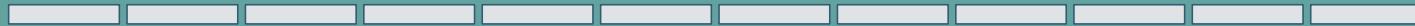


**WIDE WORLD
IMPORTERS**



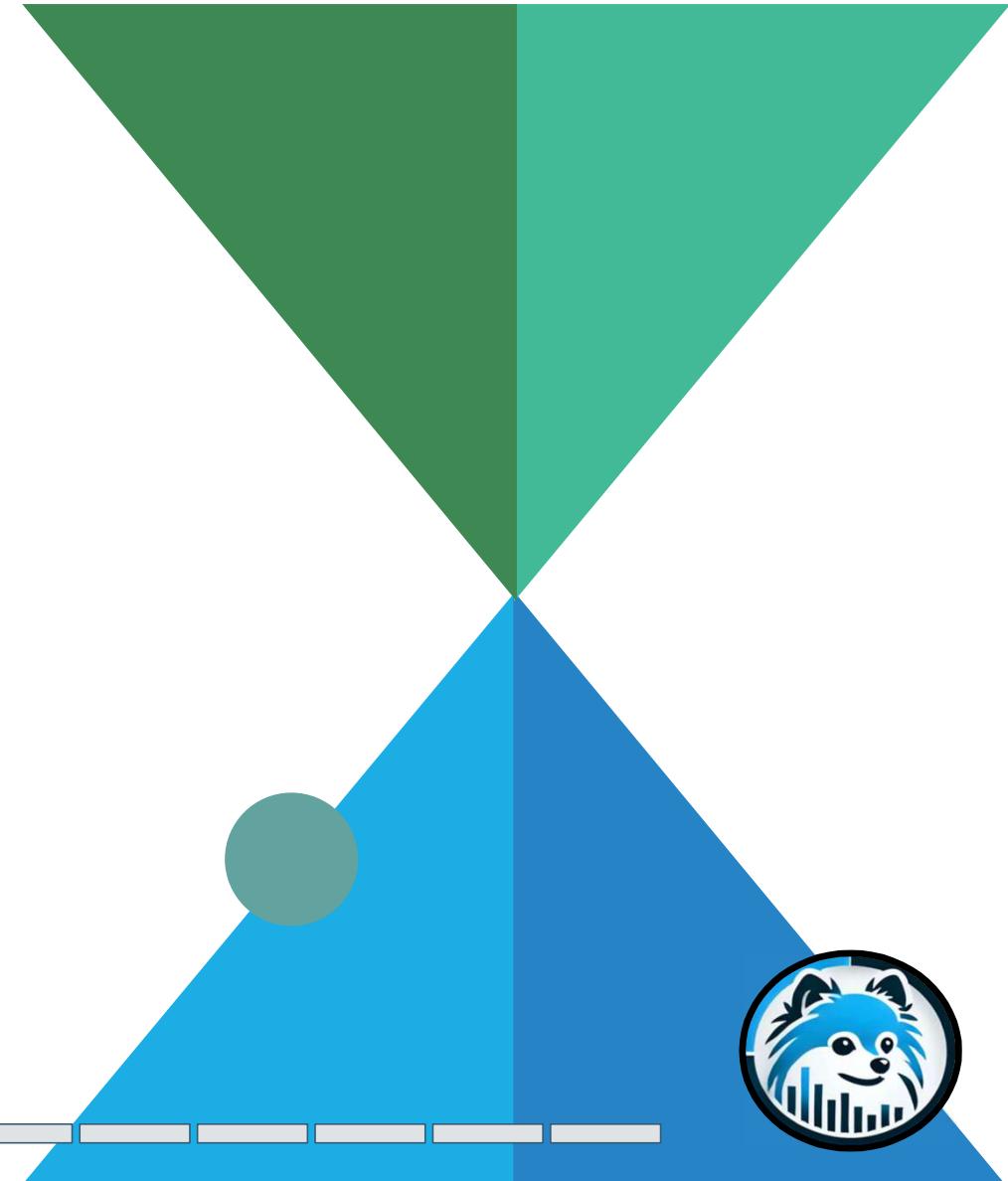
**DEVELOPED BY:
LUCKY DOG ANALYTICS**

**NOELLE MATTHEWS
&
TRAVIS MCKENZIE**



AGENDA

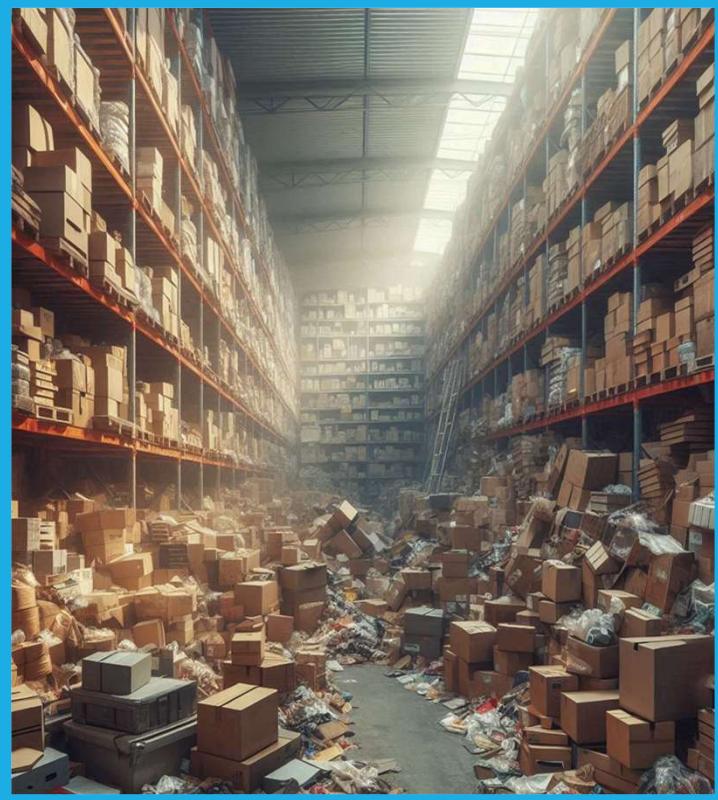
- Missed Sales Opportunities
- Holding Costs & Overstock
- Hidden Prices
- The Solution
- Architecture Diagram
- Proof of Concept
- Wins & ROI
- Conclusion & Next Steps



OUT OF STOCK: A LOST SALE

- A high-demand item **sells out** in days
- A key retail customer calls to place a **large reorder**
- **No warning** system, no backup stock
- The **customer goes elsewhere**



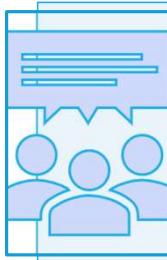


SURROUNDED: EXCESS STOCK

- Over-ordered items sit unsold in the warehouse for months
- Capital is tied up, cash flow suffers
- Space issues slow down fulfillment

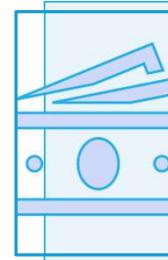


HIDDEN INVENTORY COSTS



Customer Impact

- 2,100 backorders annually
- 17-day average fulfillment delay
- 41% of customer complaints = inventory-related



Financial Impact

- \$2.1M annual cost of mismanagement
- \$850K in lost sales
- \$425K in additional labor
- \$375K in expedited shipping
- \$450K in write-offs

