Fast-moving products are easy to forecast. The slow and intermittent movers in "the long tail"—a growing part of the aftermarket business—are another story. Traditional supply chain applications are not designed for high variability demand, so inventory mix and service levels get out of balance, leading to excessive costs, waste and obsolescence. This proliferation also makes it very difficult for distributors to economically carry the right inventory.

72% of supply chain leaders say predicting where to position inventory in the network is a moderate to high challenge.

ABC classification can't identify the truly optimal stocking level and service for each SKU-Location given the complexity of today's multi-echelon aftermarket inventory networks. As a result companies struggle to meet service level and financial goals sustainably.

Sporadic demand and escalating SKU counts challenge distributors' ability to economically carry the right inventory.

If your parts inventory strategy is not up to the challenge, your customers may be adding up unnecessary costs for you. The result is an aggregated service class goal with the lowest possible stock investment. Then, you can choose the service curve that shows you how to service customers while minimizing inventory.

Smart supply chain planning can reduce inventory holding costs by 12-23%.

"Service-driven" inventory optimization is a better way to achieve financial goals.

Probability forecasting is the only reliable approach for long-tail demand. With probability forecasting you can better understand specific demand patterns for both fast and slow-moving items to achieve aggressive service-level targets.