Oracle® Retail Merchandise Financial Planning Retail

User Guide for the RPAS Fusion Client

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Oracle® Retail Merchandise Financial Planning Retail User Guide for the RPAS Fusion Client, Release 15.0

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Preface

This guide describes the Oracle Retail Merchandise Financial Planning user interface. It provides step-by-step instructions to complete most tasks that can be performed through the user interface.

Audience

This User Guide is for users and administrators of Oracle Retail Merchandise Financial Planning. This includes merchandisers, buyers, business analysts, and administrative personnel.

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Related Documents

For more information, see the following documents in the Oracle Retail Predictive Application Server Release 15.0 documentation set:

- *Oracle Retail Batch Script Architecture Implementation Guide*
- *Oracle Retail Merchandise Financial Planning Cost Installation Guide*
- *Oracle Retail Merchandise Financial Planning Cost User Guide for the RPAS Classic Client*
- *Oracle Retail Merchandise Financial Planning Cost User Guide for the RPAS Fusion Client*
- *Oracle Retail Merchandise Financial Planning Operations Guide*
- *Oracle Retail Merchandise Financial Planning Release Notes*
- *Oracle Retail Merchandise Financial Planning Retail Installation Guide*

- *Oracle Retail Merchandise Financial Planning Retail User Guide for the RPAS Classic Client*
- Oracle Retail Predictive Application Server documentation

For more information about the Fashion Planning Bundle applications see the following documentation sets:

- Oracle Retail Item Planning documentation
- Oracle Retail Item Planning Configured for COE documentation
- Oracle Retail Assortment Planning documentation
- Oracle Retail Size Profile Optimization documentation

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Conventions

The following text conventions are used in this document:

Convention	Meaning
boldface	Boldface type indicates graphical user interface elements associated with an action, or terms defined in text or the glossary.
italic	Italic type indicates book titles, emphasis, or placeholder variables for which you supply particular values.
`monospace`	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

1
Introduction

Oracle Retail Merchandise Financial Planning (MFP) is one of five planning and optimization solutions represented in the Fashion Planning Bundle. The Fashion Planning Bundle is comprised of Merchandise Financial Planning, Assortment Planning, Item Planning, Clearance Optimization, and Size Profile Optimization, all of which are focused on integrating the core preseason and in-season planning processes.

MFP provides flexible and easy-to-use financial planning solution templates that enable retailers to create high-level, strategic and low-level, detailed financial plans. The solution guides users through best-practice planning processes in an efficient, streamlined manner while providing top-down, middle-out, and bottom-up functionality for developing, reconciling, and approving plans.

Note: There are two versions of MFP: MFP Retail and MFP Cost. This guide describes *Merchandise Financial Planning Retail on the RPAS Fusion Client.*

For information about MFP Cost on the RPAS Fusion Client, see the *Oracle Retail Merchandise Financial Planning Cost User Guide for the RPAS Fusion Client*.

For information about MFP Retail and Cost on the RPAS Classic Client, see the *Oracle Retail Merchandise Financial Planning Retail User Guide for the RPAS Classic Client and Oracle Retail Merchandise Financial Planning Cost User Guide for the RPAS Classic Client*.

MFP provides both preseason and in-season planning with key financial indicators that include sales, markdowns, receipts, inventory, gross margin, and open-to-buy. MFP users can bring many plans together for quick and easy reconciliation and approval through consistent, disciplined processes. Furthermore, MFP can be used to plan for multiple retail channels including stores, internet, and catalog.

MFP enables users to perform the following tasks:

- Creating a financial plan in a structured method
- Setting and passing targets
- Plan reconciliation
- Plan submission and approval
- Plan monitoring
- Plan maintenance
- Replanning

MFP Planning Process

The MFP planning process can be separated into two subprocesses: preseason and in-season planning. Creating the merchandise financial plan occurs during preseason planning. Managing and updating the merchandise financial plan occurs during in-season planning. Preseason planning focuses on creating the Original Plan (Op) against which to benchmark in-season progress. In the preseason process, the plan is initialized by seeding from Last Year (Ly). This seeding gives users a curve of demand against which to spread their new plan. Users then plan sales, receipts inventory, turn, and gross margin measures.

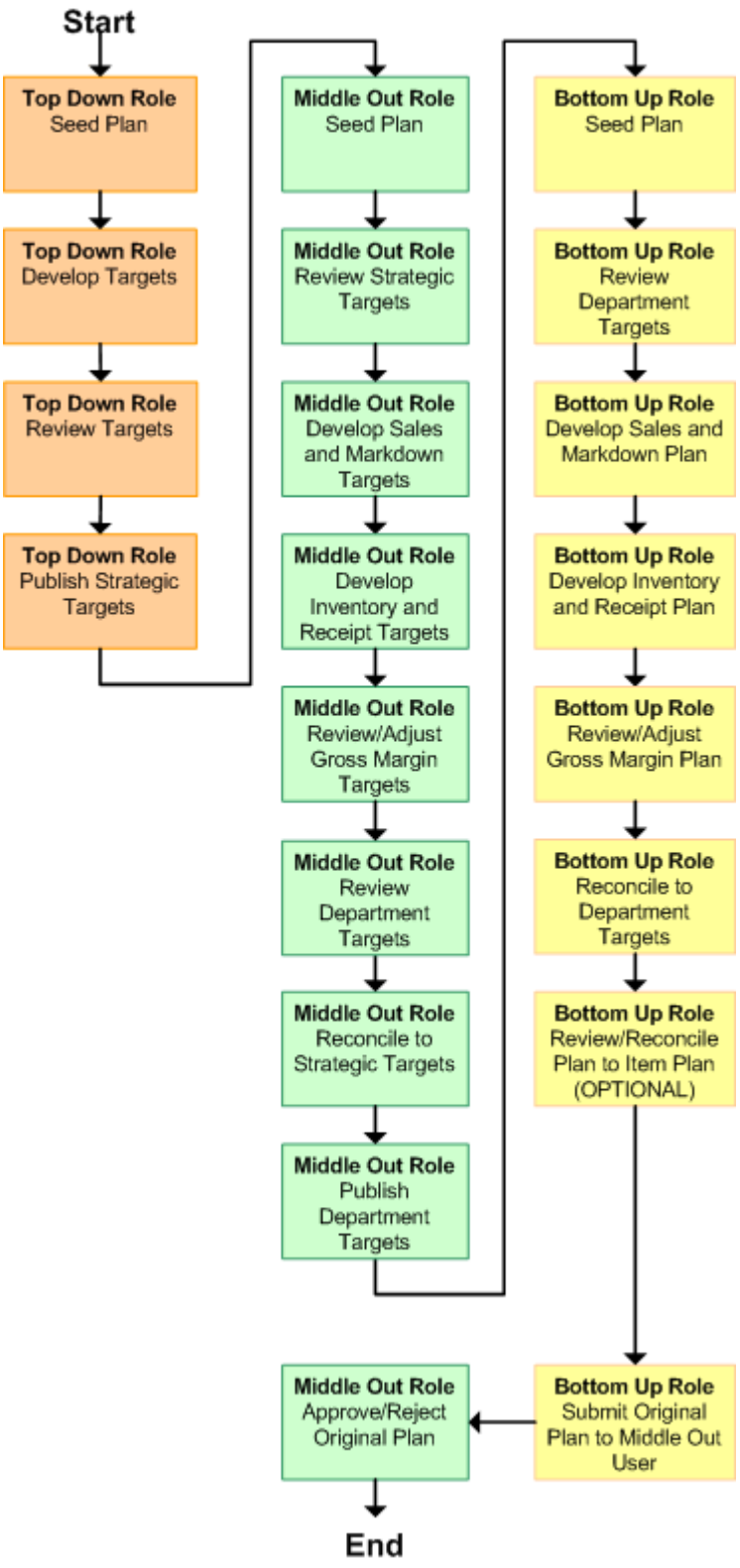
There are three types of users in MFP:

- **Top Down**: These roles are usually planning directors. They create the overall plan for the company down to group level and set top-down group level targets for the middle out role.
- **Middle Out**: These roles are usually planning managers. They create middle-out targets at the department level.
- **Bottom Up**: These roles are usually merchandise planners. They create Op and Cp plans for approval by the middle out role.

The targets are published by superior levels to the subsequent level: top down passes to middle out, and middle out passes to bottom up. The bottom up then submits the Op, Cp, or both to the middle out role for approval. The Op and Cp plans are not created until they are approved by the middle out role.

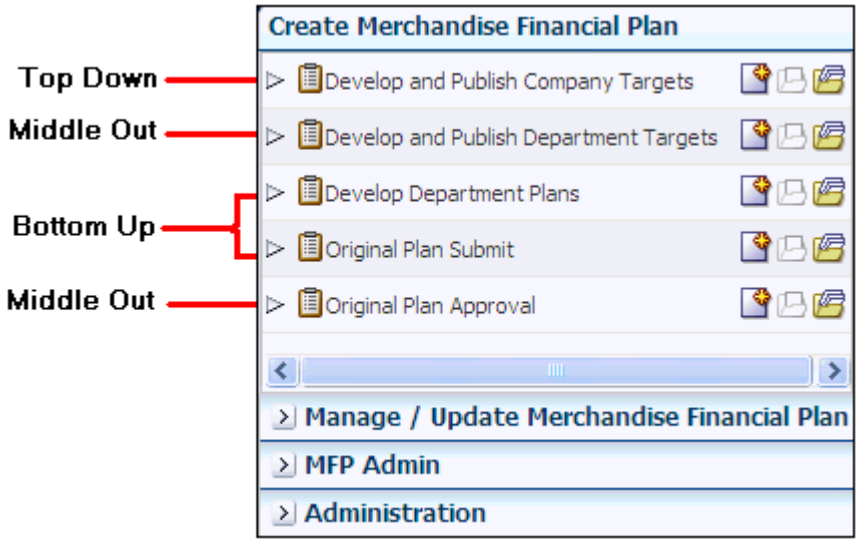
This process is shown in the two diagrams on the following pages.

Figure 1–1 Create Merchandise Financial Plan Process Diagram



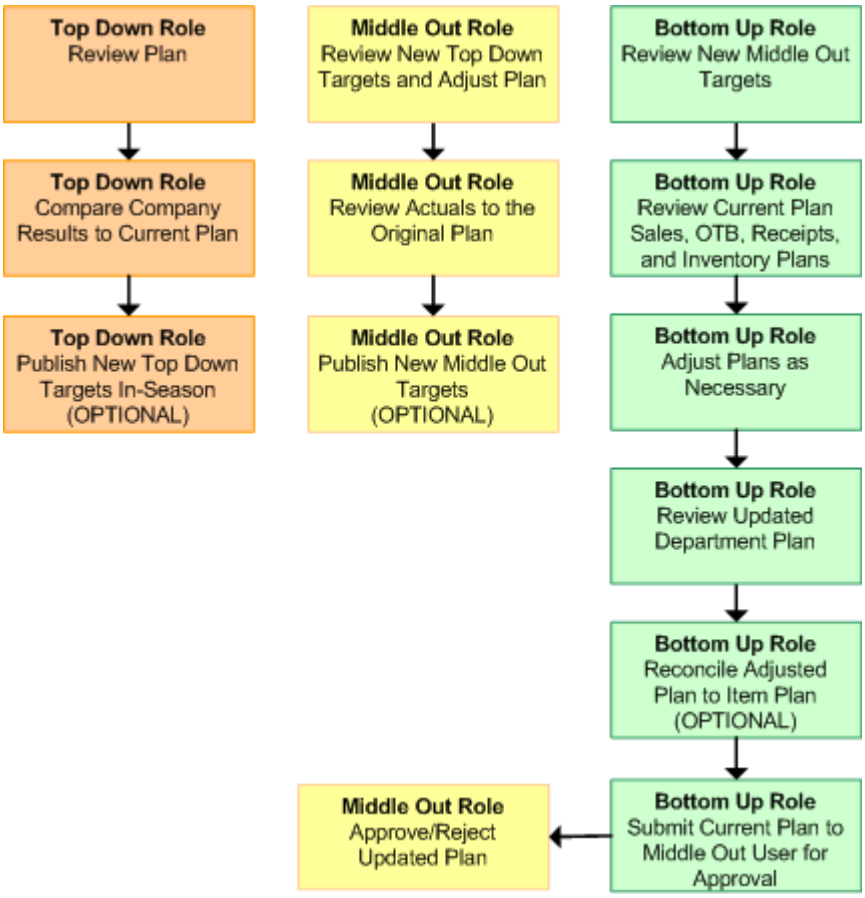
The following are the roles associated with each preseason workbook.

Figure 1–2 Create Merchandise Financial Plan Tasks for Each MFP Role



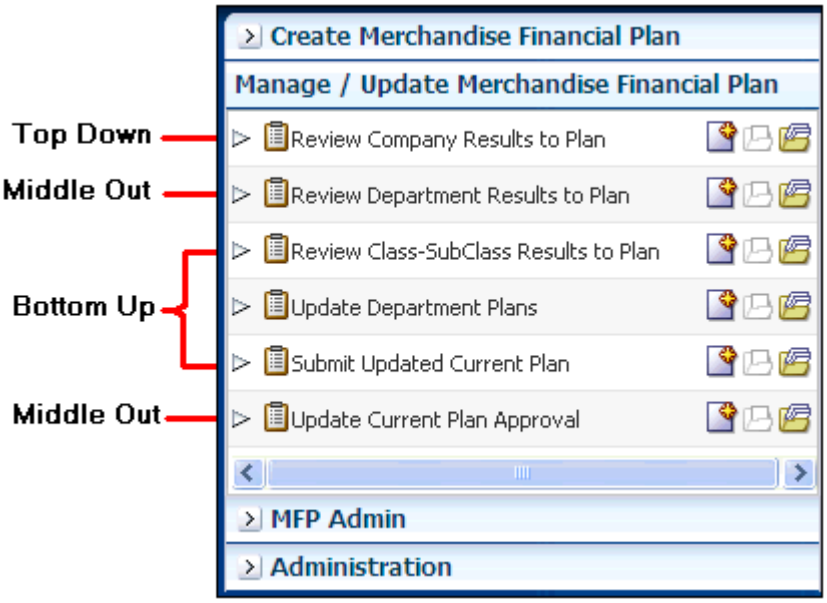
After the planning period has begun, the process of in-season planning begins. The objective of in-season planning is to identify opportunity and risk for the Op.

Figure 1–3 Manage/Update Merchandise Financial Plan Process Diagram



The following are the roles associated with each in-season workbook.

Figure 1–4 Manage/Update Merchandise Financial Plan Tasks for Each MFP Role



Role Planning Overview

The MFP planning process involves multiple user roles. These user roles work together to pass targets and reconcile plans at different levels of the product, location, and calendar dimensions. The process of using multiple roles divides the planning process into logical sections that provide oversight to the plan creation at multiple levels.

The top down user passes targets to the middle out user, who passes targets to the bottom up user. The bottom up user's approved plans can be made visible to an item planner using a separate product, Oracle Retail Item Planning.

Planning Roles

Planning roles serve the following purposes:

- They identify the organizational level at which planning occurs.
- They set the product level at which that role will plan.
- They set the time period at which that role will plan.

Each role is part of a bottom-up or a top-down process (see Table 1–1). The role's base intersection defines the lowest level of product to which that role has access when building a plan. The planning role defines the range of planning responsibilities and also controls the measures shown in planning views and those measures' accessibility.

While the planning roles can be customized during implementation, a standard set of planning roles is supplied with MFP:

- Top Down
- Middle Out
- Bottom Up

The range of planning and the role relationships for these roles are as follows:

Table 1–1 Range of Planning and Role Relationships

Role	Base Intersection	Range of Planning	Lowest-Level Time Period	Bottom Up Rule	Top Down Rule
Top Down	Group/Month	Company - Group	Month	Middle Out	None
Middle Out	Department/ Week	Group - Department	Week	Bottom Up	Top Down
Bottom Up	Subclass/Week	Department - Subclass	Week	None	Middle Out

Merchandise Financial Planning Components and Key Processes

The key components and features of MFP provide the basis for standard processes and activities that are necessary for planners to perform their planning functions.

Key components include:

- **Workbooks**

  The primary element used in building a plan. A planner uses a workbook to build and maintain plans throughout the season.

- **Views**

  Contained within workbooks. The views contain pre-defined lists of measures and are arranged to reflect a step in the standard planning process, allowing a user to work in a logical path to build a plan.

- **View Data**

  Used to save, commit, and edit plan data.

- **Planning Roles**

  Each MFP user is assigned to a specific role. These roles control the application functions that are available and the level of aggregation in the product dimension for that user. They play an integral part in how plans are created.

- **Plan Versions**

  MFP functionally provides the capability to have more than one version of the plan. This allows users to track actual data against the original plan, re-plan the current season, and save to a new plan.

- **Plan Reconciliation and Approvals**

  Plan reconciliation is a process of combining lower level plans and comparing them to a higher level target. Plan approval is a built-in application process that allows a bottom up role to submit a plan for approval to the middle out role, who can approve or reject it.

Workbooks

An MFP user accomplishes multiple planning tasks using workbooks. A workbook is a user-defined data subset (of a master database) that includes selected dimensions levels. These workbooks consist of views and graphical charts used for planning, viewing, and analyzing business measures. Workbooks organize related planning information and divide levels of user responsibility. This framework allows a user to easily view, create, modify, and store data sets that are common to repeated tasks.

A workbook structure consists of the following elements:

- **Product levels and members** such as Department, Class, and Sub-Class for the Men's Sweater Department.
- **Calendar levels and members** such as Season, Month, and Week for the Spring 2010 Season.
- **Location levels and members** may reflect multiple channels within an organization at their aggregate level, such as total Brick and Mortar divisions, Catalog, or e-Commerce.
- **Plan versions** such as Working Plan (Wp), Original Plan (Op), Current Plan (Cp), and Last Year (Ly).
- **Measures and corresponding business rules** such as Sales, Receipts, Inventory.

  Workbooks can be built automatically, through a batch process, or manually using the Planning Workbook wizard. Each workbook contains the planning views, measures, and business rules needed for a complete plan.

  Data in a workbook can be displayed using both multidimensional spreadsheets and charts. The data can be viewed at a detailed level or at an aggregate level, with the ease of a mouse click.

Views

Planning views are multidimensional pivot tables that provide users with views of the data contained in a workbook. Oracle Retail Predictive Planning comes with a series of built-in views that support an industry standard business process. Each view can contain its own unique product, calendar, location, and metric information. This approach enables users across an organization to use a standard planning process.

Views can be customized for each user. Rotating, pivoting, and format functions allow a user to create individual views within a view. Each user also can display the data in a graphical format by using the charting function.

Editing View Data

Users edit and enter data in the views. The solution's business rules are implemented throughout the views to ensure consistent edit behavior regardless of where (on which view) the edit is performed.

Measure Aggregation and Spreading

Users may edit data at many levels of each dimension (product, location, calendar). If the data is modified at an aggregate level (a level with one or more lower levels beneath it), the modifications are distributed to the lower levels within the hierarchy. This function is called spreading. If data is modified at a level that has a higher level above it (parent), the data changes are reflected in those higher levels. This is known as aggregation.

Each measure that is used in the MFP solution is assigned a default aggregation and spreading behavior. A measure's aggregation method controls how data is calculated at aggregate levels of the dimension, such as month or department. A measure's spread method controls how data is spread to lower levels of a dimension when the user enters data at an aggregate level. The following is a list of relevant aggregation and spread methods that are used in MFP Retail.

Aggregation Methods

The following table displays aggregation methods, results, and types of measures.

Table 1–2 Aggregation Methods

Aggregation (Agg) Methods	Result	Types of Measures
Total	Values are summed up the hierarchy dimensions.	Value or unit measures such as sales and receipts.
Recalc	Value is recalculated at aggregate levels based on its rule calculation.	Percentage measures such as Gross Margin %. Also other calculated measures such as TO and Forward Cover.
PST - Period Start Total	Value is summed up non-calendar dimensions. Value at aggregate time equals the same value as the first child period's value belonging to the aggregate parent.	Beginning of Period Inventory (BOP).
PET - Period End Total	Value is summed up non-calendar dimensions. Value at aggregate time equals the same value as the last child period's value belonging to the aggregate parent.	End of Period Inventory (EOP).
AMBG	All values within and across hierarchies are equal; otherwise a **?** is displayed at aggregate levels.	Used by informational text measures, such as **Event Information** or pick list **Approve/Reject**.
B_AND	For Boolean types only referring to situations that are either **true** or **false**. Value is **on** or **true** at an aggregate level if all values within a hierarchy level are **on**.	Boolean (check box) **Submit**.

