



Inventory Management & Planning Using Enterprise Data

hismile professional



- Teeth Whitening without sensitivity, using Phthalimidoperoxycaproic Acid (PAP+)
- Oral care
- Dental hygiene



hismile professional

- In-chair treatments used by dentists
- High-potency PAP+ whitening gels
- Products backed by clinical trials



Growth



coles

 BEAUTY AND LUXURY

TJX[®]

 shopify

awaknd.

*Galleries
Lafayette*

 **CVS** pharmacy[®]

MYER

 **GREEN
CROSS**
HEALTH

Harrods

ADOREBEAUTY

amazon

SEPHORA

 **TerryWhite
Chemmart.**

Walmart 

Superdrug ☆

 neu
cosmetics
D M C C

Growth Brings Challenges



In 2023, we will manufacture, distribute, store and ship around 5 million product units.



The business operates on extremely short execution cycles, meaning long term inventory planning is difficult and requires regular re-estimation.



Supply chains and freight movements are still somewhat chaotic. We can't always rely on standard shipping channels.



We are constantly adding new e-commerce and reseller channels

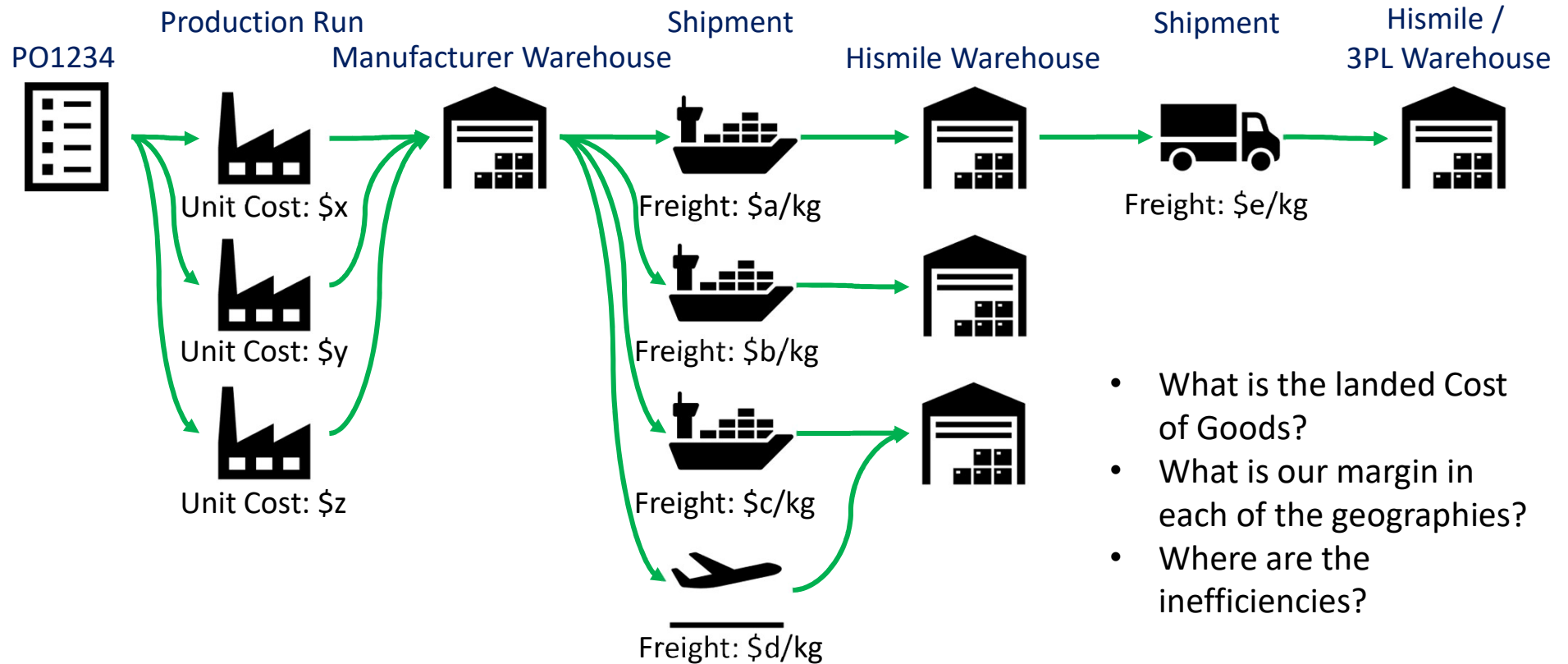


Manufacturing lead times can vary depending on availability of raw materials



We regularly add new product lines (currently 5 new product lines ready to go and 4 new product variants).

