

INVENTORY INSIGHTS

Impact Your Bottom Line in 2019 with a Forecasting System

Did You Know:

- Companies that implement a forecasting system typically realize ROI within 18 months
- Inventory is often the largest asset of a company, with carrying costs of 24-30%
- Implementation of a forecasting system will benefit all departments

Benefits of a Forecasting System:

- Optimized cash flow
- Satisfied Customers
- Minimized Inventory Costs
- Informed Financial Planning
- Increased ability to negotiate with vendors
- Ability to make strategic decisions

Use a Forecasting System to Improve Operational Performance at your Company:

- **Fulfilling customer needs on-time in a cost-effective manner**—A forecasting system that responds to current trends will enable its users to avoid surprises and have proper levels of inventory on hand to fulfill customer orders without carrying excess stock.
- **Provides Roadmap for Financial Planning**—Forecasts define the expected sales, inventory levels and profitability of a business. Forecasts help businesses anticipate change, reduce uncertainty and identify the best ways to achieve their goals.
- **Lowers liabilities and markdowns**—With a forecasting system, businesses are alerted early to items that are not meeting their sales projections. Action can be taken early to ensure the most possible profit.
- **Increases Turn and Cash Flow**—Inventory needs are mapped out with a forecasting process. By knowing how much and when inventory is needed, businesses are able to save money and have better cash flow by not carrying excess inventory.
- **Guides Scheduling for the Rest of the Company**—Forecasts enable businesses to anticipate staffing and production needs. Productivity and efficiency increase with information from the forecasting system.

"I have all the information that I need at my fingertips which enabled me to efficiently make informed decisions and improve inventory management and cash flow using the exception reports."

*-Jack Donohue., CEO
Donohue & Associates*



How Much Could You Save?

To estimate the savings you could realize by optimizing your inventory, use our interactive calculator, located at <https://basic-code.com/demo>. Then contact [basic-code]TM to learn how the Sales Analysis and Forecasting Tool© could help you gain operational improvements.