Managing your inventory risks

NETSTOCK and BarnOwl webinar

Thursday, 27th May 2021 – 09h00 to 10h00

Your facilitators

Ronald Laxton, NETSTOCK MD, Africa

Jonathan Crisp, BarnOwl, Director

Your panelists

Tony Sinton, NETSTOCK CEO

Miles Crisp, former CEO Tarsus Technology

Agenda

Welcome & Introduction	Jonathan Crisp, Director, BarnOwl Ronald Laxton, MD, NETSTOCK SA
The Inventory maturity curve & inventory risk	Tony Sinton, CEO, NETSTOCK
Panel discussion	Miles Crisp, Former CEO Tarsus Technologies Tony Sinton, CEO NETSTOCK
Q&A session	

BARNOWL

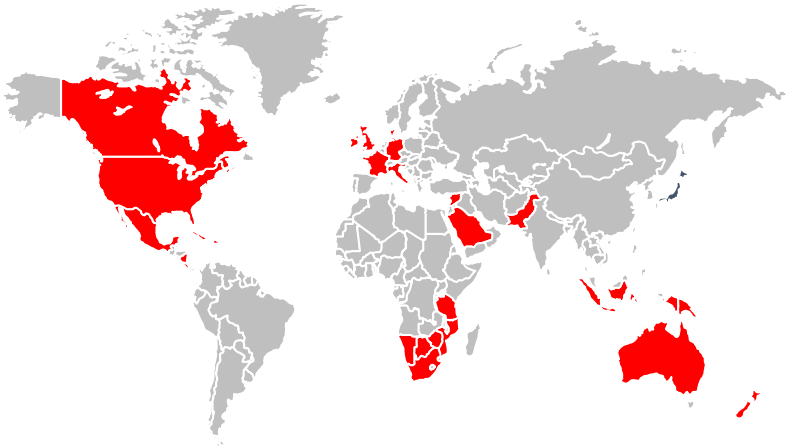
NETSTOCK
Make better inventory decisions

Housekeeping

To avoid interference with sound all delegates have been muted

If you have a question that you would like to be answered in the Q&A session at the end of the presentation, please put this in the chat

Our experience



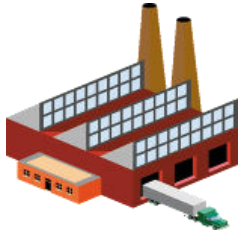
42 Countries
4 Regions

10 Years

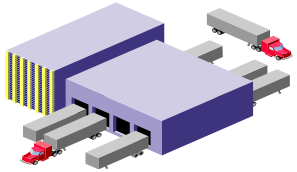
1700+ Customers
16,000 Users

Manage 100m+ items

What is inventory risk?



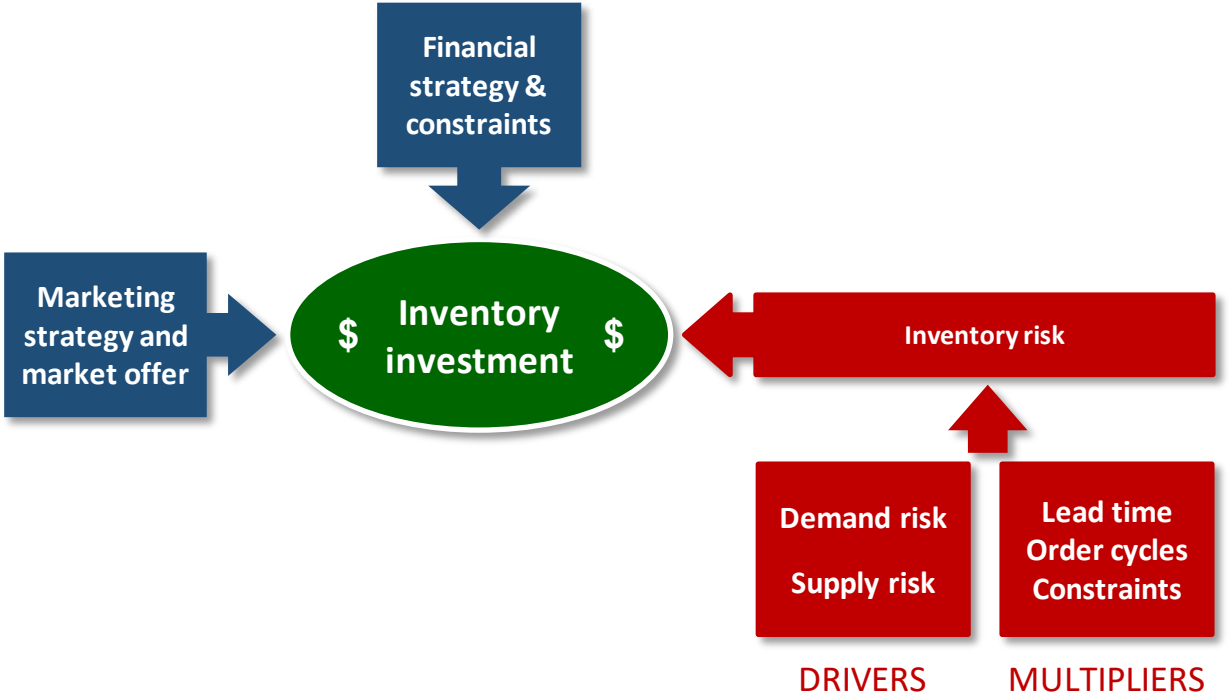
- **Supply Risk**
  - Supplier delivers late
  - Supplier delivers less than requested