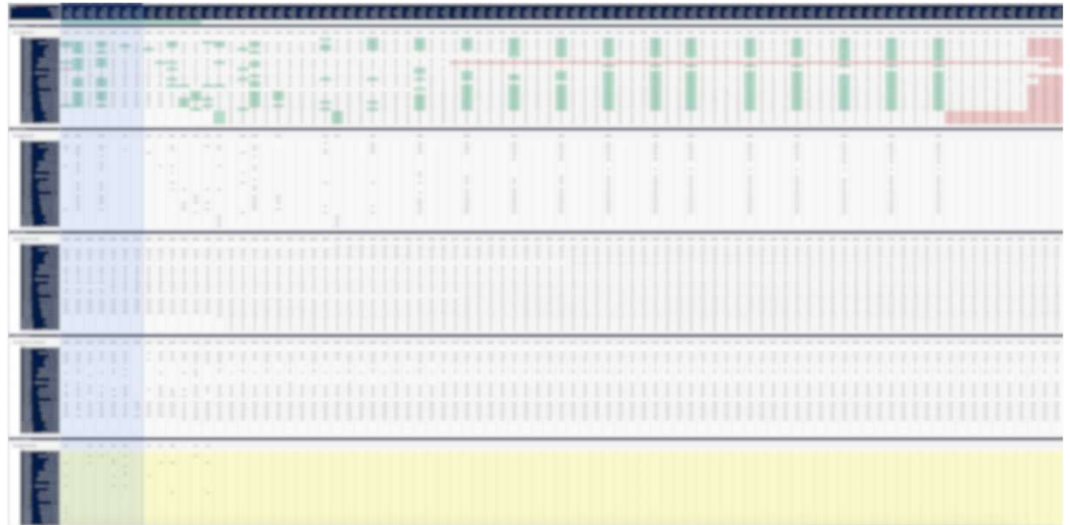
Inventory Lifecycle



Death By Worksheet



- Collaborative/Multi-user worksheets are great, but...
- Ours were growing horizontally and vertically without limits
- Slow
- Deeply linked formulae make for complexity and maximum opportunity for errors
- Much manual double handling
- Lots of dense data and white space – hard to see the big picture



Slide 6

WM1

Wayne Meecham, 2/11/2022

Enter Big Co. Enterprise Resource Planning Solutions



ORACLE
NETSUITE

sage X3



Exit Big Co. Enterprise Resource Planning Solutions



Hismile ERP (HERPie)



