



- Javtesh Singh

Aim : To increase sales of excessive **Inventory items**.



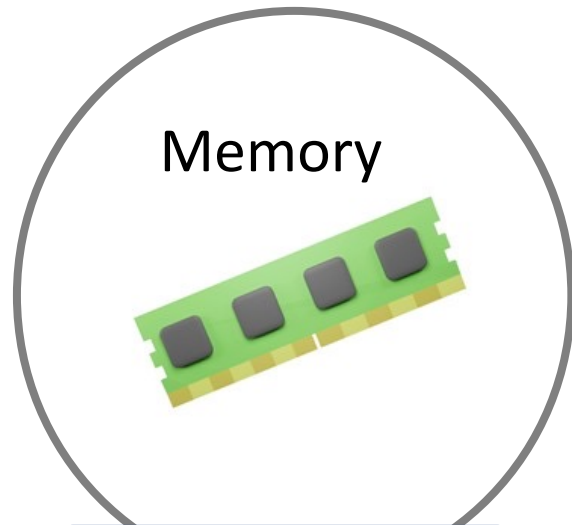
Three Key Steps

- 1. Identify** : 'Excessive yet standalone' items in stock.
- 2. Prepare** : Test and prepare the items.
- 3. Sell** : Selling on existing and new channels.

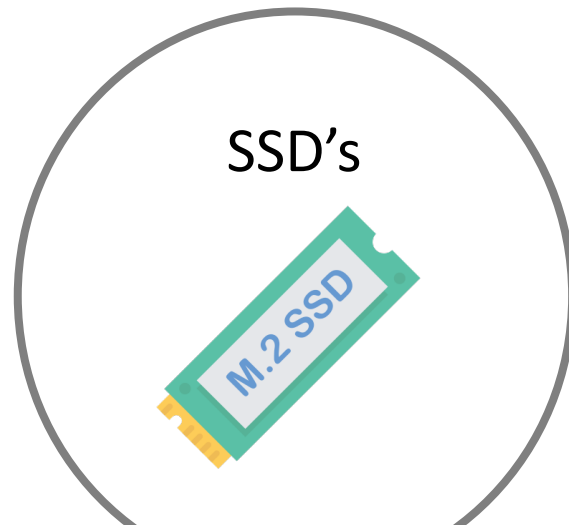
Identifying key Items (SC Inventory)

MFR	Part Number	PartClass	Part Desc	Stock
HEW	937236-855	MEM	SODIMM 8GB 2666MHz 1.2v DDRM (E)	406
HEW	862398-855	MEM	8GB, 2400MHz, PC4-17000, 1.2v DDR4 SODIMM (E)	360
APP	923-03553	OBRD	Board, USB C	326
HEW	L17365-005	WIR	WLAN RT AC 1x1 +BT M.2 223	275
BYC	IPH-HDPHNV3	CAB	Apple EarPods In-Ear Headphones with Lightning Connector - White	255
HEW	L44796-005	WIR	WLAN RT 11AC 2X2 +BT5 M.2 2230	244
APP	923-0559	CAB	CABLE,RIO FLEX,13 in. MBP RETINA	220
BYC	GSC-NOTESLV-15	OTHER	15" NOTEBOOK SLEEVE	220
APP	923-03672	OBRD	Audio Board, Space Gray or Gold	201
ASU	14010-00640900	CAB	X512UF-1G TP FFC 8P 0.5MM L83	196
DRC	N2M64	MEM	DIMM,8GB,1600,2RX8,4G,DDR3L,S	194
HEW	L63594-001	AUDIO	SPEAKER DUAL	191
HEW	L24489-001	AUDIO	SPS-SPEAKER	189
APP	661-7481	WIR	Wireless Card	181
ASU	04072-03030000	ANT	X512UF-1G SPK WIFI ANTEENA	181
APP	923-03678	AUDIO	Speaker Pair	181
APP	923-03663	CAB	Audio Board Flex Cable	181
BYC	IP-CABLIGHTV2	CAB	Apple USB Lightning Cable V2	181
HEW	741727-001	AC	Smart AC power adapter (45 watt)	180
ASU	0C012-00130100	WIR	802.11AC+BT4.2(2*2)M.2 2230	177
APP	661-16810	BRD	Logic Board, M1, 7-core, 8GB, 256GB	176
HEW	L20448-001	IOB	I/O BOARD	175