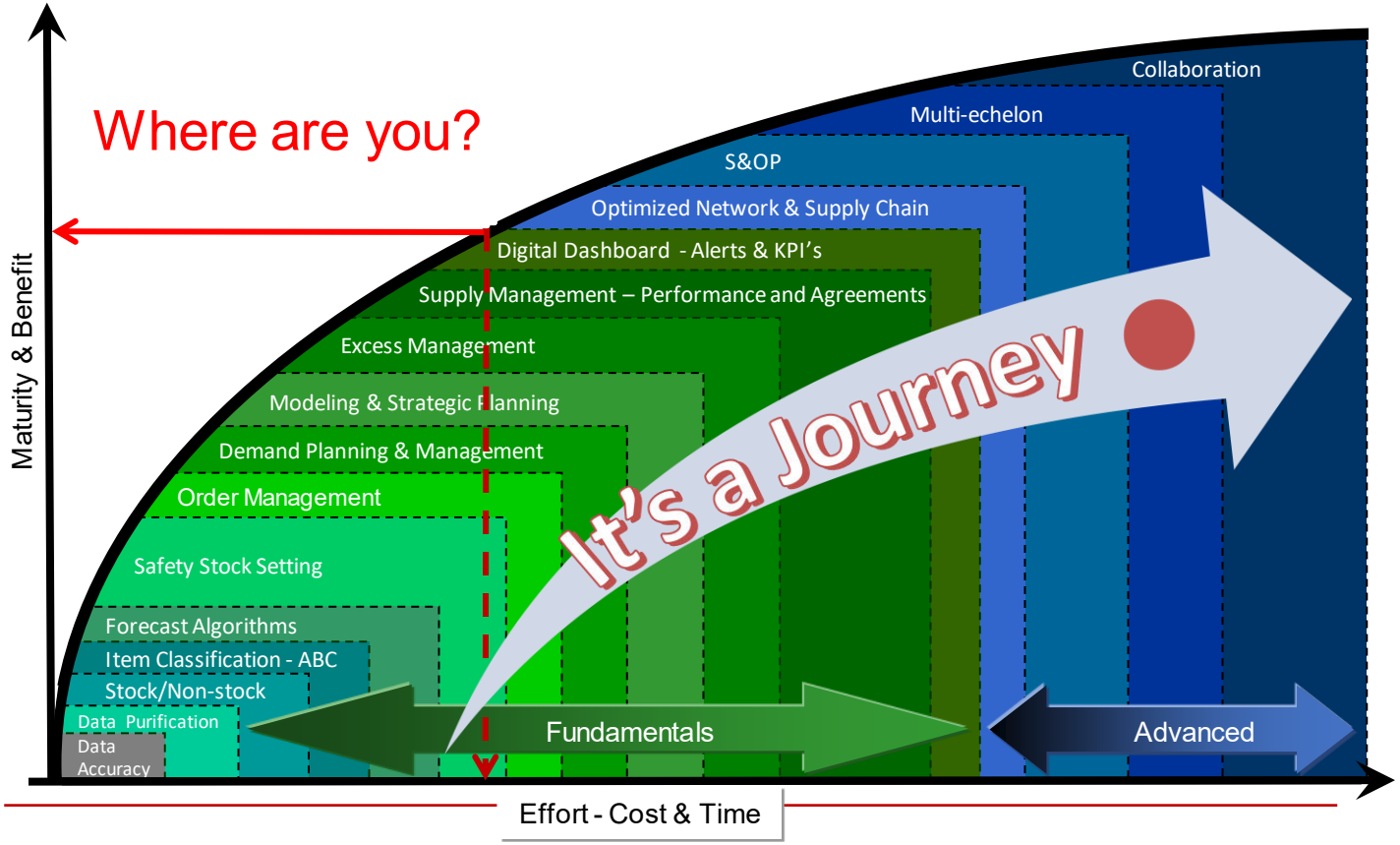
- **Demand Risk**
  - Actual demand exceeds forecast demand

