

Price optimization and markdowns

This workflow automatically monitors product performance and applies intelligent price optimizations and markdown strategies to maximize profit margins while clearing slow-moving inventory.

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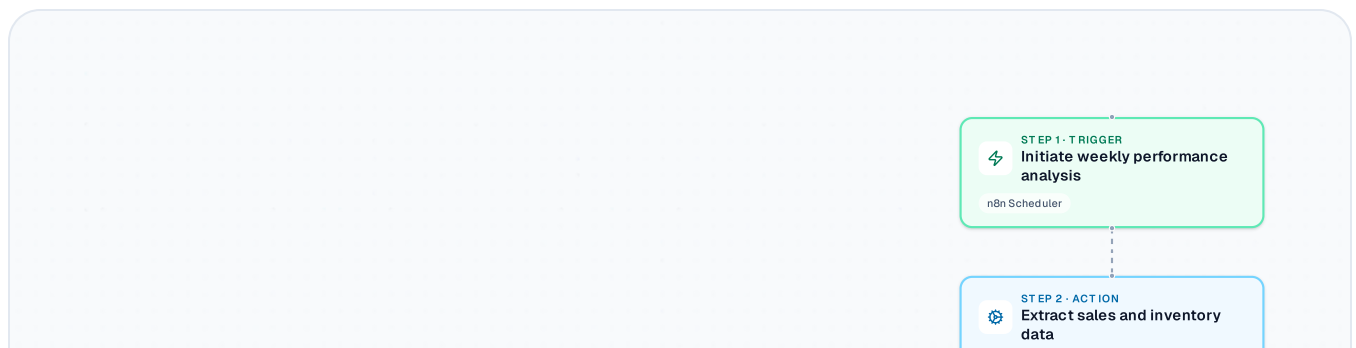


WORKFLOW TRIGGER

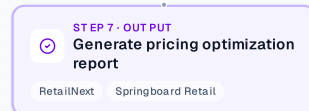
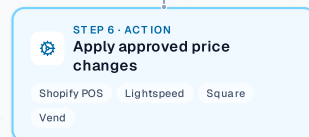
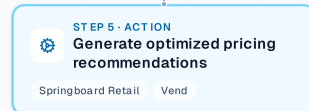
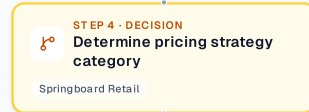
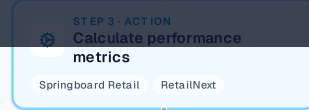
Weekly sales performance review cycle begins

Visual Flow

Each node represents an automated step. Connections show how data and decisions move through the workflow.



Shopify POS Lightspeed RetailNext



Step-by-Step Breakdown

Detailed explanation of each automated stage in the workflow.

1

Initiate weekly performance analysis

Weekly scheduled trigger activates to begin comprehensive product performance evaluation. This starts the automated price optimization cycle.

n8n Scheduler

2

 ACTION

Extract sales and inventory data

Pulls current inventory levels, sales velocity, profit margins, and competitor pricing data from multiple retail systems. Consolidates data for analysis.

Shopify POS

Lightspeed

RetailNext

3

 ACTION

Calculate performance metrics

Analyzes inventory turnover rates, days of supply, profit margins, and identifies slow-moving versus fast-moving products. Generates performance scores for each SKU.

Springboard Retail

RetailNext

4

Determine pricing strategy category

Categorizes products into price increase candidates (high demand, low stock), markdown candidates (slow movers, excess inventory), or maintain current pricing based on performance metrics.

Springboard Retail

5

 ACTION

Generate optimized pricing recommendations

Creates specific price adjustments and markdown percentages for each product category. Calculates expected impact on margins and inventory turnover.

Springboard Retail

Vend

6

 ACTION

Apply approved price changes

Automatically updates product prices across all sales channels and POS systems. Implements markdown schedules and promotional pricing.

Shopify POS

Lightspeed

Square

Vend

Generate pricing optimization report

Produces comprehensive report showing all price changes made, expected financial impact, and performance tracking metrics. Sends alerts for manual review items.

RetailNext

Springboard Retail



Outputs

- Updated product prices across all channels
- Automated markdown schedules
- Pricing optimization performance report
- Inventory turnover improvement recommendations



Key Metrics

- Gross profit margin improvement
- Inventory turnover rate
- Markdown efficiency ratio
- Revenue per square foot

Tools & Integrations

- n8n Scheduler
- Shopify POS
- Lightspeed
- RetailNext
- Springboard Retail
- Vend
- Square

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