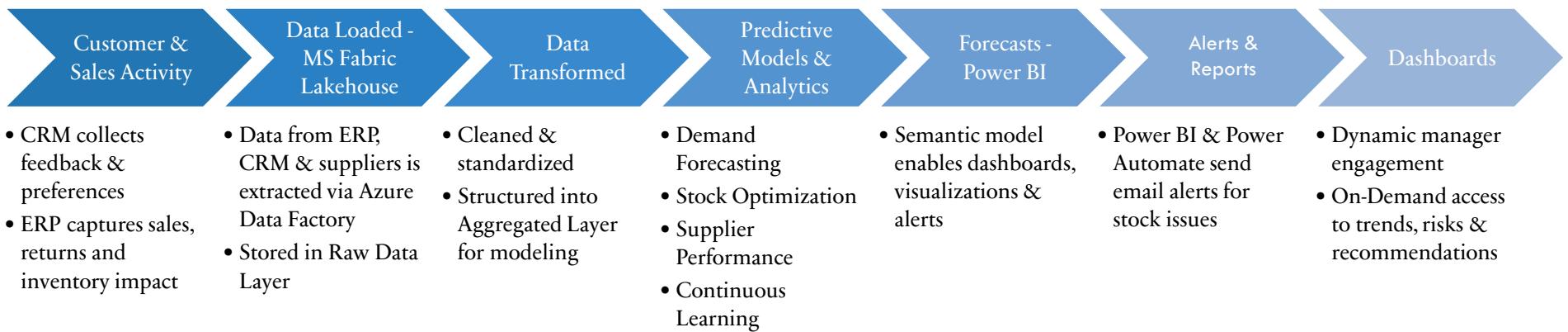


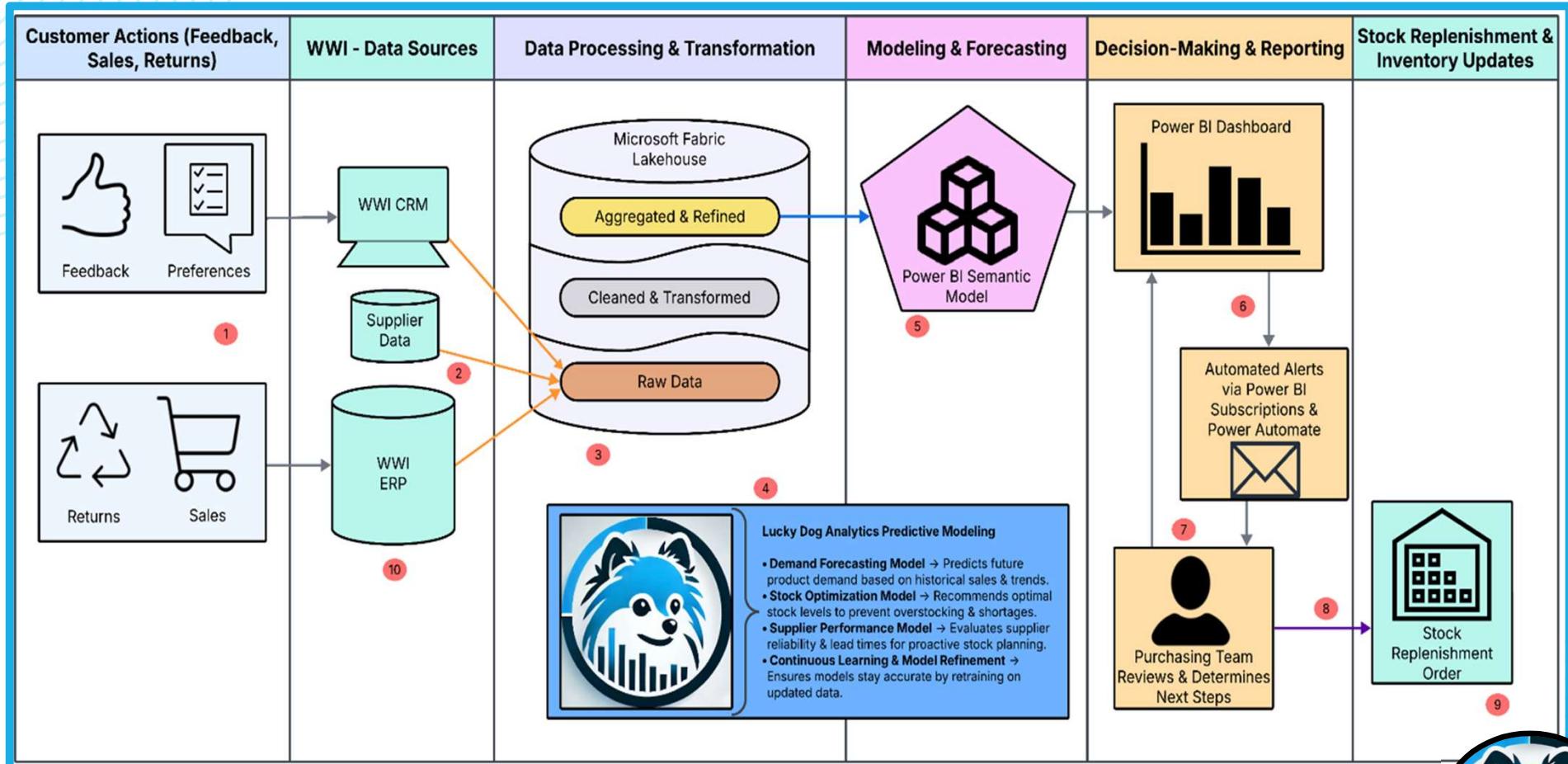
What's Driving the Problem?

