

## Problem-Set

### 360 degree view of stock with actionable alerts for understanding out of stock situation

How big is the problem? - **Problem description**

- 360 degree of stock is not available to the management to take action and alert sales team to take necessary action. In retail, stocks are distributed at various levels and multiple units like Distributor, stockiest, ecommerce.
- Out of stock situation at granular level not possible to view
- Not possible to plan with stock situation any marketing or sales planning for particular location or sector

# Impact

## How could solving the problem add to the business?

- 360 degree view of stock with actionable alerts for understanding out of stock situation. With AI capability, will be able to predict stock behavior and act prior to out of stock situation. Management will have a complete view of the situation and can decision on the Marketing plan. Stock at various ecommerce and main distributors will be available in a single bucket along with SAP warehouse stock, so that any decision or alert are possible in a single window instead of depending on various sources

## What company objectives are you going to address and achieve?

- Out of stock situation
- Movement of material on real time
- Marketing plan based on the location and stock

## Go to market strategy

- Showcasing the benefits and ROI upon implementation of 360 degree view of stock

# Product | Solution

**Introduce your product. What unique selling point (USP) does it address?**

## **Drishti :**

- Ingest stock data from SAP, Distributor and Ecommerce Stock
- Consume Capabilities of Platform to create Stock Models
- Consume Models to display analytics about stock
- Visualize Stock Data and shortages
- Send Actionable Alerts on Stock Shortages
- AI capability to analysis and taking action on stock movement

## **USP:**

- Integrate with different distributor system
- Using web scraping, collect stock information from various ecommerce sites

## **Key Features:**

- 360 degree view of inventory
- Action based on alerts
- AI intelligence capability to monitor Stock at all locations

# Key Take Away | Value Proposition | ROI



## 1. VISIBILITY OF SALES

Real-time visibility of Sales, Demand Surge during festivals etc, or Out-Of-Stock notifications for goods

## 2. DEMAND PREDICTION

Based on past data predict Demand, take proactive steps, mitigate risks and deliver on time

## 3. REDUCE WASTE

Required Production/Procurement Planning, Shipping alignment, Optimize Inventory, Align Supply Chain

## 4. DEMAND-SUPPLY ALIGNMENT

Predictive insights into raw material shortages, nearest plant, warehouse, retail alignment

## 5. INTEGRATED SALES & OPS

Processes and handover post ERP can be visualized and seen from single application

## 6. INTEGRATED & AUTOMATION

Automation leads to removal of manually driven steps with recurring errors, reduces delays due to personal absence or un-accountability and automated communication

## 7. CENTRALIZED INFORMATION

Integration with 3'rd Party/Internal Ecommerce, ERP, MES, SCADA, PLC in DataLake leads to opportunities in efficiency

## 8. AUTOMATION DRIVEN

Automation leads to removal of manually driven steps with recurring errors, reduces delays due to personal absence or un-accountability