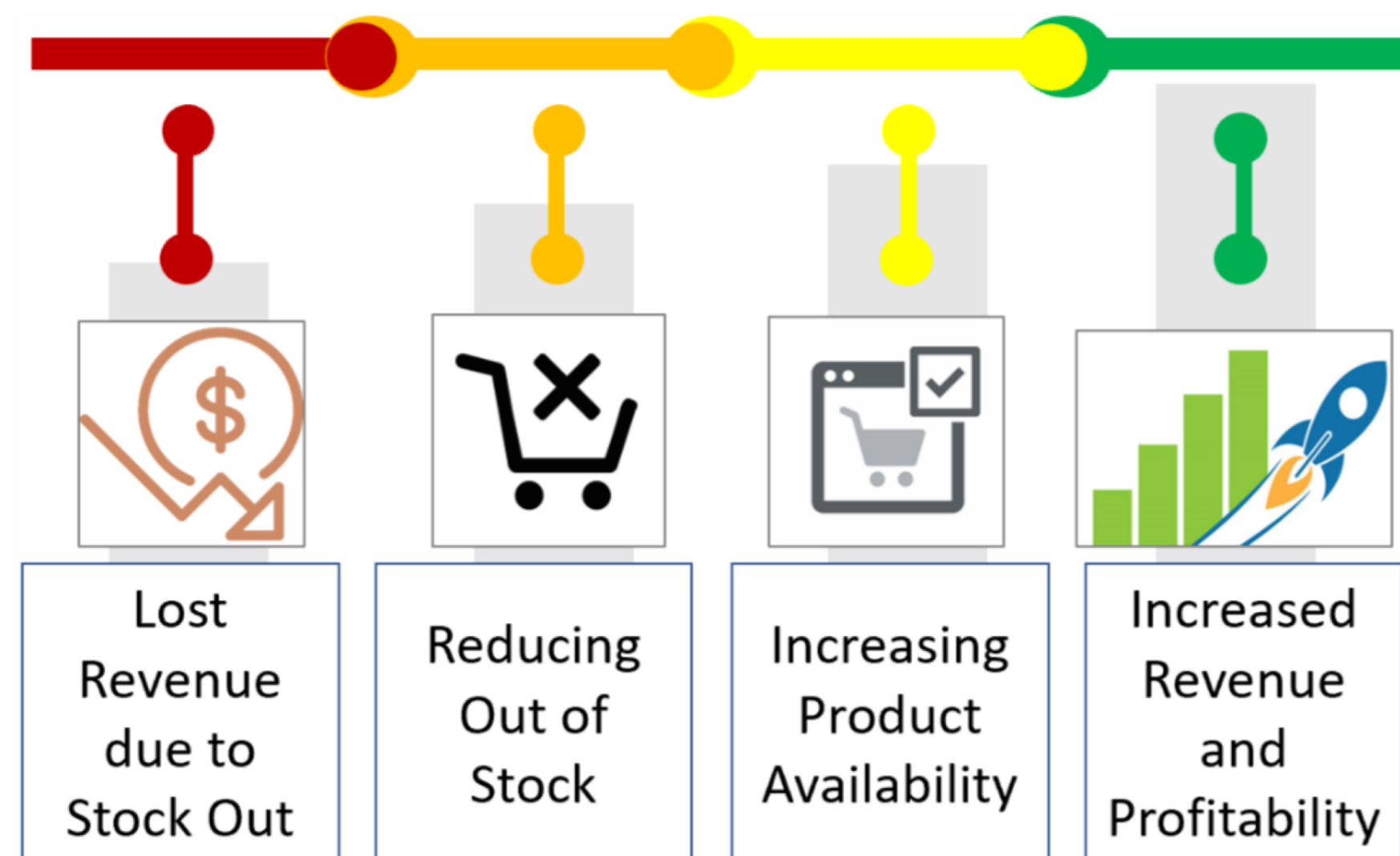


Retail Pharmacy Inventory and Demand Management

Student: Juan Manuel Martínez, SCM 2019
 Student: Kevin Chu, SCM 2019
 Advisor: Dr. Christopher Mejia Argueta
 Sponsor: Retail Pharmacy Chain (DR)

Motivation / Background

Sponsor has 13.4% of SKUs and 6.2% of sales at risk of stockout.



