

INVENTORY CHAMPIONS



A Podcast for Wholesale & Retail Inventory Heroes

Tracy Coon
The Teacher



Barry Swaney
The Voice



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The Ambassador



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The DJ

Challenge Every Executive & Inventory Professional
to Deeper Financial Results





INVENTORY CHAMPIONS

A Podcast for Wholesale & Retail Inventory Heroes

The Role of The Champion

The Driver of Results



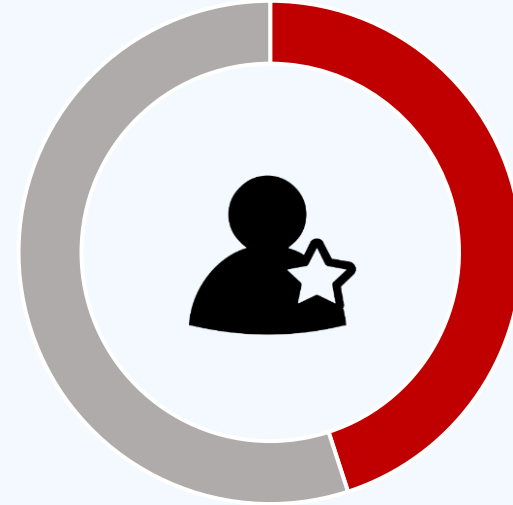
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2 KEYS TO SUCCESS



**ALL-IN
MANAGEMENT**



**EMPOWERED
CHAMPION**

THE CHAMPION'S FOUR CORNERS

ALL-STAR ANALYST

Lead first by performing at a high level. Follow the formula for success and continually refine.

COACH, TEAM LEADER

Analysts should be inspired and comfortable to pull their chair to you with a desire to perform at your level



RESULTS

FINANCIALLY SAVVY

Align your inventory goals with the company's goals and perform and measure as an inventory investor. Rethink all KPIs and traditional goals.

BRIDGE BUILDER

A heads-down strong performer is not enough for this role. The champion needs to be motivated to build relationships across the organization and beyond.

CHAMPIONS PLAY BRIDGE

TO MANAGEMENT TEAM:

Quarterback
Consultant
Key to Success
Eyes & Ears
Team Leader
Program Leader
Sidekick



TO INVENTORY TEAM:

Ambassador
Coach / Mentor
Lifeline
Diplomat
Toughest Critic
Biggest Supporter
Leader

CHAMPION'S FOCUS

ANALYST

Set the pace

- Replenishment results
- Strong, smart Setup
- Innovative analytics
- New tools & resources
- Always learning

COACH

Raise everyone's game

- Chairside guidance
- Approachable listener
- Period-end meetings
- Education Sessions
- Strengths-Based Development

FINANCE

Focus on results

- Laser focused on results
- Industry leading service
- Margin expansion
- Deal & Rebate growth
- Inventory expense control

PARTNER

Reach out!

- Establish key partnerships
- Inside & outside
- Communication strategy
- Educate the organization
- Collaborative Analytics



Solution Development Plan

Navigation & Learner's Permit

I. FOUNDATIONS

INTRODUCTION, SYSTEM EXPLORATION

II. CORE EXECUTION

SET-UP & DAILY REPLENISHMENT

Driver's License

III. ADVANCED

FULL UNDERSTANDING, IN CONTROL

Mechanic's License

IV. MASTERS

DISCOVER, ANALYZE & REFINE

Teaching License

V. CHAMPIONS

SET STRATEGY – TEACH & GUIDE TO RESULTS

Be a Great Teacher



I. The Goal / Importance / Benefit

The inspiration needed to encourage learning

II. Philosophy / Agreeable Method

- First understand the method to the task
- Put the student back in the development thought process

III. Mechanics / Functions

- Screen flow, tools and navigation
- The nuts and bolts

IV. How To Manage

- How to execute the real life task
- Train to the job/task, not the system

V. Supporting Examples

- Industry specific examples from over 800 implementations
- Outside the box applications to challenge top use

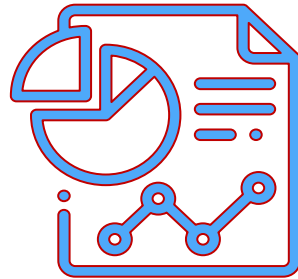
VI. Pitfalls to Avoid

- Traps to avoid based on our extensive experience
- Communication to provide to suppliers to avoid pitfalls