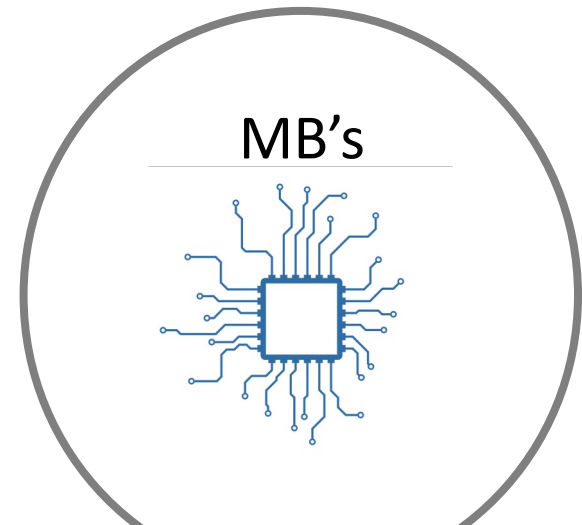
3 Excessive items in stock.



4551 units



1800+ units



3946 units

Memory (RAM)

4 GB

Total units	1759
Price (avg)	\$10
Market Value	\$ 17,590

Effective units (-10%)	1583
Sales Price (- 40%)	\$6
Total Sales	\$ 9,498

8 GB

Total units	2536
Price (avg)	\$30
Market Value	\$76,080

Effective units (-10%)	2282
Sales Price (- 40%)	\$18
Total Sales	\$ 41,076

16 GB

Total units	118
Price (avg)	\$ 60
Market Value	\$ 7,080

Effective units (-10%)	106
Sales Price (- 40%)	\$36
Total Sales	\$ 3,816

Market Value	\$ 100,750
Effective Sales	\$ 54,390

SSD's

256 GB

Total units	600
Price (min)	\$30
Market Value	\$ 18,000

Effective units (-10%)	540
Sales Price	\$20
Total Sales	\$10,800

512 GB

Total units	1000
Price (min)	\$40
Market Value	\$40,000

Effective units (-10%)	900
Sales Price	\$30
Total Sales	\$ 27,000

1 TB

Total units	200
Price (min)	\$ 70
Market Value	\$ 14,000

Effective units (-10%)	180
Sales Price	\$50
Total Sales	\$ 9,000

Market Value	\$ 72,000
Effective Sales	\$ 46,800

Motherboards

MFR	Part Number	PartClass	PartDesc	Quantity
APP	661-16810	BRD	Logic Board, M1, 7-core, 8GB, 256GB	176
APP	661-17057	BRD	Logic Board , M1, 8-core, 8GB, 256GB	53
APP	661-02392	BRD	Board, Logic, 1.6GHz, 8GB	32
APP	661-07568	BRD	Logic Board, i5, 2.30GHz, 8GB, FCC	28
APP	661-08140	BRD	Logic Board, 1.8GHz, HSW, Turbo, 8GB	22
APP	661-02354	BRD	Board, Logic, 2.7 GHz, 8GB	22
APP	661-5230	BRD	Board, Logic, 2.26 GHz	22
APP	661-12568	BRD	Logic Board, 1.4GHz, 8GB, 512GB	21
APP	661-02391	BRD	Board, Logic, 1.6GHz, 4GB	13
APP	661-06770	BRD	Logic Board, 1.2GHz, 8GB, 256GB, FCC	12
APP	661-6158	BRD	MLB,2.4GHZ,DUAL CORE I5	12
APP	661-21255	BRD	Logic Board, 8-Core CPU, 14-Core GPU, 16GB	12
APP	661-05072	BRD	Logic Board, i5, 2.0GB, 8GB, FCC	11
APP	661-5231	BRD	Board, Logic, 2.53 GHz	11
APP	661-00607	BRD	Board, Logic, 2.6GHz, 8GB	11
APP	661-02524	BRD	Logic Board, 2.2GHz, 16GB	10

