

Suggested Ordering Overview

Using the suggested order process and the tools that drive that output, allow you to fully utilize your inventory data to maintain optimum stock levels.

In this course, we will review the relationship between suggested order plans, suggested order options, forecasting configurations, and the concept of product ranking.

Objectives

- Suggested Orders Workflow

Suggested Orders Workflow

Creating a **Suggested Order Plan** is an important part of the suggested order *workflow*.

An important part of the *plan* is choosing an appropriate **Order Method**.

You can choose to use **Order Points**.

An order point is a value used for re-ordering stock from specific **Suppliers** based on the available quantity-on-hand, sales history, and projected sales.

The **Order Point** field is on each **Product** record on the **Buying** tab.

An **Order Point Plan** contains **Order Point Rules**. These rules can calculate the order point based on the days of supply and the sales velocity.

A **Forecasting Configuration** will identify that sales velocity for you based on your history and update the **Projected Weekly Velocity** field in Products.

You can include or exclude items from a suggested order using a code calculated through the **Product Ranking** process.

That code, located in the **Ranking** section of the **Prices & Cost** tab, can be based on the number of units sold, dollars sold, gross profit dollars made, or the gross profit percentage achieved.

All of these processes can be scheduled to run automatically.

To create *your* workflow, you should first create and schedule Sales Forecast Configuration.

Then create and schedule an Order Point Plan.

And then finally create and schedule a Suggested Order Plan using values from the previous three functions.

When the **Suggested Order** is run, the **Suggested Order Quantity** is calculated using all of this data.

Once the purchase order is reviewed, you can send it to your supplier.

Recap

Suggested orders use your sales history and product data to maintain just-in-time inventory levels.

In this course, we reviewed the suggested order workflow and overviewed the relationship between a suggested order plan and suggested order options.

We also reviewed suggested order plans, options, Forecasting, and Product ranking.

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