Spread Methods

The following table displays spread methods, their results, and their types of measures.

Table 1–3 Spread Methods

Spread Methods	Result	Types of Measures
Proportional	Typically used in conjunction with Total Agg Type. Value is spread proportionally to the child levels when a value is entered at an aggregate level.	Value or unit measures such as sales and receipts.
None	The result of the edit is passed to another measure. The spread method for the measure that inherits the edit is used to spread the new value to the child levels. For example, an edit to Wp Sales var Ly R% at an aggregate level (Month) results first in the Sales R value being recalculated at the Month level, reflecting the edited percent increase over Ly Sales R; then the new Sales R value is spread to the week level proportionally. Finally, the Wp Sales var to Ly R% is recalculated at the week level.	Variance measures such as Wp Sales var to Ly R%, Wp Mkd var to Op R%.
PS (Period Start)	For edits at an aggregate level, the edited value is placed into the first logical child level beneath the level of the edit. For example, an edit to BOP Inv at the Month level spreads the edited BOP Inv value to the first week reporting to the Month.	NA
PE (Period End)	For edits at an aggregate level, the edited value is placed into the last logical child level beneath the level of the edit. For example, an edit to EOP Inv at the Month level spreads the edited EOP Inv value to the last week reporting to the Month.	Typically used in conjunction with EOP Inv, Avg Inv.

Overriding Default Spread Methods

A measure's default spread method can be overridden on a data entry by using the override spread method function. The default spread method is overridden for that specific data edit and is not permanently changed. To use an alternate spread method, enter a number in a data cell at an aggregate level followed by an **r**, **e**, **p**, or **d**. This applies the replicate, even, proportional, or delta distribution function to spread that number to the lowest level.

Note: Save information in the task before trying these features. If you are not comfortable with the results, use the **Edit - Revert** command to undo the changes. The Revert command resets the workbook back to its state after the last save was issued.

Saving Workbook Data

Two options, Save and Commit, are available to ensure that data is saved during the planning process.

Save - Data is saved to a user database and does not affect the master database. This allows you to manipulate details and evaluate the impact of the changes without changing the master data. Any data saved with the Save option is saved to a local copy of the database. Other users are not able to view the saved data by default. You may save the workbook with global or group access enabling others to view your local workbook.

Commit - Date is saved to the master database. Data (including changed) is accessible to all users after their workbooks are rebuilt or refreshed.

Refresh and Build are two methods for retrieving updated data from the master database to a local workbook.

Refresh - A user can run any refresh group that has been configured to retrieve data from the master database to an existing workbook.

Build - A user may build a new workbook manually. As an alternative for building a workbook manually, a Merchandise Financial Planning administrator can run a batch process (delivered with Merchandise Financial Planning) to automatically build a new workbook by using the Auto Workbook Build process. Refer to the *Oracle Retail Predictive Application Server Administration Guide for the Fusion Client* for more details.

Plan Versions

The strategic and financial planning processes supported by MFP use plan versions to designate different plan types that are used throughout the planning horizon. These version names and their abbreviations are used frequently in planning views (for example, to distinguish measures).

The plan versions that are visible to MFP users depend on the users' planning roles.

Table 1–4 Plan Versions Visible to MFP

Plan Version	Bottom Up	Middle Out	Top Down
Working Plan (Wp)	X	X	X
Last Year (Ly)	X	X	X
Target (Tgt) *	X	X	X
Original Plan (Op)	X	X	X
Current Plan (Cp)	X	X	X
Waiting for Approval (Wa)	X	X	NA

* The bottom up role has access to the target passed from the middle out role. The middle out role has access to the target passed from the top down role, as well as their published targets. The top down role can view to his or her own published targets.

The following sections describe each plan version in more detail.

Working Plan (Wp)

- The plan version that is editable for a particular preseason or in-season period.
- This plan version is used to develop and revise plan data.
- Actual data values are loaded into the Wp version for all elapsed time periods.

Last Year (Ly)

- A plan version that provides a reference to last year's actual historical data.

Target (Tgt)

- Target measures contain values set by a higher role that are then passed to a lower role. For example, the top down role passes a target plan down to the middle out role, and the middle out role passes a target plan version down to the bottom up role.
- Targets are created by the role through the Publish Targets custom menu button, which is initiated by the user. After the data is committed to the database, those targets become available to the next lower role.

Waiting for Approval (Wa)

- A plan awaiting approval by the middle out role. The bottom up role submits the plan for approval, which copies the plan data from the Wp version to the Wa version.
- The middle out and bottom up roles access the same Wa version. The Wa version is read-only for both roles.
- If the plan is approved, a Wa plan is promoted to either the Original Plan (Op) version or Current Plan (Cp).
- If the plan is rejected, the Working Plan (Wp) version is not promoted to Original Plan or Current Plan. Needed adjustments are made before the plan is resubmitted for approval.

Original Plan (Op)

- A preseason plan that has been approved and promoted from Waiting for Approval (Wa) to Original Plan (Op) version.
- The bottom up role's plan is the only plan that is approved and becomes the Original Plan.
- All roles can view the Op version measures.

Current Plan (Cp)

- An in-season plan that has been approved and promoted from Waiting for Approval (Wa) to Current Plan (Cp) version.
- All roles can view the Cp version measures.
- The bottom up role's plan is the only plan that is approved and becomes the Current Plan.
- Actual data values are loaded into the Cp (and Wp) version for all elapsed time periods.

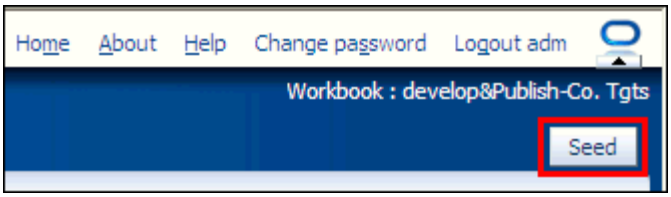
Plan Reconciliation

The goal of plan reconciliation, an important step of the financial planning process, is to achieve a single, unified plan that all contributing parties have reviewed and approved. As plans are generated, they move through a reconciliation phase, and on to the plan approval phase.

MFP Custom Menu Options

MFP custom menu buttons in the RPAS Fusion Client are located above the top right corner of the content area for some workbooks. The custom menus are specific to the steps in the different tasks. If you are on a specific step, you can see the custom menus that have been configured for that step.

Figure 1–5 Custom Menu Button in the RPAS Fusion Client



The custom menu buttons vary depending on the current step. The following custom menu buttons are available:

- Top Down Role
  - Seed
  - Publish Targets
- Middle Out Role
  - Seed
  - Publish Targets
  - Approve/Reject
- Bottom Up Role
  - Seed
  - Submit

Note: Descriptions of these custom menu buttons are provided where relevant throughout this guide.

Seeding the Plan

Seeding is a process that populates certain Working Plan data elements with data from last year data from external systems. Seeding facilitates the ability to create a plan by providing seasonal curves across time and relationships between products and locations. After edits are made to a Working Plan measure that has been seeded, the new edit spreads to lower dimension members based on the data that has already been seeded, maintaining the seasonal curves and relationships between products and locations.

Plan Approval

In MFP, the middle out and bottom up roles participate in the plan approval process.

The bottom up role uses the Approval view to submit plans to the middle out role for approval. The bottom up role also uses this view to view the status of their submitted plans. The middle out role uses the approval view to approve or reject the submitted plans.

Submit for approval functionality is available as a custom menu button. The **Submit** button allows a user to submit the plan and move the data to the Wa version.

Publishing Targets

In MFP, the middle out and top down roles may set target values for key measures. Each role then makes these targets available to the role below them in the planning process.

Top down roles create their plan and use the Publish Strategic Targets view to update their target measures with the data in their plan. The data is published to other users when they click the **Publish Targets** custom menu button. Then middle out roles have access to these target values in their workbooks after a refresh or build.

2

Mapping Setup Task

The Mapping Setup task is used by the administrator to map weeks for last year and adjusted last year.

The last year mapping is used to identify which week to map to when determining the last year values in a task. The adjusted last year is used to adjust historical sales to accommodate calendar shifts.

The adjusted sales then appear in the Merchandise Planning task templates for reference while planning. This functionality is helpful when events shift from one week to another or when there are different numbers of weeks from one calendar year to another.

The Mapping Setup task contains one step: Last Year and Adjusted Last Year Week Mapping.

Opening the Mapping Task

To open a Mapping Setup task:

1. Click the **New Workbook** icon in the Mapping Setup task.

Figure 2–1 Mapping Setup Task

The workbook is built.

Last Year and Adjusted Last Year Week Mapping

This step contains a single view called Mapping. Within this view, you can set the mappings for last year and adjusted last year.

The week indicated in the Adj Ly Lag measure is where the performance data is retrieved when you look at Ly data.

Figure 2–2 Mapping View

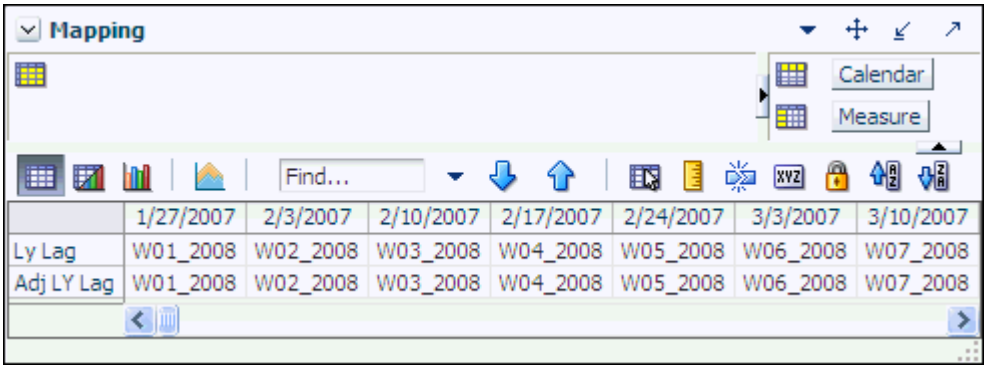


Table 2–1 Mapping View Measures

Measure	Description
Week Mapping Adjusted Last Year	Identifies the week used for mapping as adjusted last year.
Week Mapping Last Year	Identifies the week used for mapping as last year.

3

Preseason: Top Down Role Task

The top down role is usually associated with senior management in the merchandise planning organization. The overall goal of the top down user is to develop company-level strategic targets that set the financial guidance for the planning organization. To do this, the top down user creates strategic targets and provides them to the planning manager (middle out role), who provides department targets to the merchandise planner (bottom up role).

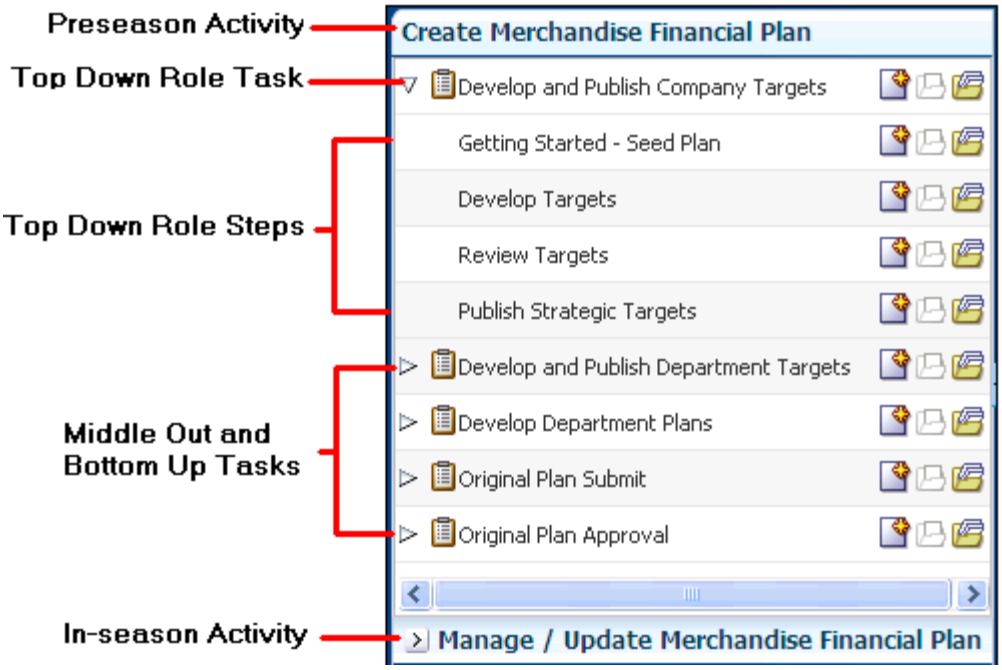
Top down users typically begin planning two to three years before the planning period. This is known as preseason planning. During this time, top down users create the Merchandise Financial Plan for the season or for the entire year.

When top down users open MFP in the RPAS Fusion Client, they are presented with the preseason activity called Create Merchandise Financial Plan. The first task within this activity is Develop and Publish Company Targets. This task belongs solely to the top down user. It has four steps:

- Getting Started - Seed Plan
- Develop Targets
- Review Targets
- Publish Strategic Targets

These tasks and steps are shown in Figure 3–1.

Figure 3–1 Top Down Role View: Preseason Task and Steps



Note: The top down user can see the tasks of the middle out and bottom up roles, but the top down user cannot open or create workbooks within those tasks. This is denoted by the grayed out icons on the right of the taskflow.

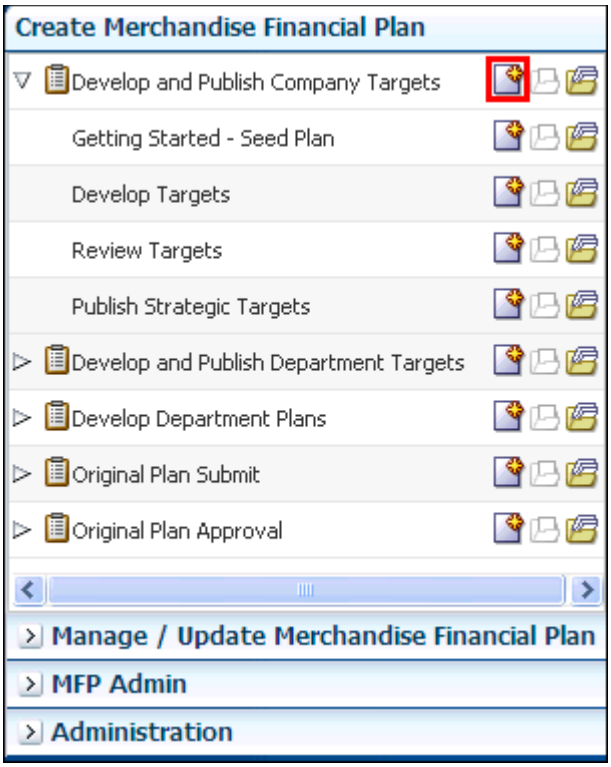
The top down user must complete these four steps to publish the strategic targets to the middle out user. To do this, the top down user must first build the workbook.

Building the Workbook

To build the top down role workbook, perform the following steps.

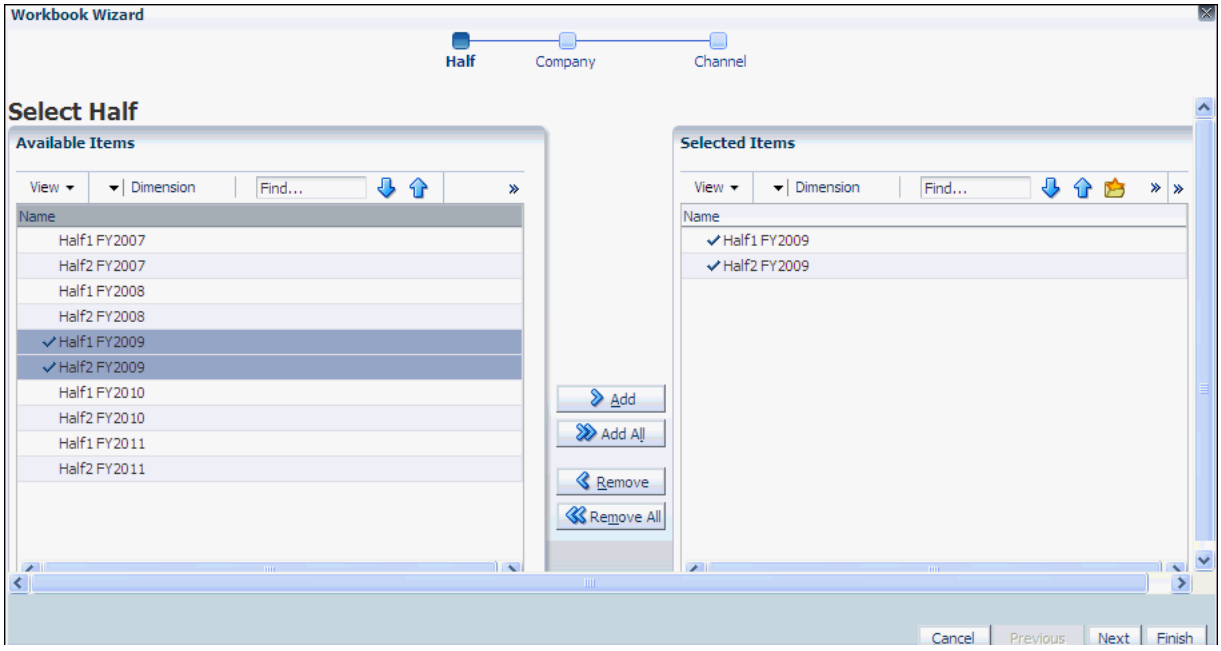
1. Click the **Create New Workbook** icon in the Develop and Publish Company Targets task.

Figure 3–2 Create New Workbook Icon



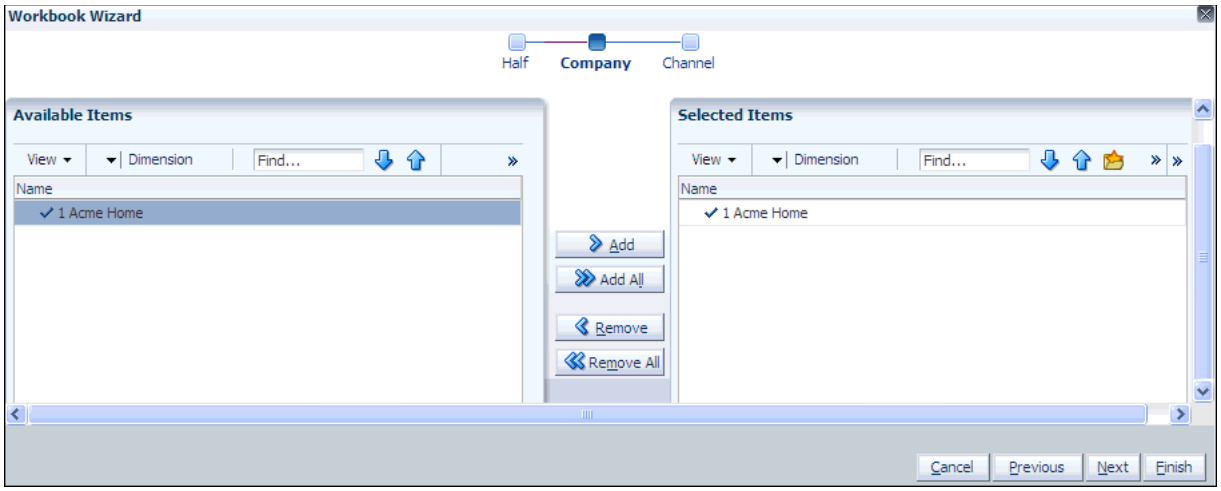
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 3–3 Workbook Wizard: Calendar Selection



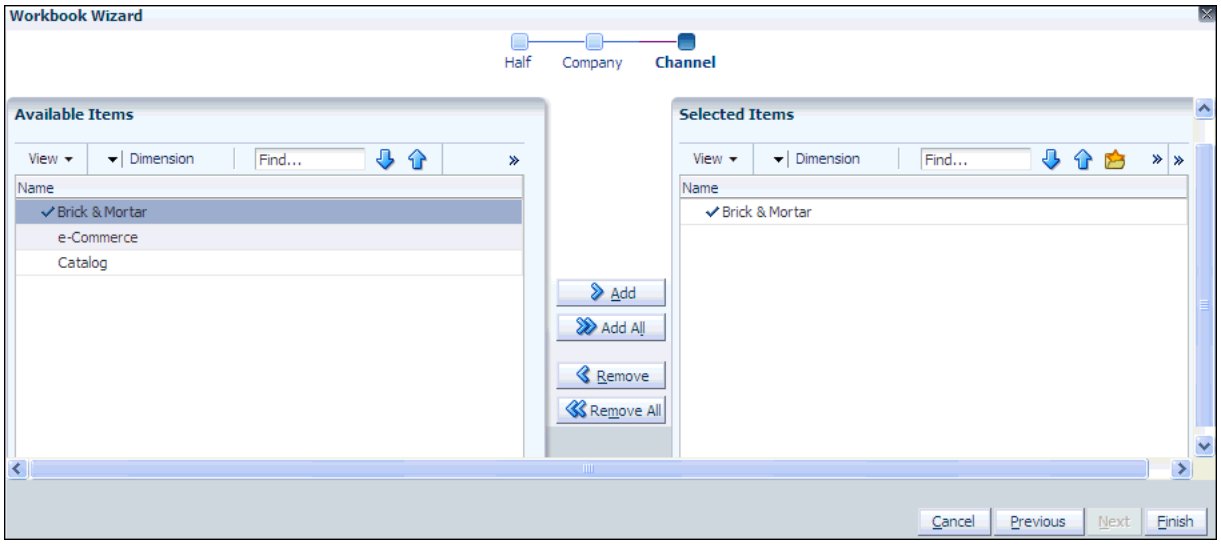
3. The Product Selection step of the workbook wizard is displayed. Select the company you want to plan and move it to the Selected Items box. Click **Next**.

