

From idle inventory to an executable decision.

A business case, an implementation path
and a way to measure the outcome.

Detect the exception. Compare alternatives.
Approve the action. Verify what changed.



THE CASE / IDLE INVENTORY

One clear decision. Two comparable options.

One store holds idle stock; another has demand. The decision requires comparing availability, sales potential and contribution after the action.

Illustrative example - SKU NT-104 / sweatshirt

Store A: 240 units, 120 days old and no sales for 45 days.

Store B: 20 units on hand; 30 sold in the last 3 weeks.

ASSUMPTION TO VALIDATE

Projecting 10 units per week at B for 6 weeks gives 60 units. After its 20 units on hand, 40 remain to be covered. Before a transfer, review seasonality, incoming orders, returns and store capacity.

OPTION	SALES ASSUMPTION	CONTRIBUTION
Transfer 40 to B	$40 \times (800 - 400 - 35)$ MXN	14,600 MXN
Discount 20% at A	$40 \times (640 - 400)$ MXN	9,600 MXN
Keep stock at A	No commercial action defined	To be assessed

Proposed decision: transfer up to 40 units to B, subject to validating demand and obtaining approval. The illustrative difference between the two sales scenarios is MXN 5,000.

Fictional assumptions: price MXN 800; unit cost MXN 400; transfer cost MXN 35 per unit. Both scenarios assume 40 units sold. Taxes, fixed costs and other incremental costs are excluded. Projected demand and contribution are hypotheses, not results or a guarantee.

THE EXPERIENCE / QUESTION, EVIDENCE AND ACTION

From a question to a proposed action.

A Nexton conceptual design. The user interacts with Joule; calculations and rules are validated through controlled tools. The available experience is confirmed for each environment. [1, 2]

WHAT THE COMMERCIAL OWNER ASKS

“Review SKU NT-104. Compare transferring it to stores with demand against discounting it. Show me costs, evidence and who must approve.”

WHAT THEY RECEIVE	CONTENTS OF THE PROPOSAL
Action	Transfer up to 40 units from A to B.
Evidence	Validated availability, recent sales, planning horizon and incoming orders reviewed.
Comparison	Estimated transfer contribution compared with discounting, with explicit assumptions and costs.
Owner	Commercial approves; Logistics confirms capacity; Finance validates the economic criteria.
Next step	Prepare the transfer request; record approval and the resulting document.

Conversations	Spaces	Develop
Ask the question and review the proposal.	Bring together evidence, alternatives and owners.	Build the specific capability when the case requires it.

These are functions of the proposed design. The interface, available agents and enabled tools depend on the customer’s product, release and licenses. SAP references are on page 8.

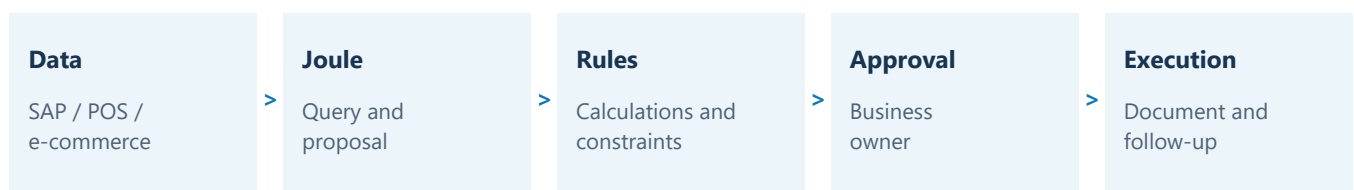
THE DESIGN / DATA, RULES AND INTEGRATION

Data explains the decision. Integration carries it through.

The case needs consistent product and location identifiers, current data and an authorized action in the system of record. Joule connects the interaction with those capabilities.

REQUIRED DATA	WHAT IT MUST HELP VALIDATE
SKU, store and season	That sales, stock, costs and rules refer to the same item and location.
Stock and commitments	Available stock, reservations, goods in transit and incoming orders.
Sales and returns	Recent demand, unusual events, promotions and merchandise condition.
Price, cost and transport	Comparable contribution by option and commercial constraints.

FROM CONTEXT TO DOCUMENT



Minimum record for each action

Data and query date, rule version, recommendation, approver, SAP document and outcome. On failure, stop the flow and reconcile its state before retrying.