VII. Feedback available for Improvement

- Tools and methods for ongoing improvement

INVENTORY ANALYTICS



ANALYTICS

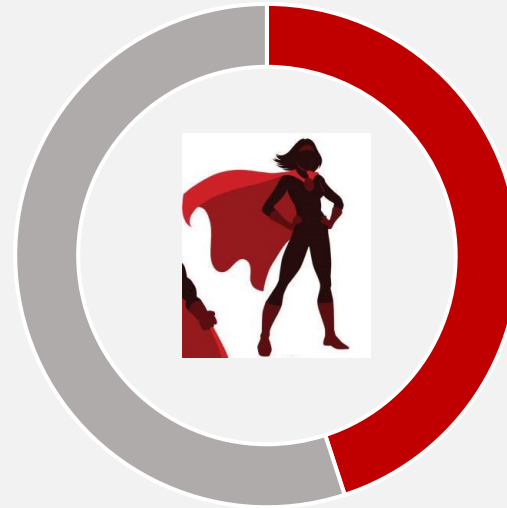
DATA TO STORIES TO ACTION TO RESULTS

TEAM IDENTITY



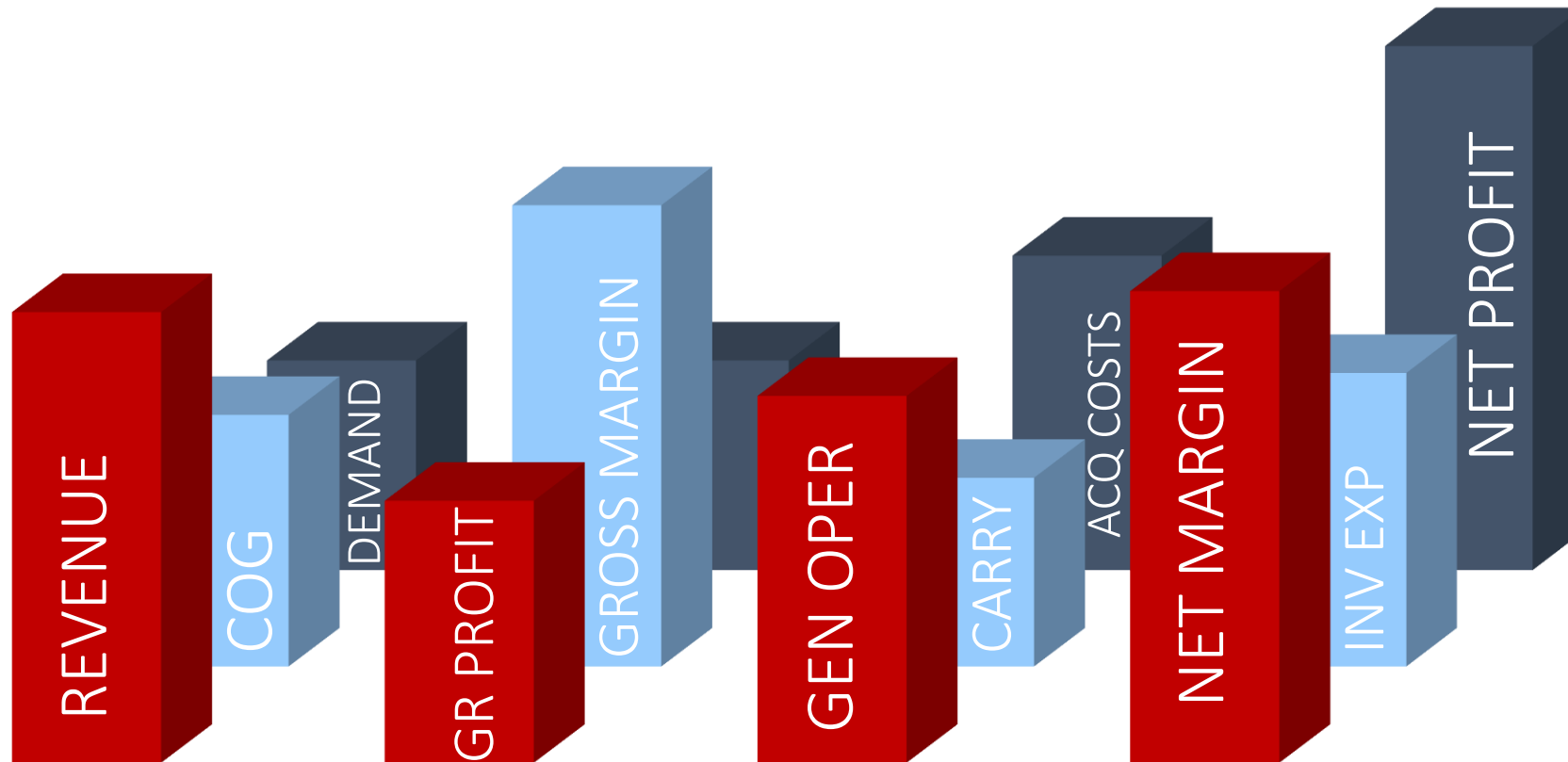
FROM
THE HIDDEN CORNER