- Legacy WMS
- Manual demand forecasting in Excel
- No automated inventory control
- Manual processing and oversight



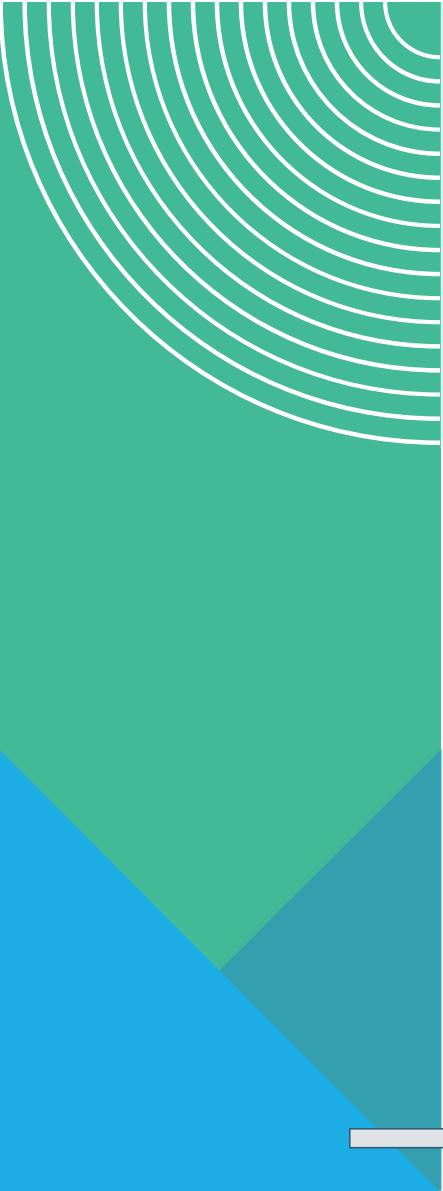
SOLUTION: END-TO-END INVENTORY OPTIMIZATION WITH MICROSOFT FABRIC, LUCKY DOG & POWER BI











WHAT WWI GAINS: OPERATIONAL BENEFITS

- Reduced Stockouts & Backorders
- Improved Forecast Accuracy
- Shorter Delays, Fewer Cancellations
- Real-Time Alerts & Automated Reports
- Streamlined Replenishment
- Supplier Performance Visibility