Mother Board

Total MB's	3946
Apple MB's	681
Apple M1 MB's	229
M1 MB's Price	\$300
Market Value	\$68,700

Standalone devices

SCREENLESS



Standalone devices

 **DuanRui**
@duanrui1205

More and more people are buying a MacBook Pro without a screen to use as a Mac mini. Not only does it have a trackpad and keyboard, but it also has better speakers, and the main price is particularly affordable.



3:15 AM · Mar 7, 2022

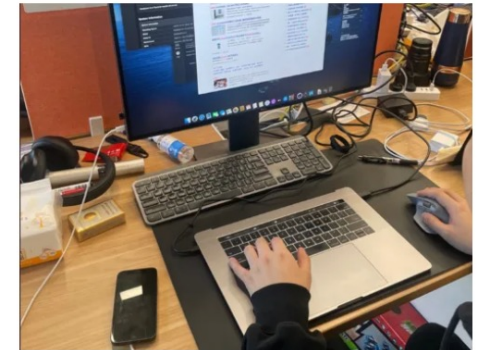
5,174 Retweets 2,291 Quote Tweets 23.4K Likes

Screenless MacBooks masquerading as Mac Minis are selling like hotcakes in China

The Chinese used laptop market has an interesting new fad going on. MacBooks with their screen removed entirely are being sold as standalone computing devices, complete with keyboard/touchpad functionality. Depending on the make/model, it can be bought for as little as RMB 799 (US\$127).

Anil Ganti, Published 03/07/2022  ... Apple MacBook Mini PC

An Apple patent from earlier envisioned a future MacBook that **would fit within a keyboard**. Strictly speaking, the concept isn't new and has been tried in many computers of the yesteryears. However, some enterprising Chinese resellers have taken the idea to an entirely new level. Twitter leaker [@DuanRui](#) reports that Chinese audiences are increasingly looking towards a screenless MacBooks as their goto computing devices.



A fully-functional MacBook with an external screen attached (image via DuanRui on Twitter)

Standalone devices

MacBook Air M1



\$ 1299

Mac mini M1



\$749

- No Lcd Panel
- No Camera
- No battery
- No Keyboard
- No Mouse
- Requires External Display

MacBook Air M1 Standalone



\$ 399

- No Lcd Panel
- No Camera
- Requires External Display

Apple MB 's as standalone device

APP	661-16810	BRD	Logic Board, M1, 7-core, 8GB, 256GB	176
APP	661-17057	BRD	Logic Board , M1, 8-core, 8GB, 256GB	53

Model No.	MB's	Top case	Bottom case	Battery	Trackpad	Unit made
MGN63LLA	176	37	90	220	83	37
MYD82LLA	53	40	88	(with top case)	85	40

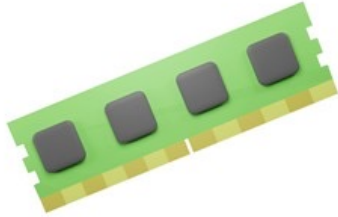
Sales Price	\$400
Additional parts cost	\$50
Per unit price	\$350
Units made	77
Effective Units (~10%)	70
Sales	\$24,500

If we double the number of Top-cases, we could double the number of units.

Top-cases	2x
Sales =	\$49,000

Concluding Items

Memory



4400 + units

Market Value	\$ 100,750
Effective Sales	\$ 54,390

SSD's



1800 + units

Market Value	\$ 72,000
Effective Sales	\$ 46,800

Standalone



150+ units

Market Value	100k +
Effective Sales	\$ 49,000

Effective Sales = \$150 k +



Three Key Steps



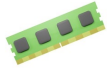
1. Identify : 3 Items | 6300 + units | Effective sales = 150 k +

