

How MakerFlo Cut Stockouts by 35% and Regained 15% in Revenue

35%

drop in stockouts

15%

revenue recovered

10-12 hours

saved per week on PO management



MakerFlo reduced stockouts by 35% and recovered an estimated 15% in lost revenue just by using Prediko. [Read more.](#)

About MakerFlo

MakerFlo is a wholesale supplier of premium blanks and customization-ready products, including tumblers, laser engravable blanks, and sublimation supplies. They equip makers and laser engraving businesses with high-quality products and resources to achieve professional-grade customization and scale their operations.

Their top-selling products include tumblers, serving and cutting boards, whiskey decanters, rustic wood boxes and pocket knives — all designed for high-quality engraving and personalization.

Customers depend on MakerFlo for repeat B2B orders, consistent quality, and reliable pricing. This makes precise inventory planning and tight demand–supply alignment critical for MakerFlo.

Challenge: Manual Planning, Stock Imbalances, and Bundle Complexity

MakerFlo manages a growing catalog of single SKUs, case quantities, and bundled products, supported by overseas manufacturing and warehouse operations.

Prior to Prediko, inventory planning was entirely manual, handled through spreadsheets, handwritten notes, and calculator-based forecasting, which felt unreliable, as Marc put it, *“always a guessing game.”*

Because of this, some products were over-ordered, locking up cash. Others ran out, costing sales.

Friction showed up in many other areas

- Manual product counts and hand-calculated run rates
- Reorder timing determined through spreadsheets and historical guesswork
- Difficulty maintaining proper JIT inventory levels due to inaccurate forecasting
- No consolidated visibility into bundle demand
- Limited tracking of inbound purchase orders

“Everything was as manual as it could possibly get. I am talking notepad and a pencil. Counting every single product we offer. Using a calculator to devise run rates and predict orders.”

DaSean • Inventory Warehouse Manager

Why MakerFlo Chose Prediko

MakerFlo had outgrown spreadsheets and needed a system that could connect directly with its WMS and the rest of its tech stack.

As MakerFlo's Founder, Marc explained, *“We were looking for a system that could integrate into our*

WMS ShipHero - and Prediko was the perfect fit to talk to our other systems."

Moving to Prediko didn't just help them replace spreadsheets; it also made them go from reactive, guesswork-based operations to a more automated, accurate, and connected approach to inventory management.

In DaSean's words, "Amazing product and team to have on your side. Prediko has created a seamless interface; easy to navigate with so many features that really allow you to take control of your business."

Solution: Automated Forecasting, PO Management, and Bundles Tracking

What was once managed through spreadsheets and manual tracking now runs automatically within a single system.

The leadership, including the Founder and COO, along with the inventory and warehouse managers, now use Prediko every day at MakerFlo.

Here's how that looks in practice.

1. AI forecasting for accurate demand planning



Prediko replaced MakerFlo's manual run-rate calculations with automated forecasting, giving them a clearer understanding of how products actually move: when they sell, how quickly they sell, and when they need to be reordered.

As DaSean shared, "Planning accuracy has improved greatly. Prediko has given us the ability to plan more effectively. We are able to better understand how our products move, when they move, and when they don't."

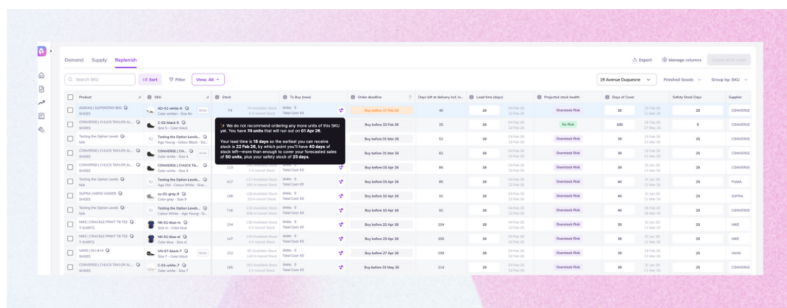
With this visibility, the team is making more informed decisions, like discontinuing products that are not performing and confidently introducing new ones. Improved forecasting has also led to lower stockouts for MakerFlo.



Marc Pendergraft
Co-founder

"Within the last year alone, our stockouts have improved by 35%."

