

ANEXOS

Anexo 1. Clasificación ABC por volumen en Cajas Reales – CAS

Código SAP	Descripción	Volumen Real	% sobre el volumen	% sobre el Total	Clase	Pos. SKU
669360	CABERNET 750ML 1X12BTL 120 SAUVIGNON SR	9.567	14,42%	14,42%	A	1
669366	SAUVIGNON 750ML 1X12BTL BLANC 120 SR	7.660	11,55%	25,97%	A	2
669365	MERLOT 750ML 1X12BTL 120 SR CAJA	5.790	8,73%	34,70%	A	3
669353	MALBEC 750ML 1X6BTL COL PR	4.753	7,16%	41,86%	A	4
669363	CARMENERE 750ML 1X12BTL 120 SR PK MALET	3.889	5,86%	47,72%	A	5
669422	Navarro Spark Extra Brut 06x01 750	3.601	5,43%	53,15%	A	6
691054	Santa Rita 120 Cabernet S 03X01 750	2.810	4,24%	57,39%	A	7
690929	Santa Rita 120 Sauvignon 03X01 750	2.211	3,33%	60,72%	A	8
669486	FOUR PACK CABERNET 187.5ML STA RITA	2.118	3,19%	63,91%	A	9
690995	Santa Rita 120 Merlot 03X01 750	2.103	3,17%	67,08%	A	10
669362	Santa Rita 120 Cabernet S 01x24 375	1.972	2,97%	70,05%	A	11
669582	ROSADO 750ML 1X12BTL 120 SANTA RITA	1.838	2,77%	72,82%	A	12
669352	Navarro Col Priv Chard 06x01 750	1.699	2,56%	75,39%	A	13
669421	Navarro Brut Malbec Rose 06x01 750	1.442	2,17%	77,56%	A	14
669356	Navarro Col Priv Blend 01x06 750	1.381	2,08%	79,64%	A	15
669351	CABERNET SAUV 750ML 1X6BTL CP	1.372	2,07%	81,71%	B	16
669364	Santa Rita 120 Ch75CL 12x01	1.287	1,94%	83,65%	B	17
669487	FOUR PACK SAUVIGNON 187.5ML STA RITA	1.054	1,59%	85,24%	B	18
669383	RESERVA SAUVIGNON 750ML 1X12BTL TUB	1.051	1,58%	86,82%	B	19
669368	Santa Rita 120 Sauvignon 24x01 375	1.015	1,53%	88,35%	B	20
669379	Santa Rita Reserva Cabern 12X01 750	936	1,41%	89,76%	B	21
669355	Navarro Col Priv Sauv Bl 06x01 750	875	1,32%	91,08%	B	22
690996	Santa Rita 120 Carmenere 03X01 750	775	1,17%	92,25%	B	23
690997	Santa Rita 120 Rose 03X01 750	747	1,13%	93,38%	B	24
669354	MALBEC ROSADO 750ML 1X6BTL NAVARRO CORRE	728	1,10%	94,48%	B	25
669382	RESERVA 750ML 1X12BTL MERLOT SR TUBUL	652	0,98%	95,46%	C	26
669381	RESERVA 750ML 1X12BTL CARMENERE SR TUB	487	0,73%	96,19%	C	27
669380	Santa Rita Reserva Cabernet 375ML 1X24BT	426	0,64%	96,84%	C	28
669350	Navarro Gran Res Malbec 06x01 750	425	0,64%	97,48%	C	29
669377	Medalla Real 750ml 1X12BTL SR Cabernet S	374	0,56%	98,04%	C	30
694863	Navarro Col Priv Malbec 12X01 375	306	0,46%	98,50%	C	31
669384	RESERVA 375ML 1X24BTL SAUVIGNON BLANC SR	296	0,45%	98,95%	C	32
701355	Santa Rita Triple C Blend 06X01 750	205	0,31%	99,26%	C	33
701272	Sta Rita Pehuen Carmenere 06X01 750	124	0,19%	99,44%	C	34
669378	Medalla Real 750ml 1X12BTL SR Sauvignon B	116	0,17%	99,62%	C	35
707879	Navarro los Arb Blend 06x01 750	87	0,13%	99,75%	C	36
701356	Santa Rita Petit Syrah 06X01 750	84	0,13%	99,87%	C	37
669357	Navarro Structura 06x01 750	48	0,07%	99,95%	C	38
669371	Santa Rita Casa Real Cabe 06x01 750	35	0,05%	100,00%	C	39
GRAND TOTAL		66.337	100,00%			