2. Prepare : Test and prepare the items.

3. Sell : Selling on existing and new channels.

Preparing Items

Memory



4551 units

Packed Per day	20
Packed Per month	400
Effective Units P/M (~ 10%)	360
Effective Units / Year	4320

MRI Testing/ Day	20
Laptops Required	3

Employee Required	1
Time Required/ day	60 minutes

SSD's



1800 + units

Wiping Per day/ PC	8
PC Unit	1
Wiping Per month/ PC	160
Effective Units P/M (~ 20%)	128
Effective Units / Year	1536

PC units	2
Effective units/ Year	3072

Random Sampling/week	5
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Employee Required	1
Time Required/ day	30 minutes

Standalone



150+ units

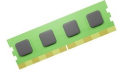
Preparing Per day	1
Units/ Month	20
Effective Units P/M (~ 10%)	18
Effective Units / Year	216

QC Testing/ Week	5
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Employee Required	1
Time Required/ day	30 minutes

Concluding Preparing Items

Memory



Effective Units / Year	4k +
Time Required/ day	60 minutes
Average Price/ Item	\$12.5
Effective Items / day	18
Avg. Sales / day	\$ 225

SSD's



Effective Units / Year	1.8k +
Time Required/ day	30 minutes
Average Price/ Item	\$26
Wiping Per day/ PC	7
Avg. Sales / day	\$ 182

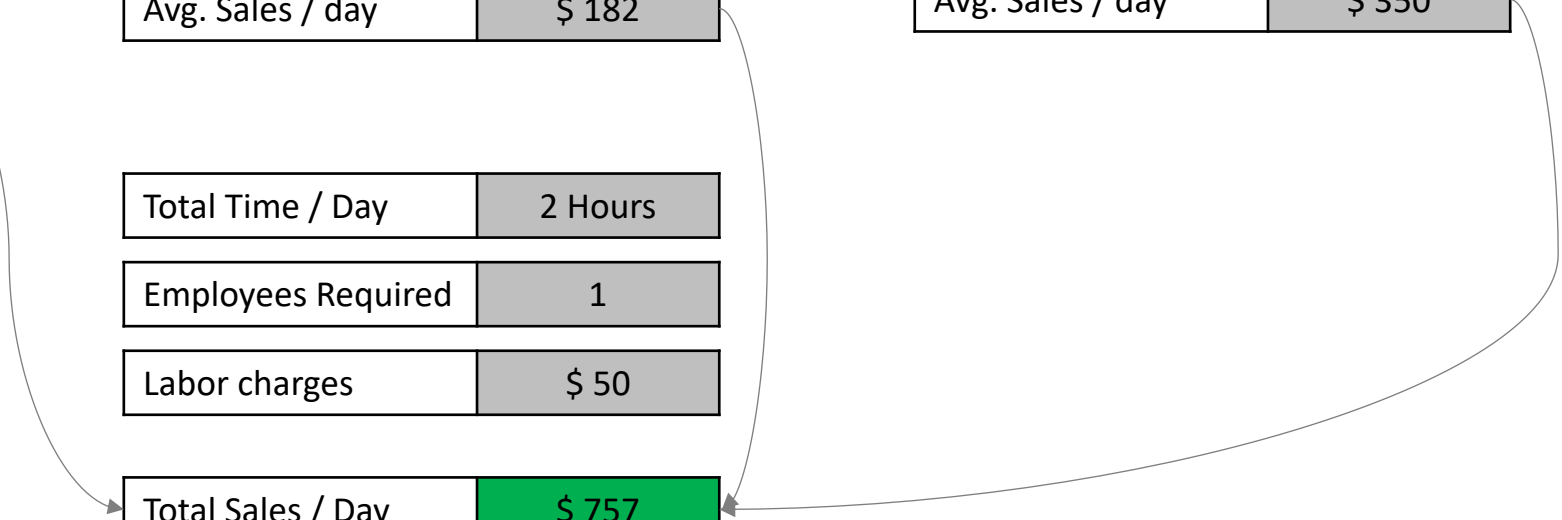
Total Time / Day	2 Hours
Employees Required	1
Labor charges	\$ 50