Possible sources: SAP S/4HANA, SAP CAR/POS and e-commerce, depending on the environment. Economic calculations, permissions and document creation are implemented and tested through authorized tools, rather than delegated to a text response.

THE OFFER / RESPONSIBILITIES AND DELIVERABLES

What SAP provides. What Nexton delivers.

The platform provides interaction, agent and development capabilities. Nexton designs their application to the customer’s process and delivers a verifiable solution within the agreed scope.

SAP	Customer	Nexton
Joule and available capabilities. Joule Studio for extensions when enabled. [1, 2]	Data, business rules, authorizations and owners who accept the outcome.	Case design, configuration, integration, testing, adoption and support model.

NEXTON DELIVERABLE	WHAT IS DEFINED
Use case brief	Process, category, stores, decision, owner, constraints and primary metric.
Data and feasibility map	Sources, quality, access, SAP product, licenses and dependencies to resolve.
Functional and integrated design	Query, tools, economic rules, approval, transaction and error handling.
Pilot and acceptance testing	Scenarios, evidence for each action, baseline comparison and continuation decision.
Operating model	Owners, monitoring, escalation, access reviews and rule maintenance.

Validate standard fit first; then extend.

Assess A2A and MCP when the case needs agent collaboration or tool access. Their presence does not replace process design or its controls. [2]

THE PILOT / SCOPE AND EXIT CRITERIA

A pilot that informs the investment decision.

Proposed starting scope: one category, up to five stores and one main decision - transfers. Final scope is agreed after reviewing data and operating capacity.

01 Validate data and enablement

Confirm product, edition and licenses; reconcile SKUs and stock; identify the approver and establish the baseline.

02 Compare recommendations

Start without writing to production. Commercial compares proposals with the evidence and records acceptance or rejection.

03 Test the approved action

Validate the flow in testing. Then enable the authorized scope, with document records, failure handling and outcome reviews.

04 Decide whether to continue

Review observed value, decision quality and the cost of preparation, integration, licenses and operations. Scale, adjust or stop.

CONDITIONS FOR ENABLING EXECUTION

Authorization

Each action must match the defined permissions and approval.

Evidence

Every executed action must have an identifiable, traceable document or outcome.

Recovery

A failure must be stopped and reconciled without creating duplicate movements.

Value and acceptance thresholds are agreed before the pilot. The phases are not a promised timeline; assessment determines effort and dependencies.

MEASUREMENT / OUTCOME, QUALITY AND COST

Measure the outcome. Verify the business value.

A transfer moves inventory between locations. Commercial value is verified when it sells and its net contribution is known. We measure the same group of items and stores.

METRIC	HOW IT IS VERIFIED
Aged inventory	Units and inventory value at cost above the age threshold agreed for the category and season. Separate transfers from actual sales.
Realized contribution	Net sales revenue less merchandise cost and incremental transfer or promotion costs. The discount is already reflected in net revenue.
Decision time	Time from detecting an exception to approval or rejection. Compare the median with prior operations.
Proposal quality	Accepted, adjusted and rejected, with reasons. Review data, rule and context errors; acceptance is not a substitute for profitability.
Execution reliability	Completed actions versus attempts; failures, duplicates and resolution time. Reconcile each action with its document.

The scaling decision includes the full cost.

Compare with an equivalent period or group, accounting for seasonality and promotions. Include data preparation, integration, licenses and support in the economic assessment.

The pilot provides decision evidence. The example on page 2 is a scenario before action; it must not be presented as a realized benefit or automatically attributed to AI.

THE FIRST CONVERSATION

Start with a decision your business needs to make.

To assess the inventory case, we need to agree on three points.

01 / The problem

Category, stores, idle merchandise and the decision that currently requires manual coordination.

02 / The environment

SAP products, sales and stock data, available licenses and existing integrations.

03 / The owner

Who authorizes the action and which metric determines whether the pilot should continue.

NEXTON CONNECTS THE CASE WITH EXECUTION

Retail processes, SAP Joule, integration, security and operations with defined owners.

nextontech.io/sap-business-ai
info@nextontech.io

SAP REFERENCES

1. Joule Work: announced experiences and capabilities.
2. Joule Studio: custom agents and enablement.
3. SAP Business AI: capabilities released in Q2 2026.

Illustrative Nexton case and figures. Scope and availability must be validated for each customer. SAP and Joule are trademarks of SAP SE. © 2026 Nexton Technologies LLC.