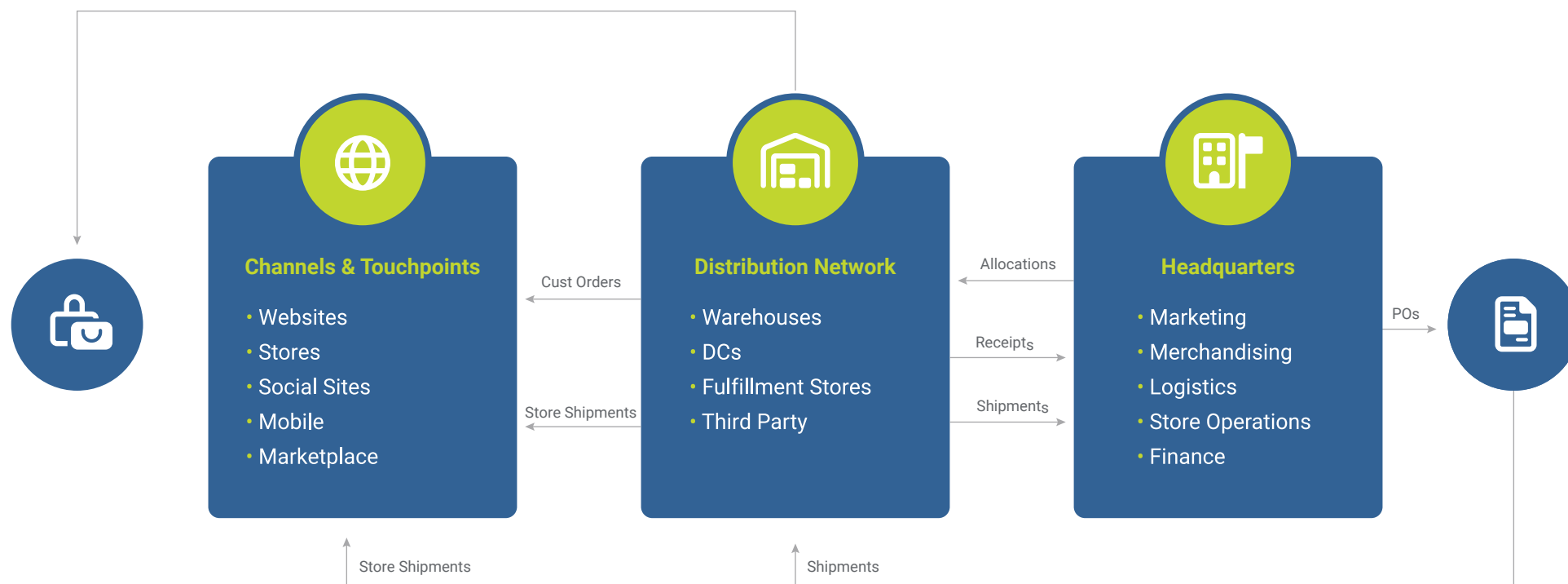# aptôs.

