

# Thrive Technologies, Inc.

INVENTORY  
REPLENISHMENT

## ClearDay Web Replenish

### Features

- Optimizes safety stock, orders and deals
- Honors vendor cycle, EOQ, and pack sizes.
- Automatically generates time-phased replenishment orders
- Interfaces to your ERP system
- Daily recalculation of optimal orders and alerts
- Provides inventory decision support



Today's business environment requires distributors and their trading partners to manage inventory more efficiently in order to grow profits and satisfy customers. ClearDay Web Replenish from Thrive Technologies is a flexible, easy-to-use, interactive inventory management solution that increases a company's sales and cash flow while reducing inventory costs.

ClearDay Web Replenish constantly evaluates and compares each item's individual sales forecast, safety stock requirements and economics to its existing inventory situation to create orders, and prompts the user as needed.

Through ClearDay Web Replenish, the user can link their customer service and inventory strategies to their sales and/or purchasing strategies. To service the dynamic changes in supply and demand, ClearDay Web Replenish monitors inventory requirements as changes occur.

ClearDay Web Replenish is a powerful decision support tool that enables your buyers and planners to become *proactive* inventory managers rather than reactive managers of daily inventory

crises.

### Time-Phased Replenishment Planning

The system utilizes the concept of time-phasing to maximize customer service with minimum inventory investment. Through integration with host systems, ClearDay Web Replenish evaluates all demand and supply requirements to create time-phased replenishment plans for each product at each location. Evaluations done by the system include:

- Lead-time length and variability
- Desired customer service-level requirements
- Order cycle economics
- Item level safety-stock and targets
- Order generation rules and preferences

### ClearDay™ Web Modules

*ClearDay Web Replenish*

*ClearDay Web Forecast*

*ClearDay Web Transfers*

*ClearDay Web Kitting*

*ClearDay Web Multi-Echelon*

*ClearDay Web Events*

*ClearDay Web GroupCast™*

The calculated replenishment orders result in the minimum inventory investment required to support the desired level of customer service.

## Optimal Buying

The goal of ClearDay Web is to generate purchase order quantities that support the company's strategic goals for profits and customer service while doing so in the most efficient and economic fashion.

For example, ClearDay Web can optimally push order quantities up to get prepaid freight, or to hit vendor minimums, or to cube out a full container, if desired, all while honoring pack sizes.

Additionally, the software can consider multiple warehouses in the distribution network for stock transfers before it places orders to the vendor. Or it can roll up demand from dependant warehouses.

Since ClearDay Web knows the costs and upcoming demand for each of your items, it's proprietary science can tell you if a vendor incentive makes economic sense, and if so, how much more of each item to buy.

## Exception Based Workflow

The typical distributor stocks thousands of items at each warehouse. Buyers and planners do not have time to manage each item individually; they need to focus on selected items that require action. ClearDay Web Replenish performs the complex calculations for each item at each location, and then flags those items with specific conditions that are beyond user defined tolerances. ClearDay Web Replenish action messages:

- Recommend purchase order releases, stock transfers and fore-



cast evaluation

- Signal order expedite and de-expedites including candidates for order postponements and cancellations
- Highlight out-of-stock and overstock situations
- Project potential out-of-stock inventory problems
- Flag past-due shipments.

## Perfect Balance of Inventory versus Service Levels

ClearDay Web Replenish software will maintain the minimum inventory levels needed to achieve your desired levels of customer service by product grouping.

Additionally, the user can simulate the additional investment in inventory required to support a customer service level increase from 90 percent to 95 percent.

ClearDay Web Replenish projects the impact on inventory investment for proposed changes at the Item level, including safety stock options and ordering preferences. Users can review analytics to show the projected impact on inventory investment and customer service level, then post the changes as the new settings.

With ClearDay Web Replenish, inventory plans can be based on strategic company-specific inventory investment preferences,

customer service level goals and item and location level information and objectives.

Most importantly, the company's capabilities to handle important clients are greatly improved because the investment in inventory versus customer service tradeoff is now visible and controllable.

