



LIGHTSPEED POS  
CAN HELP BIKE STORES  
MOVE MORE INVENTORY

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# INTRODUCTION

With spring in full swing and summer on the horizon, **bike stores** are experiencing their high season. With this in mind, here are a **few tips** on how to use your **POS system** to help you better manage your inventory, keeping your shelves up to date with the latest and greatest stock.



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8 ways Lightspeed POS can help bike stores move more inventory

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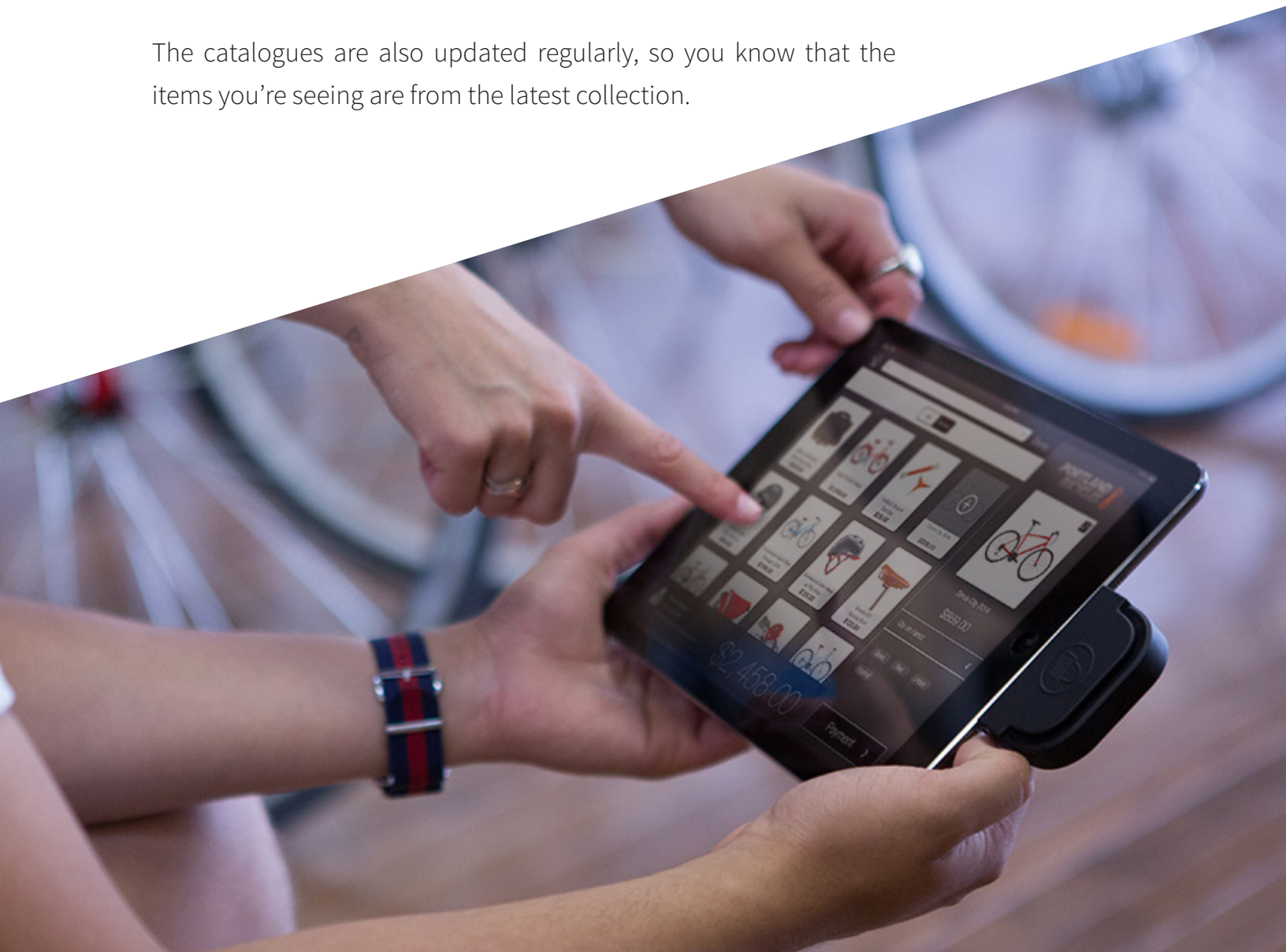
STEP  
#1

## Vendor catalogs found directly in your POS

Lightspeed's retail POS integrates with some of the cycling industry's top vendors, such as QBP, Bicycle Technologies International and Giant Bicycle.

