

START HERE

Is your inventory data clean, structured, and available at the product-location level?

NO

Not ready for IO

IO is highly sensitive to data quality and granularity



RECOMMENDATION

Focus on master data cleanup and standardization before proceeding

YES

Can you clearly explain the purpose of the inventory you hold (what's safety stock, what's buffer stock, what's excess)?

NO

Continue with caution

IO will reveal these insights, but unclear segmentation could lead to confusing results at first



RECOMMENDATION

Work on categorizing inventory types and aligning on internal definitions

YES

Do you frequently experience excess stock, stockouts, or last-minute supplier orders?

NO

Continue with caution

IO may still add value, but your current process may already be effective



RECOMMENDATION

Focus on identifying inefficiencies in inventory strategy or segmentation

YES

IO helps stabilize service levels and right-size inventory based on variability and lead times
This is a strong signal for IO value!

Do your planners trust the inventory recommendations made by your current system?

NO

Continue with caution

IO can help, but adoption depends on trust



RECOMMENDATION

Prepare to invest in change management and build stakeholder confidence in IO's algorithm

YES

Do you view inventory as a strategic asset or a cost center?



Cost Center

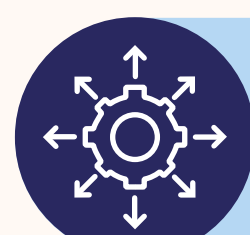
Continue with caution

IO is most impactful when used to support service levels, not just cost-cutting



RECOMMENDATION

Reframe inventory in terms of value creation and customer outcomes



Strategic Asset

YES

Is your inventory segmented based on customer needs, product value, or service-level tiers?

YES

Continue with caution

Segmentation helps IO produce results that align with business priorities



RECOMMENDATION

Define service-level policies by SKU groups or customer types

NO

Do you have cross-functional alignment between supply chains, finance, and IT?

NO

Continue with caution

IO implementation success depends on collaboration between these teams



RECOMMENDATION

Build buy-in early and define ownership across functions

YES

You're ready to explore IO!



Your Results and Next Steps



Mostly "Yes" answers

You're a strong candidate for Inventory Optimization. You have the foundational data, planning mindset, and business challenges that IO was designed to solve.

NEXT STEP

Schedule a consultation with our team to review your timeline, align on business goals, and map out your implementation plan!



Mostly "No" answers

IO might still be a great long-term fit, but you'll need to do some preparation first. Clean, structured data and inventory clarity are essential to getting full value from the tool.

NEXT STEP

Contact us to review your results, prioritize areas for improvement, and build a readiness roadmap. We can help you take the right steps now to make IO a success later.