Total Sales / Day	\$ 757
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Standalone



Effective Units / Year	200 +
Time Required	30 minutes
Average Price/ Item	\$350
Preparing Per day	1
Avg. Sales / day	\$ 350



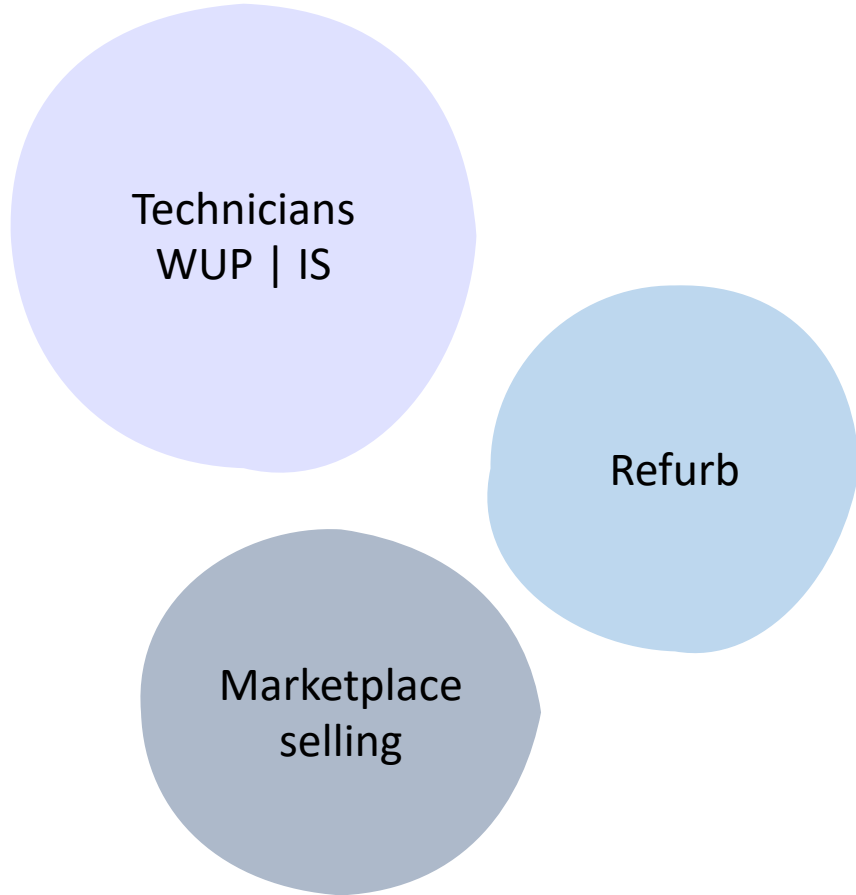


Three Key Steps

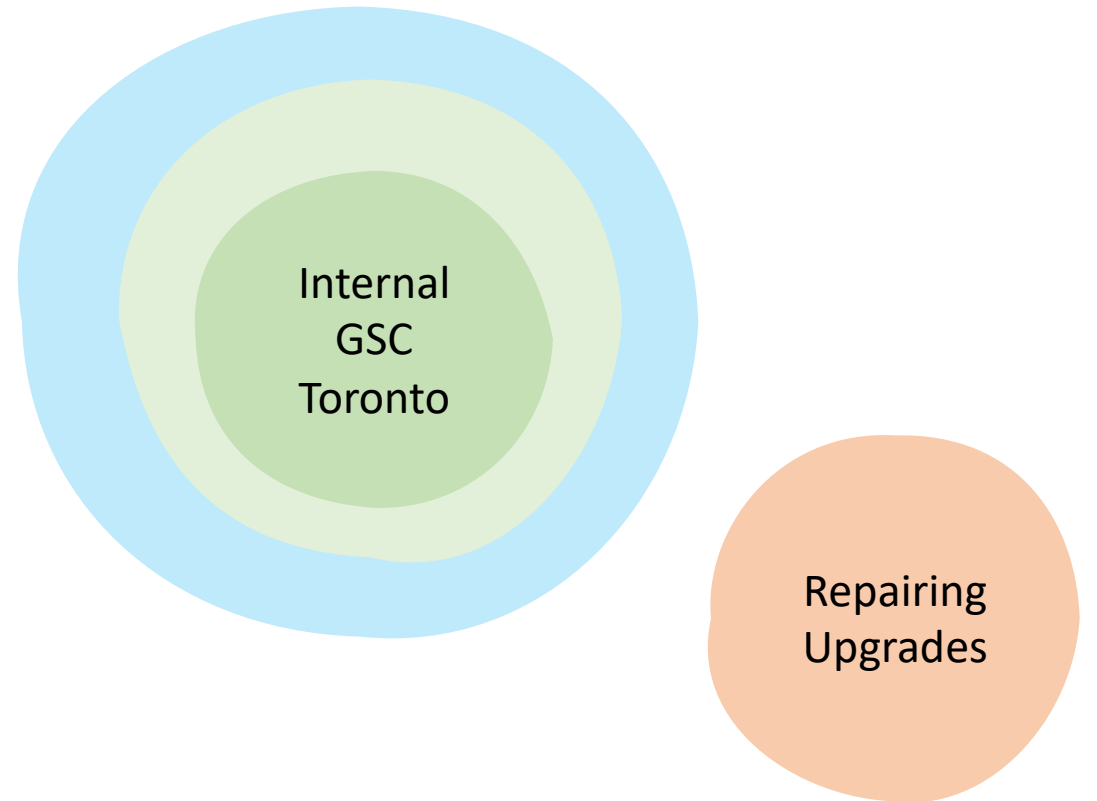
- ✓ **1. Identify** : 3 Items | 6300 + units | Effective sales = 150k+ / year
- ✓ **2. Prepare** : 2 Hours/ day | 26 units/ day | Sales = \$700+ / day
- 3. Sell** : Selling on existing and new channels.

Sales Channels

Existing



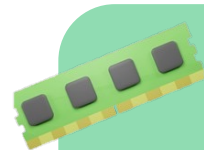
New Channels



www.gscshop.ca

Login

Welcome to the GSC Half Price store !!!



Ram

Increase speed by 2x

from \$6

Buy Now



SSD's

Increase storage by 2x

from \$18

Buy Now



Apple Standalone

Increase OS by 2x

from \$399

Buy Now

Market size : 10k+ Internal Employees



Customer Persona



Employee looking to:

- Upgrading existing device. (Laptops, Gaming Consoles)
- Secondary device for Parents/ Children.
- Buying for Friends.

