

Inventory Planning and Sales Forecast

Inventory Overview

SKU						
Product Name						
Current Stock						
Reorder Point						
Lead Time (days)						
Average Monthly Demand						
SKU001	Product Alpha	320	250	14	180	
SKU002	Product Beta	200	150	10	120	
SKU003	Product Gamma	180	90	18	60	

Sales Forecast (Next 6 Months)

Month						
Product Alpha						
Product Beta						
Product Gamma						
July			175	128	70	
August			182	135	72	
September			190	140	65	
October			178	124	68	
November			185	130	75	
December			210	150	80	

Important Notes

- Ensure sales forecasts are regularly updated with real sales data and adjusted for market trends.
- Monitor current stock levels frequently to prevent stockouts or overstocking.
- Lead times should include supplier and shipping delays, especially during seasonal peaks.
- Set reorder points based on forecasted demand and lead time to maintain optimal inventory levels.
- This document should be reviewed monthly to support decision-making in procurement and sales.