What does this mean for retailers? For one, it means you can access stock levels in vendor warehouses (within all vendor warehouses), so you know whether the item you're looking for will be coming in any time soon.

The catalogues are also updated regularly, so you know that the items you're seeing are from the latest collection.



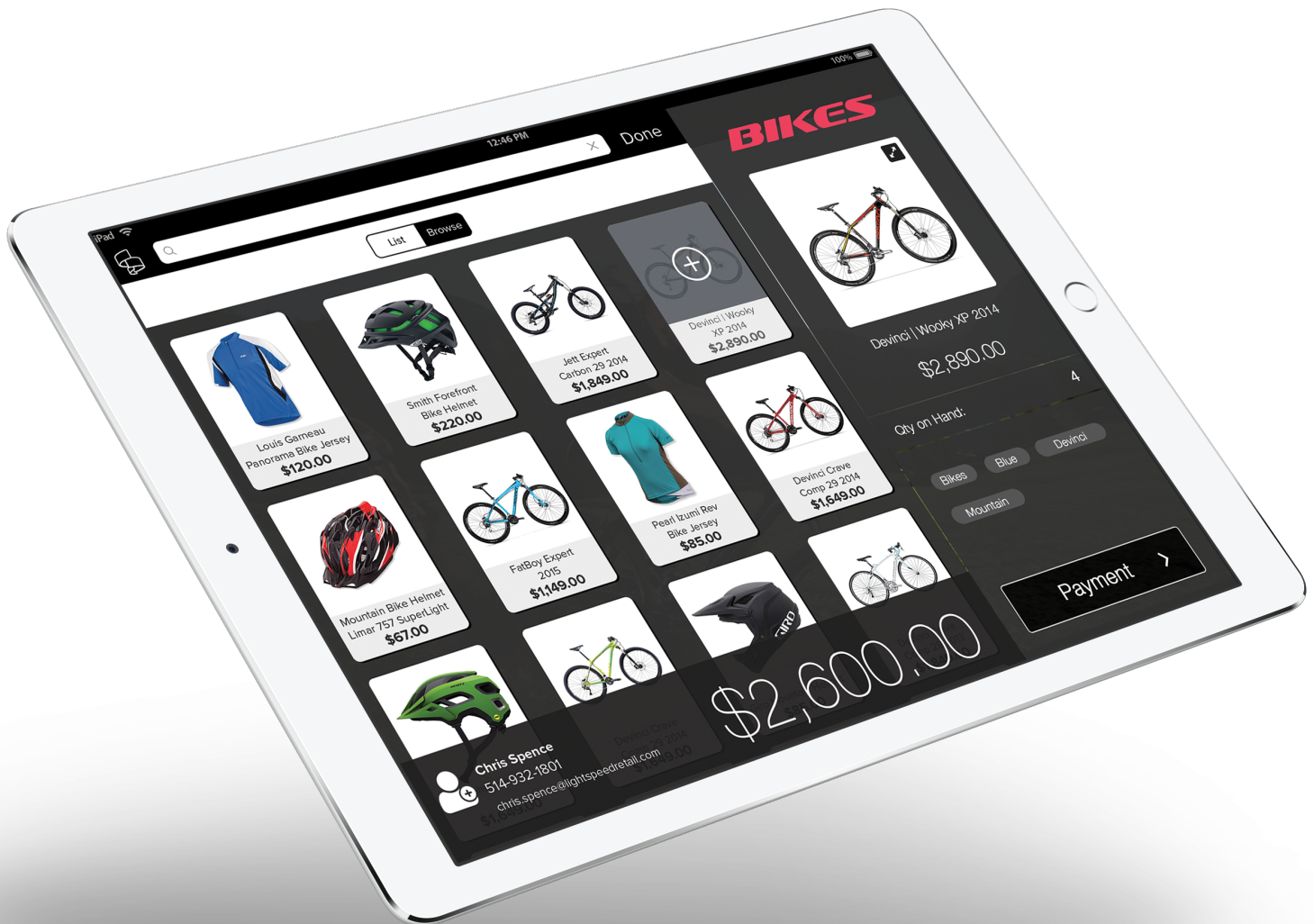


## STEP #2

# Sending purchase orders directly to your vendor

Your POS should be saving you time. With Lightspeed, you can create and send your purchase orders directly to your vendors within the software.