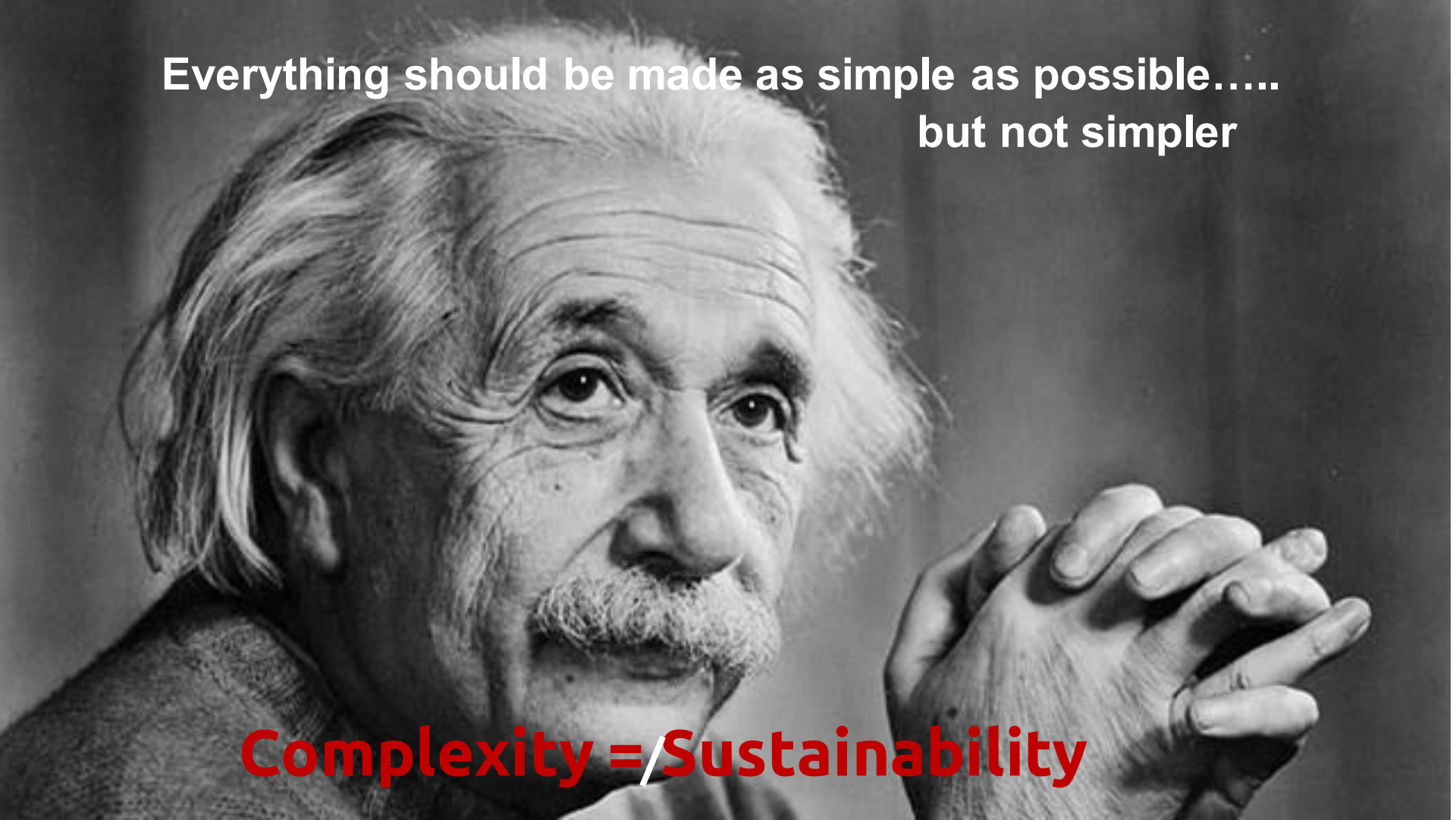
Risk to Availability

NETSTOCK Risk Methodology



Inventory Management Maturity




Everything should be made as simple as possible…..
but not simpler
Complexity =/ Sustainability

BARNOWL

NETSTOCK

Dashboard | Locations | Forecasts | Orders | Suppliers | Inquiry | Settings

Months | Group Code Mfa | USD

Dashboard (National View)