- Educated about GSC services.
- Feels free to return anytime.

Benefits :

- 2 Weeks return window.
- SSD's Accountability.
- Employee's Retention rate.

- Closing the deal.
- Dead stock clearance.
- Grade B Extension.



Three Key Steps

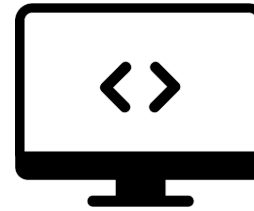
- ✓ **1. Identify** : 3 Items | 6300 + units | Effective sales = 150k+ / year.
- ✓ **2. Prepare** : 2 Hours/ day | 26 units/ day| Sales = \$700+ / day.
- ✓ **3. Sell** : Existing Channels | Internal GSC Store.

Minimum Viable Product for Validation

1 Prepare/Test Units.

- Ram = 60 units. (4GB, 8GB, 16GB).
- SSD = 60 units. (256GB, 512 GB, 1TB).
- Apple Standalone = 4 Units.
- Expected Duration : 1 Week.

2 Launch Website.



3 Market

- Spread the Word.
- Internal Awareness.
 - Email Campaigns

Cost :

- Employee Required = 1
- Time = 2hrs/day.
- Cost = \$50/ month (Wix Template).

Conclusion :

- Total Units = 124.
- Expected Sales = \$4k+
- Time Duration = 1 Month

Post Review :

- Monthly goals to monitor and deviate accordingly.

Thank you.