Figure 3–4 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 3–5 Workbook Wizard: Location Selection



The Top Down Role workbook is built, and the Initialize view opens.

Getting Started - Seed Plan

The first step that top down users perform after they build the workbook is to seed the plan with the Initialize view.

Figure 3–6 Top Down Getting Started - Seed Plan: Initialize Plan View

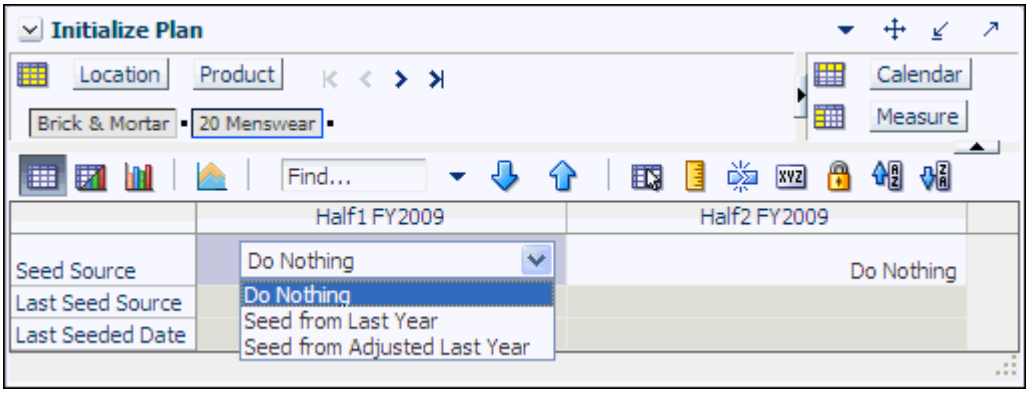


Table 3–1 Top Down Initialize Plan Measures

Measure	Description
Seed Source	The seed source used to seed the working plan. Use this option to seed or not seed the working plan. You can seed with Last Year's (Ly) or Adjusted Last Year's (Adj Ly) data. Or, you can choose the Do Nothing option if you do not want to seed the working plan.
Last Seed Source	The last seed source that was performed in this task. One of three options is shown: ▪ Seed from Last Year ▪ Seed from Adjusted Last Year ▪ Do Nothing
Last Seeded Date	The last time the working plan was seeded.

With this view, you can choose to seed your plan with Last Year (Ly) or Adjusted Last Year (Adj Ly) data to create a demand curve on which to spread the new plan's initial targets. Or, you can instead choose to not seed the plan, which allows you to create a plan that is not influenced by last year's performance.

In the preceding example, both Half1 and Half2 have been selected to be seeded for the Brick & Mortar channel for the 20 Menswear division.

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one half or all halves in the task, as shown in Figure 3–6. You can also choose what locations and products to seed.

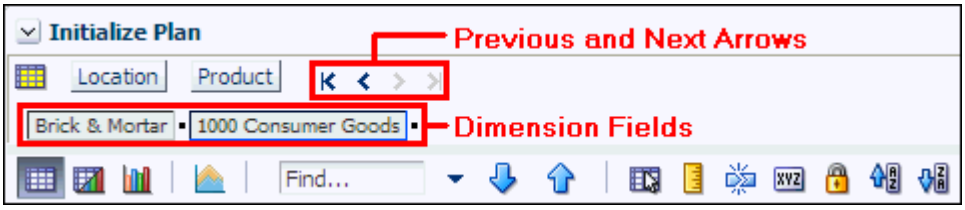
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

As shown in Figure 3–6, only the Brick & Mortar channel and the 20 Menswear division have been selected to be seeded with Ly data. This means that the other product divisions have not been selected to be seeded yet. To seed the next division in the Product dimension within the Brick & Mortar channel, perform the following steps:

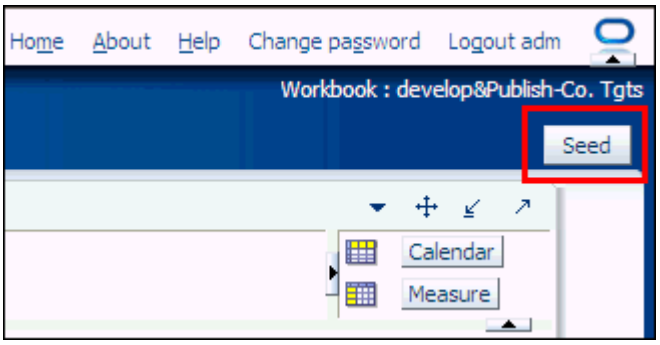
1. Click within the dimension field that you want to change, as shown in Figure 3–7.
2. Click the **Next** or **Previous** arrow, as shown in Figure 3–7.

Figure 3–7 Changing a Dimension Level with Page Arrows



3. The page refreshes and the next division in the Product dimension is displayed in the page edge. Note that the Seed Source measure is no longer populated.
4. Select the half that you want to seed with Ly or Adj Ly data.
5. Click the **Next** arrow to view and seed the next division.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 3–8 Seed Button



7. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 3–9 Seeding Success Message

After you have seeded, the view refreshes and the Last Seed Source and Last Seed Date measures contain the source and date of the last seed.

Seeding Several Levels at Once

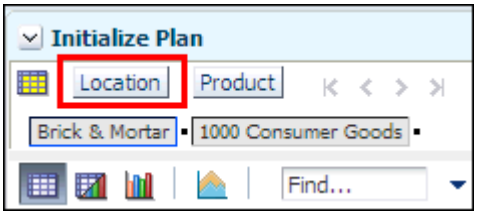
If you want to seed several locations and several products at, you may want to change the level of the dimensions shown in the page edge.

The default setting of the Initialize Plan view is set to show the Calendar dimension at the half level, the Location dimension at the channel level, and the Product dimension at the division level.

To change the dimension level shown in the page edge or grid, perform the following steps:

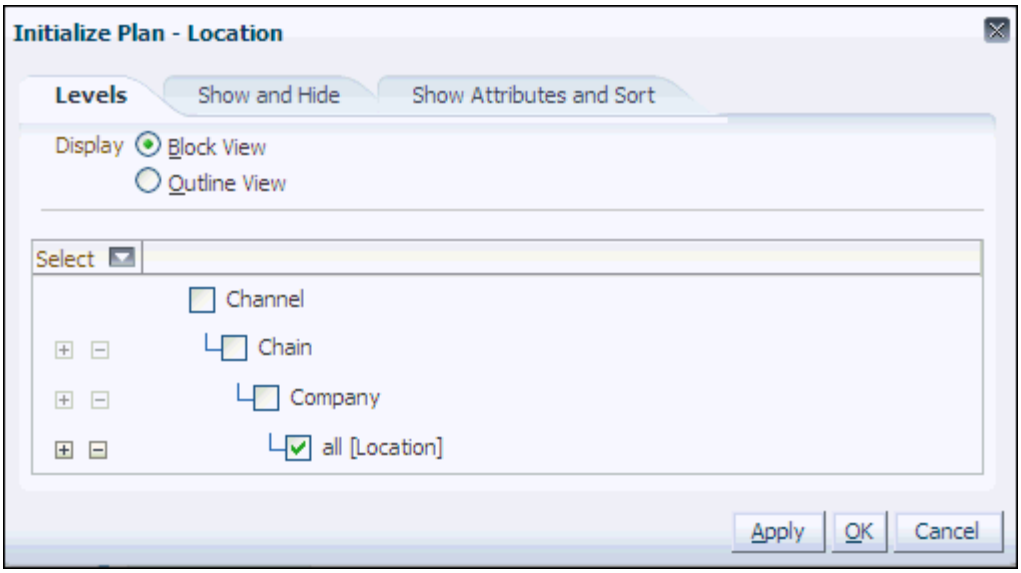
1. Click the dimension tile of the dimension level you would like to change.

Figure 3–10 Location Dimension Tile



2. The dimension window is displayed. Select the level of the dimension that you want to appear in the page edge. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In Figure 3–11, **Channel** was deselected and **all [Location]** was selected instead.

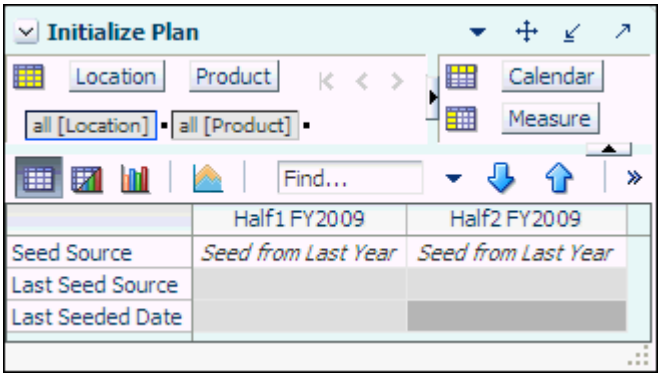
Figure 3–11 Location Dimension Window



3. Click **OK** when finished.
4. Repeat steps 1 through 3 for other dimensions if desired.
5. After the dimensions are at the level you want, select the halves that you want to seed.

   In Figure 3–12, both the Location and Product dimensions are at **All**, and the halves Half1 FY2009 and Half2 FY2009 have been set to seed from last year.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner, as shown in Figure 3–12.

Figure 3–12 Seeding Several Levels at Once



7. The view refreshes and the Last Seeded Source and Last Seed Date measures contain the source and date of the last seed. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 3–13 Seeding Success Message

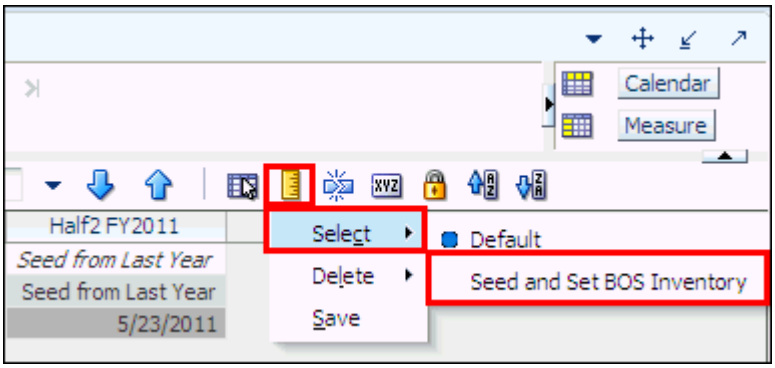
Setting Beginning of Season Inventory

After you have seeded, set the Beginning of Season (BOS) inventory. By entering the BOS inventory that you project for the season, you can set the BOS markup for that inventory, which allows the BOS cost to be calculated.

To set the BOS, perform the following steps:

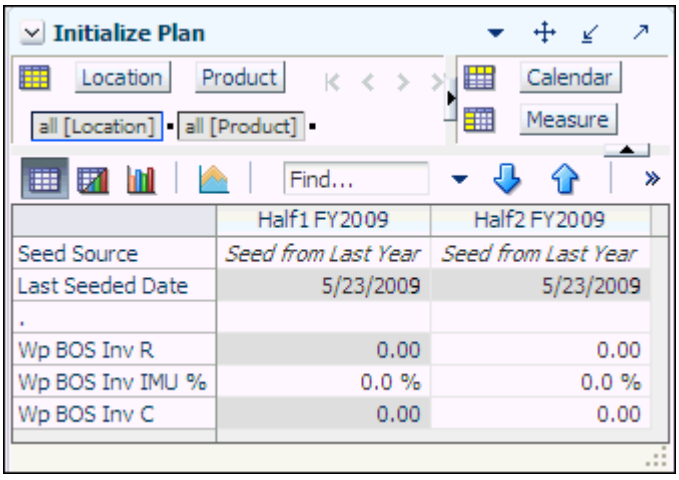
1. In the Initialize Plan view, click the **Measure Profile** icon.
2. In the Measure Profile menu, click **Select** and then click the **Seed and Set BOS Inventory** measure profile.

Figure 3–14 Seed and Set BOS Inventory Measure Profile



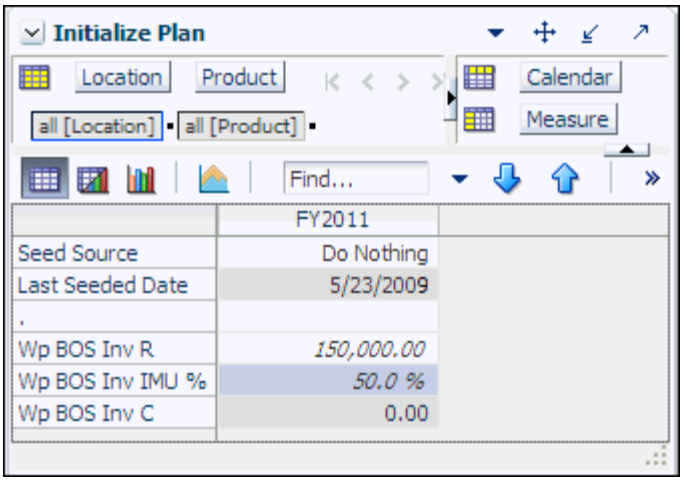
3. The view is refreshed with the Seed and Set BOS Inventory measures visible.

Figure 3–15 Initialize Plan View with Seed and Set BOS Inventory Measure Profile



4. Change the calendar hierarchy rollup to year.
5. Enter data in the BOS Inv R and BOS Inv IMU% measures.

Figure 3–16 Initialize Plan View with Seeded and Set BOS Inventory



6. Click **Calculate**.

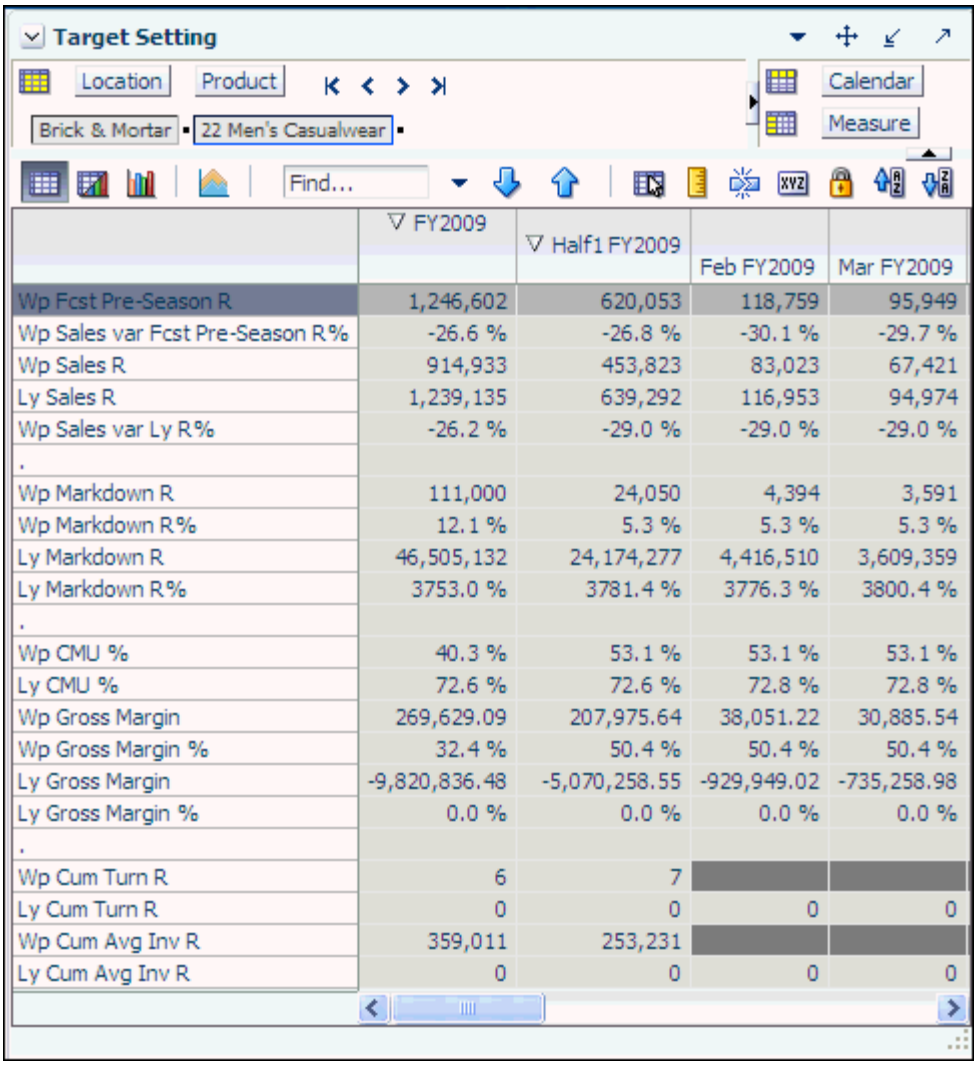
The Wp BOS Inv C measure recalculates based on the data in the WP BOS Inv R and Wp BOS Inv IMU % measures.

After you have seeded the divisions and set the BOS, continue to the next step: Develop Targets.

Develop Targets

After you have seeded the divisions, develop the sales and markdown targets for groups within those divisions. The Develop Targets step has one view: Target Setting.

Figure 3–17 Target Setting View



	FY2009	Half1 FY2009	Feb FY2009	Mar FY2009
Wp Fcst Pre-Season R	1,246,602	620,053	118,759	95,949
Wp Sales var Fcst Pre-Season R%	-26.6 %	-26.8 %	-30.1 %	-29.7 %
Wp Sales R	914,933	453,823	83,023	67,421
Ly Sales R	1,239,135	639,292	116,953	94,974
Wp Sales var Ly R%	-26.2 %	-29.0 %	-29.0 %	-29.0 %
.				
Wp Markdown R	111,000	24,050	4,394	3,591
Wp Markdown R%	12.1 %	5.3 %	5.3 %	5.3 %
Ly Markdown R	46,505,132	24,174,277	4,416,510	3,609,359
Ly Markdown R%	3753.0 %	3781.4 %	3776.3 %	3800.4 %
.				
Wp CMU %	40.3 %	53.1 %	53.1 %	53.1 %
Ly CMU %	72.6 %	72.6 %	72.8 %	72.8 %
Wp Gross Margin	269,629.09	207,975.64	38,051.22	30,885.54
Wp Gross Margin %	32.4 %	50.4 %	50.4 %	50.4 %
Ly Gross Margin	-9,820,836.48	-5,070,258.55	-929,949.02	-735,258.98
Ly Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp Cum Turn R	6	7		
Ly Cum Turn R	0	0	0	0
Wp Cum Avg Inv R	359,011	253,231		
Ly Cum Avg Inv R	0	0	0	0

The following table lists the measures available on this view.

Table 3–2 Target Setting View Measures

Measure	Description
Wp Fcst Pre-Season R	The preseason forecast.
Wp Sales var Fcst Pre-season R%	The planned preseason sales variance forecast.
Wp Sales R	The planned sales retail value.
Ly Sales R	Last year's sales retail value.
Wp Sales var Ly R%	The planned sales retail variance to last year expressed as a percentage.
Wp Markdown R	The planned markdown value.
Wp Markdown R%	The planned markdown value expressed as a percentage of total sales retail.
Ly Markdown R	Last year's markdown value.