Overcoming invisible inventory

How an integrated, enterprise-wide inventory system of record can maximize inventory productivity and make the most of every customer opportunity
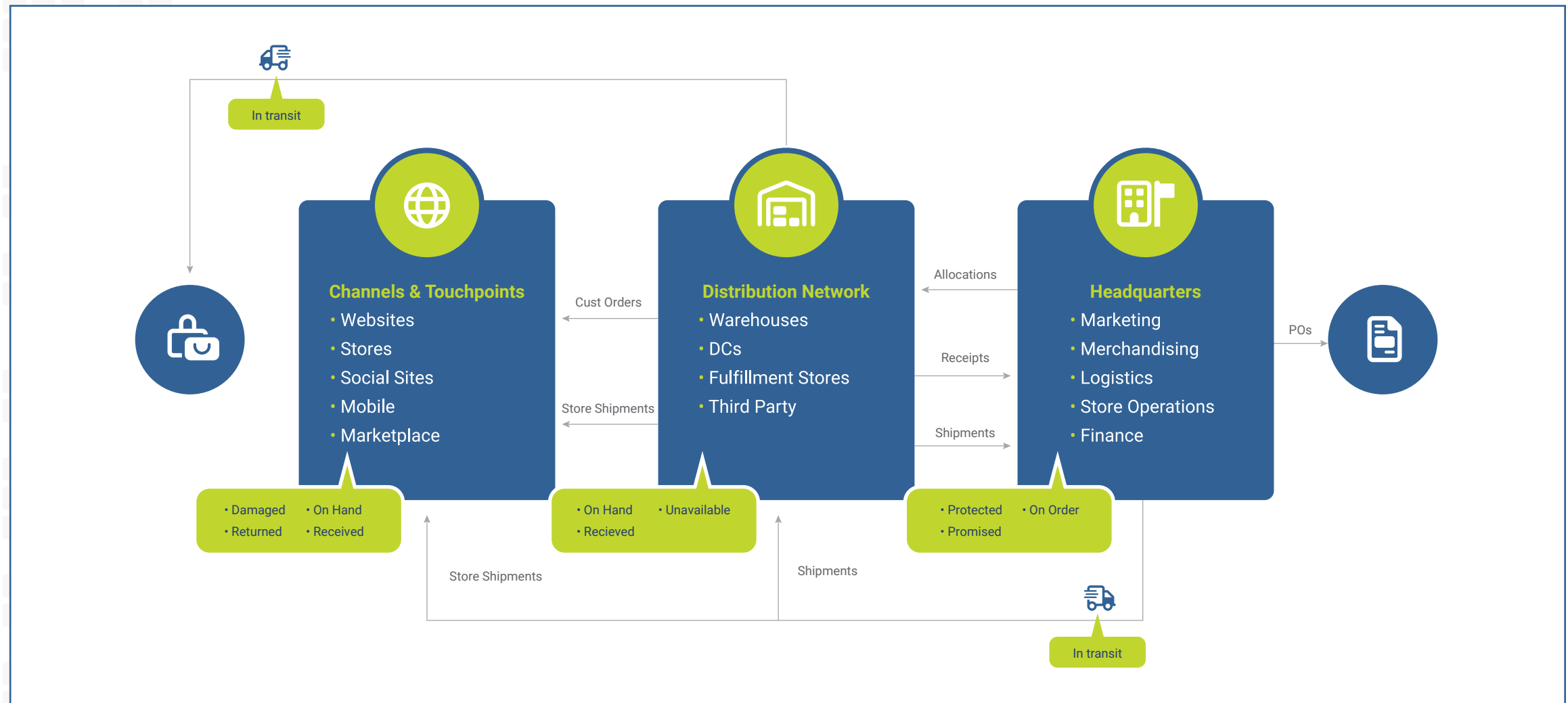
Inventory is everywhere.

And it's in constant, relentless motion across the extended retail enterprise. Sales channels are selling, suppliers are shipping, and warehouses are receiving and shipping. 24 hours a day, 7 days a week.

Channels & Touchpoints

- Websites
- Stores
- Social Sites
- Mobile
- Marketplace

Distribution Network

- Warehouses
- DCs
- Fulfillment Stores
- Third Party

Headquarters

- Marketing
- Merchandising
- Logistics
- Store Operations
- Finance

Cust Orders

Store Shipments

Allocations

Receipts

Shipments

POs

Store Shipments

Shipments

Channels, suppliers, warehouses and stores strive to keep the enterprise informed of every status change.

When things work well, they track the quantity, location, value and (as importantly) **the status** of every piece of inventory in every location.

