



ERP SKU Recategorization

Fixing SKU categories so the system makes better decisions
~80k SKUs | multiple ERPs | cross-brand parts catalog

Situation

Wrong SKU categories and price settings were causing bad ERP ordering suggestions across about 80,000 parts.

Friction

- Legacy part codes still active in new vehicle models.
- Incorrect categories affecting reorder logic.
- Factory price changes not reflected on time.
- Margin factors misaligned with real costs.
- Multiple ERPs across brands with inconsistent rules.

Decision

Reclassify SKUs and correct ERP parameters for ordering logic and price factors to improve purchasing accuracy and margin consistency.

Actions

- Recategorized SKUs by rotation, criticality, and price impact.
- Reviewed and updated legacy part codes.
- Adjusted price factors based on prorated landed cost.
- Updated prices based on factory changes and market levels.
- Standardized processes across Hyundai, Peugeot, and NAPA workflows.

Impact

- Ordering recommendations became more reliable.
- Margins became more consistent across categories.
- The SKU database became cleaner and easier to scale.
- Pricing errors were reduced.
- System data aligned better with real operations.

System Insight

If SKU data is wrong, the ERP will make bad decisions every day

Evidence

- Margin stability improved in recategorized SKUs.
- Fewer pricing corrections were required.
- Ordering accuracy improved.