



App Quick Guide

May 2023

- Main screens and configuration logic description
- Key configuration parameters and settings explanation

01. You see all calculations after login

The screenshot shows the 'Calculations' tab in the YDISTRI application. The interface includes a navigation bar with 'Detail', 'Calculations', and 'Configuration' tabs, and a user profile 'Martin Janek'. The main content is a table of calculations with columns for ID, Title and description, Final redistribution, Value of redeployed deadstock, Value of redeployed fastmovers, Value of redeployed slowmovers, Owner, and Created. A summary row provides totals for 'Value of replenished out-of-stocks' (327.714 USD (5%)), 'Total number of products' (8445), and 'Total number of routes' (3547). A 'Load more' button is visible at the bottom of the table.

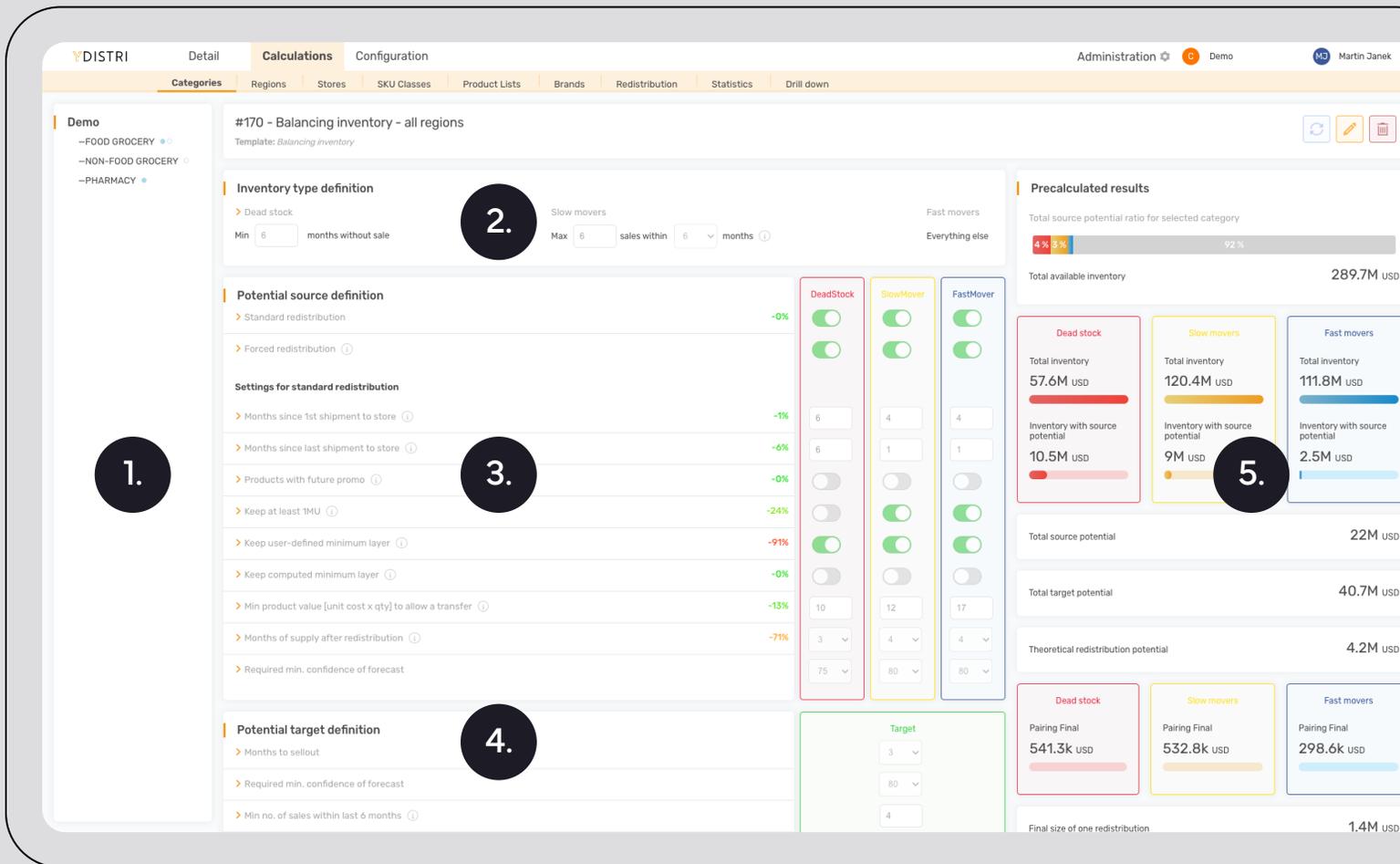
Callouts:

