

How Lori Beds Achieved Zero Stockouts and More Reliable Supply Planning

12+ months

of active use

Zero

unexpected stockouts

90%

more reliable supply planning



By switching to Prediko, Lori Beds turned inventory planning into a reliable, proactive system with no unexpected stockouts.

About Lori Beds

Lori Beds is a U.S. direct-to-consumer Shopify brand known for modern, space-saving Murphy beds that fold up into the wall or cabinet to free up floor space in small homes, offices, or guest rooms.

Their products feature quality materials, easy assembly, and options like shelves or desks that stay level when the bed is opened or closed. The brand has built a strong reputation with thousands of positive reviews and reliable support.

Challenge: Unreliable inventory planning and fragmented workflows

Before Prediko, Lori Beds used Inventory Planner by Sage as its primary inventory planning tool. But its day-to-day use created ongoing friction for the operations team stemming from

- Limited product development and slow support
- Frequent bugs and a clunky UI/UX
- Low confidence in planning outputs
- Inflexible inventory planning

All of this eroded trust in the system and made it harder to confidently translate forecasts into purchasing decisions.

"Day-to-day inventory planning was inefficient, and difficult to trust, and the product was not keeping pace with our operational needs."

Dodes Stevenson • VP of Operations

Why Lori Beds chose Prediko

Lori Beds began looking for an alternative that could serve as a reliable foundation for supply planning. The key requirement was clarity: a system that made it easier to understand demand, evaluate purchasing decisions, and adapt workflows.

Prediko stood out because it was under active development and its planning logic mapped closely to Lori Beds' real-world processes.

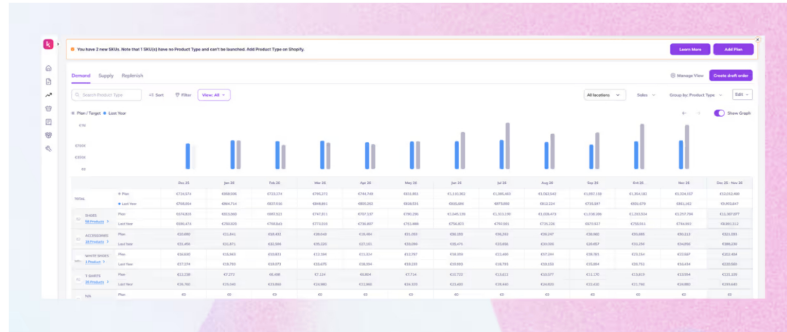
"Its planning logic and workflows aligned closely with how we actually run our business, and the team was willing to engage deeply with our processes rather than forcing us into a rigid framework."

Equally important was their collaborative relationship (during and after implementation) with the Prediko team as the platform evolved. As Dodes put it, “Prediko feels like a true partner rather than a static tool.”

Solution: Accurate forecasting connected to supply planning and PO management

Prediko is now used every day by Lori Beds' operations team and serves as the core system for forecasting, supply planning, and purchase orders. In practice, this means

1. Connected demand, supply, and replenishment planning



Lori Beds relies most heavily on forecasting and PO management within Prediko. The Demand, Supply, and Replenish flow of Prediko offers a connected view of demand drivers, supply constraints, and replenishment decisions.

As Dodes describes it, “This (3-step approach) has materially improved how we plan inventory, evaluate purchasing decisions and manage cash flow months in advance.”

2. Reduced reliance on fragmented and manual tools

With this connected experience, Lori Beds moved away from spreadsheets and manual tools. Teams across operations, finance, and leadership now plan from the same forecasts and assumptions.

This alignment has shortened planning cycles, reduced purchase order revisions, and enabled earlier commitment to quantities and timing.

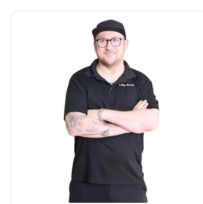
“Prediko gives us confidence in timing and quantities earlier in the process, allowing us to place POs proactively and maintain a consistent ordering cadence.”

