

What is the ideal inventory position?  
What inventory should I be liquidating?  
How can I optimize my inventory turn rate?  
What are backorders costing and how can I reduce them?

**Think fast.** You know your Inventory department has the potential for greater cost-savings and increased operational efficiency – if only you could unlock it. Now with the Manage Matrix Inventory module from Taurus you can. This powerful business performance management tool provides executives and managers with a high level view of their Inventory department – including everything from inventory turns to carrying costs to gross margin return on investment (GMROI) - helping you maximize productivity, efficiency, and cost-savings in an area that represents one of your company's largest assets.



**Taurus Software**  
Making Data Liquid

# The increase-your-inventory-efficiency solution.

Filling orders quickly, reducing backorders and backorder costs, and liquidating old inventory and unprofitable items – managing your inventory efficiently requires the right information at the right time. The Manage Metrix Inventory module provides tools to optimize every facet of your Inventory department, and directs the implementation of good business practices that help contribute to long-term success.



**Taurus Manages**  
ManageMetrix™

## What are good business practices?

- Understanding the age of your inventory so you can minimize your inventory position and investment.
- Grouping inventory into segments that can quickly identify inventory that is impacting profitability, such as return to vendor or discontinued products.
- Setting goals, tracking performance, and communicating results to the full organization.
- Ensuring inventory turns are generating a profitable return on investment.
- Measuring your backorder costs and keeping backorders to a minimum.

You can't improve what you don't measure!

## Balancing investment and profit

Too much inventory equals high carrying costs, too little inventory equals high backorder costs, too few turns equals high inventory levels, too many turns equals backorders. What is the right balance?

Maintaining inventory levels that minimize the erosion of gross margin and profit is more important now than ever. Many companies manage their inventory position by gathering data in spreadsheets and using experience to identify what to liquidate or order. Manage Metrix automates the inventory position analysis. It allows you to set goals, and calls out items that are not meeting these goals, so you can spend 80% of your time acting on information rather than 80% of your time gathering information. Manage Metrix gives you the tools to streamline your inventory position, allowing you to balance inventory levels and turns while closely monitoring backorders and customer satisfaction.

## Manage your inventory with every turn

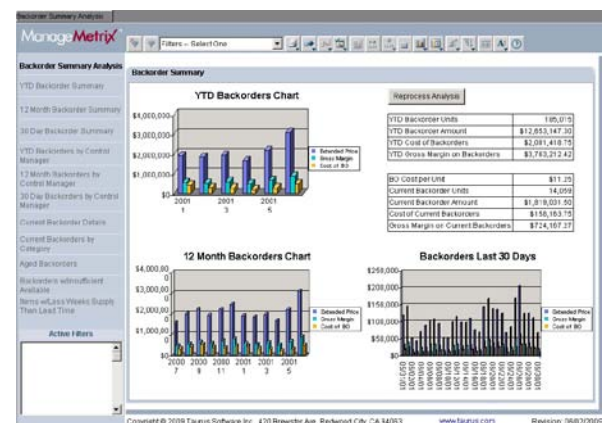
The following critical inventory measurement metrics allow you to maintain the most profitable inventory levels:

**Aging:** Setting goals for appropriate inventory age and calling out inventory that is a candidate for liquidation saves time, reduces carrying costs, and frees up cash. Pro-actively identifying inventory that is not moving can identify inventory that should be liquidated. Calling out inventory that is on order when plenty is already on hand can allow for the cancellation of purchase orders.

**Turns:** Manage Metrix calculates the return on investment for your items and categories, calling out items that are losing money and identifying those whose turns or margins you will need to modify to achieve your desired profit for an item.

**Backorders:** Industry average cost per backorder is over \$11, not including the cost of a lost customer. Manage Metrix captures backorder history, calculates the cost to process a backorder and underscores how much your backorder costs are eating into your margins. Metrix identify which items are going on backorder, which vendors, how often and even what is going to be on backorder if you don't order soon!

Do you really know how much money you have locked up in inventory that you could realize? Are you able to handle these challenges as quickly as you would like? Get to know your inventory like never before with Manage Metrix Inventory.



Find out more about the software that helps you make better use of your data. Visit [www.ManageMetrix.com](http://www.ManageMetrix.com) or call 650-482-2022 x1.

## About Taurus Software

At Taurus Software, making data liquid means helping turn data into business intelligence, smart decisions, and competitive advantages – the lifeblood of your company. Taurus products include a variety of applications developed to help clients get more from their data by allowing them to Move, Map, Measure, and Manage data regardless of where it resides within business systems.

To learn more about Taurus Software or products designed for other data platforms and applications, call 650-482-2022 ext. 1, or visit [www.taurus.com](http://www.taurus.com).