- List of calculations & scenarios:** Points to the table header.
- Value of redeployed deadstock:** Points to the 'Final redistribution' column.
- Redeployed value in cost price without VAT:** Points to the 'Value of redeployed fastmovers' column.
- Value of redeployed fastmovers:** Points to the 'Value of redeployed slowmovers' column.
- Indication of an executed redeployment:** Points to a green truck icon in the 'Title and description' column for ID #91.
- Value of redeployed slowmovers:** Points to the 'Value of redeployed slowmovers' column.
- Statistics for each redeployment to compare different settings:** Points to the right-side icons for each row.

ID	Title and description	Final redistribution	Value of redeployed deadstock	Value of redeployed fastmovers	Value of redeployed slowmovers	Owner	Created
#161	Balancing inventory - all stores [Balancing inventory]	1.6M USD	4.8M USD	614.7k USD	7.1M USD	PS Petra Švestková	15. 5. 2023 09:35
		Value of replenished out-of-stocks 327.714 USD (5%)		Total number of products 8445		Total number of routes 3547	
#160	Hairstylist Event in Boston 56 - Target list used [Target list]	23.2k USD	148.8k USD	140.1k USD	312.1k USD	PS Petra Švestková	12. 5. 2023 09:21
#154	Deadstock/overstock elimination [Deadstock/overstock elimination]	443.4k USD	326.3k USD	9.1k USD	778.8k USD	PS Petra Švestková	10. 5. 2023 16:41
#153	Stock-out elimination [Stock-out elimination]	48.2k USD	250.8k USD	36.8k USD	335.8k USD	PS Petra Švestková	10. 5. 2023 16:27
#152	Closing store (NYC 125) [Closing store]	6.4k USD	8.6k USD	335.4 USD	15.3k USD	PS Petra Švestková	10. 5. 2023 16:26
#150	New Store Opening (Seattle 583) [Opening new store]	163.4k USD	562.8k USD	87k USD	813.2k USD	PS Petra Švestková	10. 5. 2023 16:17
#149	Balancing inventory - only West region [Balancing inventory]	63.5k USD	306k USD	32.8k USD	402.3k USD	PS Petra Švestková	10. 5. 2023 16:13
#91	Balancing inventory [Balancing inventory]	2.9M USD	2.9M USD	146.9k USD	5.9M USD	LE Lukáš Eštvanc	11. 5. 2022 13:46

02.

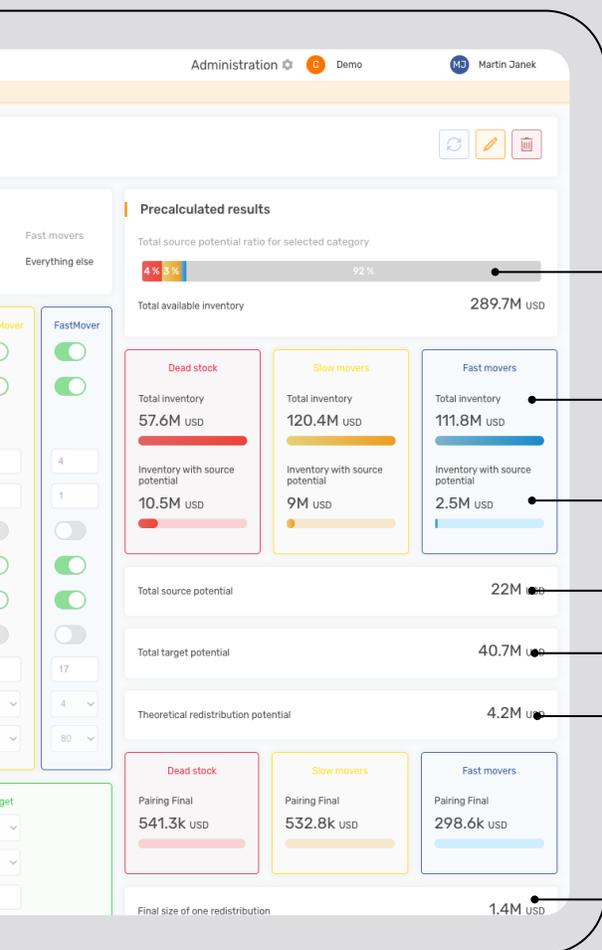
Main configuration screen



1. Category tree.
2. Inventory type definitions (Dead stock, Slow movers, Fast movers).
3. Identification of inventory that can potentially be sent away.
4. Settings to identify inventory that may be placed and sold in receiving stores.
5. Results overview.