## Global Sourcing

Many distributors have made the strategic decision to gain cost efficiencies by importing products from other parts of the globe. Although this can certainly lower unit costs, it creates complexities in other areas such as significantly increased and variable lead times. This poses a new challenge to buyers and planners, who must now place orders for products that will not arrive for months.

ClearDay Web Replenish provides visibility up to 52 periods out, and automatically factors in the lead time for each item at each location, in its calculations of optimized order quantities. It also factors in the variability of the vendor lead time into its safety stock calculations to provide insurance against late deliveries.

## Inventory Decision Support

It is well known that companies need to measure results in order to improve their efficiencies and gain competitive advan-

tage. ClearDay Web Replenish provides comprehensive management reports to help evaluate progress in achieving specific customer service and inventory performance objectives. Powerful ClearDay Web Replenish reports provide key inventory statistics, including values for projected inventory investment by dollars, units, cube, weight, and margin. Other ClearDay Web Replenish analytics include projected inventory turnover, projected customer service levels, periods of supply, order quantities, and safety stock levels. Finally, ClearDay Web Replenish graphs make spotting trends very easy.

The screenshot shows the 'Replenish' interface with the following data table:

	On Hand	Back Ordered	Past Due In	MTD Demand		Reduce by MTD Sales		Prior	
	0	0	0	(No)	(No)	(No)	(No)	(No)	(No)
Forecast	0	105	105	105	124	124	124	124	87
Customer Plan	0	0	0	0	0	0	0	0	0
Consumed	0	105	105	105	124	124	124	124	87
Special	0	0	0	0	0	0	0	0	0
Dependent	0	0	0	0	0	0	0	0	0
<b>- Demand Plan</b>	0	105	105	105	124	125	124	124	87
Due In	0	0	0	0	0	0	0	0	0
Firm Orders	0	0	0	0	0	0	0	0	0
Release	0	210	105	105	124	125	124	124	87
<b>- Supply Plan</b>	0	0	210	105	105	124	125	124	87
Available	0	-105	0	0	0	0	0	0	0
Minimum	0	0	0	0	0	0	0	0	0
Safety Stock	0	0	0	0	0	0	0	0	0
Target	0	0	0	0	0	0	0	0	0

### Item Stratification (ABC Analysis)

One of the most effective inventory management methodologies is stratifying the product offerings into ABC inventory classes. This allows a company's buyers or inventory planners to focus their time on the most important Items.

ClearDay Web Replenish supports this process with an automated stratification process. ClearDay lets the user select from different criteria, including units, cost, selling price, margin dollars, weight, volume (cube), or equivalent units of measure. Additionally, each item can have up to three different inventory classifications. Also, the user can tell ClearDay to use demand history or sales forecasts as the basis for stratifi-

cation. For example, the user could rank the top 20% of their products as "A" items based on unit demand from last year. Then, they could take another slice of the product population for products that rank in the top 30% for profitability in 12 month forecasted sales as "AA" items, and so on.

### Collaborative Planning

As a browser-based product, ClearDay Web is the perfect system to facilitate planning between companies in the supply

chain or across different departments in the same company. For example, a vendor can view your twelve month inventory requirements by SKU / location so that they can better service your future purchases. Or your key customers can view their forecasted purchases, or submit their own forecasts to help you make better decisions. With ClearDay Web Replenish, companies can easily share selected information to collaboratively optimize inventory levels and increase efficiencies.

## About Thrive Technologies

Thrive Technologies is a leading provider of advanced replenishment and inventory optimization software to distribution intensive companies who desire best-in-class functionality, yet require low total cost of ownership. Since 1983, Thrive's easy to use products have provided companies the documented ability to reduce inventory and increase sales. Thrive's browser-based software integrates easily to a company's existing enterprise software, adding significantly greater control over service and inventory levels. Thrive's implementation staff has strong domain expertise in the area of advanced replenishment buying. For more information, visit Thrive on the Web at [www.thrivetech.com](http://www.thrivetech.com).



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