In transit

Channels & Touchpoints
• Websites
• Stores
• Social Sites
• Mobile
• Marketplace

Cust Orders

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POs

• Damaged   • On Hand
• Returned   • Received

• On Hand   • Unavailable
• Recieved

• Protected   • On Order
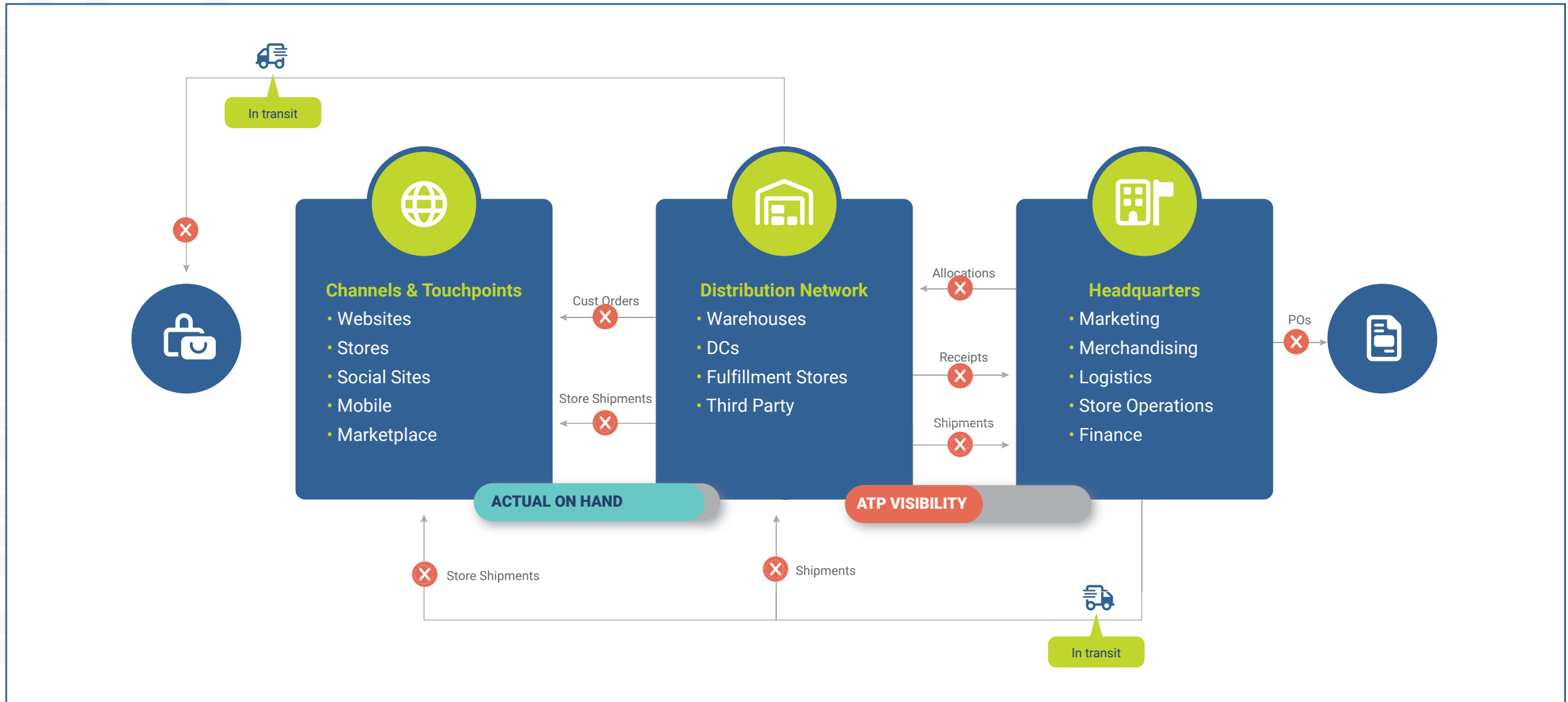• Promised

Store Shipments

Shipments

In transit

But what happens when those updates don't flow back through every part of the enterprise?

Polling delays, batch updates, pending in-transit updates and fragile interfaces all impact the visibility of inventory - and its status.

In transit

Channels & Touchpoints
- Websites
- Stores
- Social Sites
- Mobile
- Marketplace

- Damaged
- Returned
- On Hand
- Received

Cust Orders

Store Shipments

Distribution Network
- Warehouses
- DCs
- Fulfillment Stores
- Third Party

- On Hand
- Recieved
- Unavailable

Allocations

Receipts

Shipments

Headquarters
- Marketing
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- Store Operations
- Finance

- Protected
- Promised
- On Order

POs

Store Shipments

Shipments

In transit

4

And that's when inventory becomes invisible:

inventory that you own and is technically available to sell, but is not visible to available to promise calculations.

In transit

Channels & Touchpoints
- Websites
- Stores
- Social Sites
- Mobile
- Marketplace

Distribution Network
- Warehouses
- DCs
- Fulfillment Stores
- Third Party

Headquarters
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- Finance

Cust Orders

Store Shipments

Allocations

Receipts

Shipments

POs

ACTUAL ON HAND

ATP VISIBILITY

Store Shipments

Shipments

In transit

And if inventory isn't visible to available to promise,

that inventory is invisible to the people, processes and technology that empower omnichannel experiences.

And it's much easier than you may think for inventory to become invisible...

Five common ways for inventory to become invisible:

STORES

Sales, returns, receipts, transfers awaiting polling.