03. Dashboard of precalculated results

When the settings are changed these dashboards show the real impact of the current configuration. On-the-fly regime.



92% of inventory value cannot be redeployed due to source settings. The rest shows potential for redeployment.

Illustration of how inventory types are represented within client's portfolio.

Value of inventory types with source redeployment potential.

Source potential: Total value that has the potential to be redeployed.

Target potential: Total value that can be potentially received by stores based on client's specification/settings.

Theoretical redistribution potential: This is an intersection of the "source" and "target" inventory potential before considering the logistics constraints and costs.

The final size of the redistribution is the result of applying logistics and picking-packing limitations to the redistribution potential.

04.

Managing exceptions within categories

- The main configuration is done for all clients categories.
- Client can define exceptions for any category. Such as different definition of deadstock and its configuration for food.
- Special exceptions or exceptions on product level can be defined on the back-end level.

Exceptions are always highlighted for easier orientation

The screenshot displays the YDISTRI Configuration interface for 'Balancing inventory'. The interface is divided into several sections:

- Navigation:** Includes 'Detail', 'Calculations', and 'Configuration' tabs. The 'Configuration' tab is active, showing '#1 Balancing inventory'.
- Inventory type definition:** Contains settings for 'Dead stock' (Min: 3 months without sale, Max: 12 sales within 6 months) and 'Slow movers'.
- Potential source definition:** A table with columns for 'DeadStock', 'SlowMover', and 'FastMover'. Each column has a toggle switch and a numeric input field. The 'SlowMover' column is highlighted with a yellow border, and its input field is set to 5.
- Settings for standard redistribution:** A list of settings with percentage values and input fields, such as 'Months since 1st shipment to store' (-65%) and 'Months since last shipment to store' (-5%).
- Potential target definition:** A section with a 'Target' input field set to 2.
- Precalculated results:** A summary of inventory metrics, including 'Total inventory' (11.5k USD), 'Inventory with source potential' (10.8k USD), and 'Total source potential' (13.1k USD). A warning message states: 'Precalculated overview is outdated - configuration was changed.' with a 'Recompute template' button.

05. Simple but comprehensive settings

Detail Calculations **Configuration** > #1 Balancing inventory

Categories Regions Stores SKU Classes Product Lists Brands Drill down

Inventory type definition

Dead stock: Min 6 months without sale

Slow movers: Max 6 sales within 6 months

Fast movers: Everything else

Potential source definition

Standard redistribution

Forced redistribution

Settings for standard redistribution

Setting	DeadStock	SlowMover	FastMover
Months since 1st shipment to store	6	4	4
Months since last shipment to store	1	1	1
Products with future promo	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Keep at least 1MU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Keep user-defined minimum layer	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Keep computed minimum layer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Min product value [unit cost x qty] to allow a transfer	5	10	15
Months of supply after redistribution	2	4	4
Required min. confidence of forecast	90	90	90

Potential target definition

Months to sellout: 4

Required min. confidence of forecast: 90

Min no. of sales within last 6 months: 6

Include open purchase orders:

Replenish to the minimum layer:

Replenish only out-of-stock products:

