



STOCK AND ORDERING FOR DISTRIBUTORS

Your Billing Software Knows What You Sold. It Does Not Know What to Order.

ShivAI Distributor Inventory Planner reads your Tally or your billing reports, forecasts every item at every depot, and tells you each morning what to order and from whom, what will run out before the next delivery, what will expire before it sells, and what is not moving. It runs on your own PC and only reads your data.

THE PROBLEM

Fast Movers Out, Slow Movers Piling Up.

Ordering by Habit "Last month plus a little" treats an item that sells daily and one that sells twice a month alike. One runs out; the other fills the depot.	Expiry Found Too Late A batch is noticed after the date the manufacturer will take it back. By then it is a write-off, not a return.
Suppliers Slower Than They Say Promised five days, takes eight. Every order placed on the promise arrives after the shelf is empty.	The Festival Guessed Deepavali stock is ordered from memory. Too little and the season goes to a competitor; too much and it sits for a year.

THE SOLUTION

Every Morning, the List of What to Do.

Load today's data with one click. Distributor Inventory Planner forecasts each item at each depot with the method that did best on its own recent weeks, sizes safety stock from how far the forecast misses and how late each supplier really is, and orders enough to last until the order after next — rounded to the supplier's minimum and packs. Ask "why this quantity?" and it shows every step.

WHAT IT SHOWS YOU

Order List What to order, from whom, how much, with a purchase order per supplier and depot in Excel.	Stock-out Risk What runs out before a new order can arrive, the sales at risk, and the late orders to chase.	Expiry Earliest expiry sells first; each batch's unsold units and the date to return it.
Dead & Slow Stock Valued at cost, with festival stock kept apart; dead items are not reordered.	Transfers A depot about to run short matched with one that can spare stock, only where transport costs less than the margin.	Suppliers & Plan vs Actual Real lead times, on-time and in-full; the stock their lateness costs; the plan scored against what sold.

Stock as of 11 Oct 2026 (today) · sales to 10 Oct 2026

Load today's data

Order today: 6 line(s) ⓘ

Will run out: 4 item(s) ⓘ

Orders overdue: 5

Dead stock: 2 item(s)

₹45,504

₹97,505

₹6.44 L

₹55,964

Do these first

1. These run out before a new order can arrive

- Bath Soap 100 g (Pack of 4) at Coimbatore: lasts 0 day(s), the supplier takes 9. ₹67,388 of sales at risk. 1 order(s) overdue from Nova Personal Care (demo)
- Cow Ghee 500 ml at Tiruppur: lasts 0 day(s), the supplier takes 4. ₹25,531 of sales at risk. 1 order(s) overdue from Sunrise Foods Pvt Ltd (demo)
- Neem Soap 75 g at Tiruppur: lasts 4 day(s), the supplier takes 9. ₹4,587 of sales at risk. 1 order(s) overdue from Nova Personal Care (demo)

Chase orders already placed, move stock from another depot, or buy locally.

Open ⚠ Stock-out Risk

Today — what to do first, in rupees (practice mode, invented data)



Every Quantity Shows Its Working

17 Lasts Until the Order After Next Forecast sales over the supplier's lead time plus your review period, plus safety stock, less stock and what is on order.

Safety Stock Sized Per Item From how far the item's forecast misses and how much its supplier's lead time varies, at the service level of its class: A, B or C.

Festivals Measured, Not Assumed History lined up by the Deepavali and Pongal dates; an uplift used only if it was there every year. Festival-only items forecast season by season.

Never Ordered to Expire Orders are capped at what will sell before the stock nears expiry, where shelf life is known.

Why this quantity? — the planner's working for any item

Item	
Paracetamol 650 mg Tab (15s) (PCM650)	
Step	Working
Expected sales	266.8 a week on average over the next 13 weeks (moving average (4 weeks)).
Days to cover	Lead time 6 days, measured from this supplier's past deliveries, plus 7 days until the next order (review period) = 13 days.
Sales in those days	495.4 units, from the forecast for each of those days.
Safety stock	Class A item, so 98.0% of order cycles should not run out: $z = 2.05$. Weekly sales vary by ± 103.8 and the lead time by ± 6.6 days. $z \times \sqrt{(1.86 \text{ weeks} \times 103.8^2 + 266.8^2 \times 0.94^2)} = 591.9$.
Stock to hold	$495.4 + 591.9 = 1,087.3$.
Already held	in stock 695, on order 0.
Short by	$1,087.3 - 695 - 0 = 392.3$.
Order	400 (up to whole packs of 50) = 8 pack(s).

"Why this quantity?" — every step of one order line

GETTING YOUR DATA IN

Works With the Software You Already Use

Tally TallyPrime or Tally.ERP 9 through its own port. Nothing installed in Tally, nothing written to it.	A Database SQL Server (Busy in SQL mode), MySQL, PostgreSQL or Access, with a read-only login.	Reports & Templates The reports Busy, Marg or any software exports, from one folder; or the ShivAI workbook.
Four Kinds of Data Sales and stock are enough to start; purchases add lead times; the item list adds packs and minimums.	Pharma & FMCG Batches and expiry for medicines; case packs, festivals and transfers for consumer goods; or both.	Practise First A pharma and a consumer goods distributor with two years of invented history, kept apart from your data.

COMPLETE CAPABILITIES

Multi-Location Any number of depots, each planned from its own stock and sales, with transfers between them.	Item Settings An item's own service level, a fixed safety stock, or "do not reorder" for discontinued items.
With Manufacturing A manufacturer's depots get its own goods from the plant: transfers, checked against what the plant will make.	With Finance Planned purchases flow into the 13-week cash forecast; transfers count no payment.

AT A GLANCE

13 Weeks each forecast is tested on	60 Days of stock projected, day by day	2 Festivals measured per item	1 Click to load each morning
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WHO IT'S FOR

Pharma Distributors Batches, expiry, return windows, critical medicines	FMCG Distributors Case packs, festival seasons, many customers	Manufacturers' Depots The plant's goods by transfer, bought-in goods by purchase	Owners & Purchase Managers One list each morning, in rupees
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Order What Will Sell. Nothing More.

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