3. Improved demand and supply planning accuracy



After adopting Prediko, Lori Beds saw a meaningful improvement in planning accuracy as well.

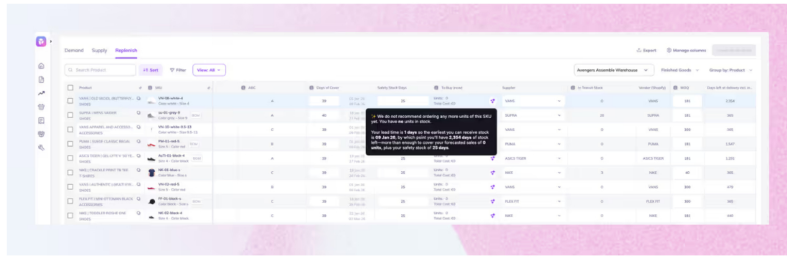
The system's forward-looking inventory modeling allows the brand to have consistent weeks of cover across SKUs and more intentional safety stock decisions.



Dodes Stevenson
VP of Operations

“Since relying on Prediko for forecasting and replenishment planning, we have not experienced unexpected stockouts. Supply planning and ordering are probably 90% easier and more reliable compared to our previous setup.”

4. Actionable insights for day-to-day ops

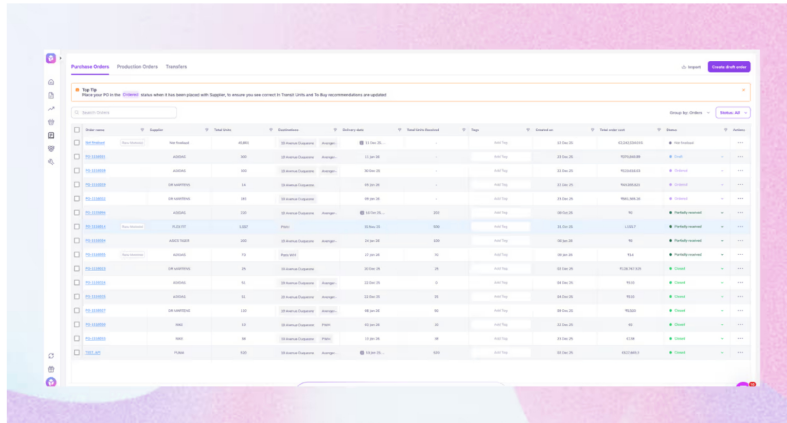


The screenshot displays a complex data table within a software interface. The table has multiple columns, including what appears to be item identifiers, quantities, and dates. A tooltip is overlaid on one of the rows, providing additional context or recommendations. The interface includes various filters and navigation elements at the top.

"Stock health and Prediko recommendations are reviewed daily and are a core input into our purchasing decisions," said Stevenson.

Prediko's views provide immediate visibility into inventory risk and required actions. This allows the Lori Beds team to prioritize SKUs that need attention and avoid over-ordering, without manually reviewing the entire catalog.

5. Clear, centralized purchase order management



This screenshot shows a table of purchase orders. The columns include order numbers, statuses (e.g., 'Planned', 'Open', 'Completed'), dates, and monetary values. The interface is clean and organized, with clear headers and filters. A tooltip is also present, similar to the one in the previous screenshot.

Prediko also offers a centralized view of planned, open, and completed purchase orders. Compared to the previous setup, tracking and follow-ups are significantly simpler for Lori Beds.

Reflecting on the impact, Dodes said, "PO status and downstream inventory impact are clearer and more actionable, reducing manual tracking and improving day-to-day execution."

Lori Beds' success shows what's possible when demand and supply planning reflect how your business actually operates.

With Prediko, they replaced friction and inefficiency with clarity, confidence, and smarter workflows.

If your team is ready for the same shift, [try Prediko free for 14 days](#).