Table 3–2 (Cont.) Target Setting View Measures

Measure	Description
Ly Markdown R%	Last year's markdown value expressed as a percentage of total sales retail.
Wp CMU %	The planned cumulative markup percent. It corresponds to the start week of the task until the current week.
Ly CMU %	The cumulative markup percent from last year. It is cumulated for the same period last year.
Wp Gross Margin	The planned gross margin.
Wp Gross Margin %	The planned gross margin expressed as a percentage of total sales retail.
Ly Gross Margin	Last year's gross margin.
Ly Gross Margin %	Last year's gross margin expressed as a percentage of total sales retail.
Wp Cum Turn R	The planned cumulative inventory turns (retail). It is cumulated from the start week of the task.
Ly Cum Turn R	Last year's cumulative inventory turns (retail). It is cumulated from the same week last year, corresponding to the first week in the task.
Wp Cum Avg Inv R	The planned average cumulative inventory turns (retail). It is cumulated from the start week of the task.
Ly Cum Avg Inv R	Last year's average cumulative inventory turns (retail).

To create the top down targets, perform the following steps:

1. Change the Calendar hierarchy so that year is displayed.
2. Enter the WP Sales R that you are projecting. Use the Wp Fcst Pre-Season R measure as a guide.
3. Plan the markdown by editing either the Markdown R or Markdown R% measure.
4. Enter the CMU targets at the month level. These are usually relative to the receipt markup they have for the same plan period.

   Note: The Wp CMU% measure is only editable in the Top Down Target Settings task. For the middle out and bottom up users, it is read-only.

5. Plan the gross margin by editing the Wp Gross Margin measure. Enter the target at the year level. This calculates the Wp Gross Margin % measures based off the Sales net Vat R measure.

   Note: Wp Gross Margin is only editable in the Top Down Target Settings task. For the middle out and bottom up users, it is read-only.

6. After you have entered sales and markdowns, the COGS measure is populated. To apply the CMU% to the COGS, enter CMU at the month level or higher. Click **Calculate**.
7. Optional: Adjust the gross margin by month.

8. Enter the Wp Cum Turn R at the half level.

   Note: The turn at the year is calculated by using the average inventory from the second half as the year average inventory. The turn for the year is calculated from the average inventory at the year level.

9. Click **Calculate** to populate the Wp Cum Avg Inv R measure.

10. Optional: Use the measure profile Reference Measures to assist you to create a more detailed top down target.

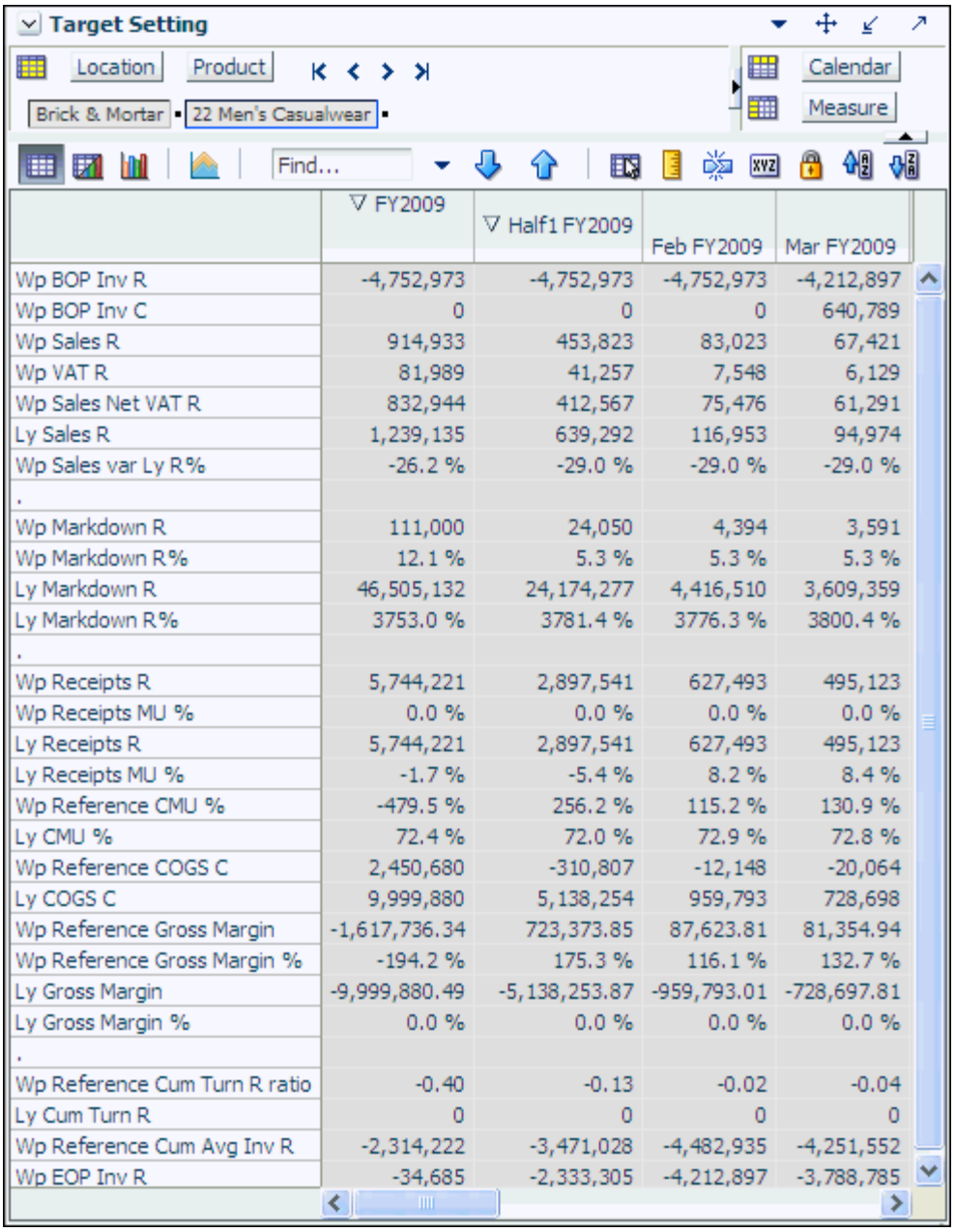
    Note: The reference measures may not match the working plan (Wp) measures. Reference measures are read-only. Only Wp measures are editable. The Wp measures are the measures that can be published as top down targets. Wp Reference measures cannot be published.

    The Reference Measures profile includes additional measures for receipts and inventory planning. The reference measures in the Reference Measures profile are read-only. The Wp measures, not the reference measures, are the ones that are published. These Wp measure are as follows:

    - Wp Sales R
    - Wp Sales var Ly R%
    - Wp Markdown R
    - Wp Markdown R%
    - Wp Receipts R
    - Wp Receipts MU %
    - Wp EOP Inv R

    Note: The best practice is to plan sales first and then markdowns. Next, plan receipts to support those sales. Finally, evaluate the margin measures.

Figure 3–18 Targets Setting View, Reference Measures Profile



	FY2009	Half1 FY2009	Feb FY2009	Mar FY2009
Wp BOP Inv R	-4,752,973	-4,752,973	-4,752,973	-4,212,897
Wp BOP Inv C	0	0	0	640,789
Wp Sales R	914,933	453,823	83,023	67,421
Wp VAT R	81,989	41,257	7,548	6,129
Wp Sales Net VAT R	832,944	412,567	75,476	61,291
Ly Sales R	1,239,135	639,292	116,953	94,974
Wp Sales var Ly R%	-26.2 %	-29.0 %	-29.0 %	-29.0 %
.				
Wp Markdown R	111,000	24,050	4,394	3,591
Wp Markdown R%	12.1 %	5.3 %	5.3 %	5.3 %
Ly Markdown R	46,505,132	24,174,277	4,416,510	3,609,359
Ly Markdown R%	3753.0 %	3781.4 %	3776.3 %	3800.4 %
.				
Wp Receipts R	5,744,221	2,897,541	627,493	495,123
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts R	5,744,221	2,897,541	627,493	495,123
Ly Receipts MU %	-1.7 %	-5.4 %	8.2 %	8.4 %
Wp Reference CMU %	-479.5 %	256.2 %	115.2 %	130.9 %
Ly CMU %	72.4 %	72.0 %	72.9 %	72.8 %
Wp Reference COGS C	2,450,680	-310,807	-12,148	-20,064
Ly COGS C	9,999,880	5,138,254	959,793	728,698
Wp Reference Gross Margin	-1,617,736.34	723,373.85	87,623.81	81,354.94
Wp Reference Gross Margin %	-194.2 %	175.3 %	116.1 %	132.7 %
Ly Gross Margin	-9,999,880.49	-5,138,253.87	-959,793.01	-728,697.81
Ly Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp Reference Cum Turn R ratio	-0.40	-0.13	-0.02	-0.04
Ly Cum Turn R	0	0	0	0
Wp Reference Cum Avg Inv R	-2,314,222	-3,471,028	-4,482,935	-4,251,552
Wp EOP Inv R	-34,685	-2,333,305	-4,212,897	-3,788,785

11. Return to the default measure profile.
12. Analyze the Wp Gross Margin measure. If you want the working plan gross margin to be based on the Wp Reference CMU %, then edit the Wp Gross Margin measure to match the reference measure. (Wp Gross Margin, not the reference measure, is the one that is published).

After you have created targets, review those targets in the next step: Review Targets.

Review Targets

At the Review Targets step, review the targets you created in the Develop Targets step.

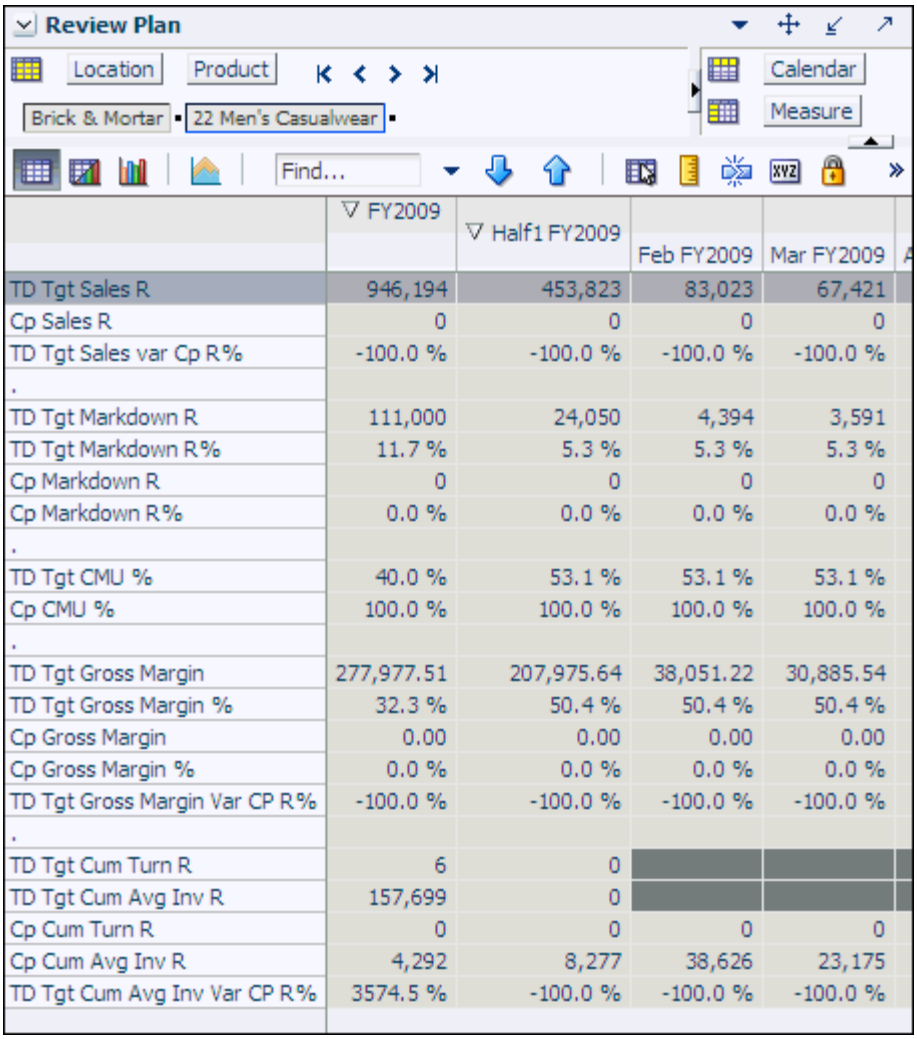
This step contains two views: Review Plan and All Measures. The Review Plan view displays the targets you have created. All Measures contains all the measures contained in the task. For more details on the All Measures view, see All Measures.

Review Plan

In this view, review the targets you created in the previous step. If you need to alter the targets shown in this view, return to the Develop Targets step to edit them there.

Note: If you have not published top down targets yet, the TD Tgt measures have no values.

Figure 3–19 Review Plan View



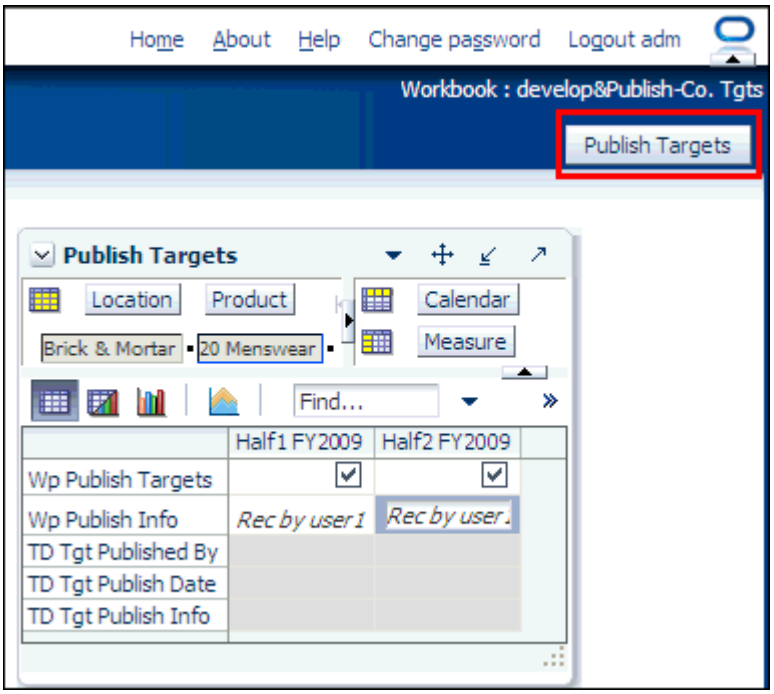
	FY2009	Half1 FY2009	Feb FY2009	Mar FY2009
TD Tgt Sales R	946,194	453,823	83,023	67,421
Cp Sales R	0	0	0	0
TD Tgt Sales var Cp R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
TD Tgt Markdown R	111,000	24,050	4,394	3,591
TD Tgt Markdown R%	11.7 %	5.3 %	5.3 %	5.3 %
Cp Markdown R	0	0	0	0
Cp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
.				
TD Tgt CMU %	40.0 %	53.1 %	53.1 %	53.1 %
Cp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
.				
TD Tgt Gross Margin	277,977.51	207,975.64	38,051.22	30,885.54
TD Tgt Gross Margin %	32.3 %	50.4 %	50.4 %	50.4 %
Cp Gross Margin	0.00	0.00	0.00	0.00
Cp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
TD Tgt Gross Margin Var CP R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
TD Tgt Cum Turn R	6	0		
TD Tgt Cum Avg Inv R	157,699	0		
Cp Cum Turn R	0	0	0	0
Cp Cum Avg Inv R	4,292	8,277	38,626	23,175
TD Tgt Cum Avg Inv Var CP R%	3574.5 %	-100.0 %	-100.0 %	-100.0 %

If you are satisfied with the plan you have created, proceed to the final top down role step: Publish Strategic Targets.

Publish Strategic Targets

Use the Publish Strategic Targets step when you are ready to publish the targets you created. Publishing a target copies the target information to the TD Tgt (Top Down Target) measures in your task, and then it commits them to the database. After you have published, the targets are passed down to the middle out user.

Figure 3–20 Publish Strategic Targets



Publish Targets

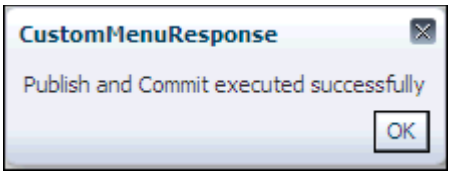
Publishing a target copies your top down Wp measure information to the TD Tgt (Top Down Target) measures in your task, and then it commits those target measures to the database so that middle out users can retrieve those targets.

The TD Tgt measures are shown in the Review Plan view found in the Review Targets step. These measures initially have zero values. After the targets are published in this step, those measures are populated with the target information.

To publish the targets, perform the following steps.

1. Select the halves in the Wp Publish Targets measure that you want to publish.
2. If needed, enter relevant information in the Wp Publish Info measure. This is optional.
3. Repeat steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the top, right corner, as highlighted in Figure 3–20.
5. A success message is displayed. Click **OK** to close it.

Figure 3–21 Success Message - Publish Targets



The view refreshes and clears the Wp Publish Targets and Wp Publish Info measures. The TD Tgt measures in this view are populated. These measures are described in detail in the following table.

Figure 3–22 Successfully Published Targets

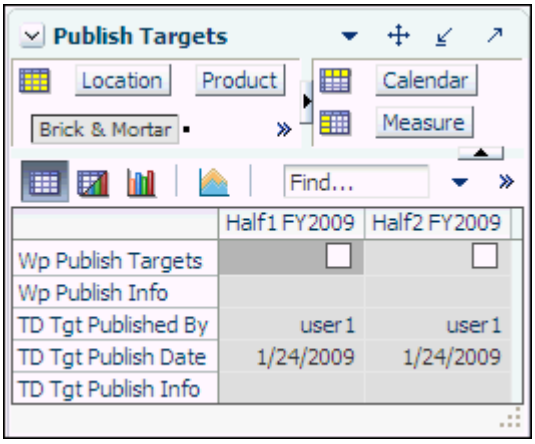


Table 3–3 Publish Target View Measures

Measure	Description
Wp Publish Targets	Working Plan Publish Targets. Use this measure to select the targets you want to publish.
Wp Publish Info	Working Plan Publish Information. Use this measure to enter relevant target information. This measure is optional.
TD Tgt Published By	Top Down Target Published By. After a target is published, this measure displays the username of the person who published the targets.
TD Tgt Publish Date	Top Down Target Publish Date. After a target is published, this measure displays the date that the target was published.
TD Tgt Publish Info	Top Down Target Publish Info. After a target is published, this measure displays the information that was entered in the Wp Publish Info measure.

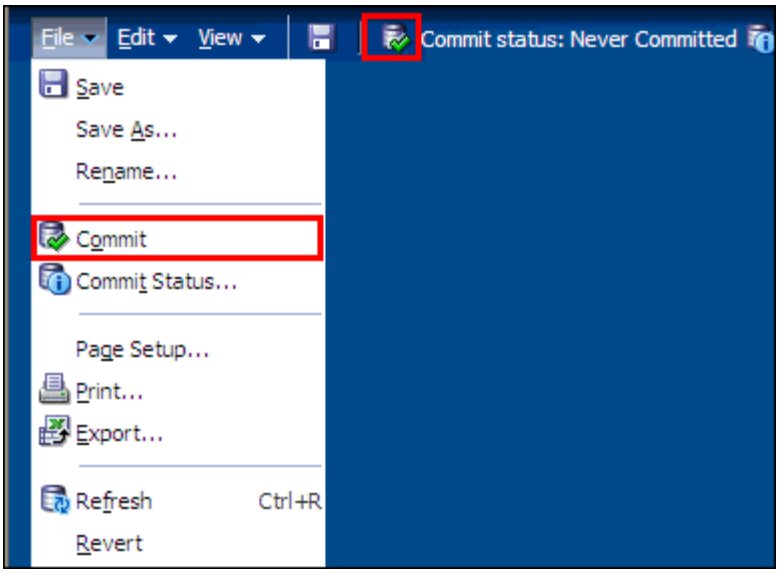
Commit Wp Measures

If you want to commit your working plan (Wp) measures to the database, you need to perform a separate commit in addition to publishing your targets. For more information about committing, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

To commit your Wp measures:

- In the task that you have published the targets, click **Commit** in the toolbar. Or, from the File menu, select the **Commit** option.