You can also easily manage your own expectations and those of your customers — see what you've already ordered and when you can expect to receive it.



## STEP #3

# Processing special orders

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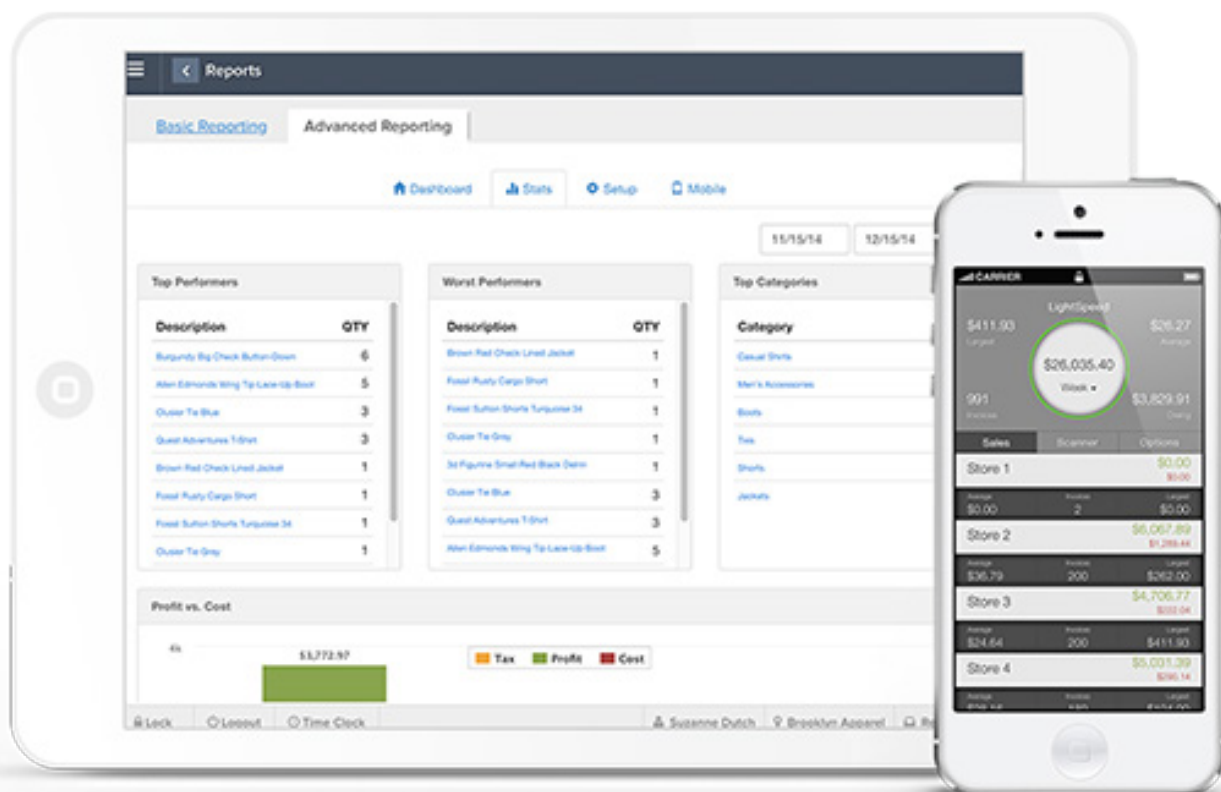
## STEP #4

# Crunch the right numbers to manage your stock

Proper inventory management involves understanding the reporting resources you have available to you.

Compare your weeks of supply (how long it takes to sell an item), with vendor lead times (how long it takes for a vendor to supply an order) and sell-through rate (how well an item sells).

By understanding these three basic metrics, you will gain a better understanding of what you sell and quickly learn what your best sellers are, versus your worst performers.





STEP  
#5

## Faster purchase order building

Setting up reorder points for your best-sellers is extremely useful to avoid running out of them. Simply identify the items you're sure will sell quickly, and when the time comes, generate a report telling you what you're running low on and populate your next purchase order with those items.