Increase forced product potential: Significantly increase

1-16

For labels see next page

1. **Divide portfolio into 3 inventory types** (dead stock, slow-movers, fast-movers).
2. **Enable selected inventory types for redeployment.**
3. **Forced redistribution aims to deplete the inventory**, that client identified as “not planogrammed” or “unwanted” at store, to zero. No protection is applied.
4. Setting protection on novelties and recently replenished inventory.
5. Enabling products with planned promotion for redeployment.
6. Protecting minimum layers (eg. minimum on shelves display, alignment with replenishment, etc.)
7. Managing and controlling Picking & Packing costs (minimum values per picked line)
8. **Inventory definition that must be kept in store to ensure the demand is covered within the specified time period.** The demand is based on Ydistri probabilistic forecast.
9. **The forecast confidence indicates the probability with which the inventory, we keep at store, will cover the demand defined above.** The higher the confidence the more remains and the less is redeployed.
10. Determining what is desired to be received at stores.
11. **Inventory quantity specification that can be reached after redeployment.** Inventory is desired to be sold within the specified time period with defined probability. The higher confidence level, the smaller inventory quantity after redistribution.
12. The location can receive the forecasted supply only if the product sales have the specified frequency.
13. Include open purchase orders into available inventory of the receiving store.
14. If enabled the redeployed quantity will always be replenished up to minimum layer (specified by client).
15. Redeployed quantity is sent only to stores where the available inventory is zero.
16. Specification of forced products redeployment size to receiving stores.

06.

Templates with predefined settings

Templates are tailored for or by client and provide predefined settings for any use case. Can be created, deleted or changed any time

The screenshot displays the YDISTRI Configuration interface. At the top, there are navigation tabs: Detail, Calculations, and Configuration. The Configuration tab is active, showing a dropdown menu for templates. The dropdown menu lists several templates, with '#1 Balancing inventory' selected. Below the dropdown, there are three columns of settings for 'DeadStock', 'SlowMover', and 'FastMover'. Each column has a header, a status indicator (green circle), and a list of settings with values. The 'DeadStock' column has settings for 6, 1, 1, 1, 1, 1, 1, 5, 2, and 90. The 'SlowMover' column has settings for 4, 1, 1, 1, 1, 1, 1, 10, 4, and 90. The 'FastMover' column has settings for 4, 1, 1, 1, 1, 1, 1, 15, 4, and 90. Below these columns, there is a 'Target' section with settings for 4, 90, 6, and two green toggle switches. On the right side of the interface, there is a 'Precalculated results' section with a progress bar showing 19% and 3% in red, and 78% in grey. Below the progress bar, there are three cards for 'Dead stock', 'Slow movers', and 'Fast movers', each showing 'Total inventory' and 'Inventory with source potential' values. The 'Dead stock' card shows 11.5k USD and 10.8k USD. The 'Slow movers' card shows 43.9k USD and 1.9k USD. The 'Fast movers' card shows 3k USD and 289.4 USD. At the bottom right, there is a 'Create new calculation' button.

07. Redistribution configuration

Enable all or selected regions for redeployment.
Create groups of regions among which the
redistribution may take place.

Inventory redeployment can be done
among all or group of regions

Region flow configuration

Flow type: Custom setup of redistribution flow

- Redistribute among all enabled regions
- Redistribute within each region individually
- Custom setup of redistribution flow

The screenshot displays the YDISTRI Configuration page for "#121 Stock-out elimination". The page is divided into several sections:

- Region flow configuration:** A dropdown menu is set to "Custom setup of redistribution flow".
- Regions configuration:** A table lists regions with toggle switches to enable or disable them. A callout "Enable your regions" points to these switches.
- Custom region groups:** Two groups, Group 31 and Group 32, are shown. Each group has a list of regions and an "Add" button to include more regions.
- Precalculated results:** A summary of inventory and source potential metrics, including "Total available inventory" (100 u), "Total source potential", and "Theoretical redistribution potential". A warning states "Precalculated overview is outdated - configuration was changed." and buttons for "Recompute template" and "Create new calculation" are visible.

- To minimize the workload and increase the effectivity a client may set limitations to route size and picking&packing workload.
- The approach may vary based on the size, location, and staff capacity of a store.

The screenshot displays the YDISTRI Configuration interface, specifically the 'Stores' section. It is divided into two main parts: 'Store type configurations' and 'Store configurations'.

Store type configurations: This table defines settings for different store types. Callouts explain:

- 'Each type of stores may have different settings' points to the overall table.
- 'Maximum number of receiving stores from one sending store' points to the 'Max. number of target stores' column.
- 'Setting maximum number of products that will be picked at source store in one redistribution cycle' points to the 'Max. number of distinct products for source' column.
- 'To manage transportation and logistics costs, the limitation by minimum route value is possible' points to the 'Minimum route value' column.

Store type	Use as source	Use as target	Max. number of target stores	Max. number of distinct products for source	Minimum route value	Enabled
High Street	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1	200	100	<input checked="" type="checkbox"/>
Neighbour Street	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
Retail Park	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
Shopping Center	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	250	100	<input checked="" type="checkbox"/>

Store configurations: This table lists individual stores with their specific settings. Callouts explain:

- 'Each store can be managed differently. Newly opened can be turned off as source and soon to be closed can be turned off as target' points to the 'Enabled' column.