WAREHOUSES

Received but not checked in, shipped but not polled.

SHIPMENTS

No visibility to in-transit status throughout journey.

SUPPLIERS

No visibility to on-hand or on-order inventory.

MERCHANDISING

Awaiting overnight uploads from multiple sources.

8

Invisible inventory leads directly to **two very common customer experience challenges...**

Selling things you don't own.

A customer service challenge and a threat to their loyalty.
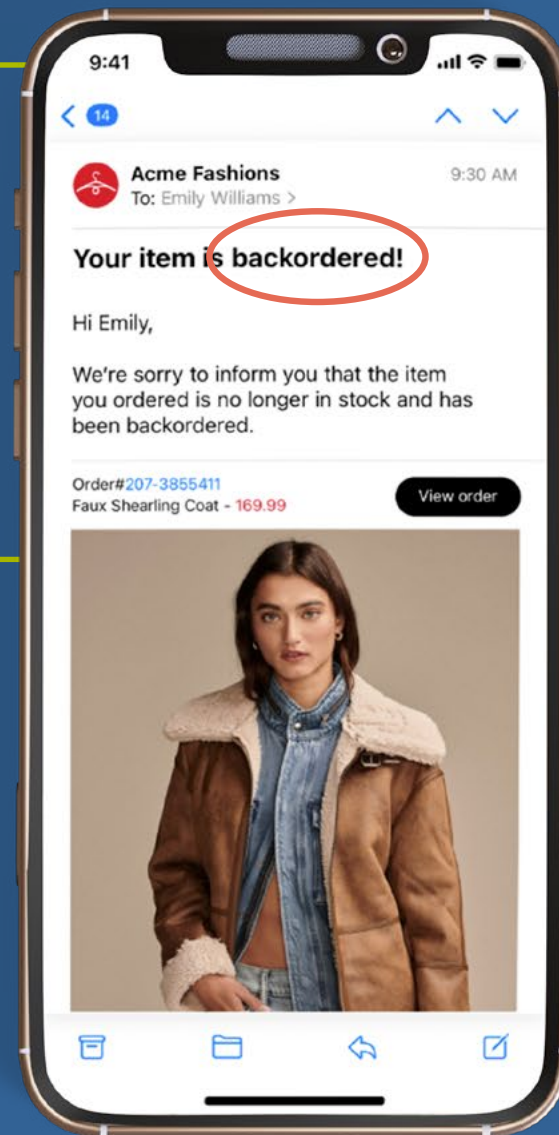
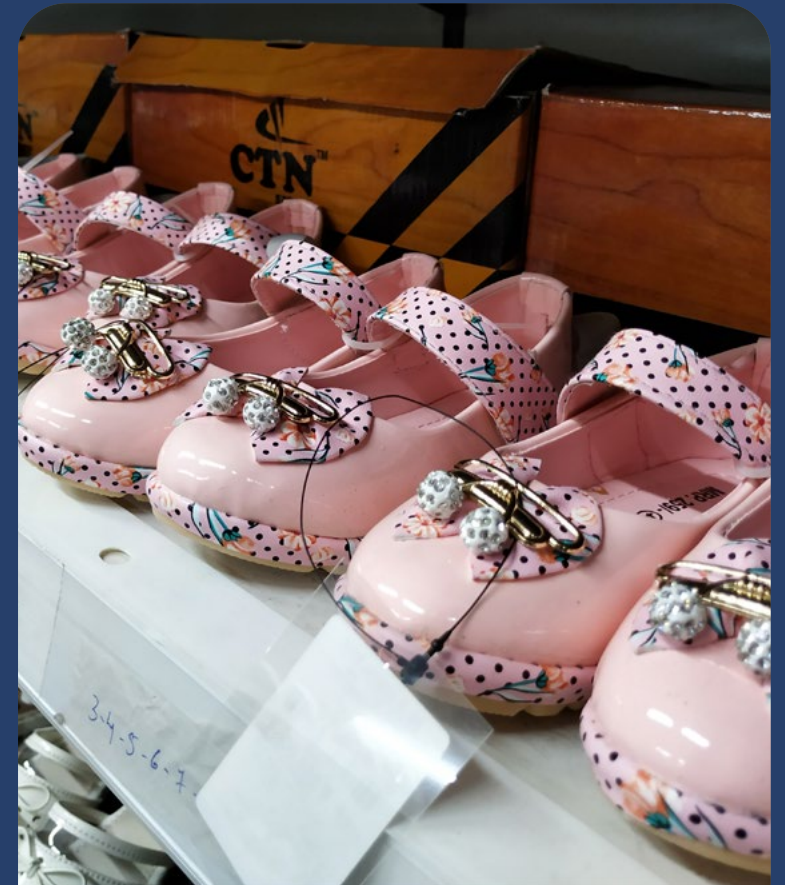## Not selling things you do own.

