

SKU Optimization

Reducing and reallocating warehouse inventory

Problem Statement	<p>Medical device distributors like those who supply surgical kits for operations deal with massive amount of SKU level inventory in multiple warehouses per country. A common problem many of these companies face is that they want to focus on maximizing profit and time to servicing while still maintaining a wide enough SKU inventory to keep surgeons happy.</p>
Proposed Solution / Value Proposition	<p>By leveraging the Data Science and Machine Learning Suite available on the Google Cloud Platform we can help to answer the following:</p> <ul style="list-style-type: none"> • Which cohorts of surgeons prefer which tools • Based on those cohorts where should we allocate out inventory • Which SKUs are low performing and could be replaced by higher performing SKUs
Results	<ul style="list-style-type: none"> • A Looker BI Platform for stakeholders to manage SKUs • A reallocation plan for SKU inventory • An assessment of surgeon/customer cohorts and which SKUs they prefer • An analysis of SKU performance within an asset family

Consolidate inventory to optimize output

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Analyze SKU level material COGs of inventory



Optimize inventory allocation based on regional utilization



Forecast SKU level components use to better optimize your toolkit product mix