ID	Store	Exception for store	Store type	Region	Use as source	Use as target	Max number of target stores	Max distinct products for source	Minimum route-value	Enabled
900	Providence	<input checked="" type="checkbox"/>	Shopping Cen...	Northeast	<input type="checkbox"/>	<input type="checkbox"/>	20	250	100	<input type="checkbox"/>
901	Boston	<input checked="" type="checkbox"/>	Neighbour Str...	Northeast	<input type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
902	Hartford	<input type="checkbox"/>	Shopping Cen...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	250	100	<input checked="" type="checkbox"/>
903	Augusta	<input type="checkbox"/>	Neighbour Str...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
904	Concord	<input type="checkbox"/>	Shopping Cen...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	250	100	<input checked="" type="checkbox"/>
905	Montpelier	<input type="checkbox"/>	Neighbour Str...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
906	Trenton	<input type="checkbox"/>	Shopping Cen...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	250	100	<input checked="" type="checkbox"/>
907	Albany	<input type="checkbox"/>	Neighbour Str...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
908	Harrisburg	<input type="checkbox"/>	Shopping Cen...	Northeast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	20	250	100	<input checked="" type="checkbox"/>
909	Chicago	<input type="checkbox"/>	Neighbour Str...	Midwest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
910	Indianapolis	<input type="checkbox"/>	Retail Park	Midwest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
911	Lansing	<input type="checkbox"/>	High Street	Midwest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	15	200	100	<input checked="" type="checkbox"/>
912	Columbus	<input type="checkbox"/>	Retail Park	Midwest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
913	Madison	<input type="checkbox"/>	High Street	Midwest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	15	200	100	<input checked="" type="checkbox"/>
914	Tallahassee	<input type="checkbox"/>	Retail Park	South	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>
915	Atlanta	<input type="checkbox"/>	High Street	South	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	15	200	100	<input checked="" type="checkbox"/>
916	Annapolis	<input type="checkbox"/>	Retail Park	South	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10	200	100	<input checked="" type="checkbox"/>

Set different approach to product classes or types.

Enable SKU classes to be redeployed from sending store

Enable SKU classes to be sent to receiving store

The screenshot shows the YDISTRI Configuration page for SKU Classes. The page is divided into two main sections: 'SKU Class configurations' and 'Precalculated results'.

SKU Class configurations

SKU Class	Use as source	Use as target	Enabled
Buying locked	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Default	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Delisted	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Finally delisted	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Season	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Standard ordering	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Temporarily not available (Undelivered)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Precalculated results

Total source potential ratio for selected category: 9% (red), 30% (orange), 60% (grey)

Total available inventory: 216.1k USD

Category	Total inventory	Inventory with source potential
Dead stock	31.6k USD	19.7k USD
Slow movers	166k USD	64.3k USD
Fast movers	18.4k USD	2.3k USD

Total source potential: 86.2k USD
Total target potential: 4.6k USD
Theoretical redistribution potential: 2.8k USD

[Create new calculation](#)

You can enable or turn off the whole SKU class

Redeploy only specified list of products or exclude it.

Overview of created product lists

Excluding the list of products.
E.g. products that would need special handling that is not possible for the redistribution

Using only the products specified in product list. Only those products will be redeployed. Such as to new store.

Here are all product lists not entering the redeployment

Here are all product lists only entering the redeployment

Redeploy only selected brands or excluded them.

List of brands to be managed any time

Excluding the products under specified brand

Redeploy only selected brands

The screenshot displays the YDISTRI Configuration interface. The top navigation bar includes 'Detail', 'Calculations', and 'Configuration' (selected), with a sub-menu for '#148 Excluded private brands'. The main content area is divided into three sections:

- Brands:** A list of brands with their active product counts. Brands include: - No brand specified - (74018 active products), Coca-Cola (86), Colgate (119), Dove (93), Johnson & Johnson (103), Kinder (106), Lays (98), Nescafe (99), Nestlé (85), and Oreo (101). Each brand has a red flag icon.
- Type of exception:** Two buttons: 'All enabled, except...' (highlighted in green) and 'All disabled, except...'.
- Disabled brands:** A section titled 'Products from these brands won't be redistributed.' containing a card for 'Danone' (74 active products) with a trash icon.