Figure 3–23 Commit a Workbook



Next Steps

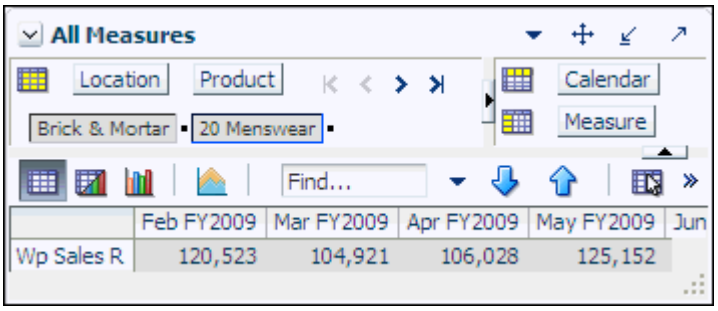
After you have published your targets and committed your task, the middle out user can use your group targets to create their department targets. To learn about the middle out user's role, see the Preseason: Middle Out Role Task chapter.

If you need to revise your targets at any time during the preseason, you can follow the same procedures described in this chapter. Since you have already created a working plan, there is no need to seed the task again, unless you want to start again with Ly (Last Year) or Adj Ly (Adjusted Last Year) data.

All Measures

The All Measures view contains all the measures contained in the task; however, only the Wp Sales R measure is visible in the default measure profile. The purpose of this task is to allow you to create a view of task measures that you may not be able to view all at once in other views.

Figure 3–24 Review Targets - All Measures



To see the other measures in this view, perform the following steps:

1. Click the **Measure** dimension tile. The All Measures - Measure window is displayed.
2. Move the measures you want to see in the view from the Hidden Measures box to the Visible Measures box.
3. When finished, click **OK**.

For more information about hidden and visible measures, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

4

Preseason: Middle Out Role Task

The middle out role is usually associated with middle management in the merchandise planning organization. The middle out user receives group targets from the top down user. The middle out user references those targets when creating the department targets. After the middle user has created the department targets, the user provides those targets to the bottom up user, who is usually a merchandise planner.

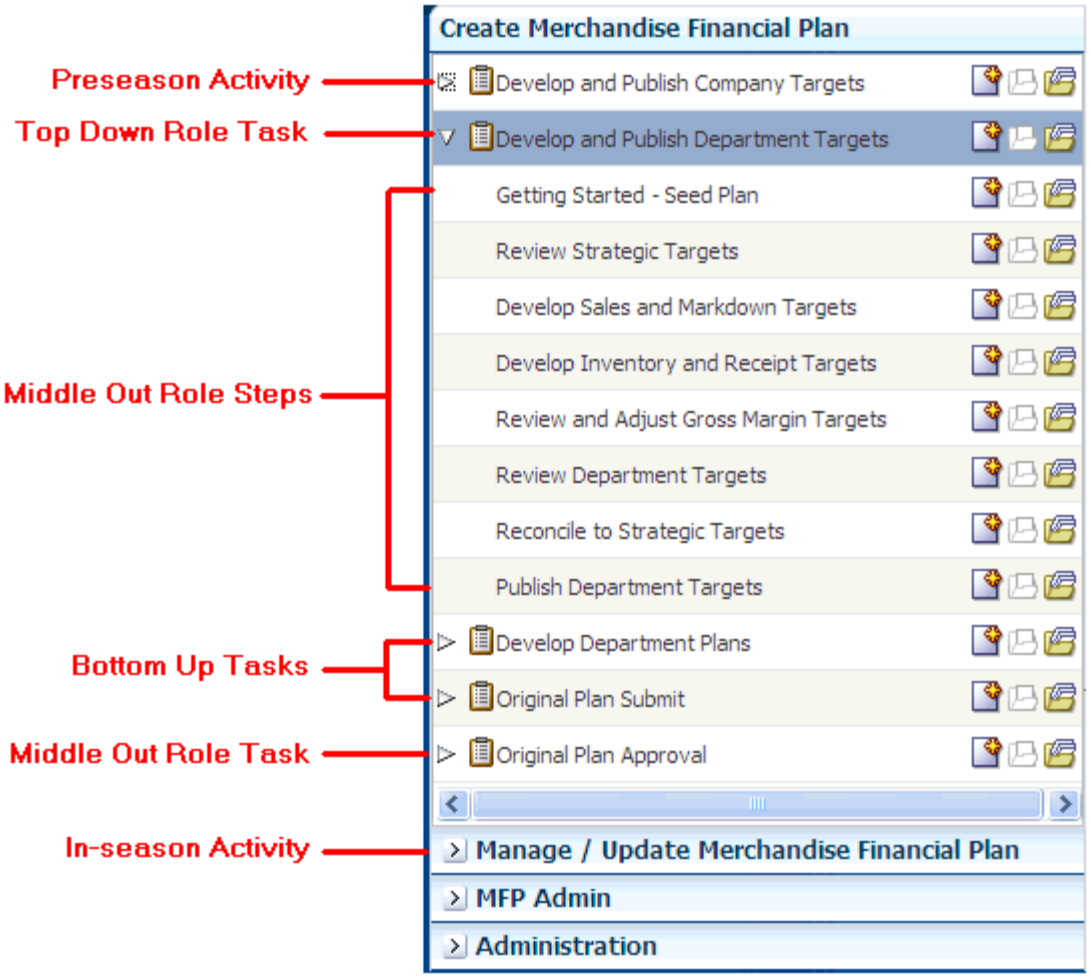
When middle out users open MFP in the RPAS Fusion Client, they are presented with the preseason activity called Create Merchandise Financial Plan. Within this activity, the middle out user owns two tasks. The first task in the list that belongs solely to middle out users is Develop and Publish Department Targets. It has eight steps:

- Getting Started - Seed Plan
- Review Strategic Targets
- Develop Sales and Markdown Targets
- Develop Inventory and Receipt Targets
- Review and Adjust Gross Margin Targets
- Review Department Targets
- Reconcile to Strategic Targets
- Publish Department Targets

The second task for the middle out user is the Original Plan Approval task. This is where the middle out user approves or rejects the plan that was created by the bottom up user. To learn more about approving or rejecting the original plan, see the Original Plan Approval Task chapter.

These tasks and steps are shown in Figure 4–1.

Figure 4–1 Middle Out Role View: Preseason Tasks and Steps



Note: The middle out user can see the tasks of the top down and bottom up roles, but the middle out user cannot open or create workbooks within those tasks. This is denoted by the grayed out icons on the right of the taskflow.

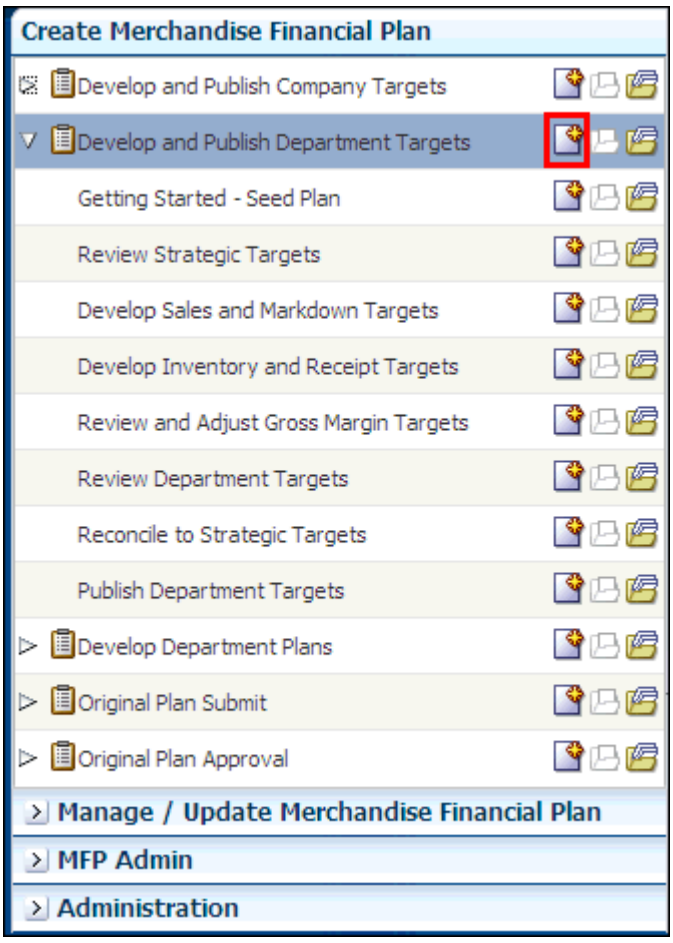
The middle out user must complete these eight steps to publish the department targets to the bottom up user. To do this, the middle out user must first build the workbook.

Building the Workbook

To build the middle out role workbook, perform the following steps.

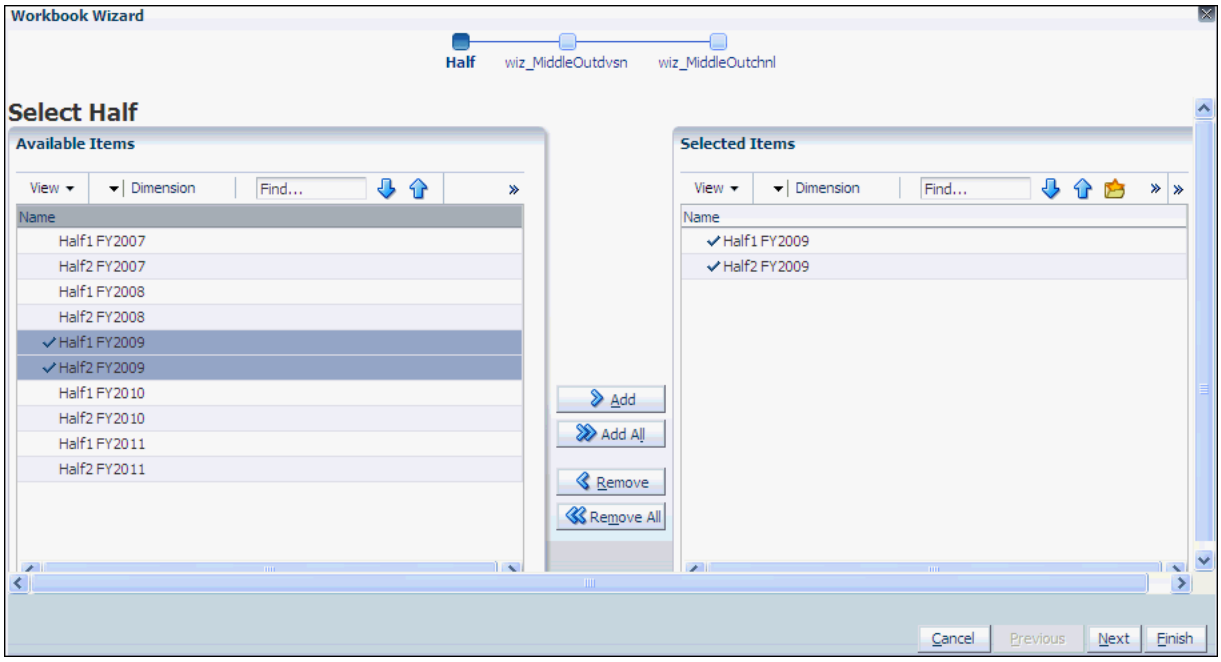
1. Click the **Create New Workbook** icon in the Develop and Publish Department Targets task.

Figure 4–2 Create New Workbook Icon



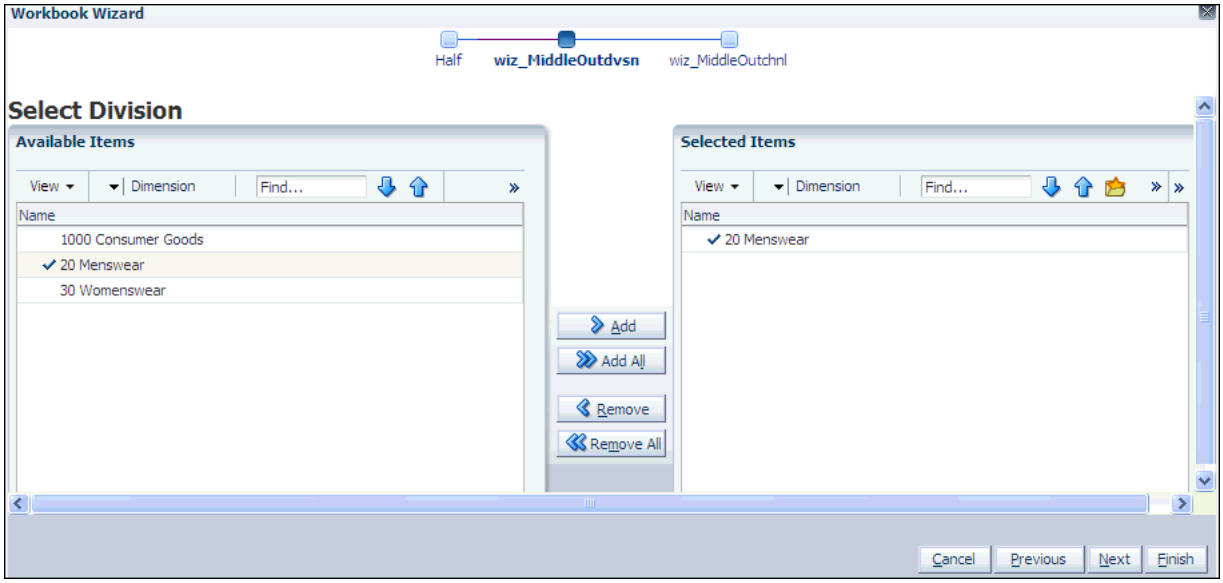
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 4–3 Workbook Wizard: Calendar Selection



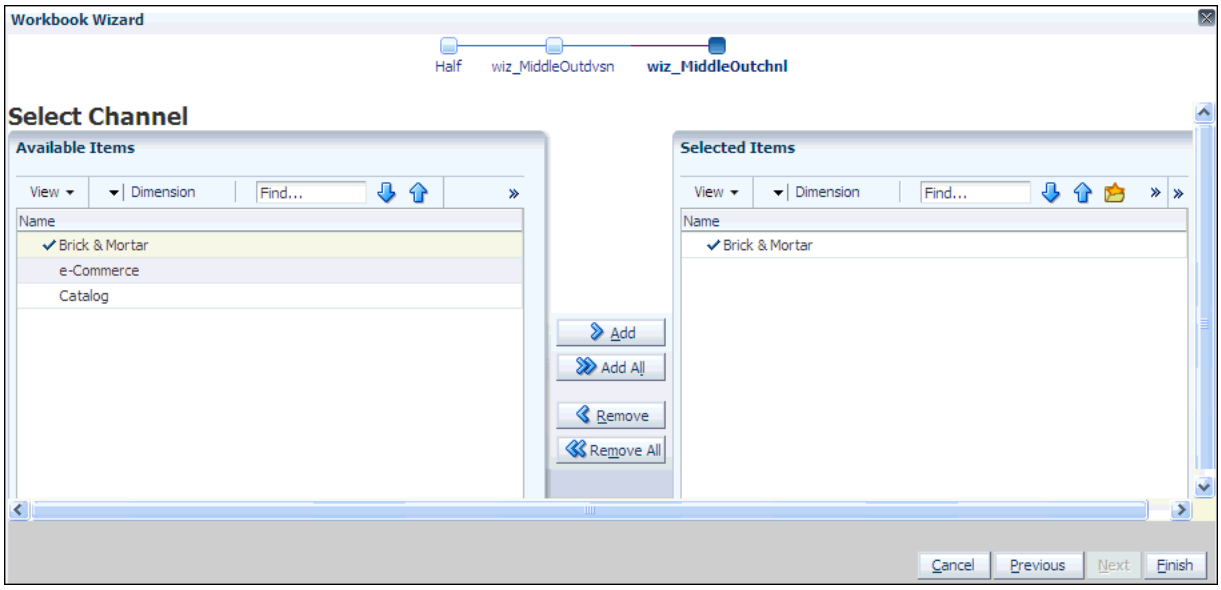
3. The Product Selection step of the workbook wizard is displayed. Select the division you want to plan and move it to the Selected Items box. Click **Next**.

Figure 4–4 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 4–5 Workbook Wizard: Location Selection



The Middle Out Role workbook is built, and the Initialize view opens.

Getting Started - Seed Plan

The first step that middle out users perform after they build the workbook is to seed the plan with the Initialize Plan view.

Figure 4–6 Middle Out: Initialize Plan

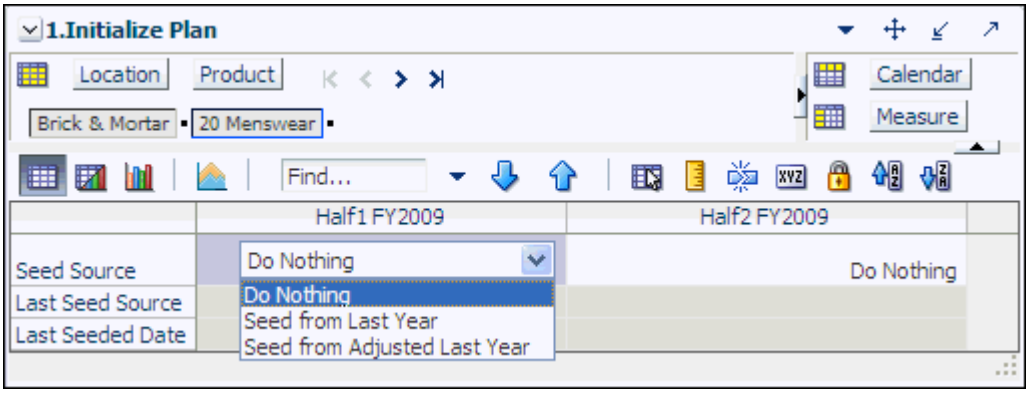


Table 4–1 Initialize Plan View Measures

Measure	Description
Seed Source	The seed source used to seed the working plan. Use this option to seed or not seed the working plan. You can seed with Last Year's (Ly) or Adjusted Last Year's data. Or, you can choose the Do Nothing option if you do not want to seed the working plan.

Table 4–1 (Cont.) Initialize Plan View Measures

Measure	Description
Last Seed Source	The last type of seed that was performed in this task. One of three options is shown: ▪ Seed from Last Year ▪ Seed from Adjusted Last Year ▪ Do Nothing
Last Seeded Date	The last time the working plan was seeded.

With this view, you can choose to seed your plan with Last Year (Ly) or Adjusted Last Year (Adj Ly) data to create a demand curve on which to spread the new plan's initial targets. Or you can choose to not seed the plan, which allows you to create a plan that is not influenced by last year's performance.

In the preceding example, both Half1 and Half2 are seeded with last year's data for the Brick & Mortar channel for the 20 Menswear group.

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one half or all halves in the task, as shown in Figure 4–6. You can also choose what locations and products to seed.

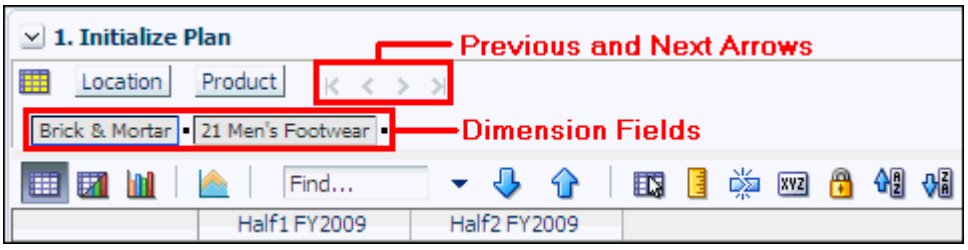
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

As shown in Figure 4–6, only the Brick & Mortar channel and the 20 Menswear group have been selected to be seeded with Ly data. This means that the other Product groups have not been selected to be seeded yet. To seed the next group in the Product dimension within the Brick & Mortar channel, perform the following steps:

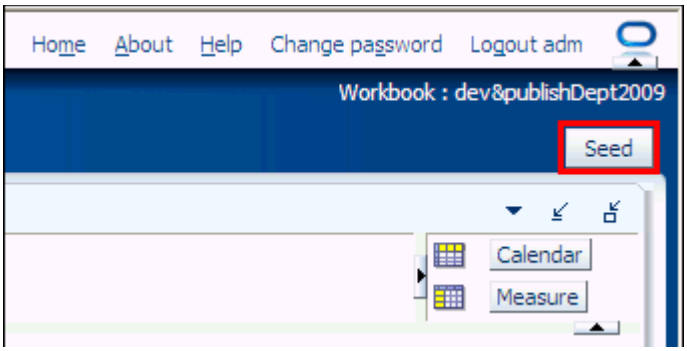
1. Click within the dimension field that you want to change, as shown in Figure 4–7.
2. Click the **Next** or **Previous** arrow, as shown in Figure 4–7.

