Auto Replenishment Overview
Today’s complex global supply chain calls for optimized inventory management to better manage demand and supply fluctuations. Traditional approaches to inventory management result in stocking problems (overstocking/understocking), leading to higher inventory holding costs or loss of sales. There is a need for better ways of replenishment that leverages near real-time demand signals and advanced analytics to enhance inventory management and fulfill customer needs throughout the value chain.

**Key Business Challenges**

- Partners usually order based on historical sales, but current demand may be at a significant variance
- Ad-hoc ordering results in surplus inventory locking up valuable working capital
- Lack of awareness to new product launches, and promotions could result in sub-optimal ordering

**Auto Replenishment Overview**

TradeEdge Auto Replenishment module provides the capability to build a replenishment order for a buyer based on different business parameters related to:

- Current Inventory
- Must Stock List
- Lead time, Minimum Order Quantity and delivery frequency
- Warehouse Capacity (Min/Max)
Solution Approach

Acquire master and sales transaction data (e.g., product data, delivery frequency, lead time, credit limit, sales, purchase orders, etc.)

Adjust order to accommodate constraints

Leveraging technology and statistical approach to generate an unconstrained order (without any limitations) to address current demand and associated replenishment needs

Generate and transmit order to fulfillment system

TradeEdge Execution Analytics solution overview

TradeEdge Execution Analytics helps you go beyond insights and drive action. Leverage its capabilities to optimize execution to drive business growth, improve fulfillment performance, enhance revenue realization, and improve customer experience.

Get the TradeEdge advantage for your business

Route Planning:

Enhanced field rep efficiency with dynamic route planning that maximizes strike rate and cross-sell/upsell opportunities

Higher-order accuracy from automatic order creation

Lower ordering costs and reduced cycle times

Significant productivity improvement

Reduced out-of-stock due to better replenishment strategies

Suggested Ordering and Replenishment:

What to order: Leverage AI to create a product assortment based on comparable reference points of sale.

How much and when to order: Build an automatic replenishment order basis sales velocity, inventory on hand, order lead times, delivery schedules, promotions, etc.

What stores to visit: Go beyond logistics efficiency. Improve strike rate of field reps by dynamically identifying stores to visit based on expected order value and current achievement against sales target.