STRATEGIC WINS & SYSTEM-LEVEL VALUE

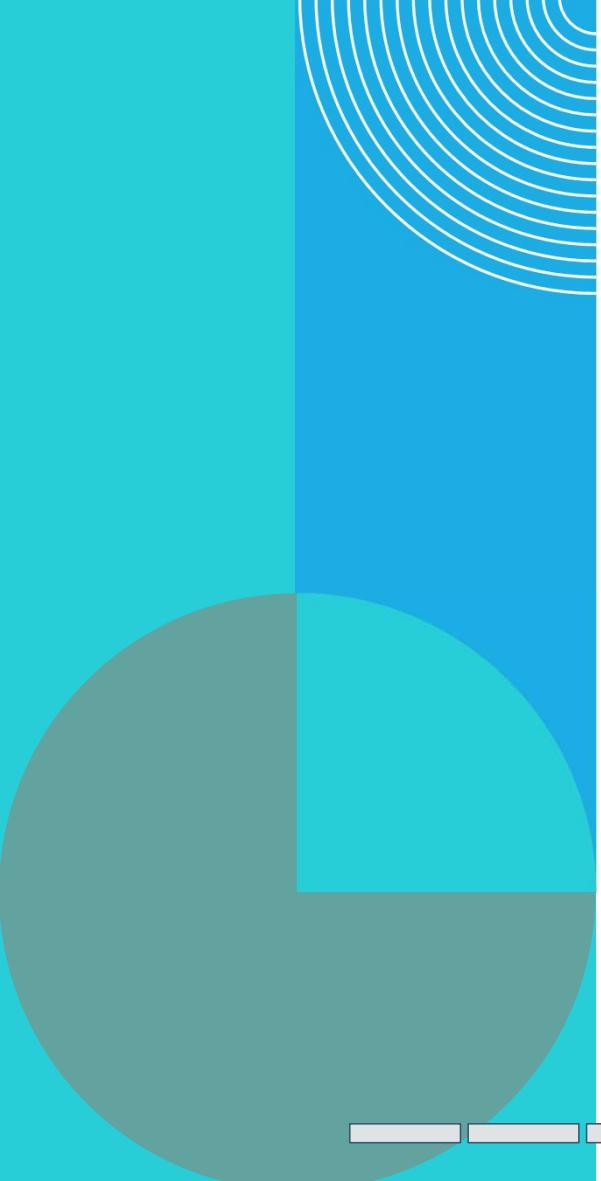
- Fewer Write-Offs & Expedited Shipping
- Scalable Data Architecture (Microsoft Fabric)
- Power BI for Full-Company Visibility
- Improved Cross-Team Collaboration
- Forecasts Improve Over Time
- Foundation for Future Growth



IMMEDIATE IMPACTS

Cost Area	Previous Cost	Projected Savings
Lost Sales	\$850,000	↓ by up to <u>60%</u>
Write-Offs	\$450,000	↓ by up to <u>40%</u>
Expedited Shipping	\$375,000	↓ by up to <u>50%</u>
Labor Costs	\$425,000	↓ by up to <u>30%</u>
Admin Error Adjustments	High	↓ from <u>18%</u> to <u>under 5%</u>
Total Potential Impact	\$2.1M	<u>~\$1.2M in annual savings</u>





FUTURE ENHANCEMENTS & PREMIUM SERVICES

Scalable Add-Ons

- Product lifecycle modeling
- Supplier portal integrations
- Churn prediction
- Pricing optimization
- Department-specific dashboards

Support Options

- Quarterly model health checks
- Dashboard refreshes
- Training
- Onboarding
- Ecosystem Development



LET'S LAUNCH PHASE 1

Your Next Steps



Assign Internal Stakeholders

(Inventory, Ops, Finance)



Schedule Kickoff

(Target week of 5/01/25)



Confirm Milestones & Deliverables

(12-week implementation, 3 phases)

Results You'll See

- ✓ ~\$1.2M in Projected Annual Savings
- ✓ Smarter, Faster Replenishment
- ✓ Real-time Inventory Visibility
- ✓ Predictive Insights for Better Decisions
- ✓ Improved Collaboration Across Teams



**THANK YOU!
WE'D LOVE TO HEAR
YOUR THOUGHTS.**

Lucky Dog Analytics | Noelle Matthews & Travis McKenzie

