

BAB 8

KESIMPULAN DAN SARAN

8.1. Kesimpulan

Berdasarkan analisis yang telah dilakukan maka dapat ditentukan beberapa kesimpulan sebagai berikut:

- a. Hasil klasifikasi FNS terdapat 548 produk termasuk klasifikasi F, 501 produk termasuk klasifikasi N, dan 527 produk termasuk klasifikasi S.
- b. Dari 1576 produk yang dijual, 873 diusulkan untuk dijual kembali dan 703 produk diusulkan untuk diskontinu pada periode berikutnya.
- c. Usulan *assortment planning* terdapat 873 produk dari seluruh kategori yang diusulkan untuk dipertahankan.

8.2. Saran

Saran yang dapat diberikan adalah sebaiknya dilakukan pengecekan data stok atau *stock opname* agar dapat lebih mengetahui jumlah persediaan yang ada dan dapat dianalisis secara akurat sehingga dapat lebih mudah dalam mengambil keputusan dalam menentukan produk dan jumlah stok yang akan dibeli. Selain itu, penentuan kategori produk perlu diperbaiki agar lebih mudah mengatur produk dan segmen yang sama dapat berada dalam satu kategori.

DAFTAR PUSTAKA

- Bahng, Y., Kincade, D.H., & Rogers, F.T. (2018). Assortment planning for retail buying, retail store operations, and firm performance. *The Journal of Distribution Science*, 16(8), 15-27.
- Basuroy, S., Mantrala, M. K., & Walters, R. G. (2001). The impact of category management on retailer prices and performance: Theory and evidence. *Journal of Marketing*, 65(4), 16-32.
- Berman, B., & Evans, J.R. (2018). *Retail management a strategic approach*. Pearson.
- Beynon-Davies, P. (2004). *Database systems*. Basingstoke, UK: Palgrave Macmillan.
- Cachon, G.P., & Kök, A.G. (2007). Category management and coordination in retail assortment planning in the presence of basket shopping consumers. *Management Science*, 53(6), 934-951.
- Cachon, G.P., Terwiesch, C., & Xu, Y. (2005). Retail assortment planning in the presence of consumer search. *Manufacturing & Service Operations Management*, 7(4), 330-346.
- Chen, M.C., & Lin, C.P. (2007). A data mining approach to product assortment and shelf space allocation. *Expert Systems with Applications*, 32(4), 976-986.
- Devarajan, D., & Jayamohan, M.S. (2016). Stock control in a chemical firm: combined FSN and XYZ analysis. *Procedia Technology*, 24, 562-567.
- Du Toit, D. (2014). *Decision-making framework for inventory management of spare parts in capital-intensive industries*. Stellenbosch University.
- Han, J., Pei, J., & Kamber, M. (2012). *Data mining: concepts and techniques*. Elsevier.
- Hand, D.J., Mannila, H., & Smyth, P. (2001). *Principles of data mining (adaptive computation and machine learning)*. MIT Press.
- Hübner, A. (2011). *Retail category management: decision support systems for assortment, shelf space, inventory and price planning* (Vol. 656). Springer Science & Business Media.

- Hudori, M., & Tarigan, N.T.B. (2019). Pengelompokan persediaan barang dengan metode FSN analysis (fast, slow and non-moving) berdasarkan turnover ratio (TOR). *Jurnal Citra Widya Edukasi*, 11(2), 205-215.
- Jain, K., & Agarwal, L. (1980). *Production planning control and industrial management*. New Delhi: Khanna Publish
- Kantardzic, M. (2019). *Data mining: concepts, models, methods, and algorithms* (3rd ed). Canada: John Wiley & Sons.
- Kök, A.G., Fisher, M.L., & Vaidyanathan, R. (2008). Assortment planning: Review of literature and industry practice. In *Retail supply chain management* (pp. 99-153). Springer, Boston, MA.
- Kumar, Y., Kumar Khaparde, R., Dewangan, K., Kumar Dewangan, G., Dhiwar, J.S., & Sahu, D. (2017). FSN analysis for inventory management–Case study of sponge iron plant. *International Journal for Research in Applied Science & Engineering Technology (IJRASET)*, 5(2), 53-57.
- Mantrala, M.K., Levy, M., Kahn, B.E., Fox, E.J., Gaidarev, P., Dankworth, B., & Shah, D. (2009). Why is assortment planning so difficult for retailers? A framework and research agenda. *Journal of Retailing*, 85(1), 71-83.
- Mitra, S., Reddy, M.S., & Prince, K. (2015). Inventory control using FSN analysis– a case study on a manufacturing industry. *International Journal of Innovative Science, Engineering & Technology*, 2(4), 322-325.
- Ray, R. (2010). *Supply chain management for retailing*. Tate McGraw Hill.
- Sari, Y.N., Subagio, H. (2013). Analisa pengaruh retail mix (customer service, location, store design & display, merchandise assortment, communication mix, dan price) terhadap tingkat kunjungan di toko souvenir ken n so Surabaya, *Jurnal Strategi Pemasaran*, 1(2), 1-9.
- Schroeder, R. G., Goldstein, S. M., & Rungtusanatham, M. J. (2013). *Operations management in the supply chain: Decisions and cases*. McGraw-Hill Education.
- Sullivan, M., & Adcock, D. (2002). *Retail marketing*. London: Thomson.
- Trisnawati, N., Novareza, O., & Eunike, A. (2016). Inventory control of critical spare part based on FNS analysis. *Journal of Engineering and Management in Industrial System*, 4(1), 11-18.

Van Kampen, T.J., Akkerman, R., & Van Donk, D.P. (2012). SKU classification: A literature review and conceptual framework. *International Journal of Operations and Production Management*, 32(7), 850-876.

LAMPIRAN

Lampiran 1: Foto Ritel X

