

Lost Sales Calculator

Inventory Value	Multiplier	Times # of People Determining Lost Sales	Times # of Parts Working Days	Times Average Piece Value
\$450,629.62	4	6.00	23.00	\$22.26
Reference Table			Equals Possible Lost Sales	Recorded Lost Sales From DMS
Inventory Value	Multiplier			
0-250k		3		
251-500k		4		
501-750k		5		
751-1 mil		6		
1 mil plus		7		
			\$12,287.52	\$172,010.65
			Average Piece Value	Average Lost Sale Piece Value from DMS
			\$22.26	\$127.79

Formula

	# of People Determining Lost Sales	# of Parts Working Days	Average Piece Value	
Multiplier x	Sales x	x	=	Possible Lost Sales