A	80%
B	95%
C	100%

Fuente: Elaboración propia basada en información provista por la empresa.

Anexo 2. Clasificación ABC por ventas netas – NSV

Código SAP	Descripción	NSV	% sobre el volumen	% sobre el Total	Clase	Pos. SKU
669360	CABERNET 750ML 1X12BTL 120 SAUVIGNON SR	1.698.909.325	15,10%	15,10%	A	1
669366	SAUVIGNON 750ML 1X12BTL BLANC 120 SR	1.364.072.123	12,12%	27,22%	A	2
669365	MERLOT 750ML 1X12BTL 120 SR CAJA	1.095.520.513	9,73%	36,95%	A	3
669363	CARMENERE 750ML 1X12BTL 120 SR PK MALET	749.507.057	6,66%	43,61%	A	4
669353	MALBEC 750ML 1X6BTL COL PR	593.025.320	5,27%	48,88%	A	5
691054	Santa Rita 120 Cabernet S 03X01 750	383.594.981	3,41%	52,29%	A	6
669362	Santa Rita 120 Cabernet S 01x24 375	375.396.465	3,34%	55,63%	A	7
669422	Navarro Spark Extra Brut 06x01 750	371.649.139	3,30%	58,93%	A	8
669582	ROSADO 750ML 1X12BTL 120 SANTA RITA	334.580.469	2,97%	61,90%	A	9
669383	RESERVA SAUVIGNON 750ML 1X12BTL TUB	299.008.870	2,66%	64,56%	A	10
690995	Santa Rita 120 Merlot 03X01 750	289.157.843	2,57%	67,13%	A	11
690929	Santa Rita 120 Sauvignon 03X01 750	282.192.609	2,51%	69,64%	A	12
669379	Santa Rita Reserva Cabern 12X01 750	263.631.901	2,34%	71,98%	A	13
669364	Santa Rita 120 Ch75CL 12x01	240.193.568	2,13%	74,11%	A	14
669486	FOUR PACK CABERNET 187.5ML STA RITA	237.291.772	2,11%	76,22%	A	15
669352	Navarro Col Priv Chard 06x01 750	200.590.513	1,78%	78,00%	A	16
669382	RESERVA 750ML 1X12BTL MERLOT SR TUBUL	196.103.935	1,74%	79,75%	A	17
669421	Navarro Brut Malbec Rose 06x01 750	191.341.396	1,70%	81,45%	B	18
669351	CABERNET SAUV 750ML 1X6BTL CP	179.275.353	1,59%	83,04%	B	19
669377	Medalla Real 750ml 1X12BTL SR Cabernet S	178.624.522	1,59%	84,63%	B	20
669368	Santa Rita 120 Sauvignon 24x01 375	177.405.412	1,58%	86,20%	B	21
669356	Navarro Col Priv Blend 01x06 750	177.157.354	1,57%	87,78%	B	22
669381	RESERVA 750ML 1X12BTL CARMENERE SR TUB	147.256.344	1,31%	89,09%	B	23
669384	RESERVA 375ML 1X24BTL SAUVIGNON BLANC SR	134.321.549	1,19%	90,28%	B	24
669487	FOUR PACK SAUVIGNON 187.5ML STA RITA	123.960.415	1,10%	91,38%	B	25
669350	Navarro Gran Res Malbec 06x01 750	115.781.530	1,03%	92,41%	B	26
690996	Santa Rita 120 Carmenere 03X01 750	110.479.171	0,98%	93,39%	B	27
669355	Navarro Col Priv Sauv Bl 06x01 750	105.828.030	0,94%	94,33%	B	28
669380	Santa Rita Reserva Cabernet 375ML 1X24BT	102.970.164	0,91%	95,25%	C	29
690997	Santa Rita 120 Rose 03X01 750	99.406.457	0,88%	96,13%	C	30
669354	MALBEC ROSADO 750ML 1X6BTL NAVARRO CORRE	87.107.652	0,77%	96,90%	C	31
701356	Santa Rita Petit Syrah 06X01 750	69.751.850	0,62%	97,52%	C	32
701272	Sta Rita Pehuen Carmenere 06X01 750	68.752.407	0,61%	98,14%	C	33
701355	Santa Rita Triple C Blend 06X01 750	68.232.733	0,61%	98,74%	C	34
669378	Medalla Real 750ml 1X12BTLSR Sauvignon B	42.601.265	0,38%	99,12%	C	35
694863	Navarro Col Priv Malbec 12X01 375	41.731.039	0,37%	99,49%	C	36
669357	Navarro Structura 06x01 750	26.349.355	0,23%	99,73%	C	37
669371	Santa Rita Casa Real Cabe 06x01 750	19.902.868	0,18%	99,90%	C	38
707879	Navarro los Arb Blend 06x01 750	11.001.394	0,10%	100,00%	C	39
GRAND TOTAL		11.253.664.662	100,00%			