Manage suppliers pushed discounts to optimize profitability

Key Question / Hypothesis

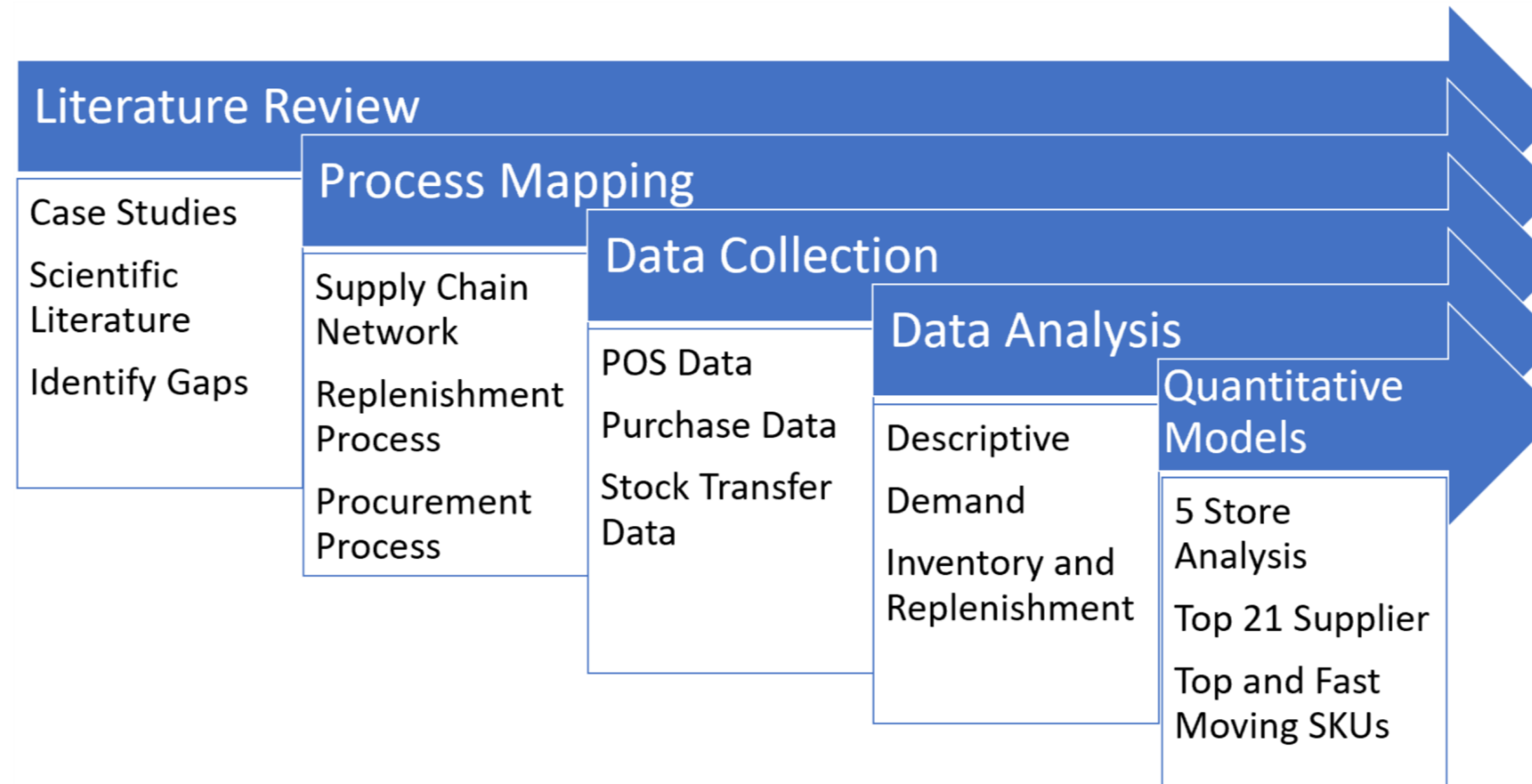
- How do we:
 - Optimize replenishment policies?
 - Quantify inventory record inaccuracies?

