

Amazon Inventory Projection: A Good "Problem" to have... Until it's a Problem

 **FBA Frontiers**

Amazon Inventory Projection

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EU Product Research

The Basics

- Do you know your numbers?
- How many units of X-SKU did you sell in the last week or month?
- Have a spreadsheet ready & update it weekly

Creating your Spreadsheet

- Safety level - 4 weeks
- Lead time from supplier
- Upcoming events (seasonality lightning deals)
- Current stock level in Amazon
- Current stock level in transit
- Current POs issued per item

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Using The Template

- Review included template
- Insert source data
- Insert current stock levels and Open POs
- Review if you need to place any orders
- Initially, the basic color coded sheet will suffice. But as sales and SKUs increase, more information will be needed.

The BIG Takeaways:

Track Your Sales: Update your tracker weekly and order as soon as your stock drops below expected levels.

Highlight and Investigate Any Trends: Follow up on your discoveries and watch your sales over time

Plan for Deals: Got a lightning deal coming up or in the past month? Adjust the numbers accordingly.

Plan for Seasonality: If you have already been selling a SKU for a year, go back and input all the data, comparing the months year-on-year. Use this to assist with seasonal predictions for sales.
