



Cash tied up, urgent orders removed

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Six months · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A replenishment agent has a simple way never to be wrong: propose generously.**

Effect of the proposals over six months	Value
Cash tied up beyond the previous rule	€34,000
Urgent orders removed	21
Items where the proposal was excessive	4

On those 4 items, **the stock stayed dormant and the rule was corrected.**

What is published monthly

Indicator	What it allows
Cash tied up by my proposals, item by item	Tracing dormant stock back to the rule that produced it

Indicator	What it allows
Items whose proposed stock was not consumed	Correcting the rule

What the decision requires

The right stock level **is not a technical figure**: it depends on what a stockout costs you.

Estimated cost of a stockout on a critical item: _____ €

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