On the right side, the 'Precalculated results' section shows a progress bar for 'Total source potential ratio for selected category' (13%, 7%, 4%, 76%) and a 'Total available inventory' of 251.5k USD. Below this are three cards for 'Dead stock', 'Slow movers', and 'Fast movers', each showing 'Total inventory' and 'Inventory with source potential' values. At the bottom right, a 'Create new calculation' button is visible.

Here are all brands, which won't be redistributed

08. Details of the redistribution

Users can visualize and go through the detail of every single product proposed for the redeployment.

The screenshot shows the YDISTRIB interface with the 'Calculations' tab selected. The main content area displays a 'Pairings' table for a '#171 - Stock-out West Region' scenario. The table has columns for Product ID, Product Name, Source Store [from], Target Store [to], Quantity, Value, and Source Sku. The table is filtered to show 26 rows. A 'Full export' button is located at the top right of the table area, with a tooltip indicating it can export to XLSX or ERP files.

Product ID	Product Name	Source Store [from]	Target Store [to]	Quantity	Value ↓	Source Sku ...
186548	Product 60633	Helena	Albany	6	64.75	SlowMover
183490	Product 57582	Columbus	Salt Lake City	3	56.70	SlowMover
123448	Product 6392	Phoenix	Montpelier	12	42.36	DeadStock
136072	Product 10112	Salt Lake City	Boston	9	39.33	DeadStock
136072	Product 10112	Annapolis	Chicago	10	38.10	DeadStock
173050	Product 47140	Boston	Atlanta	5	31.90	FastMover
170176	Product 44269	Annapolis	Concord	2	23.97	DeadStock
169545	Product 43635	Trenton	Olympia	2	20.94	SlowMover
69960	Product 72501	Providence	Carson City	4	20.00	DeadStock
69960	Product 72501	Lansing	Carson City	4	20.00	DeadStock
183200	Product 57297	Chicago	Atlanta	2	19.68	DeadStock
177256	Product 51361	Boston	Chicago	4	19.24	DeadStock
168845	Product 42930	Boston	Atlanta	2	19.00	SlowMover
190528	Product 64561	Augusta	Lansing	5	15.35	DeadStock
180048	Product 54154	Montpelier	Annapolis	7	13.72	DeadStock
188121	Product 62176	Lansing	Boise	1	11.71	SlowMover
171688	Product 45784	Boston	Chicago	2	10.50	DeadStock
183200	Product 57297	Olympia	Atlanta	1	9.84	DeadStock
159968	Product 33996	Annapolis	Chicago	2	8.48	DeadStock
160672	Product 34702	Richmond	Lansing	3	8.19	DeadStock
136072	Product 10112	Richmond	Chicago	2	7.62	DeadStock
179160	Product 53265	Harrisburg	Lansing	1	5.49	DeadStock
179160	Product 53265	Augusta	Lansing	1	5.49	DeadStock
179160	Product 53265	Montpelier	Lansing	1	5.49	DeadStock
171688	Product 45784	Augusta	Chicago	1	5.25	DeadStock
171688	Product 45784	Phoenix	Chicago	1	5.25	DeadStock

Results can be exported into XLSX files or files suitable for ERP system

Detail is shown for the selected line – more on next page

Users can visualize and go through the detail of every single product proposed for the redistribution.

Detail is shown for the selected line

The screenshot displays a software interface for product redistribution. At the top, there are navigation tabs: 'Product Lists', 'Brands', 'Redistribution', 'Statistics', and 'Drill down'. The 'Redistribution' tab is active. Below the navigation, there are filters for 'Production' and 'Show only out-of-stock SKUs'. A table lists redistribution items with columns for 'Source Store [from]', 'Target Store [to]', 'Quantity', 'Value', and 'Source Sku...'. The row for 'Columbus to Salt Lake City' is highlighted in orange. To the right of the table, there are two line charts. The top chart is titled 'Source' and shows historical sales and a forecast for the source store. The bottom chart is titled 'Target' and shows historical sales and a forecast for the target store. Both charts have a y-axis representing quantity and an x-axis representing time from June 2018 to December 2019. A green line in both charts indicates the quantity needed after redeployment.