A lost sales nightmare.

Invisible inventory also leads directly to
numerous inventory management challenges.

Over-buying or over-allocating to well-stocked stores.

Fulfilling online demand from less-than-optimal locations.

Marking down instead of fulfilling from slower-selling stores.

An integrated inventory system of record helps **unify your business around one version of the truth.**

- Synchronize and centralize perpetually updated data.
- Get item-by-item product status as close to real time as possible.
- Integrate stock ledger, consolidate reporting and match invoices.
- Coordinate pricing across all channels, locations and banners.
- Translate and report inventory data by local language and currency.

Aptos Merchandising helps manage all the complexities of every style, color and size...
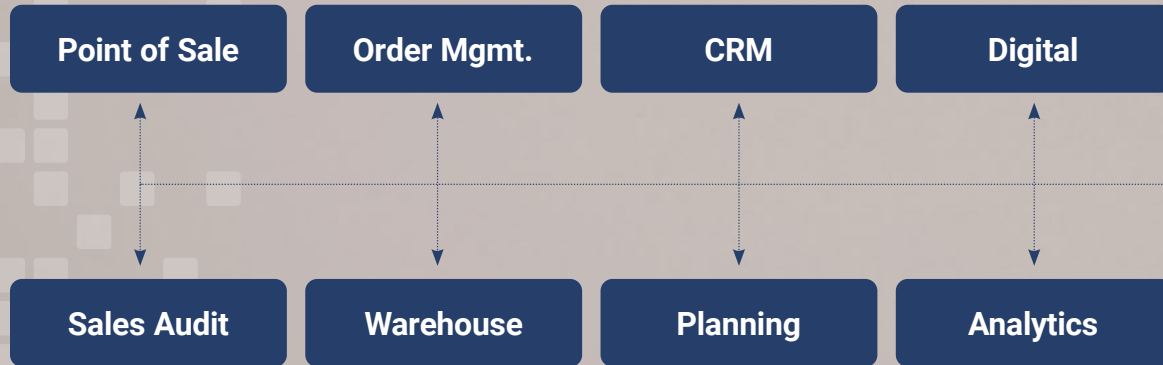

Style ID	12345
Description	Linen Urban Shirt
Colors	Blush Pink, Marigold
Sizes	S, M, L
Attributes	Fabric, Pattern, Collection, Import, Recycled Materials, Washable
Category	123-276 Tops & Shirts
Season	SPRING
Cost	$29.00 USD
Retail	$59.99 USD
Flags	Active, Reorder, Replenish, Order Multiple, Distribution Multiple

**...as well as tracking every piece of inventory in every color and size, in every location and in every status.**

Style 12345	Linen Urban Shirt	Available to Sell			
Color	Location	S	M	L	Total
Blush Pink	Downtown LA	4	5	2	9
	Santa Monica	2	3	1	6
	Beverly Hills	3	0	2	5
	Ventura	1	4	4	9
	Newport Beach	2	2	4	8
Marigold	Downtown LA	2	4	1	7
	Santa Monica	0	4	1	5
	Beverly Hills	2	2	2	6
	Ventura	1	3	1	5
	Newport Beach	3	3	0	6
Total		20	30	18	66

Ensuring that critical product and inventory data gets to all the right places...

Point of Sale	Order Mgmt.	CRM	Digital

Sales Audit	Warehouse	Planning	Analytics

...and gets there in time to positively impact decisions, promises and experiences across the enterprise.