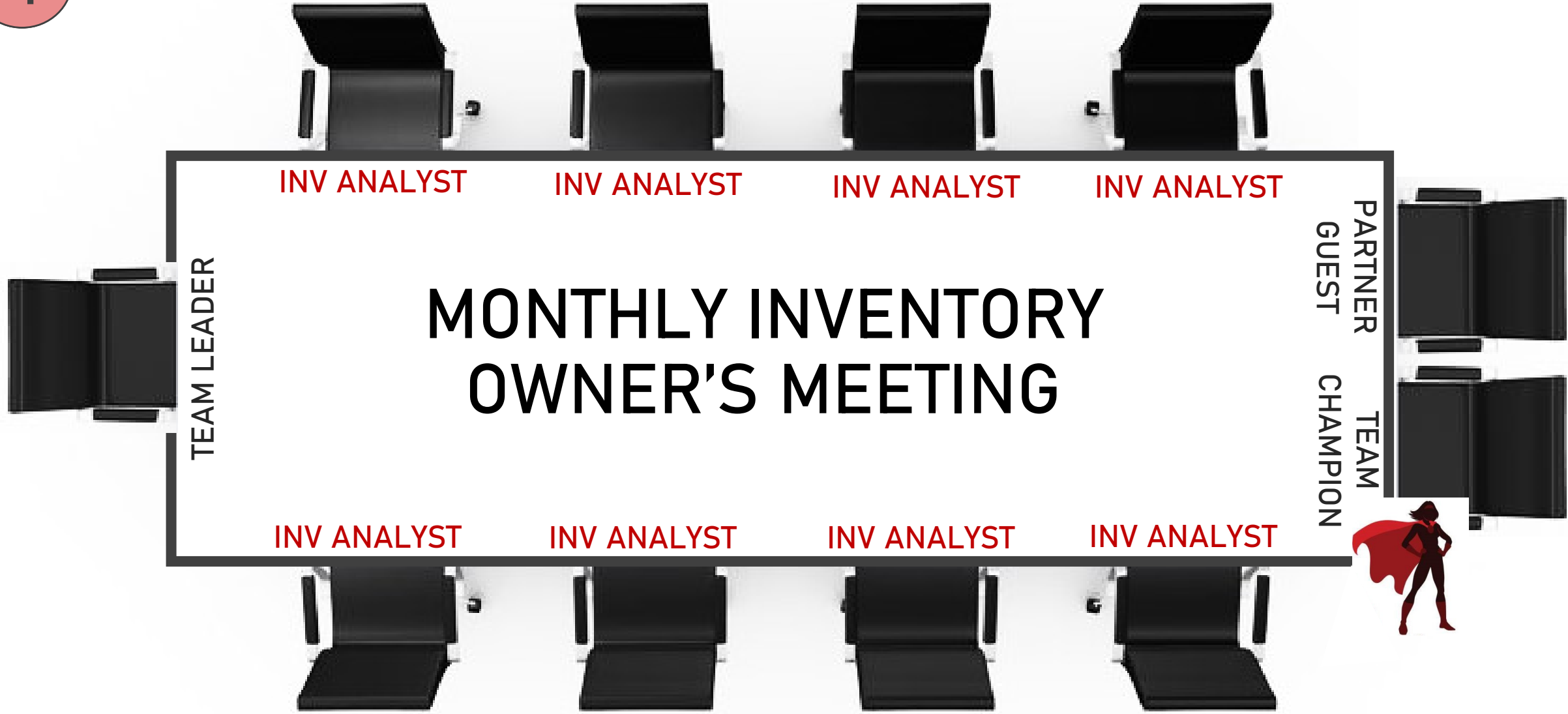
...TO THE CENTER



CREATE A FINANCIAL FOCUS

Return on Inventory Investment







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The Role of The Champion

The Driver of Results



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