A	80%
B	95%
C	100%

Fuente: Elaboración propia basada en información provista por la empresa.

Anexo 3. Stock de seguridad calculado para Santa Rita por SKU y Región.

CUNDINAMARCA

		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669363	CARMENERE 75CL 1X12BTL 120 SANTA RITA CA	70%	98%	171	455	424	31
669582	ROSADO 75CL 1X12BTL 120 SANTA RITA	42%	98%	110	451	431	20
669486	KIT FOUR PACK CABERNET 187.5ML STA RITA	53%	96%	155	427	390	37
669366	SAUVIGNON 75CL 1X12BTL BLANC 120 SR	85%	100%	181	230	230	-
669487	KIT FOUR PACK SAUVIGNON 187.5ML STA RITA	46%	97%	87	197	185	12
669381	RESERVA 75CL 1X12BTL CARMENERE SR TUB	29%	95%	57	173	160	13
669365	MERLOT 75CL 1X12BTL 120 SR CAJA	87%	100%	140	166	166	-
669360	CABERNET 75CL 1X12BTL 120 SAUVIGNON SR	91%	100%	154	118	118	-
669380	RESERVA 37.5CL 1X24BTL CABERNET SR	8%	100%	19	94	93	0
TOTAL REGION		76%	94,70%		2.310	2.197	112

ANTIOQUIA

		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669582	ROSADO 75CL 1X12BTL 120 SANTA RITA	22%	95%	93	401	377	287
669486	KIT FOUR PACK CABERNET 187.5ML STA RITA	45%	98%	52	164	157	88
669365	MERLOT 75CL 1X12BTL 120 SR CAJA	80%	100%	39	69	69	-
669380	RESERVA 37.5CL 1X24BTL CABERNET SR	6%	99%	12	63	62	42
669363	CARMENERE 75CL 1X12BTL 120 SANTA RITA CA	80%	95%	32	58	44	15
TOTAL REGION		70%	91,94%		754	709	432

VALLE

		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
690996	Santa Rita 120 Carmenere 03X01 750	20%	94%	65	223	205	17
669486	KIT FOUR PACK CABERNET 187.5ML STA RITA	61%	94%	25	63	54	10
690929	Santa Rita 120 Sauvignon 03X01 750	92%	100%	27	20	20	-
669366	SAUVIGNON 75CL 1X12BTL BLANC 120 SR	86%	99%	14	17	16	1
TOTAL REGION		79%	94,86%		323	295	28

