

## Lost Sales Calculator

Inventory Value	Multiplier	Times # of People Determining Lost Sales	Times # of Parts Working Days	Times Average Piece Value
\$184,714.64	3	2.00	26.00	\$19.29

  

Reference Table			Equals Possible Lost Sales	Recorded Lost Sales From DMS
Inventory Value	Multiplier			
0-250k	3		\$3,009.24	\$28.30
251-500k	4		Average Piece Value	Average Lost Sale Piece Value from DMS
501-750k	5		\$19.29	\$3.14
751-1 mil	6			
1 mil plus	7			

### Formula

$$\text{Multiplier} \times \text{\# of People Determining Lost Sales} \times \text{\# of Parts Working Days} \times \text{Average Piece Value} = \text{Possible Lost Sales}$$