NETSTOCK
Make better inventory decisions

Stock holding

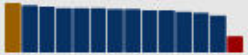
Actual 36.5m
Model 12.0m

Forecast exceeds sales		Value
23007	AH	524.6k
32655	AH	222.3k
32654	AH	221.0k
23006	AM	216.5k
32656	AM	166.3k
Top 5 total		*1.4m*

Excess stock

Excess value 14.0m
Items 319

Excess stock		Value
20100	AH	1.5m
28002	AH	1.1m
32654	AH	646.0k
25001	AH	611.0k
32651	AM	568.2k
Top 5 total		*4.4m*



Surplus orders

Surplus value 2.1m
Items 24

Surplus orders		Value
30100	BM	862.9k
21007	AM	546.5k
32602	AM	449.2k
32603	AM	54.0k
36368	BL	36.2k
Top 5 total		*1.9m*

Fill rate

Achieved 95.90%
Target 95.69%

Sales exceeds forecast		Value
28003	AH	-953.6k
23005	AH	-496.4k
28001	AM	-348.6k
445505	AH	-260.3k
445504	AM	-167.7k
Top 5 total		*-2.2m*

Stocked out

Lost sales 145.9k
Items 154

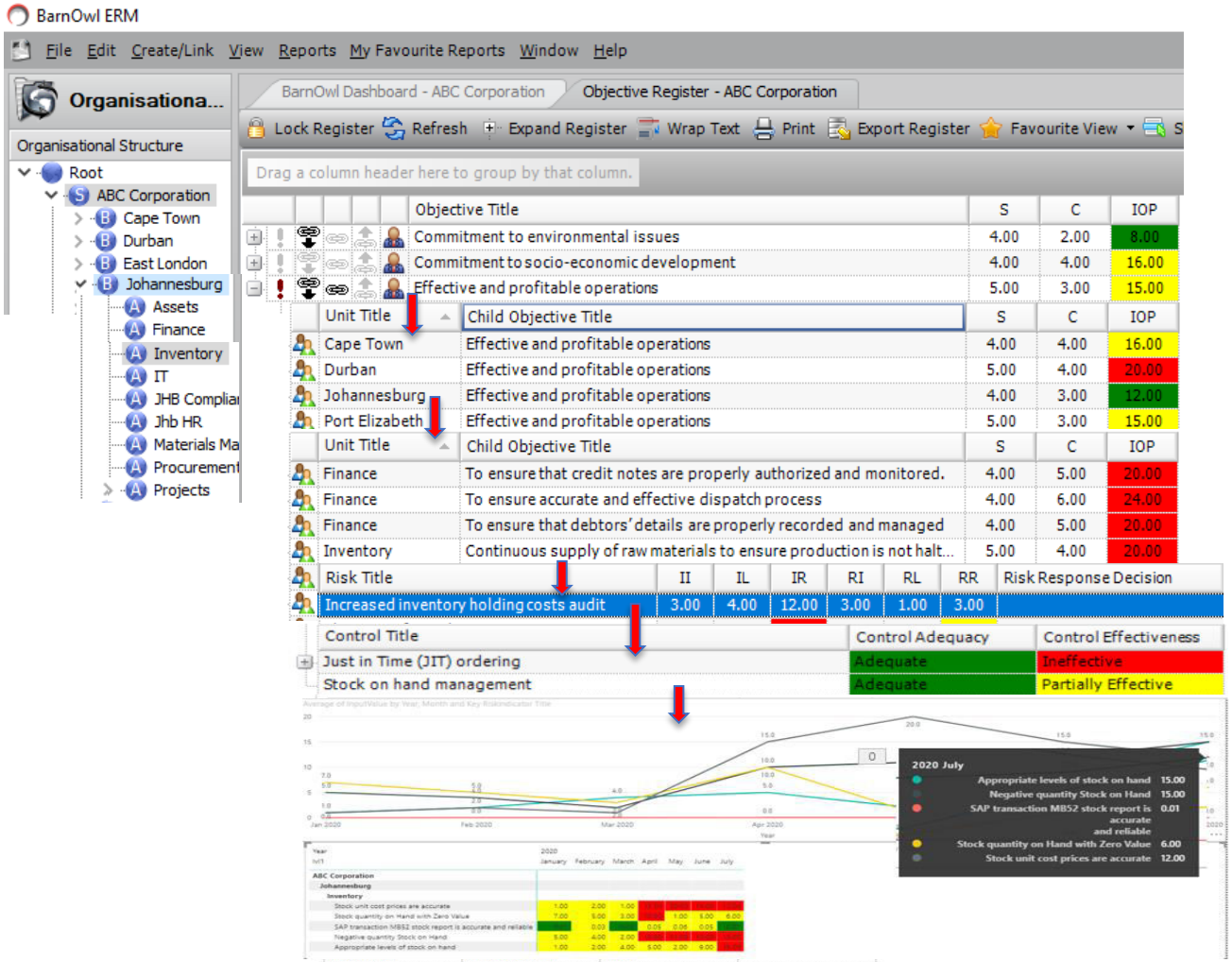
Lost sales		Value
23007	AH	51.2k
23006	AM	41.8k
23005	AH	19.6k
34336	CL	2.0k
21003	BL	1.4k
Top 5 total		*116.0k*