ATLÁNTICO

		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669365	MERLOT 75CL 1X12BTL 120 SR CAJA	58%	90%	22	81	62	20
669360	CABERNET 75CL 1X12BTL 120 SAUVIGNON SR	74%	100%	24	54	54	-
669366	SAUVIGNON 75CL 1X12BTL BLANC 120 SR	65%	92%	17	51	40	11
669486	KIT FOUR PACK CABERNET 187.5ML STA RITA	28%	93%	18	45	41	4
669487	KIT FOUR PACK SAUVIGNON 187.5ML STA RITA	19%	100%	24	24	24	-
669381	RESERVA 75CL 1X12BTL CARMENERE SR TUB	33%	96%	4	23	22	1
669371	CASA REAL 75CL 1X6BTL SANTA RITA	10%	93%	8	20	19	2
669382	RESERVA 75CL 1X12BTL MERLOT SR TUBUL	61%	95%	6	18	16	2
TOTAL REGION		66%	89,27%		317	277	41

DISTRIBUIDORES

		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669363	CARMENERE 75CL 1X12BTL 120 SANTA RITA CA	66%	95%	183	559	469	90
669486	KIT FOUR PACK CABERNET 187.5ML STA RITA	69%	96%	178	497	425	72
669360	CABERNET 75CL 1X12BTL 120 SAUVIGNON SR	93%	100%	611	393	393	-
669368	SAUVIGNON 37.5CL 1X24BTL BLANC 120 SR	64%	92%	222	383	302	81
669365	MERLOT 75CL 1X12BTL 120 SR CAJA	93%	100%	258	162	162	-
669380	RESERVA 37.5CL 1X24BTL CABERNET SR	45%	93%	66	324	282	42
669381	RESERVA 75CL 1X12BTL CARMENERE SR TUB	38%	91%	113	298	254	44
669582	ROSADO 75CL 1X12BTL 120 SANTA RITA	74%	96%	107	251	213	38
669364	CHARDONN 75CL 1X12BTL 120 SR CAJA	67%	89%	75	224	149	75
669382	RESERVA 75CL 1X12BTL MERLOT SR TUBUL	57%	95%	56	215	189	26
669487	KIT FOUR PACK SAUVIGNON 187.5ML STA RITA	78%	100%	92	186	186	-
669366	SAUVIGNON 75CL 1X12BTL BLANC 120 SR	95%	100%	N/A	170	-	170
669384	RESERVA 37.5CL 1X24BTL SAUVIGNON BLANC S	60%	85%	55	200	126	74
TOTAL REGION		80%	91,73%		3.861	3.150	712

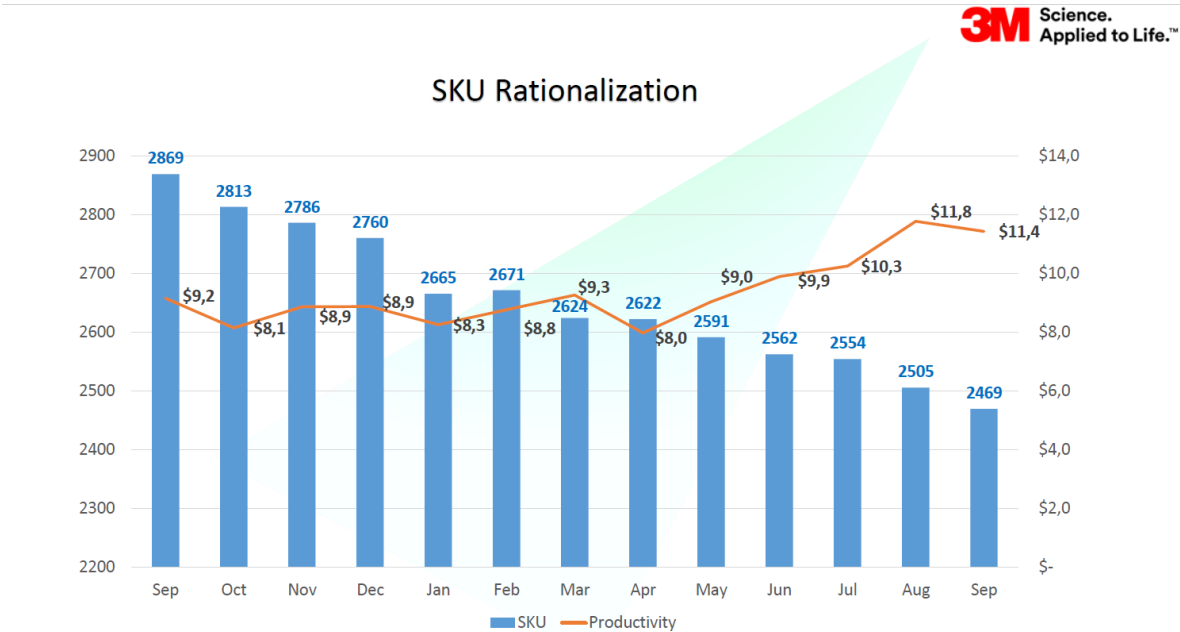
Fuente: Elaboración propia basada en información provista por la empresa.

