



# 2019 USER FAIR

DO MORE; WORRY LESS

BASICS OF  
**ACCURATE  
INVENTORY**

# The Basics of **Accurate** Inventory!

More Sexy than you ever imagined...



***“If accurate inventory  
came in a bottle,  
everyone would have  
one...”***

**Cher**



***“If great bodies came  
in a bottle, everyone  
would have one...”***

**Cher**



# Pain Points -



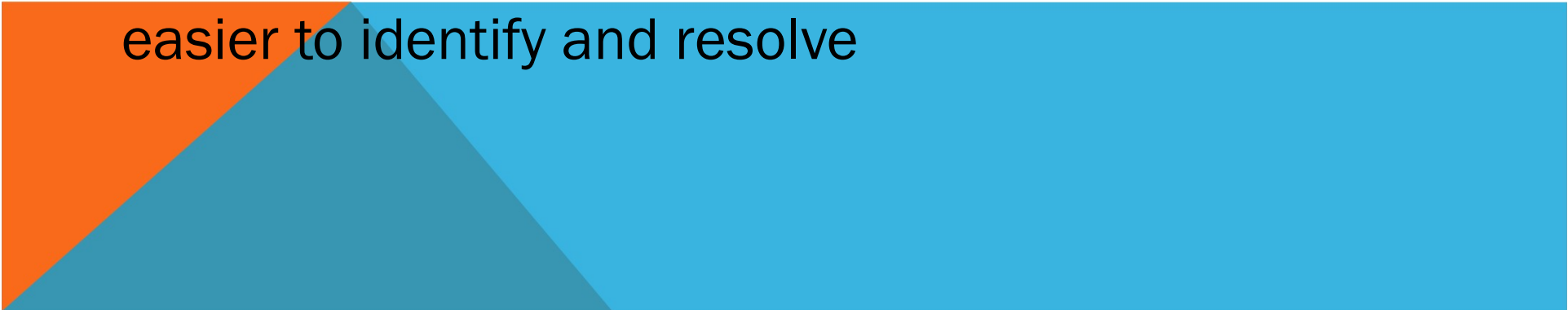
# Accurate Inventory– Who Cares?



You should, here's why...



# Benefits of Accurate Inventory

1. Don't miss sales due to out-of-stock items
  2. Don't waste cash in overstocked inventory
  3. Improve the accuracy of your accounting and profit reporting
  4. Identify issues before they get out of control
  5. Customer service Under- or over-shipments – easier to identify and resolve
- 

# Benefits of Accurate Inventory

6. Efficient re-ordering. The benefits of INFORMED business decisions
7. Minimize theft and losses
8. Trust in your information systems
9. Minimize storage “on hand” costs
10. Your competition does...





Accurate Inventory – where do you  
begin?

**GIGO**

Garbage In

Garbage Out



# Accurate Inventory Begins With...

Physical Count

## IN

Purchasing

Receiving/ Quick Receiving

Transfer In

Adjustment In

## OUT

POS Sales

RTV – Return to Vendor

Transfer Out

Adjustments out –

Damaged, Donations,  
DK...



# Physical Count

Does NOT have to be your worst nightmare...



# Physical Count – the basics

Item	Freeze	Counted	Difference		After Posting
1001	10				
1002	12				
1003	12				



# Physical Count – the basics

Item	Freeze	Counted	Difference		After Posting
1001	10	10			
1002	12	8			
1003	12	0			



# Physical Count – the basics

Item	Freeze	Counted	Difference		After Posting
1001	10	10	0		
1002	12	8	-4		
1003	12	0	-12		



# Physical Count – the basics

Item	Freeze	Counted	Difference		After Posting
1001	10	10	0		10
1002	12	8	-4		8
1003	12	0	-12		0



# Physical Count – Flow

1. Remove existing count records
2. Freeze/ Create
3. Do actual count (worksheet/scanner/CP Mobile)
4. Enter/Import Counts
5. Review Edit List
6. Make changes/corrections
7. Post (with caution)



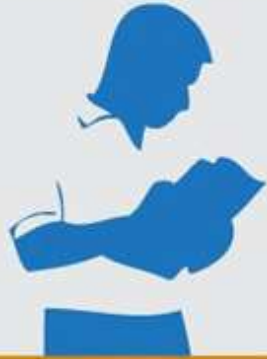


# Physical Count – Keep your sanity

1. Plan ahead
2. Use Scanners
3. Test and practice your steps in advance
4. Schedule appropriate staff
5. Pre-count wherever possible!
6. Put on your own oxygen mask first...
7. Ask for help / asking is better than guessing



## Physical Inventory vs. Cycle Count



### PHYSICAL INVENTORY



- 1 Labor- and Time- Intensive
- 2 Provides annual data on inventory variances
- 3 Requires facility downtime
- 4 Takes place once per year



### CYCLE COUNTING



- 1 More labor and time efficient
- 2 Pro-actively reduces inventory variances
- 3 No facility downtime
- 4 Takes place on a regular basis for specific items

# Accurate Inventory – Insider Tips

1. Hire a few “details” people
2. Get it right from the beginning (Purch/Recvg, etc)
3. Have good processes in place
4. Get employee buy in on processes
5. Cycle counts lighten the load
6. Monitor and maintain!
7. Success breeds success



# Questions / Comments...



Thank you for coming!  
*Have a Great User Fair!*