2. Clear stock health visibility and purchase recommendations

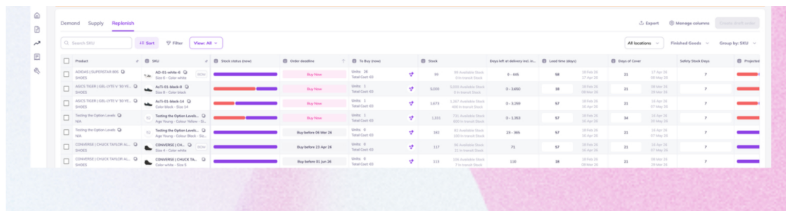


Prediko also introduced an actionable view of the overall inventory health. Instead of running equations to determine what to order and when, the team now opens the inventory page, filters to "at risk," and sees exactly where attention is needed.

As DaSean highlighted, "Prediko shows the daily, weekly, and monthly rates as well as the averages. They literally do the math for you, and tell you how many days of stock you have left. On top of that, they tell you how many units based on your business plan to order to meet that plan."

The color scheme and quick-reference health scores make it easy to sort and prioritize SKUs, improving purchase confidence. Instead of reacting late, the team now maintains the right inventory levels.



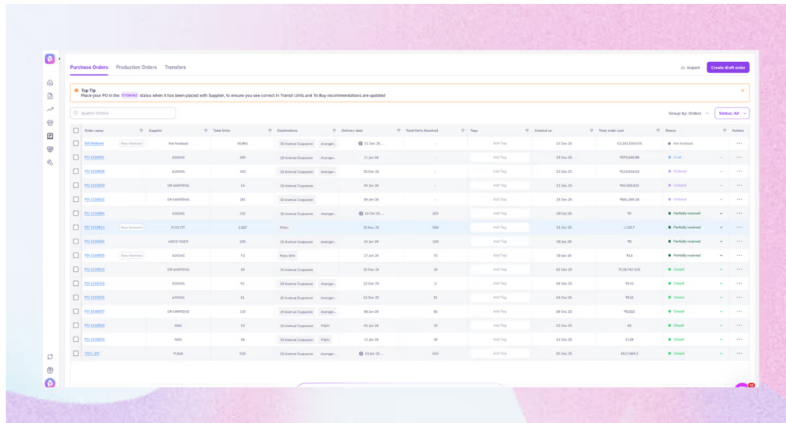


"With Prediko, we've been able to reduce stockouts and maintain tighter JIT inventory levels, which has helped us recover an estimated 15% in revenue that we previously would have lost from products going out of stock."

Marc Pendergraft • Co-founder

Constant product availability also increased customer satisfaction and repeat purchases, driving up the customer lifetime value at MakerFlo.

3. Structured PO management and supplier accountability



Prediko's PO features gave MakerFlo structured control over purchasing and receiving, saving them "a world of time," as DaSean described.

Today, their team can

- Generate POs with a click
- Download or email PDF POs to suppliers directly
- Track inbound inventory in real time
- Keep POs open until all units are fully received
- Leave notes for manufacturers regarding changes or issues

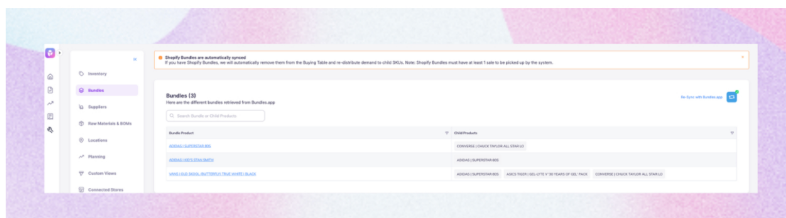
Marc highlighted one of the biggest benefits and shared, "It helps hold our suppliers accountable for the inventory quantities we ordered and what we actually received."

Meanwhile, the Inventory Warehouse Manager emphasized alignment.

"A PO on Prediko does not close until we have received every unit to the tee. This keeps us and our manufacturing team always on the same page."

DaSean • Inventory Warehouse Manager

4. Bundle and multi-layer SKU visibility and tracking



Bundles are a core part of MakerFlo's catalog, with individual products often included in multiple bundle configurations.

Before Prediko, understanding true product demand required pulling data from separate reports for singles and cases, followed by manual aggregation.

With Prediko in place, MakerFlo can

- Connect bundles to base SKUs
- Automatically calculate total unit sales across singles, cases, and bundles
- Forecast demand based on both bundle and SKU demand

"Now that bundles and multi-layer SKUs are properly connected, we can instantly see precise total unit sales for any SKU without extra calculations."

Marc Pendergraft • Co-founder

Eliminating this manual step improved forecast accuracy across the catalog.

If your inventory plan also lives across spreadsheets: forecasts in one, POs in another, bundle math buried in formulas, you're not running a system. You're holding one together.

Prediko replaces patchwork planning with a platform built for how inventory actually moves, across SKUs, bundles, suppliers, and warehouses.

Ready to close those messy sheets? [Start a 14-day free trial](#) and see it run on your own data.