Source Store [from]	Target Store [to]	Quantity	Value	Source Sku...
Telena	Tallahassee	48	170.35	DeadStock
Telena	Albany	13	140.28	SlowMover
Columbus	Salt Lake City	7	132.00	SlowMover
Harrisburg	Lansing	37	114.31	DeadStock
Chicago	Atlanta	6	103.26	DeadStock
Columbus	Atlanta	9	95.94	SlowMover
anta Fe	Lansing	2	88.50	SlowMover
oston	Atlanta	13	82.94	FastMover
lbany	Concord	7	81.62	FastMover
Telena	Tallahassee	2	80.34	DeadStock
enver	Hartford	3	75.60	SlowMover
Richmond	Annapolis	4	69.63	SlowMover
anta Fe	Olympia	8	66.56	DeadStock
oise	Lansing	3	66.15	SlowMover
enver	Carson City	11	63.80	FastMover
rovidence	Chicago	2	63.02	DeadStock
Harrisburg	Boise	2	59.64	DeadStock
lympia	Trenton	3	57.63	SlowMover
Concord	Denver	9	56.70	SlowMover
lbany	Salt Lake City	6	56.16	FastMover
Harrisburg	Phoenix	3	54.51	SlowMover
Trenton	Olympia	2	53.26	SlowMover
Columbus	Albany	3	51.63	DeadStock
ugusta	Chicago	3	51.60	SlowMover
Concord	Albany	2	48.96	SlowMover
enver	Carson City	2	48.94	SlowMover

Detail of product's historical sales in source store and forecast with the defined probability after the redeployment

Detail of product's historical sales in target store and sales forecast after the redeployment. Green line indicates quantity that is needed

09. Statistics

See statistics of each calculation.

1. Overall statistics: see how much was redistributed, how many stores and products were involved and the values: out-of-stocks resolved, min. layers stocked and forced products.
2. Routes: overview of the values of the routes and number of the routes.
3. Data of redeployed products on the sending store.
4. Data of redeployed products on the receiving store.
5. See redeployment split by region.

See more detail by each single route

#174 - Brand balancing - Dove
Template: Brand balancing

Overall redistribution statistics

Overall statistics	Value
Total value	6 108 USD
Total quantity	1 389 MU
Source stores	29 / 29
Target stores	29 / 29
Value of replenished out-of-stocks (on target)	1 974 USD (32%)
Value of replenished minimum layers (on target)	0 USD (0%)
Value of forced products (on source)	0 USD (0%)
Total distinct product count	254

Routes [Show more](#)

Routes	Value	Quantity	Product count
Total number of routes	135		
Minimum route	0 USD	1 MU	1
Median route	31 USD	6 MU	2
Average route	45 USD	10 MU	2
Maximum route	251 USD	179 MU	10
Avg. no. of outgoing routes	4		
Avg. no. of incoming routes	4		

Stores

Source stores	Value	Product count	Target Stores
Minimum	20 USD	2	1
Median	203 USD	10	4
Average	211 USD	11	5
Maximum	478 USD	24	9

Target stores	Quantity	Product count	Source Stores
Minimum	2 MU	1	1
Median	147 USD	9	4
Average	211 USD	10	5
Maximum	553 USD	23	10

Regions

Regions	Source value	Source quantity	Target value	Target quantity
Northeast	2 262 USD (37%)	431 MU (31%)	2 009 USD (33%)	425 MU (31%)
Midwest	1 005 USD (16%)	143 MU (10%)	1 227 USD (20%)	211 MU (15%)
South	1 023 USD (17%)	358 MU (26%)	1 572 USD (26%)	246 MU (18%)
West	1 818 USD (30%)	457 MU (33%)	1 300 USD (21%)	507 MU (37%)

10. Drill down

See the impact on total revenue and inventory turnover in comparison to redeployed inventory.

