

Lost Sales Calculator

Inventory Value	Multiplier	Times # of People Determining Lost Sales	Times # of Parts Working Days	Times Average Piece Value
\$0.00	3	0.00	0.00	\$0.00

Reference Table		Equals Possible Lost Sales	Recorded Lost Sales From DMS
Inventory Value	Multiplier		
0-250k	3	\$0.00	\$0.00
251-500k	4	Average Piece Value	Average Lost Sale Piece Value from DMS
501-750k	5		
751-1 mil	6	\$0.00	\$0.00
1 mil plus	7		

Formula

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