Figure 4–7 Changing a Dimension Level with Page Arrows



3. The page refreshes and the next group in the Product dimension is displayed in the page edge. Note that the Seed Source measure is no longer populated.
4. Select the half that you want to seed with Ly or Adj Ly data.
5. Click the **Next** arrow to view and seed the next group.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 4–8 Seed Button



7. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 4–9 Seeding Success Message

After you have seeded, the view refreshes and the Last Seed Source and Last Seed Date measures contain the source and date of the last seed.

Seeding Several Levels at Once

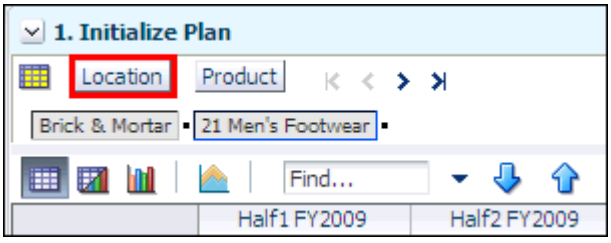
If you want to seed several locations and several products, you may want to change the level of the dimensions shown in the page edge.

The default setting of the Initialize view is set to show the Calendar dimension at the half level, the Location dimension at the channel level, and the Product dimension at the group level.

To change the dimension level shown in the page edge or grid, perform the following steps:

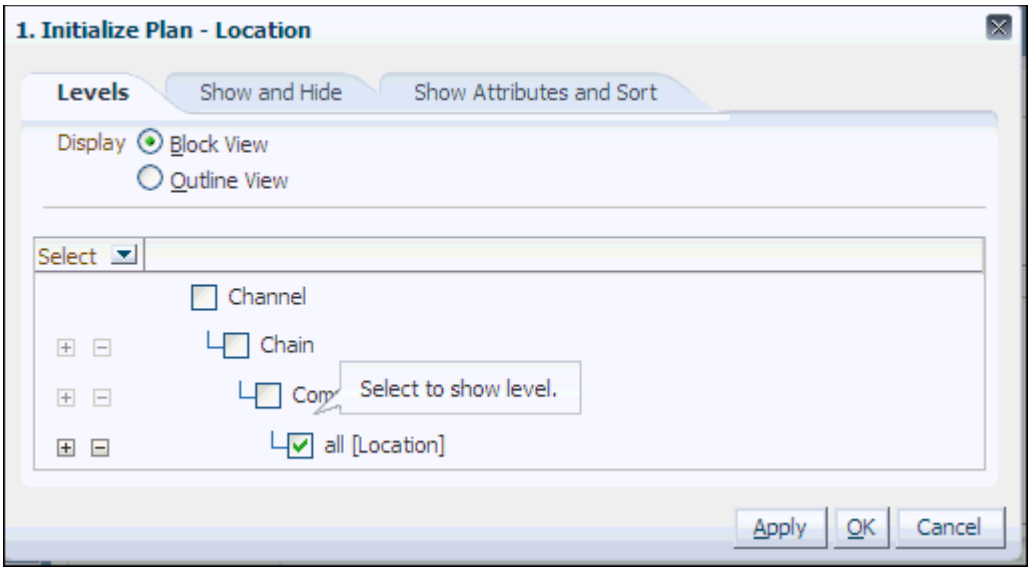
1. Click the dimension tile of the dimension level you would like to change.

Figure 4–10 Location Dimension Tile



2. The dimension window is displayed. Select the level of the dimension that you want to appear in the page edge. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In Figure 4–11, **Channel** was deselected and **all [Location]** was selected instead.

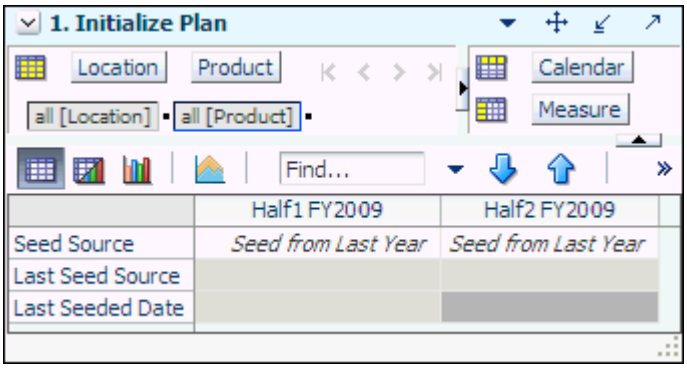
Figure 4–11 Location Dimension Window



3. Click **OK** when finished.
4. Repeat steps 1 through 3 for other dimensions if desired.
5. After the dimensions are at the level you want, select the halves that you want to seed.

   In Figure 4–12, both the Location and Product dimensions are at **All**, and the halves Half1 FY2009 and Half2 FY2009 have been selected.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 4–12 Seeding Several Levels at Once



7. The view refreshes and the Last Seeded Source and Last Seed Date measures contain the source and date of the last seed. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 4–13 Seeding Success Message

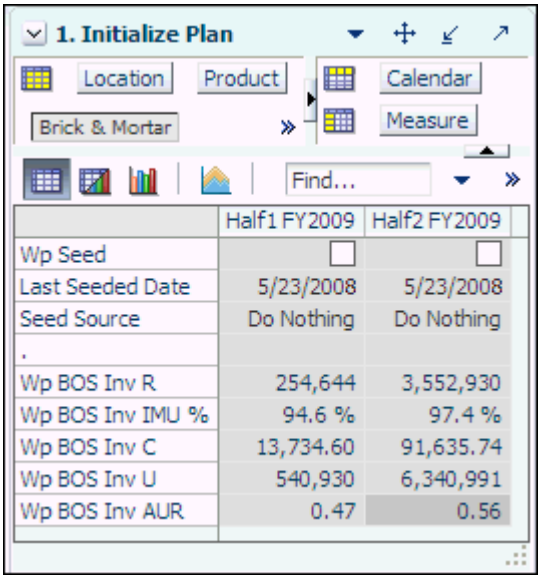
Setting Beginning of Season Inventory

After you have seeded, set the Beginning of Season (BOS) inventory. By entering the BOS inventory that you project for the season, you can set the BOS markup for that inventory, which allows the BOS cost to be calculated.

To set the BOS, perform the following steps:

1. In the Initialize Plan view, change the measure profile to **Seed and Set BOS Inventory**.
2. The view is refreshed and the Seed and Set BOS Inventory measures are visible.

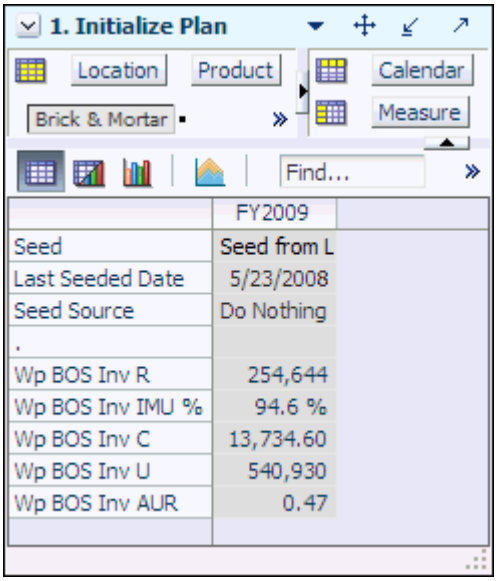
Figure 4–14 Initialize Plan View with Seed and Set BOS Inventory Measure Profile, Half



	Half1 FY2009	Half2 FY2009
Wp Seed	☐	☐
Last Seeded Date	5/23/2008	5/23/2008
Seed Source	Do Nothing	Do Nothing
.		
Wp BOS Inv R	254,644	3,552,930
Wp BOS Inv IMU %	94.6 %	97.4 %
Wp BOS Inv C	13,734.60	91,635.74
Wp BOS Inv U	540,930	6,340,991
Wp BOS Inv AUR	0.47	0.56

3. Change the calendar level rollup to year.
4. Enter data in the BOS Inv R, BOS Inv IMU% , and Wp BOS Inv U measures.

Figure 4–15 Initialize Plan View with Seeded and Set BOS Inventory Measure Profile, Year



5. Click **Calculate**.

After the BOS is planned, the cost and AUR is calculated.

After you have seeded the departments and set the BOS, continue to the next step: Review Strategic Targets.

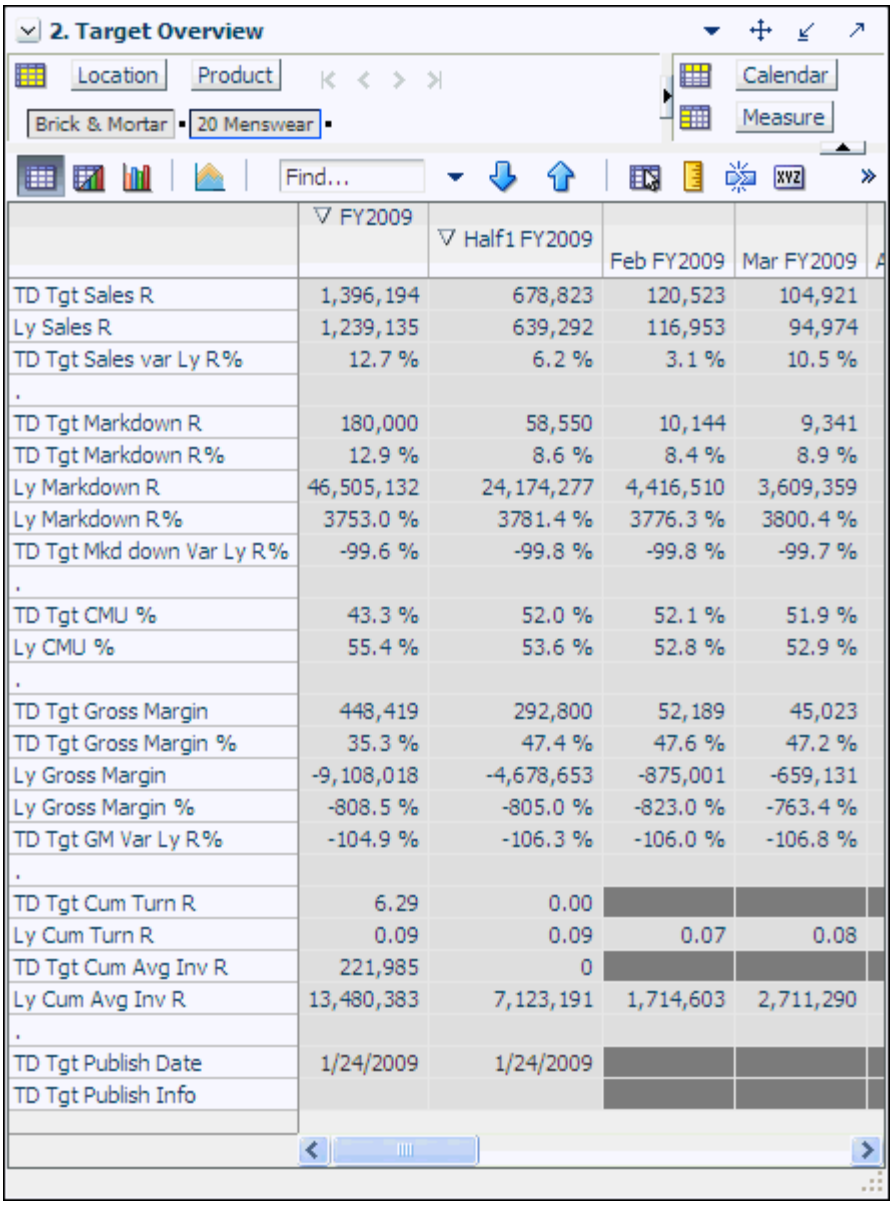
Review Strategic Targets

After you have seeded the groups, review the strategic targets created by the top down user to understand the goal that your plan should meet.

The view used in this step is the 2. Target Overview view.

Note: The top down targets are at the group level, but the view is at the department level. To see the targets, change the level of the Product dimension from department to group. To see the TD Tgt Publish Date and Info measures, change the level to division and include year in the Calendar dimension.

Figure 4–16 Target Overview View



	FY2009	Half1 FY2009	Feb FY2009	Mar FY2009
TD Tgt Sales R	1,396,194	678,823	120,523	104,921
Ly Sales R	1,239,135	639,292	116,953	94,974
TD Tgt Sales var Ly R%	12.7 %	6.2 %	3.1 %	10.5 %
.				
TD Tgt Markdown R	180,000	58,550	10,144	9,341
TD Tgt Markdown R%	12.9 %	8.6 %	8.4 %	8.9 %
Ly Markdown R	46,505,132	24,174,277	4,416,510	3,609,359
Ly Markdown R%	3753.0 %	3781.4 %	3776.3 %	3800.4 %
TD Tgt Mkd down Var Ly R%	-99.6 %	-99.8 %	-99.8 %	-99.7 %
.				
TD Tgt CMU %	43.3 %	52.0 %	52.1 %	51.9 %
Ly CMU %	55.4 %	53.6 %	52.8 %	52.9 %
.				
TD Tgt Gross Margin	448,419	292,800	52,189	45,023
TD Tgt Gross Margin %	35.3 %	47.4 %	47.6 %	47.2 %
Ly Gross Margin	-9,108,018	-4,678,653	-875,001	-659,131
Ly Gross Margin %	-808.5 %	-805.0 %	-823.0 %	-763.4 %
TD Tgt GM Var Ly R%	-104.9 %	-106.3 %	-106.0 %	-106.8 %
.				
TD Tgt Cum Turn R	6.29	0.00		
Ly Cum Turn R	0.09	0.09	0.07	0.08
TD Tgt Cum Avg Inv R	221,985	0		
Ly Cum Avg Inv R	13,480,383	7,123,191	1,714,603	2,711,290
.				
TD Tgt Publish Date	1/24/2009	1/24/2009		
TD Tgt Publish Info				

The Target Overview view contains the top down target (TD Tgt) measures as well as last year (Ly) measures.

Use this view to compare the TD Tgt measures to the corresponding Ly measures. By understanding how the top down targets compare to last year's metrics, you can better understand what your plan needs to achieve.

> **Note:** All measures in the Target Overview view are read-only. The measures that you edit are in other views.

The following table lists the measures available on this view:

Table 4–2 Target Overview View Measures

Measure	Description
TD Tgt Sales R	The top down target for sales.
Ly Sales R	Last year's sales.
TD Tgt Sales var Ly R%	The top down target for variance between target sales value and last year's sales value, expressed as a percentage of the last year value.
TD Tgt Markdown R	The top down target value for markdowns.
TD Tgt Markdown R%	The top down target for markdown expressed as a percentage of total sales retail.
Ly Markdown R	Last year's value for markdowns.
Ly Markdown R%	Last year's markdown expressed as a percentage of total sales retail.
TD Tgt Mkd down Var Ly R%	The top down target for variance between target markdowns and the last year markdowns, expressed as a percentage of the last year value.
TD Tgt CMU%	The top down target for cumulative markup rate.
Ly CMU %	Last year's cumulative markup rate.
TD Tgt Gross Margin	The top down target for gross margin.
TD Tgt Gross Margin %	The top down target for gross margin expressed as a percentage of total sales retail.
Ly Gross Margin	Last year's gross margin.
Ly Gross Margin %	Last year's gross margin as a percentage of total sales retail.
TD Tgt GM Var Ly R%	The top down's target gross margin expressed as a percentage of last year's gross margin.
TD Tgt Cum Turn R	The top down cumulative inventory turns (retail) target. It is cumulated from the start week of the task.
Ly Cum Turn R	Last year's cumulative inventory turns (retail). It is cumulated from the same week last year, corresponding to the first week in the task.
TD Tgt Cum Avg Inv R	The top down average cumulative inventory turns (retail) target. It is cumulated from the start week of the task.
Ly Cum Avg Inv R	Last year's average cumulative inventory turns (retail). It is cumulated from the start week of the task.
TD Tgt Publish Date	The date that the top down target was published.
TD Tgt Publish Info	Additional information about the top down targets. This information was entered by the top down user who published the targets.

Retrieving Updated Strategic Targets

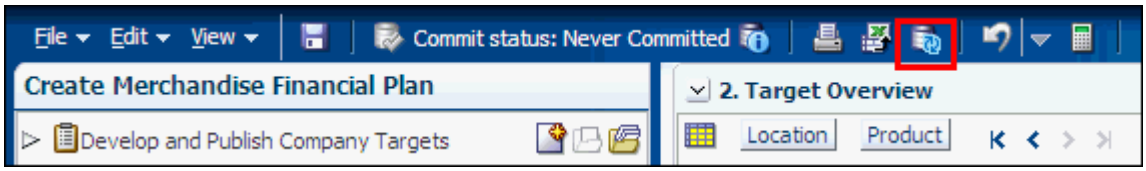
If the top down user updates the strategic targets after you have created your department plans, retrieve those new targets in one of two ways. You can build a new task which uses the updated strategic targets from the domain. Or, if you want to bring the new targets into one of your existing tasks, you can refresh the task.

Refresh the Workbook

When refreshing a workbook, you can run a refresh group that has been configured in order to retrieve data from the master database.

To refresh a workbook, click the **Refresh** icon in the toolbar. Since only one rule group exists for this workbook template, there are no options to choose from. The one refresh rule group runs and measures configured in that rule group are updated.

Figure 4–17 Refreshing a Workbook



For more information about the refresh option, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*. For information about creating refresh rule groups, see the *Oracle Retail Predictive Application Server Configuration Tools User Guide*.

After you have reviewed and compared the top down targets to the last year metrics, continue to the next step: Develop Sales and Markdown Targets.

Develop Sales and Markdown Targets

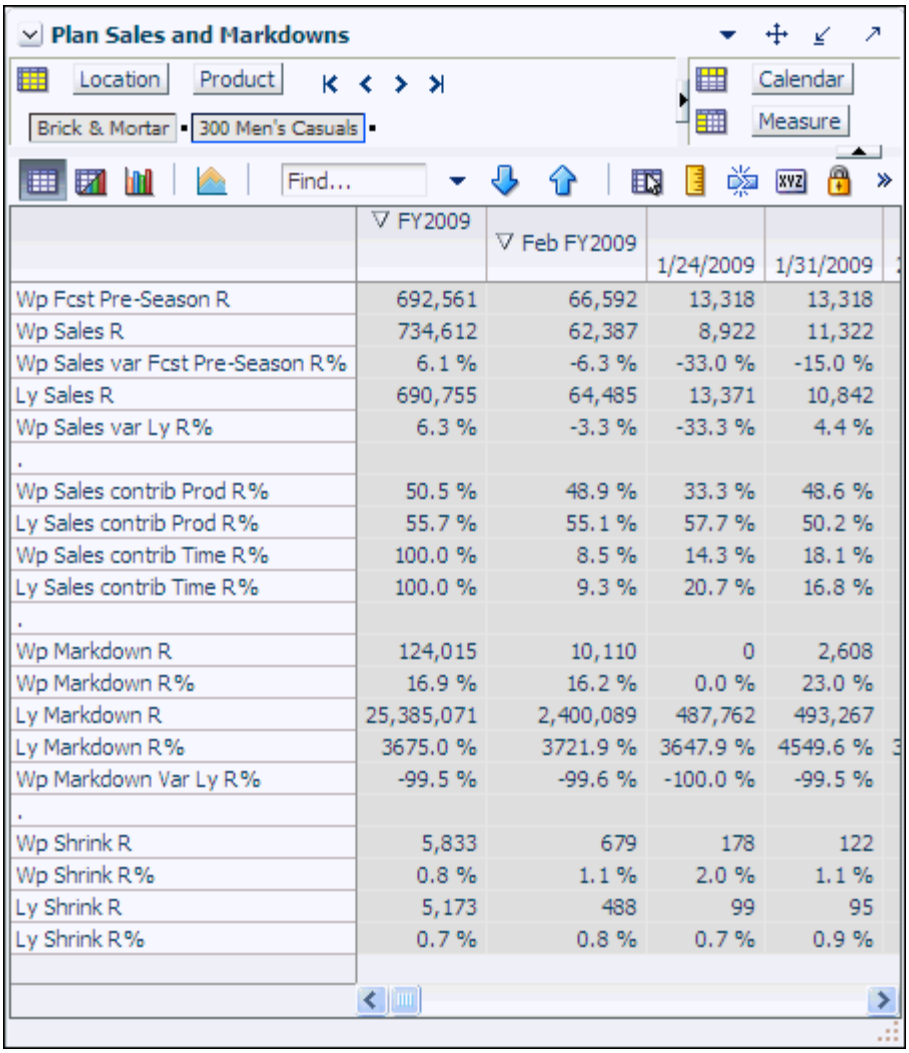
After you have seeded the groups and reviewed the top down group targets, you can develop the sales and markdown targets for the departments within those groups. The view used in the Develop Sales and Markdown Targets step is the Sales view.

