

# *EIM*

## **Effective Inventory Management Workshop AGENDA:**

### **October 22, 2018: 8:30AM - 4:30PM**

7:45 AM	Registration and Continental Breakfast
10:00 – 10:20 AM	Break
12:00 – 1:00 PM	Lunch
2:15 – 2:35 PM	Break
3:30 - 3:40PM	Break

### **October 23, 2018: 8:00 AM – 3:00 PM**

7:30 AM	Continental Breakfast
9:30 – 9:45 AM	Break
10:45 – 11:00 AM	Break
12:00 – 1:00 PM	Lunch
2:15 – 2:35 PM	Break

Total Instruction: 720 minutes = 14 CPE credits awarded for attendance

### **AGENDA:**

The EIM Workshop will cover the following 8 topics:

- **#1 – What Should You Stock?**
  - Goal of effective inventory management
  - Responsibilities of different departments in achieving effective inventory management
  - Different types of inventory:
    - Resale
    - Production
    - Maintenance, repairs and operations (MRO)
  - Determining what products to stock in each warehouse or store
  - Ranking products by activity, cost of goods sold and profitability
  - Resale Inventory - Ensuring that all inventory is profitable or leads to other profitable sales
  - MRO Inventory – Determining the “critical nature” of each item
  
- **#2 – Best Practice Forecasting #1**
  - The difference between dependent and independent demand

- Forecasting new stock items
  - Determining how to stock products with sporadic usage activity
  - Defining the six elements of an accurate forecast
  - Understanding the difference between sales, shipments and usage
  - Verifying that usage is correctly recorded
  - Identifying and correcting for unusual usage activity
  - How events and other factors can affect a forecast
- **#3 – Best Practice Forecasting #2**
    - Common forecasting methods and where each should be utilized
    - Measuring the accuracy of your forecast
    - Collaborative information from customers and sales people (CPFR)
    - Building a cooperative environment throughout your supply chain
    - Different types of seasonality and trends
    - The appropriate forecast horizon
    - The effect of inaccurate forecasts on the entire supply chain
- **#4 – Determining When to Replenish Stock (Achieving Your Customer Service Goals)**
    - Calculating accurate replenishment parameters
    - Minimum/Maximum quantities
    - Order points, reorder points and line points
    - The difference between average lead times and anticipated lead times
    - Different method for calculating safety stock quantities
    - Using safety stock to balance customer service with your investment in stock inventory
    - Order up to and flow point replenishment
- **#5 – Determining How Much To Order (Maximizing Profitability or Minimizing Costs)**
    - Economic order quantities
    - Purchasing when presented with price breaks
    - Evaluating rebate offers
    - Buying before a price increase
    - How space, money and product life limits affect purchasing decisions
    - Determining your ideal inventory investment and potential turnover
- **#6 – Implementing an Effective Replenishment Operation**
    - Setting up a multi-location supply network (assemble, transfer or buy)
    - Distribution requirements planning (buying into the future, importing and container maximization)
    - Materials requirements planning (acquiring raw materials and components just in time to complete an assembly or project)
    - Best practice purchasing policies and procedures

- **#7 - Benchmark metrics - Analyzing your progress**
  - Fill rate, customer service level and stockouts
  - Vendor analysis
  - What inventory turnover really tells you
  - Turn/earn index and gross margin return on investment
  - Excess stock and dead inventory
  
- **#8 - Utilizing all the tools and techniques presented in the seminar, developing a plan for your organization to achieve effective inventory management**