Average 30 days sales of products enabled for redeployment

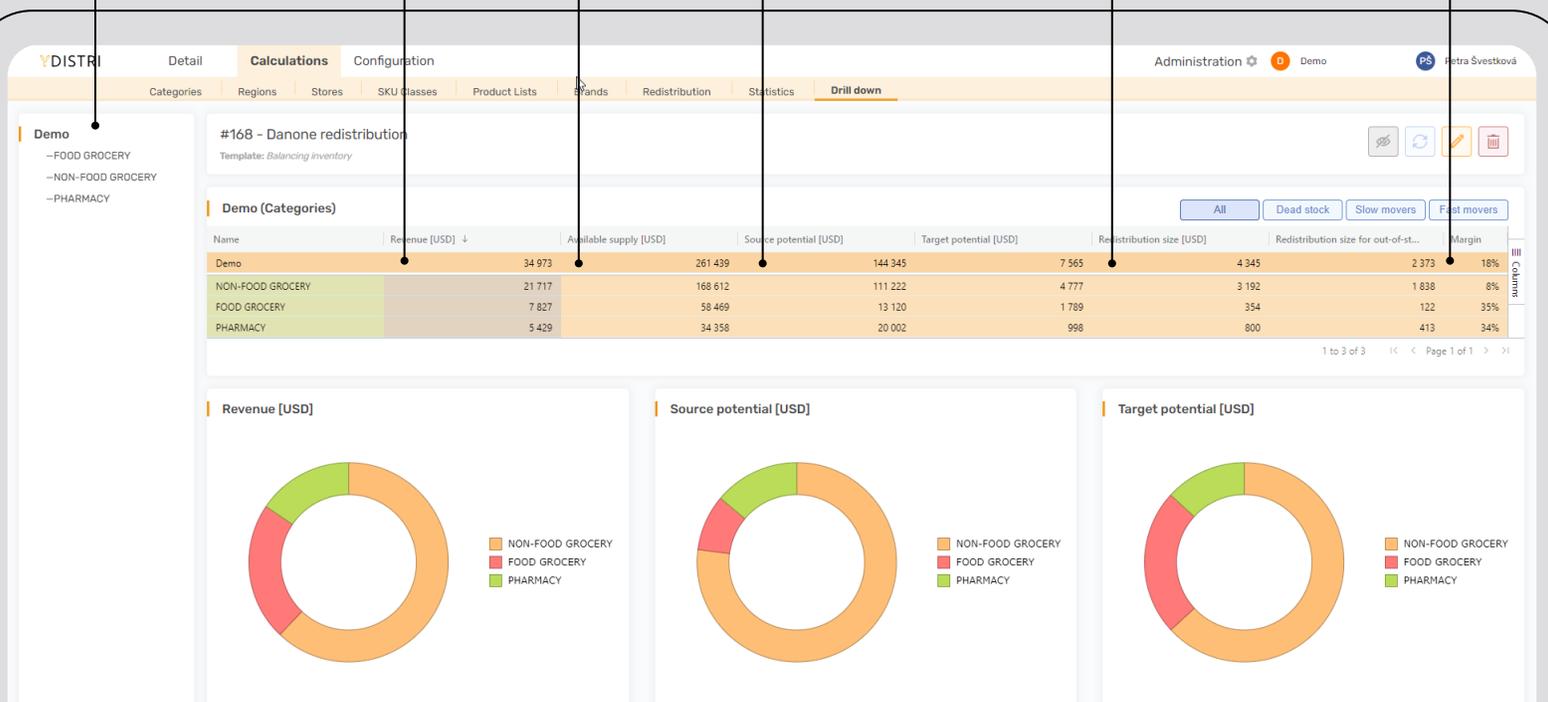
"Margin" of the category based on Ydistri data

Categories

Value of available inventory enabled for redeployment

Value, in cost price, of inventory that has the potential to be redeployed from source stores

Final value, in cost price, of the redistribution. To compare with "available supply" and "revenue"



11.

Detail view with monthly sales

Select category
Select product sales you want to see
Dotted line shows the promo sales
Full line shows the regular sales
Select region and store you want to see

Monthly sales in Value [USD]

Time interval	Sale regular [USD]	Sale promo [USD]	Sale sellout [USD]	Total [USD]
2020	18 450	0	0	18 450
2020 - Jan	18 450	0	0	18 450
2019	224 577	20 158	0	244 735
2019 - Dec	22 207	2 552	0	24 759
2019 - Nov	18 558	444	0	19 002
2019 - Oct	20 309	2 671	0	22 980
2019 - Sep	20 237	390	0	20 627
2019 - Aug	18 449	3 279	0	21 728
2019 - Jul	18 704	1 994	0	20 698
2019 - Jun	17 286	1 202	0	18 488
2019 - May	18 072	2 778	0	20 850
2019 - Apr	17 705	1 074	0	18 779
2019 - Mar	17 847	3 330	0	21 177

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