Style 12345	Linen Urban Shirt		Available to Sell		
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15
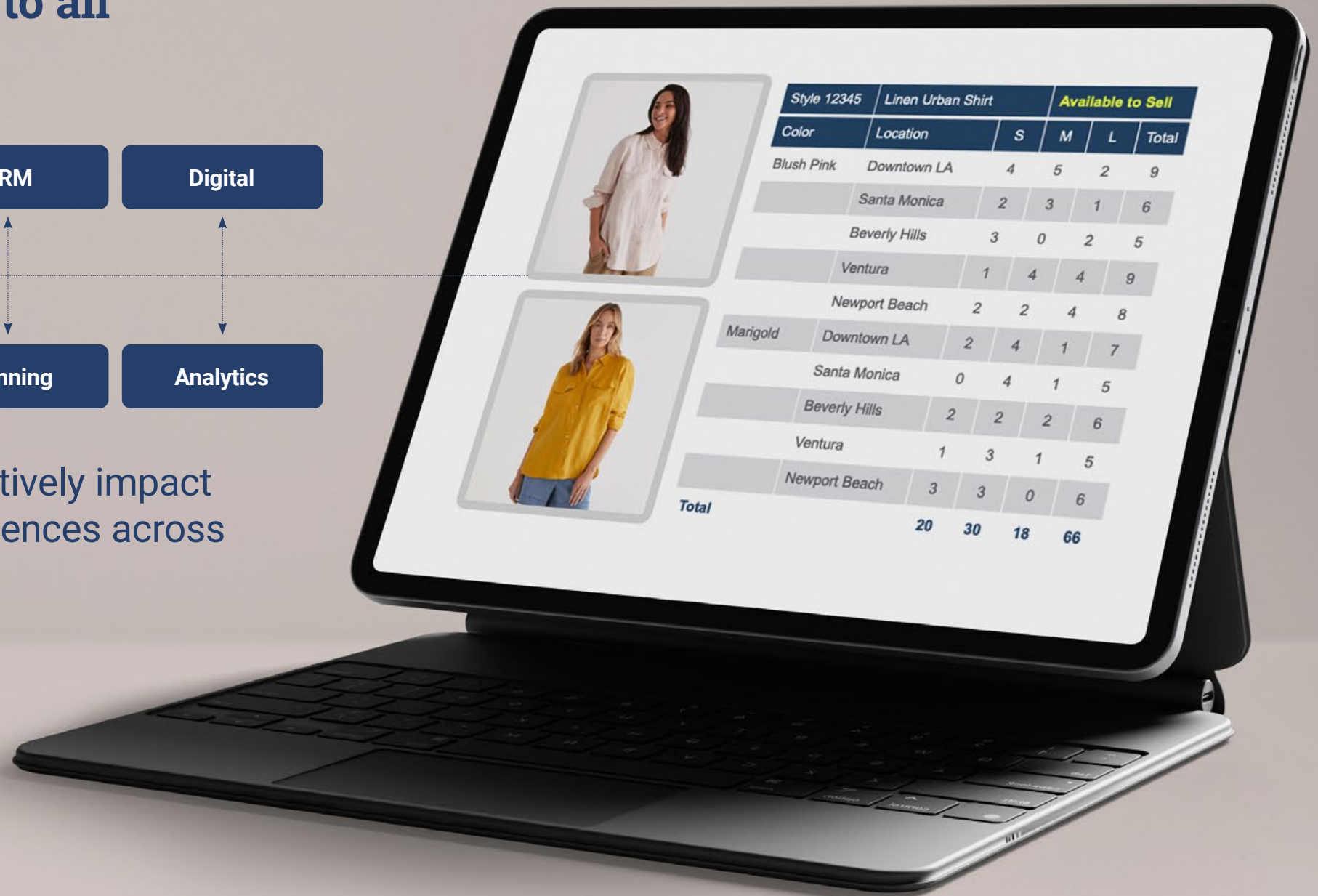
Aptos Merchandising: Keeping inventory and ATP in sync to help you
make promises you know you can keep.

Actual on hand

Available to promise

Web Sites
Mobile Sites
Social Commerce
Livestreaming
Store Fulfillment
Endlsess Aisle

aptos

About Aptos Merchandising

Aptos Merchandising leverages near real-time data across the extended enterprise to synchronize and integrate key functions, including purchasing, pricing, receiving, allocation and replenishment, while its centralized transactional database and support tools enable retailers to make better decisions based on accurate, current and shared information.

Aptos clients are able to manage inventory with rapid, timely precision, enabling their businesses to respond faster as market conditions and consumer demand patterns shift. They convert more opportunities, fulfill orders more efficiently and drive greater inventory productivity with inventory managed and unified by Aptos Merchandising.

Learn more