

Inventory Planning and Sales Forecast

Inventory Overview

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