The top down user plans top down targets at the month level. As the middle out user, you should use those targets to create more detailed targets at the week level. This allows you to create a weekly EOP plan that has more accurate average inventory and turn-over plans.

Use the following best practices to plan the sales and markdowns.

1. Using the default measure profile, review and compare the total sales to the forecast.
2. Change the measure profile to Sales by Type.

Figure 4–18 Plan Sales and Markdowns View, Sales by Type Measure Profile



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Fcst Pre-Season R	692,561	66,592	13,318	13,318
Wp Sales R	734,612	62,387	8,922	11,322
Wp Sales var Fcst Pre-Season R%	6.1 %	-6.3 %	-33.0 %	-15.0 %
Ly Sales R	690,755	64,485	13,371	10,842
Wp Sales var Ly R%	6.3 %	-3.3 %	-33.3 %	4.4 %
.				
Wp Sales contrib Prod R%	50.5 %	48.9 %	33.3 %	48.6 %
Ly Sales contrib Prod R%	55.7 %	55.1 %	57.7 %	50.2 %
Wp Sales contrib Time R%	100.0 %	8.5 %	14.3 %	18.1 %
Ly Sales contrib Time R%	100.0 %	9.3 %	20.7 %	16.8 %
.				
Wp Markdown R	124,015	10,110	0	2,608
Wp Markdown R%	16.9 %	16.2 %	0.0 %	23.0 %
Ly Markdown R	25,385,071	2,400,089	487,762	493,267
Ly Markdown R%	3675.0 %	3721.9 %	3647.9 %	4549.6 %
Wp Markdown Var Ly R%	-99.5 %	-99.6 %	-100.0 %	-99.5 %
.				
Wp Shrink R	5,833	679	178	122
Wp Shrink R%	0.8 %	1.1 %	2.0 %	1.1 %
Ly Shrink R	5,173	488	99	95
Ly Shrink R%	0.7 %	0.8 %	0.7 %	0.9 %

3. In the Sales by Type measure profile, plan your sales by type. The sales types are regular (Reg), promotional (Promo), clearance (Clr), and regular and promotional (Reg + Promo).

   Note: Since Sales and Markdowns are both planned at the type level, the user must first complete the sales by type planning before they can plan the markdowns by type.

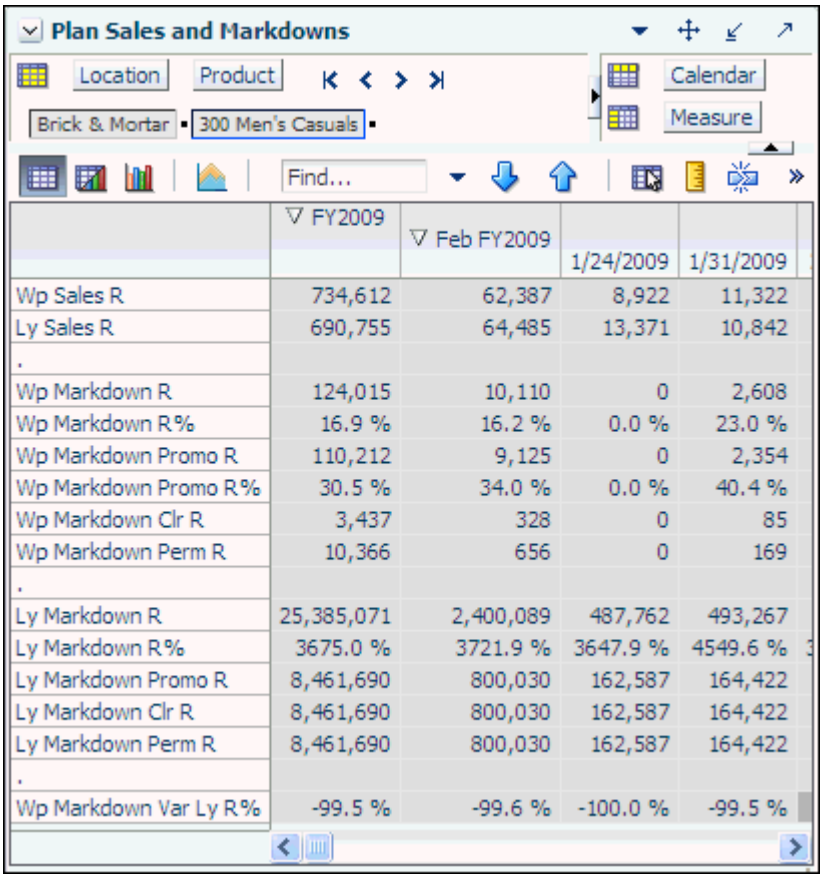
   Start by planning the regular sales. Then, using your marketing calendar as a guide, align the promotional sales to the calendar. Refer to the calendar again for the exit weeks for the products, and plan the clearance sales for those weeks.

   The planned figures for these sales types populates the Wp Sales R measure.

4. With the total Wp Sales R populated, you can adjust the total to your target while still maintaining the relationships between the different sales types.
5. Plan the shrink with either the Wp Shrink R or Wp Shrink R% measure.
6. Change the measure profile to Markdowns by Type.

7. In the Markdown by Type profile, edit the Wp Markdown Promo R% to adjust the Wp Markdown Promo Rate.

Figure 4–19 Plan Sales and Markdowns View, Markdown by Type Measure Profile



The following table lists the measures available on the default measure profile of this view:

Table 4–3 Plan Sales and Markdowns View Measures

Measure	Description
Wp Fcst Pre-Season R	The preseason forecast.
Wp Sales R	The planned sales retail value.
Wp Sales var Fcst Pre-Season R%	The planned preseason sales variance forecast.
Ly Sales R	Last year's sales retail value.
Wp Sales var Ly R%	The planned sales retail variance to last year as a percentage.
Ly Sales contrib Prod R%	Last year's sales contribution, expressed as a percentage of sales of all products in the task for this period.
Ly Sales contrib Time R%	Last year's sales contribution, expressed as a percentage of sales to one product's total across the task for this period.
Wp Markdown R	The planned markdown value.
Wp Markdown R%	The planned markdown value as a percentage of total sales retail.
Ly Markdown R	Last year's markdown value.

Table 4–3 (Cont.) Plan Sales and Markdowns View Measures

Measure	Description
Ly Markdown R%	Last year's markdown value as a percentage of total sales retail.
Wp Markdown Var Ly R%	The planned variance between the target markdown value and last year's actual markdown, expressed as a percentage of last year.
Wp Shrink R	The planned shrink for the period.
Wp Shrink R%	The planned shrink for the period as a percentage of total sales retail.
Ly Shrink R	Last year's actual shrink. Shrink is loss due to reason such as damage or theft.
Ly Shrink R%	Last year's actual shrink as a percentage of total sales retail.

After you have created the sales and markdown plan, continue to the next step: Develop Inventory and Receipt Targets.

Develop Inventory and Receipt Targets

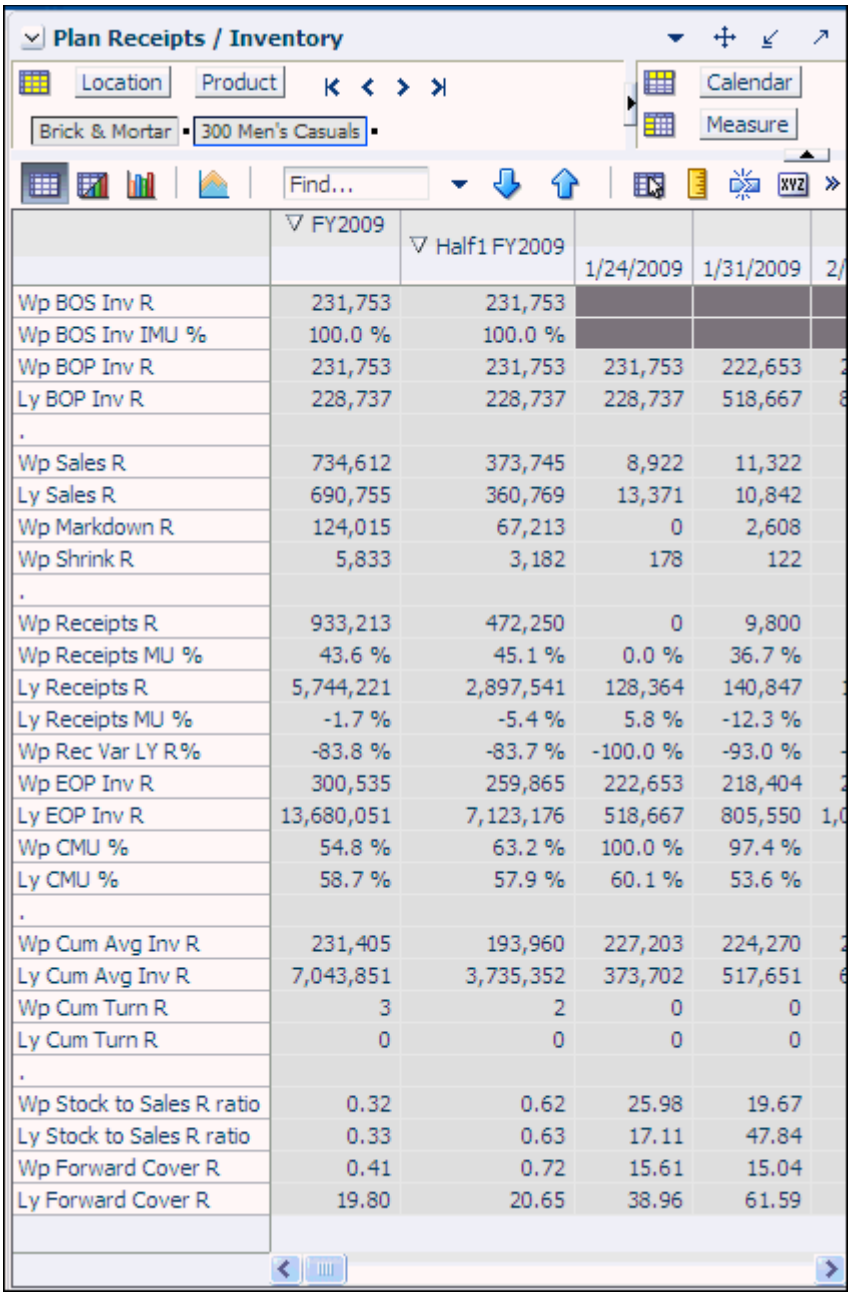
After you have developed the sales and markdowns plan, develop a receipts and inventory plan that can support the sales that you are projecting in the sales and markdown plan.

Like the Plan Sales and Markdowns view, the Plan Receipts/Inventory view contains several Ly metrics that you can reference when setting your targets. There are also additional measures you can use to adjust your inventory targets. Note that the adjustments you made to the Wp Sales R measure in the Develop Sales and Markdown Targets step are visible in this view if you have calculated.

Use the following best practices to plan the receipts and inventory.

1. Ensure that you have set the beginning of season (BOS) inventory in the Initialize Plan view in the Getting Started tab. The BOS measures must be set before planning the receipts and inventory. To set the BOS measures, see the Setting Beginning of Season Inventory.
2. Plan the receipt flow and then evaluate the average inventory and turn.
3. Review the Wp CMU % measure. Cumulative markup rate (CMU %) is a blend of the beginning of period (BOP) inventory retail and cost with the future receipt retail and receipt cost. The Wp CMU % directly affects the cost of goods sold (COGS), which then affects the gross margin.
4. Adjust the Wp Stock to Sales R measure accordingly. These adjustments affect the receipts for both the current month and prior month. However, the total plan period receipts do not increase or decrease; they only shift from month to month.

Figure 4–20 Plan Receipts/Inventory View



	FY2009	Half1 FY2009	1/24/2009	1/31/2009	2/
Wp BOS Inv R	231,753	231,753			
Wp BOS Inv IMU %	100.0 %	100.0 %			
Wp BOP Inv R	231,753	231,753	231,753	222,653	
Ly BOP Inv R	228,737	228,737	228,737	518,667	
.					
Wp Sales R	734,612	373,745	8,922	11,322	
Ly Sales R	690,755	360,769	13,371	10,842	
Wp Markdown R	124,015	67,213	0	2,608	
Wp Shrink R	5,833	3,182	178	122	
.					
Wp Receipts R	933,213	472,250	0	9,800	
Wp Receipts MU %	43.6 %	45.1 %	0.0 %	36.7 %	
Ly Receipts R	5,744,221	2,897,541	128,364	140,847	
Ly Receipts MU %	-1.7 %	-5.4 %	5.8 %	-12.3 %	
Wp Rec Var LY R%	-83.8 %	-83.7 %	-100.0 %	-93.0 %	
Wp EOP Inv R	300,535	259,865	222,653	218,404	
Ly EOP Inv R	13,680,051	7,123,176	518,667	805,550	1,(
Wp CMU %	54.8 %	63.2 %	100.0 %	97.4 %	
Ly CMU %	58.7 %	57.9 %	60.1 %	53.6 %	
.					
Wp Cum Avg Inv R	231,405	193,960	227,203	224,270	
Ly Cum Avg Inv R	7,043,851	3,735,352	373,702	517,651	
Wp Cum Turn R	3	2	0	0	
Ly Cum Turn R	0	0	0	0	
.					
Wp Stock to Sales R ratio	0.32	0.62	25.98	19.67	
Ly Stock to Sales R ratio	0.33	0.63	17.11	47.84	
Wp Forward Cover R	0.41	0.72	15.61	15.04	
Ly Forward Cover R	19.80	20.65	38.96	61.59	

The following table lists the measures available on this view:

Table 4–4 Plan Receipts / Inventory View Measures

Measure	Description
Wp BOS Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp BOS Inv IMU %	The planned markup percentage for the beginning of season inventory. (The BOS Inv IMU% must be planned to get the BOS Cost).
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.

Table 4–4 (Cont.) Plan Receipts / Inventory View Measures

Measure	Description
Ly BOP Inv R	Last year's beginning of period inventory. The period can be a week, month, or any other calendar period.
Wp Sales R	The planned sales retail value.
Ly Sales R	Last year's sales retail value.
Wp Markdown R	The planned markdown value.
Wp Shrink R	The planned shrink for the period.
Wp Receipts R	The planned receipt value.
Wp Receipts MU%	The planned receipts markup, expressed as a percentage of retail value.
Ly Receipts R	Last year's receipts.
Ly Receipts MU %	The actual receipt markup percentage for last year.
Wp Rec Var Ly R%	The variance between the planned receipts and last year's actual receipts, expressed as a percentage of last year.
Wp EOP Inv R	The planned end of period inventory. The period can be a week, month, or any other calendar period.
Ly EOP Inv R	Last year's end of period inventory. This can be at week, month, or any other calendar period.
Wp CMU %	The planned cumulative markup percent, cumulated from the start week of the task.
Ly CMU %	Last year's cumulative markup percent, cumulated for the same period last year, corresponding to the start week of this task until the current week.
Wp Cum Avg Inv R	The planned average cumulative inventory turns (retail). It is cumulated from the start week of the task.
Ly Cum Avg Inv R	Last year's cumulative average inventory value (retail), corresponding to the start week of the task until the current week.
Wp Cum Turn R	The planned cumulative inventory turns (retail). It is cumulated from the start week of the task.
Ly Cum Turn R	Last year's cumulative inventory turns (retail). It is cumulated from the same week last year, corresponding to the first week in the task.
Wp Stock to Sales R Ratio	The planned ratio of the BOP inventory to the sales for the same period.
Ly Stock to Sales R Ratio	Last year's ratio of the BOP inventory to the sales for the same period.
Wp Forward Cover R	The planned number of weeks of forward cover for the period. Using the retail values sales of future weeks, this measure indicates how many weeks of sales can be fulfilled with the ending inventory of the period.
Ly Forward Cover R	Last year's forward cover for the period.

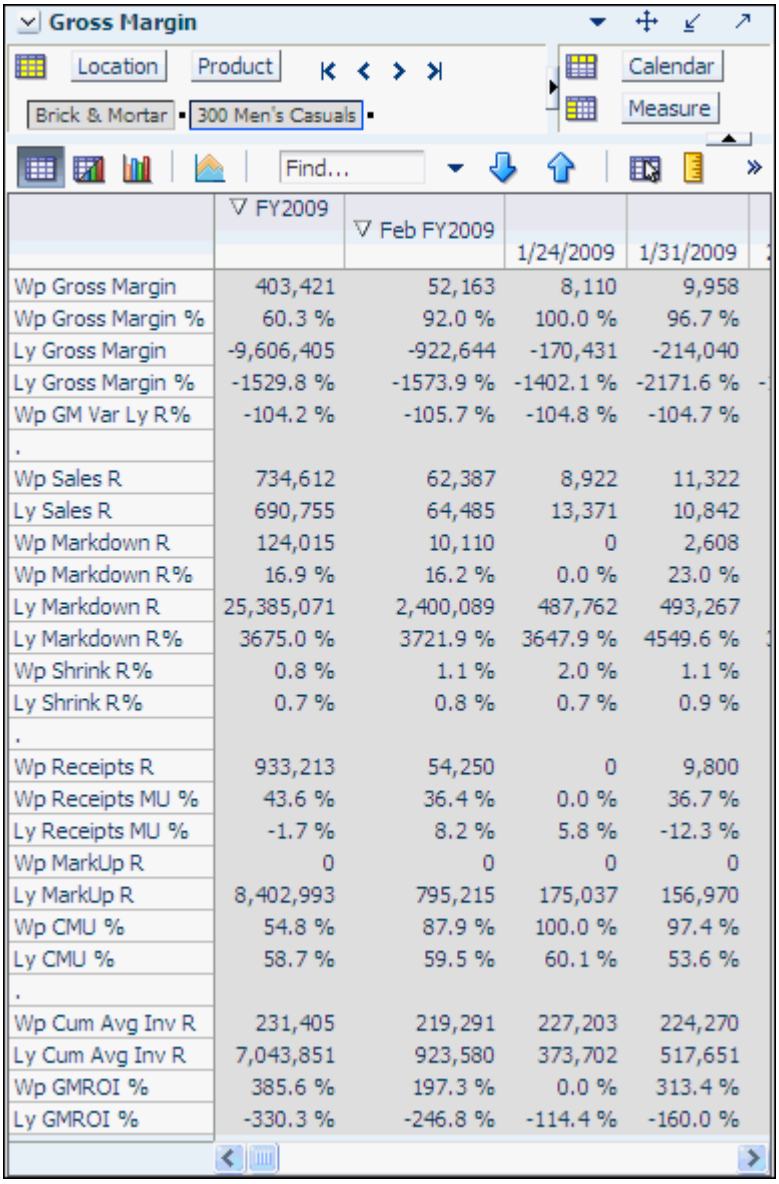
After you have created an achievable receipts and inventory plan, continue to the Review and Adjust Gross Margin Targets step to see if your sales and inventory plans achieve your gross margin goal.

Review and Adjust Gross Margin Targets

The Review and Adjust Gross Margin Targets step has one view: Gross Margin. Use the Gross Margin view to evaluate the gross margin created from your sales and markdown plan and receipts and inventory plan.

Determine whether the planned gross margin meets your gross margin goal. If it does not, return to the Develop Sales and Markdown Targets and Develop Inventory and Receipt Targets steps to adjust your receipt markups and receipt flow. When you return to the Develop Sales and Markdown Targets step, adjust the markdown plans, but do not change the sales. Continue this process until you are satisfied with the gross margin.

