

# Skymint Optimizes Inventory Management and Cash Flow with Prelude

## The Results

Once Prelude's AI-powered analytics and forecasting tools were fully implemented, Skymint saw rapid performance gains across key metrics:

▼ **\$524K**

### Drop in Retail Inventory Value

In just one month, average retail inventory levels were reduced by \$524K, improving liquidity and reducing dead stock exposure.

▼ **50%**

### Inventory Value Reduction from YTD high

Compared to the 2025 YTD high, inventory dropped by \$1.6M+, reducing carrying costs and freeing up capital to support high-turn products.



### Sales Remained Flat

Despite this rapid and steep reduction in inventory levels, Skymint's sales remained flat, quite a feat in the Michigan market where retail sales are trending down. This change enabled Skymint to create more profit with less inventory.

## The Problem

In late Q2 2025, Skymint, a leading cannabis retailer operating 18 dispensaries across Michigan serviced by a central distribution center, had increased their focus on optimizing purchasing and inventory management to strengthen cash flow and profitability.

Certain products were overstocked while other products were understocked and inventory was often out of sync with consumer demand. Furthermore, the internal transfer process from Skymint's central distribution center to its dispensaries was manual, tedious, and occupied. Capital was tied up in underperforming SKUs, while high-demand products remained understocked. The team knew there was a better way to streamline this process, reclaim precise inventory control and bolster financial health.

## The Solution

Skymint turned to Prelude to bring intelligence and precision to its inventory strategy, starting with Prelude's internal transfer tool. In just four weeks, the team used Prelude's AI-powered platform to orchestrate a complete turnaround:

- **Optimized for Profitability:** By focusing on top-performing products and aligning internal transfers with true demand, Skymint dramatically improved inventory productivity and gross margins.
- **Streamlined Transfer Process:** By moving from manual report building and robust spreadsheet analysis to Prelude's AI internal transfer tool, Skymint's team turned a process that previously took days into one that now takes minutes.
- **Gained Clarity and Confidence:** Armed with Prelude's AI analysis and increased time to focus on inventory strategy vs. day to day tactics, aging inventory was identified and liquidated with targeted markdowns, while high-performing products remained prioritized.

## The Transformation

In one month, Skymint transformed its previously manual inventory management into an automated strategic advantage. With Prelude now an integral part of their purchasing and inventory management process and workflows, the retailer continues to drive smarter replenishment, optimize purchasing, and maintain strong alignment between inventory movement and true consumer demand.



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