Inventory Buyout Guide

Price Someone Else's Inventory Before You Buy It

Part of ScanIt Parts

Inventory Management System

Innovative Programming Systems

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1. What Inventory Buyout Does

Another dealer is closing, downsizing, or clearing a back room, and they have offered you their parts. You have a spreadsheet with a few thousand lines on it. The question is always the same: **is this a good deal, and which parts do I actually want?**

Inventory Buyout answers that by taking their file and comparing it, line by line, against what you already know:

- Which of their parts you **already stock**, and what you pay for them
- Which are real parts for the make but **not something you carry**
- Which **do not match anything** at all
- Where their price **beats or misses** your cost, part by part
- Which parts are worth having, and which are someone else's dead stock

> **It does not buy, order, or receive anything.** Inventory Buyout is an analysis tool. Nothing it does touches your inventory, your DMS, or your orders. You can load a file, read the answer, and walk away from the deal with nothing changed.

2. Finding It, and Who Can See It

Open **sip.ipsdev.com** and go to **Inventory Buyouts**.

The page lists every buyout you have loaded, newest first, so a file you analysed last month is still there to look at.

> **Not everyone sees this page.** Inventory Buyout is permission-controlled, because it exposes your cost on every part you stock. If you cannot see it and you think you should, ask whoever administers your users, or call IPS at **810-695-9332**. It is not a setting you turn on yourself.

3. Loading the Offer File

Click **New buyout**. The upload runs in three stages, and you can back out at any point before the last one.

3.1 The File

1 **Choose the file.** CSV, TXT, XLS and XLSX all work, up to **12 MB**. That is a very large parts list — tens of thousands of lines — so in practice the limit is not one you will hit.

The file needs three things in it, in any columns and any order:

- **Part #**
- **Qty**
- **Cost** — what they are asking per part

Anything else in the file is ignored, so there is no need to clean it up first. Extra columns, blank columns and notes columns all do no harm.

> **You do not have to rename their headings.** Whatever they called the columns, you point at them in the next step. Send the file through as they gave it to you.

3.2 Mapping the Columns

ScanIt Parts shows you the first rows of the file so you can see what you are working with, and asks you to say which column is which.

2 **Tell it whether the first row is a header row.** There is a toggle for this. If their file starts straight into parts with no headings, turn it off, or you will lose the first part.

3 **Point at the three columns** — Part #, Qty and Cost. The preview updates as you choose, so you can see you have picked the right ones.

4 **Name the buyout.** It fills in from the filename, which is usually fine. Change it to something you will recognise in six months — the selling dealer's name is better than *book1*.

3.3 Processing

5 **Process.** Matching thousands of part numbers takes a little time, so it runs in the background and shows progress. You do not have to sit on the page — come back to **Inventory Buyouts** later and open it from the list.

4. Reading the Results

4.1 The Three Tabs

Every line in their file lands on exactly one of three tabs, and each carries a count so you can see the shape of the offer at a glance.

Tab	What is on it
In your inventory	Parts you already stock. This is the tab that matters most — it is the only one where ScanIt Parts can compare their price against *your* cost.
In parts master	Real parts for the make, but not ones you carry. No cost of yours to compare against, so these are judged on list price and what you know about the make.
Not found	Nothing matched. Usually obsolete numbers, another make's parts, or typing errors in their file.

> **A large "Not found" count is information, not a fault.** It usually means the list has drifted over the years, or it covers makes you do not sell. It is worth asking the seller about before you price the rest.

4.2 The Summary Cards

Three cards sit above the tabs and answer the headline question.

Card	What it means
Savings	What the comparable parts would have cost you at your own cost, minus what they are asking for them, shown in dollars and as a percentage. A positive number means their price beats yours.

Uncompared offer	The part of their asking price that could *not* be compared, because those lines are not in your inventory. Treat it as the portion of the deal you are taking on judgement rather than on numbers.
Sellable value or **Stocked value**	What the parts are worth to you. See the note below — which of the two you get is not a setting, it depends on your data.