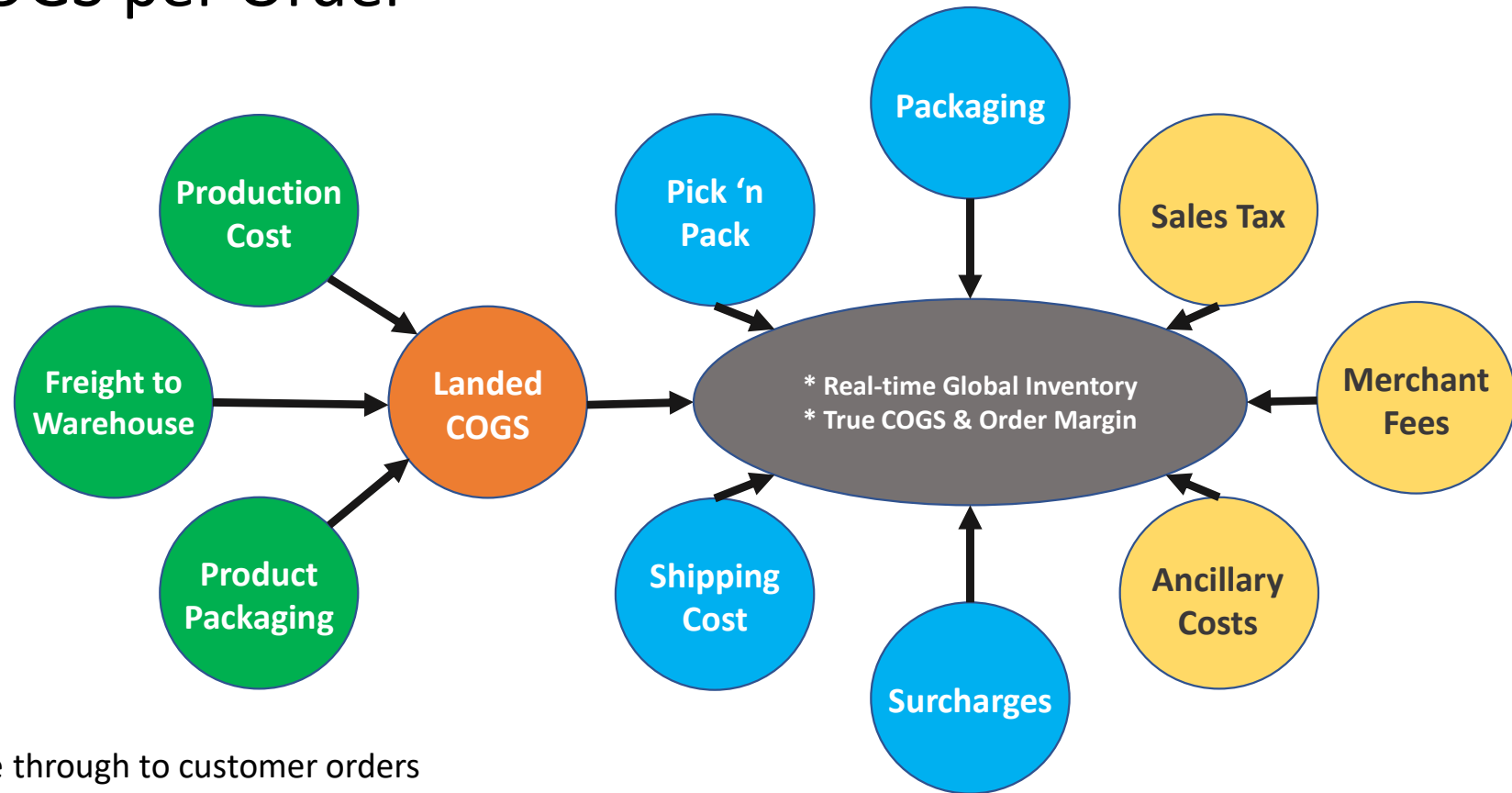
Status	Class	Title	SKU	Actions
Active	Retail	Released	PO200130	EDITCREATE PRODUCTION RUN
Active	Status	Released	PO20012	
Active	Strategic	Released	PO20011	
Active	Maintain	Released	Received	
Active	Maintain	Released	Received	
Active	Maintain	Released	Received	
Active	Strategic	Released	Received	
Active	Strategic	Released	Received	
Active	Strategic	Released	Received	
Active	Maintain		Received	
Active	Strategic		Received	
Active	Strategic		Received	
Active	Strategic		Carrier	

US - Mainfreight (B2B)

