

What you receive after the Sprint.

A fictional Sprint for Ridgeway Industrial Supply, the same business as the sample week. This is not a live client account. It shows the shape of the report, the clearance plan and the settings worksheet you receive at the end of the Sprint.

RIDGEWAY INDUSTRIAL SUPPLY · FICTIONAL · ILLUSTRATIVE FIGURES

A\$596k of excess stock found. About A\$280k of it is cash you can release.

Every Sprint report shows two numbers: the excess stock at cost, which is what the guarantee is measured on, and what each line is expected to return by its best route, net of costs. A\$3.4m of stock at cost, 6,200 active items, on Business Central since 2023.

A\$596k excess stock at cost, 17.5% of holdings	A\$280k cash you can release, best route, net of costs
214 lines carrying excess	412 planning settings corrected

Guarantee check: the threshold is A\$100,000 of excess stock, and this Sprint found A\$596k.

Start at the top. Most cash for least effort.

Every excess line is routed to its best way out. Routes are ranked by cash recovered per hour of your team's effort, so the first hours spent go where they return the most.

ROUTE	AT COST	CASH YOU CAN RELEASE	TEAM EFFORT	CASH PER HOUR
Return to supplier for credit	A\$164k	A\$131k	14 hrs	A\$9.4k
Trade offers and bundles	A\$198k	A\$109k	22 hrs	A\$5.0k
Clearance price or auction	A\$142k	A\$40k	30 hrs	A\$1.3k
Write off before stocktake	A\$92k	A\$0	2 hrs	n/a
Total	A\$596k	A\$280k	68 hrs	A\$4.1k

2 · THE BIGGEST LINES

8 of 214 lines. A\$132k at cost, A\$83k you can release.

The full report lists every line. These eight carry 22% of the excess, each with its own route.

ITEM	COVER	AT COST	ROUTE	CASH YOU CAN RELEASE
HY-4410 Hydraulic Coupling Kit	296d	A\$31.2k	Return to supplier, unopened and inside the return window	A\$24.9k
TP-5200 Transfer Pump 2in	184d	A\$23.4k	Bundle with spare parts kits for the two largest trade accounts	A\$14.0k
GC-7702 Galvanised Pipe Clamp 100mm	212d	A\$18.9k	Return to supplier, mostly unopened cartons	A\$15.1k
VL-3380 Gate Valve 80mm	241d	A\$17.6k	Trade offer to the top 20 accounts	A\$9.7k
FT-2210 Flange Gasket Set	330d	A\$14.3k	Return what's eligible, clear the balance	A\$9.3k
HS-0915 Hose Clamp Assortment	400d+	A\$12.8k	Bundle into site-pack orders	A\$6.4k
EL-5520 Cable Gland M20, box 100	280d	A\$9.6k	Auction lot	A\$2.9k
PP-9030 Hi-Vis Vest, superseded colour	400d+	A\$4.2k	Site-pack bundle, write off the balance before stocktake	A\$1.0k
Top 8 lines		A\$132.0k		A\$83.3k

Stop buying what you're clearing.

Lines on the clearance plan that the planning worksheet still wants to buy. Handed over with the plan, so the stock you're clearing isn't being reordered at the same time.

ITEM	WORKSHEET SUGGESTS	CALL
TP-5200 Transfer Pump 2in	24	Do not reorder
GC-7702 Galvanised Pipe Clamp 100mm	150	Do not reorder
HY-4410 Hydraulic Coupling Kit	10	Do not reorder
VL-3380 Gate Valve 80mm	20	Do not reorder

38 items will run out before a new order lands.

Fast movers where cover is shorter than the supplier's lead time. The first four, from the same business as the sample week:

ITEM	COVER	LEAD TIME	CALL
SS-0816 Hex Bolt M16 Stainless, box 50	3d	28d	BUY now
PP-1120 Nitrile Gloves L, carton	12d	14d	BUY now
PV-2250 Ball Valve, PVC 50mm	18d	35d	BUY now
HY-3310 Hydraulic Hose 3/8in, 50m	30d	42d	BUY now

The cause, fixed.

Delivered as an import worksheet your team can load, or hand to your Business Central partner. You decide what gets loaded, and I never write to your system. 412 items in this Sprint, four examples:

ITEM	FIELD	NOW	CORRECTED	WHY
SS-0816 Hex Bolt M16	Policy, reorder point, maximum	Order, 0, 0	Maximum Qty., 45, 85	Set up when it sold 2 boxes a month. Now about 40.
PU-5100 Diaphragm Pump 1in	Reorder point, maximum	60, 150	24, 40	Set for 20 a month. Now sells about 8.
PV-2250 Ball Valve 50mm	Lead time calculation	Blank	35D	Imported line with no lead time entered.
FE-2201 Filter Element 10 micron	Safety stock	80	30	Buffer set for volumes it no longer sells.