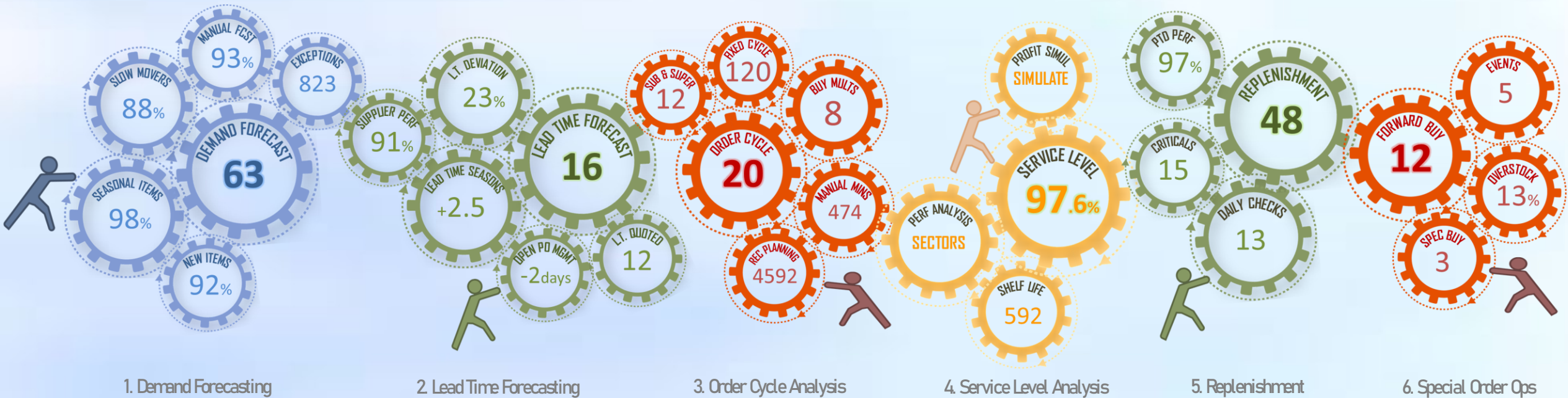
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## The Results Journey

Every Dollar, Every Month

EPIISODE 3

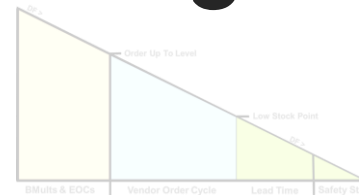




# EVERY DOLLAR

# 7 Steps of Buying

1. Demand Forecasting
2. Lead Time Forecasting
3. Order Cycle Analysis
4. Service Level Management
5. Replenishment
6. Special Order Opportunities
7. Order Validity Analysis





1  
FORECAST DEEP DIVE by  
INVENTORY SECTOR



6  
LT FORECAST UPDATES &  
VISUALIZATION



12  
ORDER CYCLE  
STRATEGY



17  
BASIC SERVICE LEVEL  
STRATEGY



21  
INTELLIGENT  
REPLENISHMENT



27  
PERFORMANCE DEEP DIVES  
FCST ACCY & SERVICE



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SEASONAL DEMAND  
EXCELLENCE



7  
LT SEASONALITY



13  
SUB & SUPER SUPPLIERS



18  
ADVANCED SERVICE  
STRATEGY



22  
CRITICAL NEEDS  
MONITORING



28  
PERIOD END  
BUSINESS REVIEWS



3  
RUNAWAY DEMAND  
ANALYSIS



8  
LT EXCEPTION  
INNOVATION



14  
ITEM LEVEL ECONOMICS



19  
SAFETY STOCK OUTLIERS



23  
IN-PERIOD  
EXCEPTIONS



29  
ITEM MIX ANALYSIS



4  
INNOVATIVE DEMAND  
EXCEPTIONS



9  
SUPPLIER PERFORMANCE



15  
BUYING MULTIPLE  
STRATEGY



20  
SS Vs DISPLAY MINS &  
ITEM MINS MGMT



25  
EVENT MANAGEMENT



30  
GROSS / NET MARGIN  
MANAGEMENT



5  
NEW ITEM EXCELLENCE



10  
OPEN ORDER MGMT



16  
SHELF LIFE MGMT

THE  
JOURNEY



26  
DEAL / FWD BUY MGMT



31  
IMPORT ANALYSIS



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26 DEAL / FWD BUY MGMT





31 IMPORT ANALYSIS

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**VISION** Inventory owners, standing monthly, delivering a data-driven business update, including their planned steps for improvement

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**Team Journey**

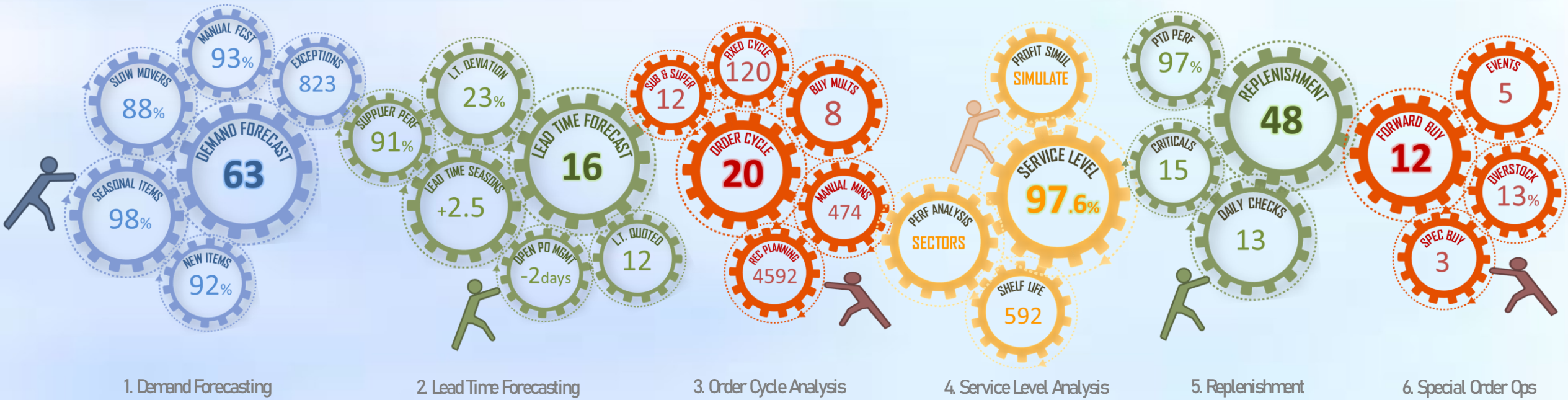
**Stop #4**

**Revenue**

**Analyst Journey**

**Stop #21**

**Profit**



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