

# 5

## KEY SIGNS YOU MAY NEED A BETTER WAY TO MANAGE YOUR INVENTORY

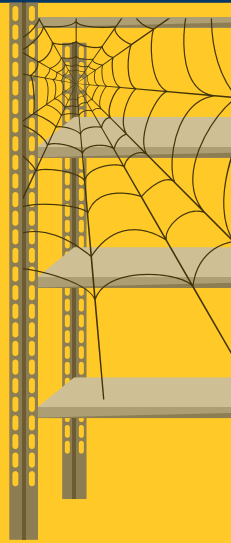
### 1 Overstock

The U.S. retail industry loses a staggering **\$46 billion annually** to inventory shrinkage.



### 2 Understock

The source of **72 % of stock-out inventory** is due to lack of data to make informed ordering decisions.



### 4 Low Sales



Consumers will buy elsewhere when they can't find the product they're looking for. On average a customer **will not wait more than 5-10 minutes**.

### 3 Low Customer Satisfaction

Not meeting customer demands results in dissatisfied customers.

One bad review can cost **\$750 to \$3,000 per year** in lost business.



### 5 Missing Goods

Human error in reporting and shrinkage cost U.S. businesses **over \$140 billion a year** and asset recovery is less than 32%.

