

Product Planning

The goal of this lesson is to utilize readily available data produced by the POS system to help make intelligent buying decisions when placing orders for your store.

Let's assume you are making a Sam's club (or Costco, or a local supplier) food order for the upcoming 2 weeks. What goes into your **product planning** and **ordering process**? Guess work, or well thought out data driven decisions. *Some advisors probably act like a computer in your ordering process, but let's crunch some numbers and see what data we can come up with.

For any POS system to be used for **effective product planning**, we assume you are following the 2 major goals for a POS system. Goal # 1) All items sold are being **tracked** individually by a SKU and item description at the time of sale. And then . . . Goal # 2) All items of merchandise are being tracked for **quantity** on hand. Remember, everything dealing with the POS inventory is perpetual (minus 1 for every item sale, plus a quantity for whatever is purchased)..

Two key documents are essential to help in your ordering process.

A) Sales by the vendor the order is being made from.

B) Vendor Inventory – what quantity is currently on hand.

You can achieve the data found in these 2 important documents, with just a couple clicks on the POS system

Sales by vendor – Report Center / Sales Reports / Vendor / Tag (select) a vendor / Set a Date Range time period (i.e. previous 2 week period of time, or longer performance time frame) / Run the report .

This report will produce a list of specific items by SKU to reflect what has sold during this time period. Similar reports can be done for any past time period, they will never disappear from your POS data bank. What brands, flavors, sizes, colors, or any content listed will appear and can be used to compute past sales performance.

Vendor Inventory – Vendor Center / Tag (select) the vendor / Vendor Inv. List (tab upper left) / Print (Print) / Vendor Reorder Report / Include inactive – no.

This report will produce a listing of existing items purchased from that vendor with SKU, Item Description, Cost, Retail, and Current Stock count. Also the Last Order Date will be shown to show information on stock turnover.

Lessons Provided By:
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