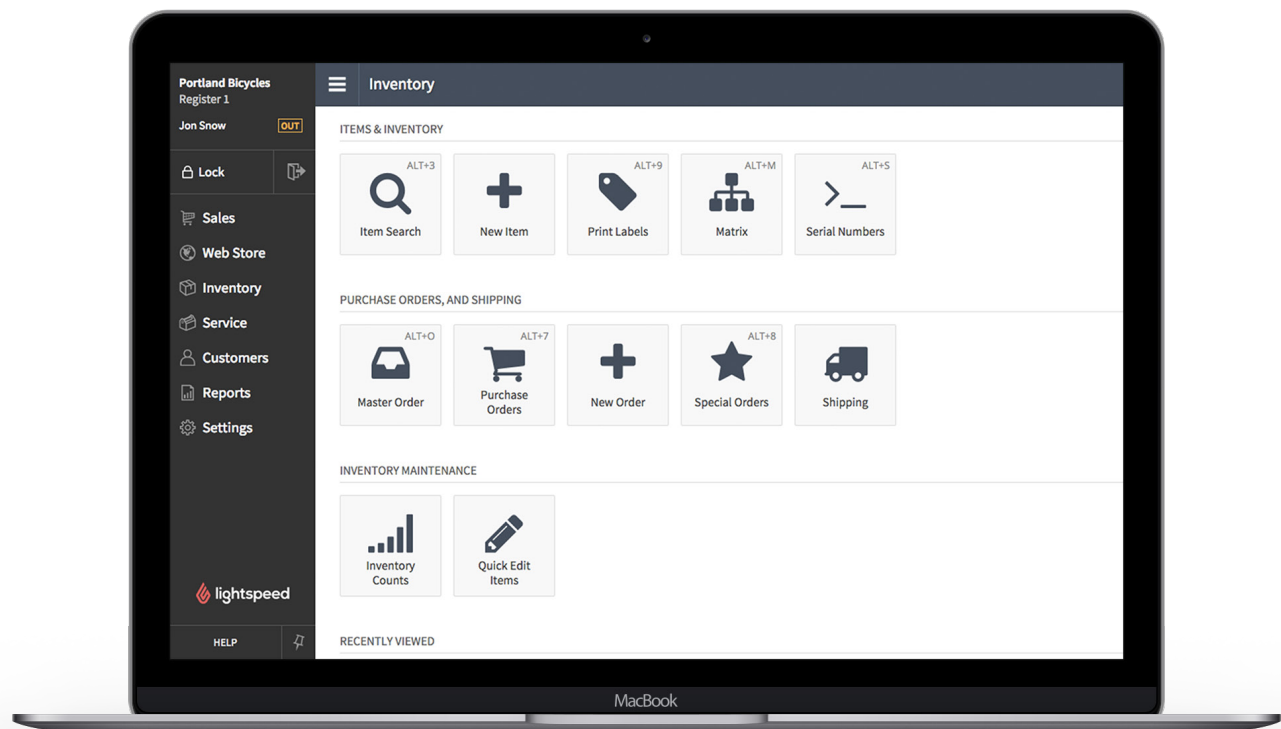
## STEP #6

# Keep aging stock from collecting dust

Which items have been sitting on your shelves for far too long? Your POS should give you reports that help you understand cost, profits, margins and identify aging inventory.

Move items that are proving difficult to sell and keep your inventory flowing smoothly by organizing clearance sales, using other sales channel, upselling or pairing low performers with more popular items, offering them in bundles or packages.

You can also add signage or banners to your storefront, or re-merchandise your sales floor.



STEP  
#7

## Returning overstock or damages to vendor

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You need to be able to communicate easily with your vendors, if you're experiencing any issues with stock. Ensuring your inventory keeps working for you means getting rid of the items that you can't sell.

Our return-to-vendor feature allows you to easily return damaged or over-ordered items to vendors (with a reason for the return) from one place.

