

# Supply Chain Forecasting

## Planning Questions



- What is the lead time for every supplier?
- What is the lead time for every SKU?
- Are products perishable?
- What is the lifespan of products?  
Are they seasonal?
- How often is each product sold?
- Do sales fluctuate based on different seasons, months, or events?
- How are sales affected by trends, global events, and economic changes?
- How much are warehouse fees and storage costs?
- Do particular items require higher warehouse fees?
- How often do products run out of stock?
- How often do you currently reorder inventory?
- What are your average freight transit times?
- What are your average warehouse receiving times?
- What is the turnover rate of products?
- What are product return and exchange rates?  
Are there certain products with higher product return rates?
- Do you have historical data that can predict future sales trends?
- Do you have competitor data that can inform future sales trends?
- What forecasting tools do you currently use?