Anexo 4. Stock de seguridad calculado para Navarro Correas por SKU y Región.

CUNDINAMARCA		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669353	MALBEC 75CL 1X6BTL COL PRIV CORREAS	48%	96%	154	456	417	39
669351	CABERNET SAUV 75CL 1X6BTL COL PRIV CORR	46%	100%	79	247	247	-
669356	NAVARRO COL PRIV BLEND 75CL 1X6BTL	52%	100%	62	172	171	2
669355	NAVARRO COL PRIV SAUV BL 75CL 1X6BTL	53%	100%	46	103	103	-
TOTAL REGION		60,81%	92,18%		978	937	41
BOLIVAR		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669353	MALBEC 75CL 1X6BTL COL PRIV CORREAS	51%	100%	49	108	108	1
669356	NAVARRO COL PRIV BLEND 75CL 1X6BTL	58%	98%	30	53	50	3
669421	NAVARRO BRUT MALBEC ROSE 75CL 1X6BTL	48%	100%	30	45	45	-
669352	NAVARRO COL PRIV CHARD 75CL 1X6BTL	56%	100%	19	35	35	-
TOTAL REGION		54,62%	89,51%		241	238	4
ANTIOQUIA		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669353	MALBEC 75CL 1X6BTL COL PRIV CORREAS	57%	98%	45	113	109	4
669352	NAVARRO COL PRIV CHARD 75CL 1X6BTL	48%	100%	13	33	33	-
669351	CABERNET SAUV 75CL 1X6BTL COL PRIV CORR	68%	99%	11	29	29	0
TOTAL REGION		64%	87,49%		175	170	5
DISTRIBUIDORES		FY					
Material number	Material description	FR INICIAL	FR + MEJORA	SS	NAT INICIAL	NAT RECOV	NAT FINAL
669353	MALBEC 75CL 1X6BTL COL PRIV CORREAS	73,97%	100%	485	923	923	-
669421	NAVARRO BRUT MALBEC ROSE 75CL 1X6BTL	54,00%	95%	138	601	533	68
669355	NAVARRO COL PRIV SAUV BL 75CL 1X6BTL	49,65%	96%	177	493	452	41
669351	CABERNET SAUV 75CL 1X6BTL COL PRIV CORR	63,42%	95%	216	439	377	63
669422	NAVARRO SPARK EXTRA BRUT 75CL 1X6BTL	83,91%	100%	249	375	375	-
669352	NAVARRO COL PRIV CHARD 75CL 1X6BTL	82,47%	100%	177	280	280	-
TOTAL REGION		71,64%	93,20%		3.111	2.940	172

Fuente: Elaboración propia basada en información provista por la empresa.

Anexo 5. Racionalización de SKUs en 3M año 2015



Fuente: II Congreso Internacional de Logística y Supply Chain Management – Universidad del Rosario
Octubre 2015.