Potential stock outs

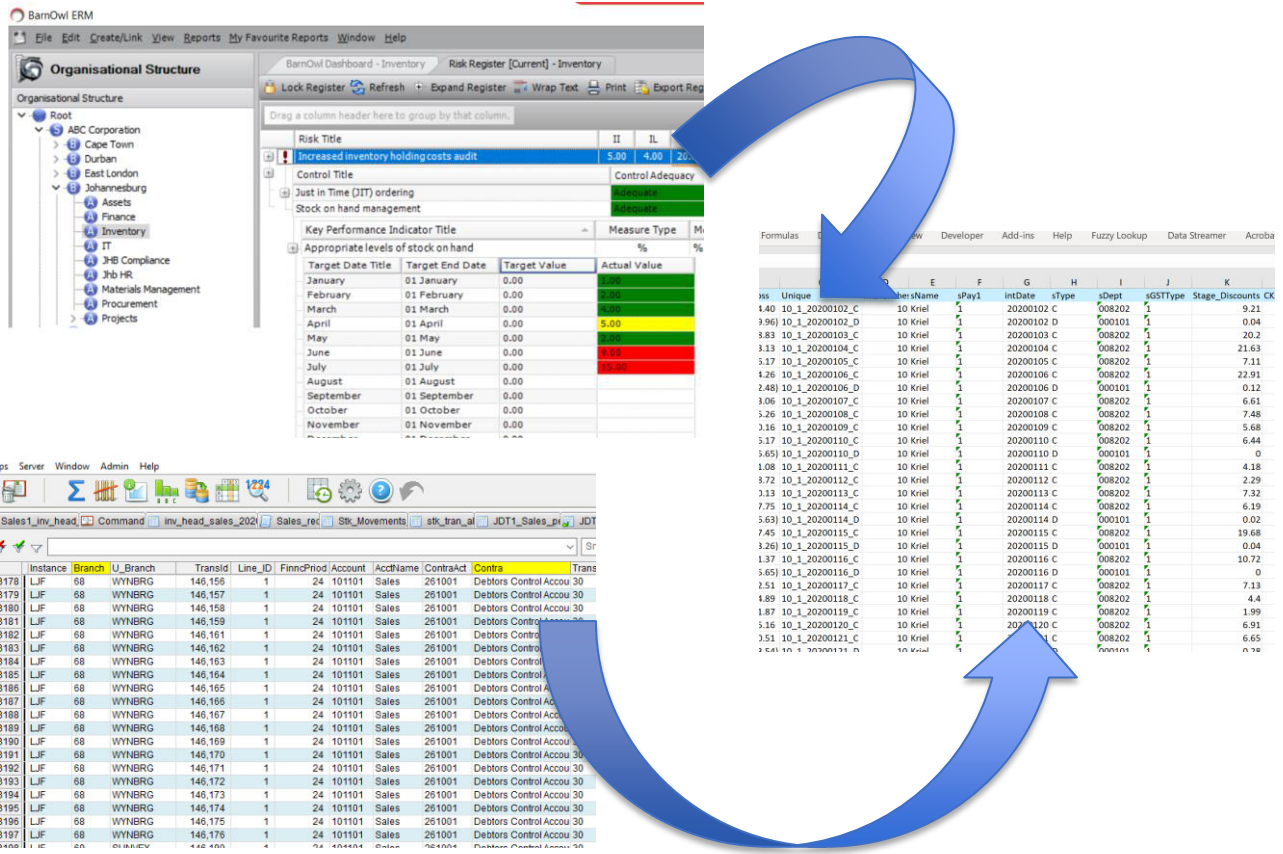
Pot. lost sales 30.9k
Items 8

Potential lost sales		Value
32330	AH	31.4k
21004	BM	5.0k
27001	BM	4.6k
26006	AH	2.4k
HFR2	CM	357
Top 5 total		*43.7k*

Integrated Risk Management – top down approach



Continuous Analytics - real-time updates of Key Control Indicators in BarnOwl



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Thank You.

Any questions?

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