> **Why the third card sometimes says "Stocked value" instead of "Sellable value".** Sellable value uses your last 12 months of sales to work out which of the stocked parts actually move. A store with no 12-month sales history on file cannot have that calculated, so ScanIt Parts falls back to **Stocked value** — what the parts are worth at stocking prices, with no judgement about whether they sell. It is not an error and there is nothing to switch on; it tells you the sales history is not there yet.

4.3 The Columns

On the tabs themselves, each line shows:

Column	What it is
Row #	Which line of their file this came from, so you can point at it when you talk to them
Part # (file)	Exactly what their file said
Matched part #	What ScanIt Parts matched it to — worth a glance when a line looks odd
Make / Description / Bin	The part as you know it
File qty / File cost	What they are offering, and what they want for it
Your cost	What you pay today (on the **In your inventory** tab)
Difference $ / Difference %	How their price compares to yours
List	List price
On hand	How many you already have — the fastest way to spot parts you do not need more of
12-mo sales	How many you sold in the last year

Flag	See the next chapter
Core / Pack qty	Whether there is a core charge, and how the part packs

5. The Flags

Every comparable line gets one flag, so you can sort the good from the bad without reading every row.

Flag	What it is telling you
Good buy	Priced well against what you pay, and it is a part that moves. This is the part of the offer worth having.
Overpriced	They want more than you already pay. You can buy it cheaper from your usual source.
Slow mover	The price may be fine, but you barely sell it. Cheap dead stock is still dead stock.
Overstock	You already have plenty. Taking more ties money up on a shelf.

5.1 Stores With No Sales History

> **If your store has no 12-month sales data, only two flags appear** — **Good buy** and **Overpriced**. **Slow mover** and **Overstock** are not shown at all, because both are judgements about how a part sells and there is no sales history to make them from. The lines are flagged on price alone. Nothing is broken, and there is no setting to change; the two flags come back once sales history is there.

6. Deciding on the Offer

A practical order to read the results in:

1. **Start with Savings.** If the comparable parts do not beat your own cost, the rest of the deal has to be very good to make up for it.

2 **Look at Uncompared offer.** A large figure here means most of the deal is parts you do not stock, so the numbers are telling you less than they appear to.

3 **Sort "In your inventory" by Flag.** Good buys are the reason to do the deal. Overpriced, Slow mover and Overstock are the reasons to negotiate the price down or take part of the lot.

4 **Check On hand on the good buys.** A good price on something you already have twelve of is not a good buy for you.

> **You do not have to take all of it.** The most common use of this report is going back to the seller with "we will take these, not those" — and the Row # column is there so you can tell them exactly which lines you mean.

7. Troubleshooting

Problem	What to do
The file will not upload	It must be CSV, TXT, XLS or XLSX and under 12 MB. A file saved as something else — a PDF of a spreadsheet, for instance — will not load. Ask the seller for a spreadsheet.
The first part is missing	The header-row toggle is set wrong. If their file has no headings, turn it off and the first row is read as a part.
Almost everything landed in "Not found"	Usually the wrong column was mapped to Part # — check the preview. If the mapping is right, the list is probably for makes you do not carry.
The third card says Stocked value	Expected when the store has no 12-month sales history. See section 4.2.
No Slow mover or Overstock flags	Same cause, same answer. See section 5.1.
I cannot see Inventory Buyouts at all	It is permission-controlled. Ask whoever administers your users, or call IPS.

8. Quick Reference

Where	sip.ipsdev.com > Inventory Buyouts
File types	CSV, TXT, XLS, XLSX
Size limit	12 MB
Columns needed	Part #, Qty, Cost
Tabs	In your inventory · In parts master · Not found
Summary cards	Savings · Uncompared offer · Sellable value (or Stocked value)
Flags	Good buy · Overpriced · Slow mover · Overstock
With no sales history	Stocked value, and only Good buy / Overpriced
Changes your inventory?	No. Analysis only.

> **Need help?** Call IPS at **810-695-9332** or email **support@ipsdev.com**.