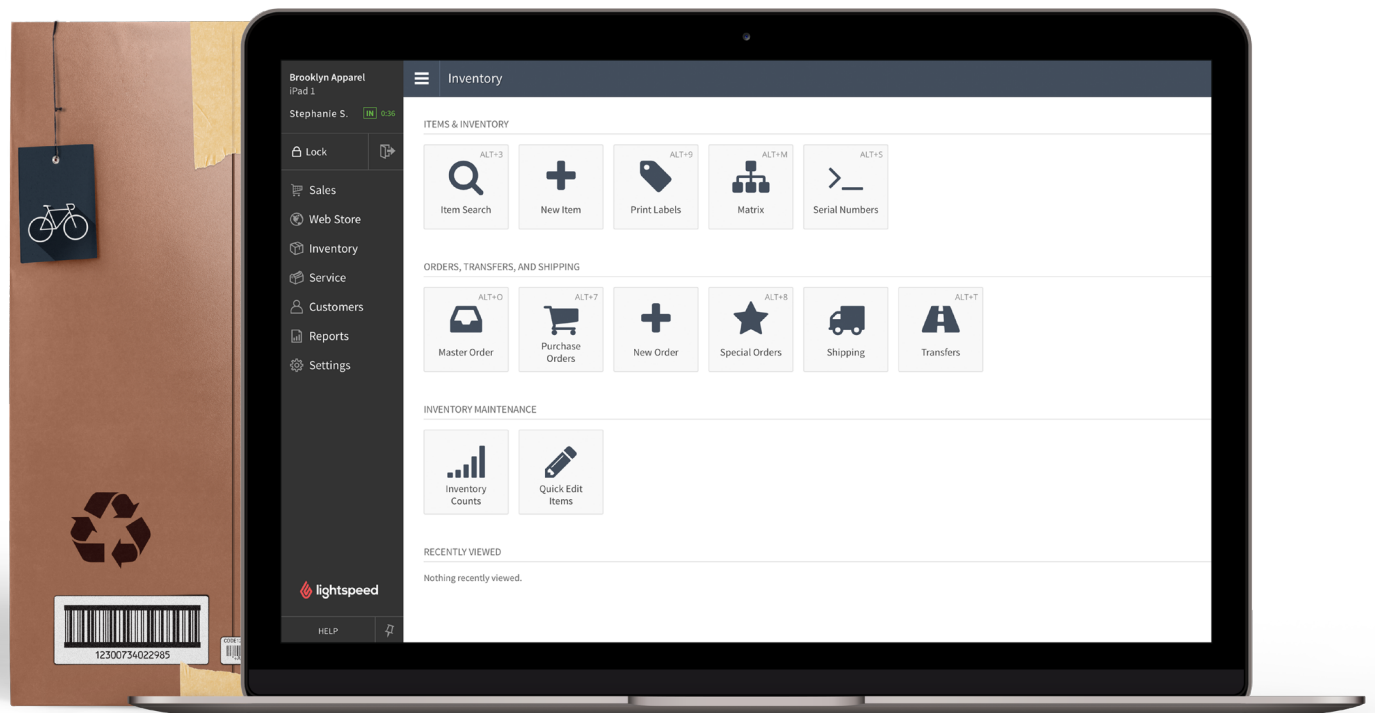


## STEP #8

# Integrations that help you move inventory

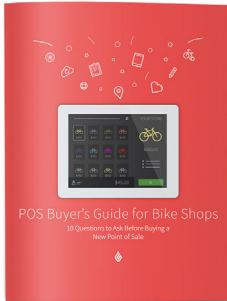
Lightspeed's POS system offers bicycle stores excellent integrations to help you sell more. With Smart Etiling, for example, customers can search for a particular bike part and they'll find retailers, such as yourselves, that sell the item.

Moving old inventory, monitoring current stock and bringing in new merchandise is key to keeping customers happy and your bike store growing. Become more efficient by finding out about all the ways that Lightspeed POS can help you manage your bike store's inventory.



# Other Resources

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## POS buyer's guide for bike shops

[Download the PDF >](#)



## Inventory Management: 8 tips for an optimized POS inventory setup

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## The independent retailer's guide to EMV and mobile payments

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## Managing your inventory: retail best practices for maximizing profits

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# About Lightspeed

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Lightspeed provides retailers and restaurateurs the simplest way to build, manage, and grow their business all while creating a better customer experience. More than 36,000 businesses processing over \$12 billion in annual transactions use Lightspeed's mobile POS and eCommerce platform to manage inventory, customer preferences, sales, and analytics to get one complete view of their entire business.

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