TRANSFER INVENTORY

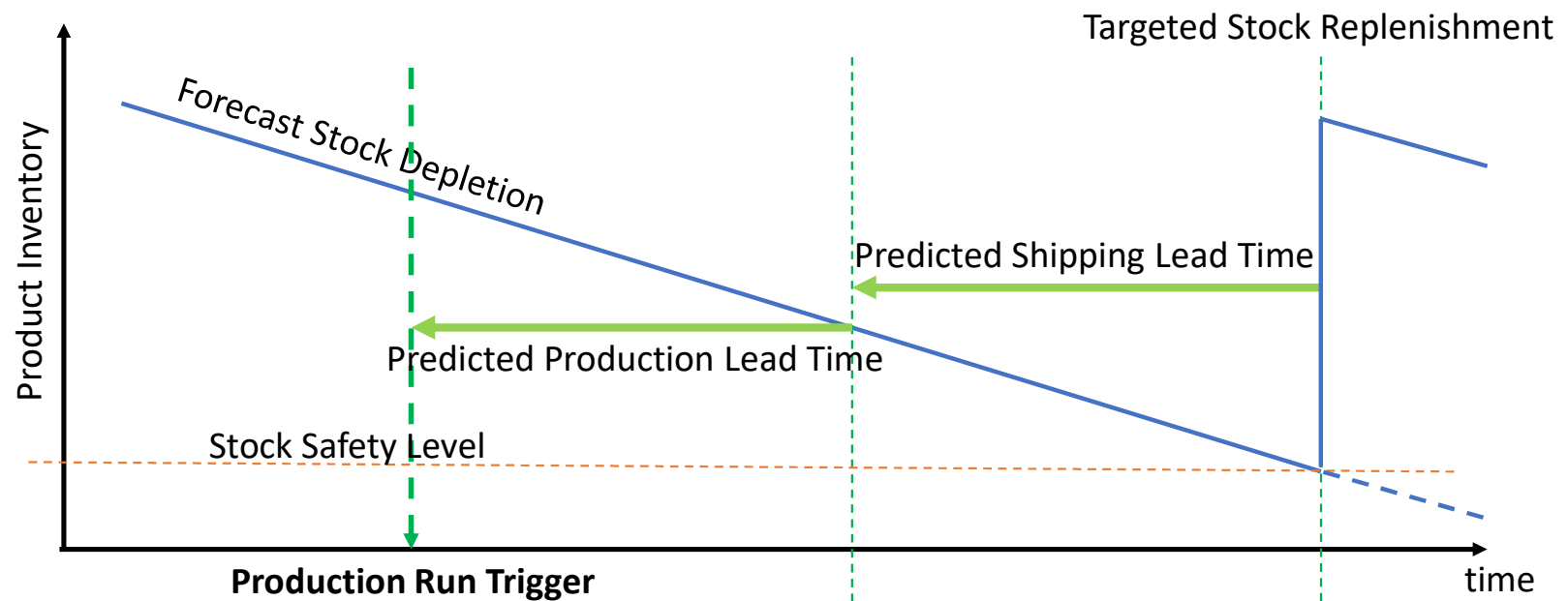
<input type="checkbox"/>	Status	Product	Batch Descriptor	Batch SKU	Batch	Batch Qty	Stock	COGS	Received At	Actions
<input type="checkbox"/>	Active	V34 Colour Corrector Serum	PO200109 - (1)	10018-CC	412263	31,184	12,272		11:51am AEST, 05 Jan 2023	EDIT
<input type="checkbox"/>	Active	V34 Colour Corrector Serum	PO200109 - (2)	10018-CC	412264	8,848	8,848		11:51am AEST, 05 Jan 2023	EDIT
<input type="checkbox"/>	Active	V34 Colour Corrector Serum	PO-200144 - (1)	10018-CC	412342	17,982	17,982		10:56am AEST, 31 Jan 2023	EDIT
<input type="checkbox"/>	Active	PAP+ Strips	200137	10021-WS	412303	25,200	25,200		01:48pm AEST, 13 Jan 2023	EDIT
<input type="checkbox"/>	Active	iD Stain Eraser	LOT020082022 - PO-1856847-(1)	10040-SE	412358	6,708	6,708		09:35am AEST, 03 Feb 2023	EDIT
<input type="checkbox"/>	Active	iD Stain Eraser	LOT020082022 - PO-1856547-(2)	10040-SE	412359	18,252	18,252		09:35am AEST, 03 Feb 2023	EDIT
<input type="checkbox"/>	Active	Hismile Peach Iced Tea Flavour Toothpaste	1st - PO1971879	40001-PT-US	412343	6,624	6,624		10:56am AEST, 31 Jan 2023	EDIT
<input type="checkbox"/>	Active	Hismile Coconut Whip Flavour Toothpaste	PO200078 - (1)	40002-CW-US	412344	10,572	10,572		10:56am AEST, 31 Jan 2023	EDIT
<input type="checkbox"/>	Active	Hismile Mango Sorbet Flavour Toothpaste	1st - PO1971879	40003-MS-US	412345	4,690	4,690		10:56am AEST, 31 Jan 2023	EDIT
<input type="checkbox"/>	Active	Hismile Watermelon Flavour Toothpaste	1st - PO1971879	40005-WM-US	412347	4,846	4,846		10:56am AEST, 31 Jan 2023	EDIT

COGS per Order



- Lineage through to customer orders
- Accurate net margin on orders
- Ability to better negotiate reseller agreements

Automated Production Planning



It's An Evolutionary Path



- Reduced manual handling and double handling of information with reduced risk of data entry errors
- Forecasts and reassessments can occur multiple times every day
- It's much easier to establish the Big Picture
- We can negotiate from a position of knowledge
- HERPie Machine models are fallible and need to be eyeballed
- We still rely heavily on human parts of the process working well
- There's still a strong appetite to look at the detail – partly driven by trust issues
- The business is constantly evolving, and so HERPie needs to evolve with it

Thanks.

Questions?

Samples!