Relevant Literature

- Saedi S., Kundakcioglu, O. E., & Henry A. C. (2016). Mitigating the impact of drug shortages for a healthcare facility: An inventory management approach.
- Steenek D., Eng-Larsson F., & Jauffred F. (2016). Estimating Demand for Substitutable Products when Inventory Records are Unreliable.
- Reymann P. J. (1995). Pharmaceutical Inventory Forecasting at the Wright-Patterson Medical Center

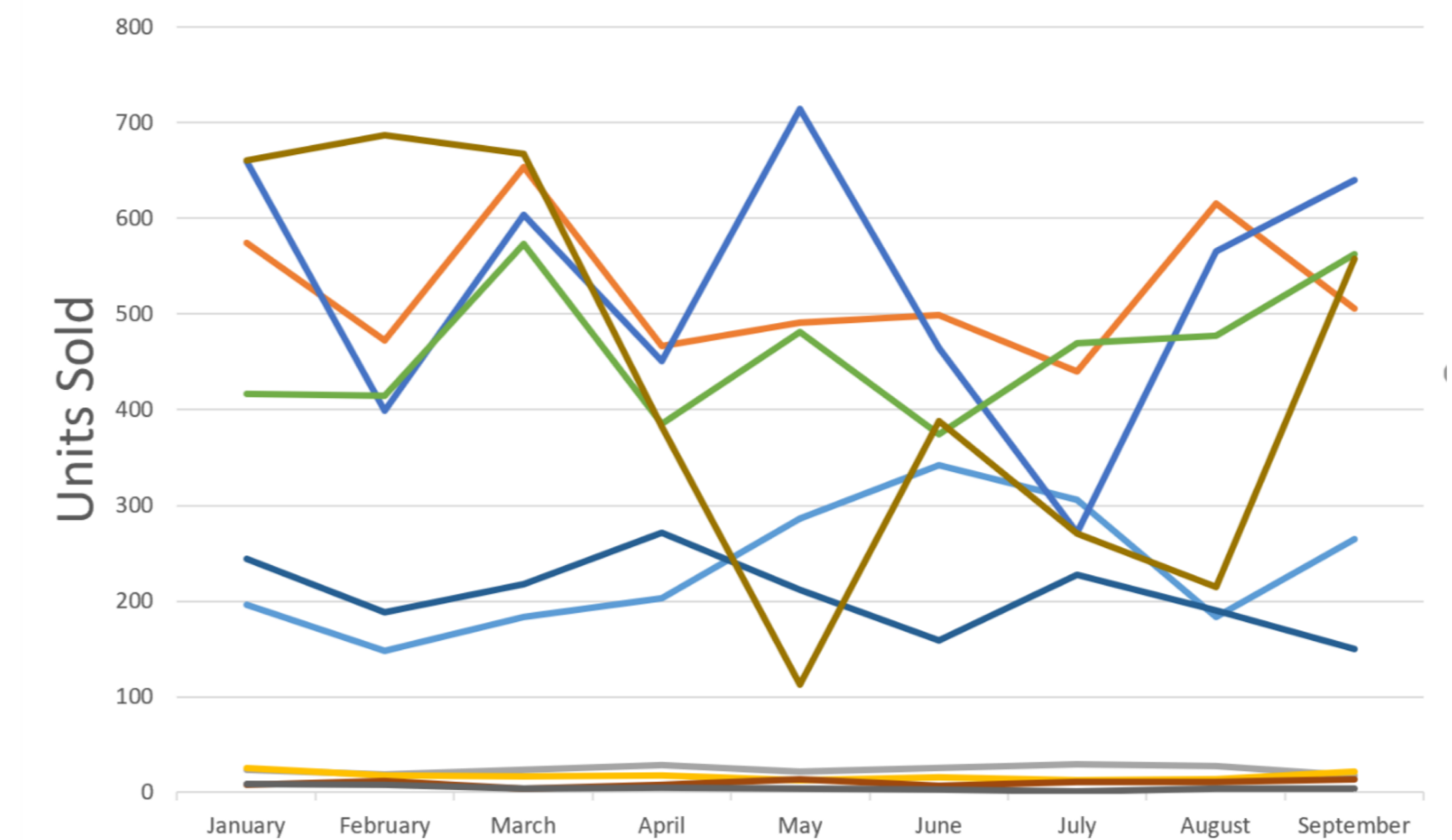


Methodology

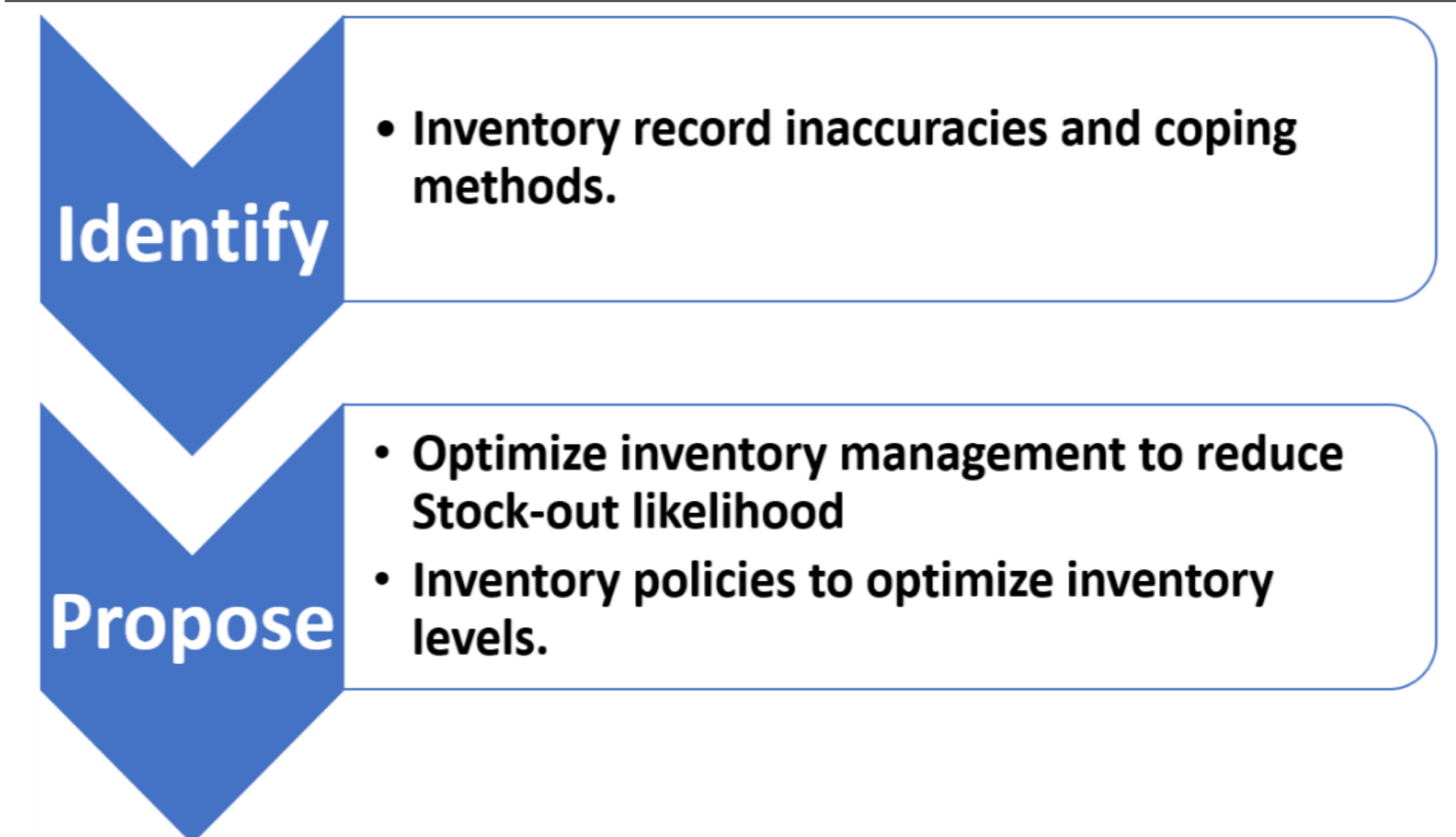


Initial Results

Top 10 SKUs Sales



Expected Contribution



Juan Manuel Martínez



Kevin Chu