Figure 4–21 Gross Margin View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Gross Margin	403,421	52,163	8,110	9,958
Wp Gross Margin %	60.3 %	92.0 %	100.0 %	96.7 %
Ly Gross Margin	-9,606,405	-922,644	-170,431	-214,040
Ly Gross Margin %	-1529.8 %	-1573.9 %	-1402.1 %	-2171.6 %
Wp GM Var Ly R%	-104.2 %	-105.7 %	-104.8 %	-104.7 %
.				
Wp Sales R	734,612	62,387	8,922	11,322
Ly Sales R	690,755	64,485	13,371	10,842
Wp Markdown R	124,015	10,110	0	2,608
Wp Markdown R%	16.9 %	16.2 %	0.0 %	23.0 %
Ly Markdown R	25,385,071	2,400,089	487,762	493,267
Ly Markdown R%	3675.0 %	3721.9 %	3647.9 %	4549.6 %
Wp Shrink R%	0.8 %	1.1 %	2.0 %	1.1 %
Ly Shrink R%	0.7 %	0.8 %	0.7 %	0.9 %
.				
Wp Receipts R	933,213	54,250	0	9,800
Wp Receipts MU %	43.6 %	36.4 %	0.0 %	36.7 %
Ly Receipts MU %	-1.7 %	8.2 %	5.8 %	-12.3 %
Wp MarkUp R	0	0	0	0
Ly MarkUp R	8,402,993	795,215	175,037	156,970
Wp CMU %	54.8 %	87.9 %	100.0 %	97.4 %
Ly CMU %	58.7 %	59.5 %	60.1 %	53.6 %
.				
Wp Cum Avg Inv R	231,405	219,291	227,203	224,270
Ly Cum Avg Inv R	7,043,851	923,580	373,702	517,651
Wp GMROI %	385.6 %	197.3 %	0.0 %	313.4 %
Ly GMROI %	-330.3 %	-246.8 %	-114.4 %	-160.0 %

The following table lists the measures available on this view:

Table 4–5 Gross Margin View Measures

Measure	Description
Wp Gross Margin	The planned gross margin.
Wp Gross Margin %	The planned gross margin expressed as a percentage of total sales retail.
Ly Gross Margin	Last year's gross margin.
Ly Gross Margin %	Last year's gross margin expressed as a percentage of last year's total sales retail.
Wp GM Var Ly R%	The planned gross margin expressed as a percentage of last year's gross margin.
Wp Sales R	The planned sales retail value.
Ly Sales R	Last year's sales retail value.
Wp Markdown R	The planned markdown value.
Wp Markdown R%	The planned markdown value expressed as a percentage of total sales retail.
Ly Markdown R	Last year's actual markdown value.
Ly Markdown R%	Last year's markdown expressed as a percentage of total sales retail.
Wp Shrink R %	The planned shrink for the period, expressed as a percentage of total sales retail.
Ly Shrink R%	Last year's actual shrink, expressed as a percentage of total sales retail.
Wp Receipts R	The planned receipts.
Wp Receipts MU %	The planned markup rate for receipts, expressed as a percentage of markup to net sales.
Ly Receipts MU %	The actual receipt markup percentage for last year.
Wp MarkUp R	The planned markup value for receipts, expressed as a difference of net sales and cost.
Ly MarkUp R	Last year's markup value for receipts, expressed as a difference of net sales and cost.
Wp CMU %	The planned cumulative markup percent. It corresponds to the start week of the task until the current week.
Ly CMU %	The cumulative markup percent from last year. It is cumulated for the same period last year.
Wp Cum Avg Inv R	The planned average cumulative inventory turns (retail). It is cumulated from the start week of the task.
Ly Cum Avg Inv R	Last year's average cumulative inventory turns (retail).
Wp GMROI %	The planned gross margin return on inventory.
Ly GMROI %	Last year's gross margin return on inventory.

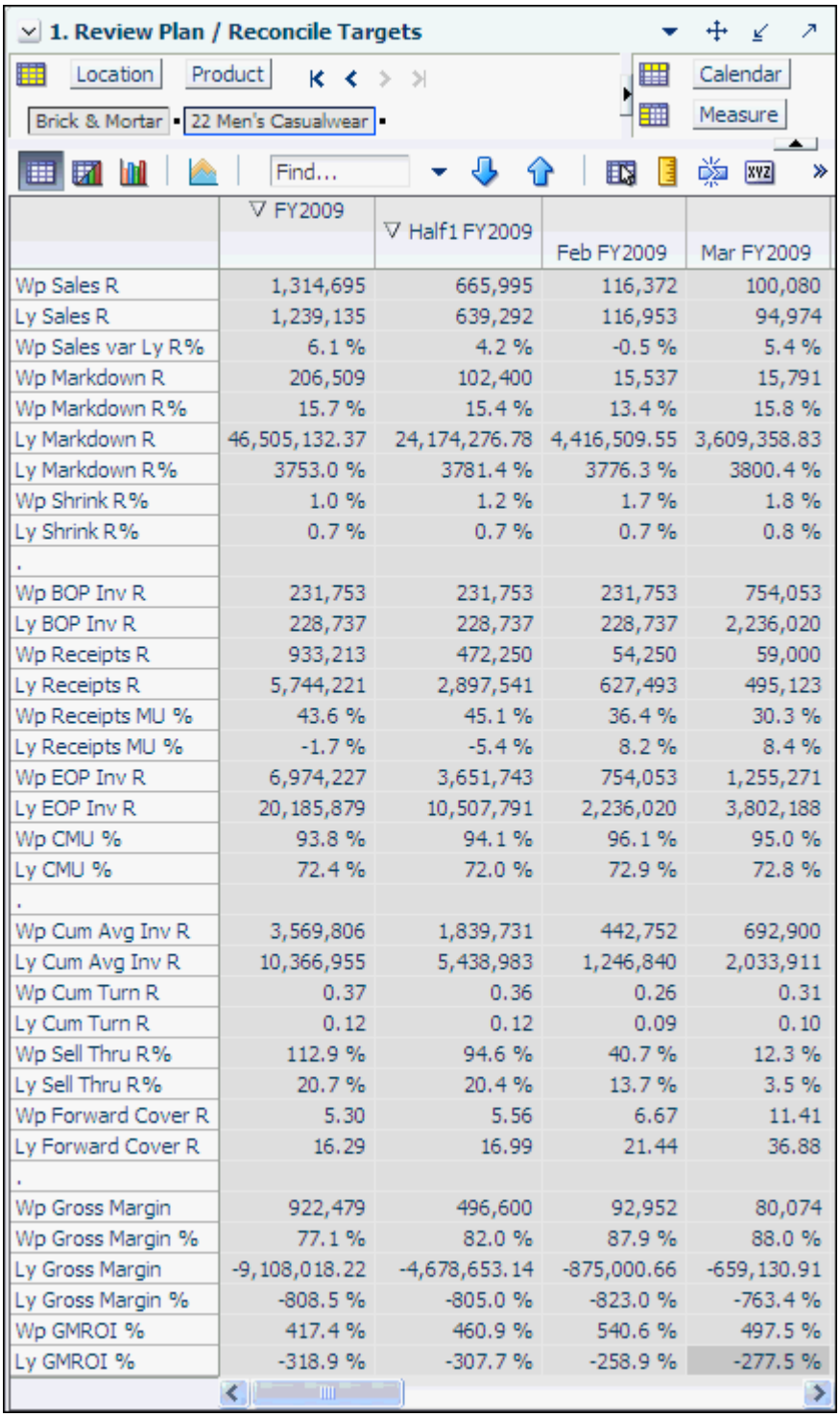
Now that you have developed your inventory and gross margin targets, continue to the Review Department Targets step.

Review Department Targets

At this step, review the targets created from previous steps. If you need to alter the targets shown in this view, return to the step where you created them and edit them

there. If you are satisfied with the plan you have created, continue to the Reconcile to Strategic Targets step.

Figure 4–22 Review Plan/ Reconcile Targets View



	FY2009	Half1 FY2009	Feb FY2009	Mar FY2009
Wp Sales R	1,314,695	665,995	116,372	100,080
Ly Sales R	1,239,135	639,292	116,953	94,974
Wp Sales var Ly R%	6.1 %	4.2 %	-0.5 %	5.4 %
Wp Markdown R	206,509	102,400	15,537	15,791
Wp Markdown R%	15.7 %	15.4 %	13.4 %	15.8 %
Ly Markdown R	46,505,132.37	24,174,276.78	4,416,509.55	3,609,358.83
Ly Markdown R%	3753.0 %	3781.4 %	3776.3 %	3800.4 %
Wp Shrink R%	1.0 %	1.2 %	1.7 %	1.8 %
Ly Shrink R%	0.7 %	0.7 %	0.7 %	0.8 %
.				
Wp BOP Inv R	231,753	231,753	231,753	754,053
Ly BOP Inv R	228,737	228,737	228,737	2,236,020
Wp Receipts R	933,213	472,250	54,250	59,000
Ly Receipts R	5,744,221	2,897,541	627,493	495,123
Wp Receipts MU %	43.6 %	45.1 %	36.4 %	30.3 %
Ly Receipts MU %	-1.7 %	-5.4 %	8.2 %	8.4 %
Wp EOP Inv R	6,974,227	3,651,743	754,053	1,255,271
Ly EOP Inv R	20,185,879	10,507,791	2,236,020	3,802,188
Wp CMU %	93.8 %	94.1 %	96.1 %	95.0 %
Ly CMU %	72.4 %	72.0 %	72.9 %	72.8 %
.				
Wp Cum Avg Inv R	3,569,806	1,839,731	442,752	692,900
Ly Cum Avg Inv R	10,366,955	5,438,983	1,246,840	2,033,911
Wp Cum Turn R	0.37	0.36	0.26	0.31
Ly Cum Turn R	0.12	0.12	0.09	0.10
Wp Sell Thru R%	112.9 %	94.6 %	40.7 %	12.3 %
Ly Sell Thru R%	20.7 %	20.4 %	13.7 %	3.5 %
Wp Forward Cover R	5.30	5.56	6.67	11.41
Ly Forward Cover R	16.29	16.99	21.44	36.88
.				
Wp Gross Margin	922,479	496,600	92,952	80,074
Wp Gross Margin %	77.1 %	82.0 %	87.9 %	88.0 %
Ly Gross Margin	-9,108,018.22	-4,678,653.14	-875,000.66	-659,130.91
Ly Gross Margin %	-808.5 %	-805.0 %	-823.0 %	-763.4 %
Wp GMROI %	417.4 %	460.9 %	540.6 %	497.5 %
Ly GMROI %	-318.9 %	-307.7 %	-258.9 %	-277.5 %

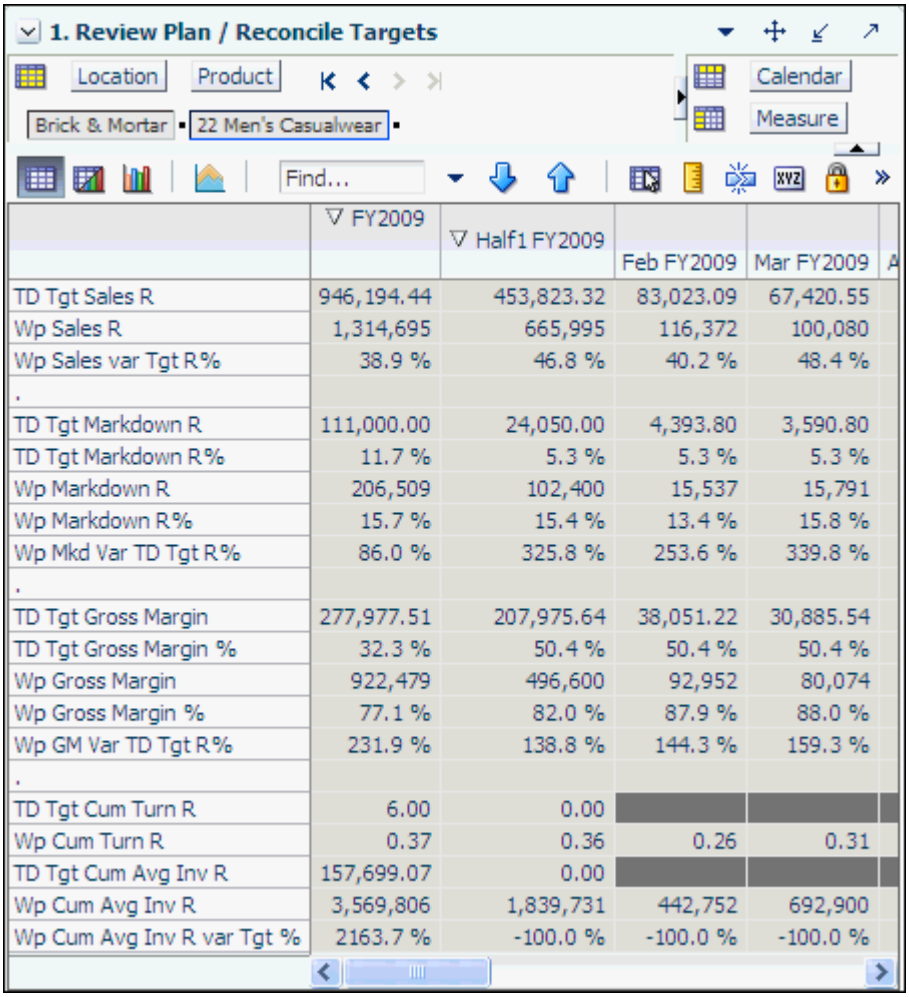
Reconcile to Strategic Targets

After you have created a plan, compare your targets to the top down targets to see if you meet the goals created by the top down user.

Use the Reconcile to TD Targets measure profile to reconcile your plan to the top down targets. When using this profile, set the calendar hierarchy to month and product to group. This measure profile includes your working plan (Wp) measures that as well as the top down target (TD Tgt) measures.

If you need to alter your targets shown in this view, return to the step where you created them and edit them there.

Figure 4–23 Reconcile to Strategic Targets - Reconcile Targets



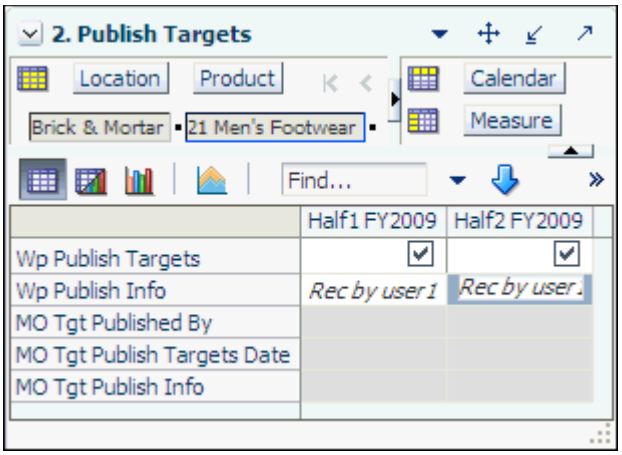
	FY2009	Half1 FY2009	Feb FY2009	Mar FY2009
TD Tgt Sales R	946,194.44	453,823.32	83,023.09	67,420.55
Wp Sales R	1,314,695	665,995	116,372	100,080
Wp Sales var Tgt R%	38.9 %	46.8 %	40.2 %	48.4 %
.				
TD Tgt Markdown R	111,000.00	24,050.00	4,393.80	3,590.80
TD Tgt Markdown R%	11.7 %	5.3 %	5.3 %	5.3 %
Wp Markdown R	206,509	102,400	15,537	15,791
Wp Markdown R%	15.7 %	15.4 %	13.4 %	15.8 %
Wp Mkd Var TD Tgt R%	86.0 %	325.8 %	253.6 %	339.8 %
.				
TD Tgt Gross Margin	277,977.51	207,975.64	38,051.22	30,885.54
TD Tgt Gross Margin %	32.3 %	50.4 %	50.4 %	50.4 %
Wp Gross Margin	922,479	496,600	92,952	80,074
Wp Gross Margin %	77.1 %	82.0 %	87.9 %	88.0 %
Wp GM Var TD Tgt R%	231.9 %	138.8 %	144.3 %	159.3 %
.				
TD Tgt Cum Turn R	6.00	0.00		
Wp Cum Turn R	0.37	0.36	0.26	0.31
TD Tgt Cum Avg Inv R	157,699.07	0.00		
Wp Cum Avg Inv R	3,569,806	1,839,731	442,752	692,900
Wp Cum Avg Inv R var Tgt %	2163.7 %	-100.0 %	-100.0 %	-100.0 %

After you are satisfied that the plan you created sufficiently meets the top down targets, proceed to the final middle out role step: Publish Department Targets.

Publish Department Targets

Use the Publish Department Targets step when you are ready to publish the targets you created. Publishing targets copies the target information to the middle out target (MO Tgt) measures in your task, and then copies them to the database. After you have published the targets, the targets are passed down to the bottom up user.

Figure 4–24 Publish Department Targets



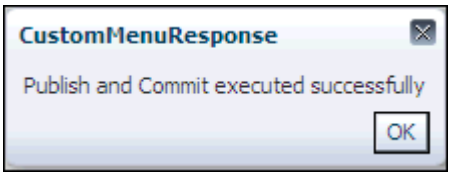
Publish Targets

Publishing a target copies your middle out Wp measure information to the MO Tgt measures in your task, and then it commits those target measures to the database so that bottom up users can retrieve them.

To publish the targets, perform the following steps.

1. Select the halves in the Wp Publish Targets measure that you want to publish.
2. If needed, enter relevant information in the Wp Publish Info measure. This is optional.
3. Repeat steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the top, right corner.
5. A success message is displayed. Click **OK** to close it.

Figure 4–25 Success Message - Publish Targets



The view refreshes and clears the Wp Publish Targets and Wp Publish Info measures. The MO Tgt measures in this view are populated. These measures are described in the following table.

Figure 4–26 Successfully Published Targets

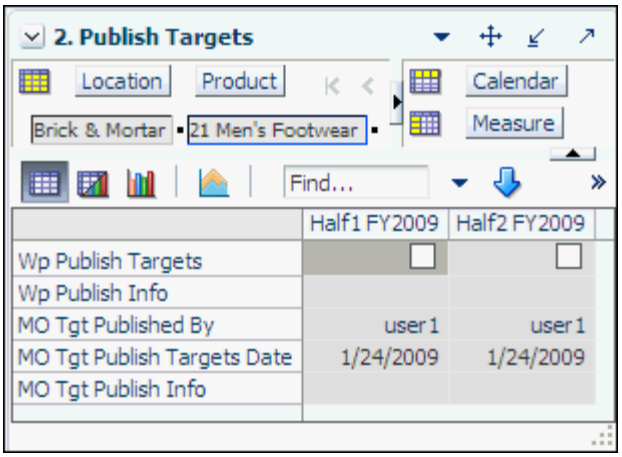


Table 4–6 Publish Targets - Publish Target View Measures

Measure	Description
Wp Publish Targets	Working Plan Publish Targets. Use this measure to select the targets you want to publish.
Wp Publish Info	Working Plan Publish Information. Use this measure to enter relevant target information. This measure is optional.
MO Tgt Published By	Middle Out Target Published By. After a target is published, this measure displays the username of the person who published the targets.
MO Tgt Publish Date	Middle Out Target Publish Date. After a target is published, this measure displays the date that the target was published.
MO Tgt Publish Info	Middle Out Target Publish Info. After a target is published, this measure displays the information that was entered in the Wp Publish Info measure.

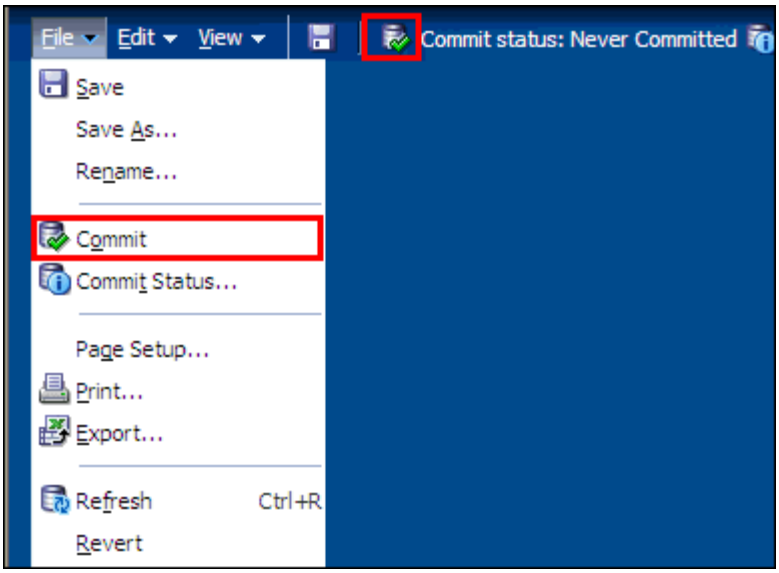
Commit Wp Measures

If you want to commit your working plan (Wp) measures to the database, you need to perform a separate commit in addition to publishing your targets. For more information about committing, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

To commit your Wp measures, perform the following step:

- In the task that you have published the targets, click **Commit** in the toolbar. Or, from the File menu, select the **Commit** option.

Figure 4–27 Commit a Workbook



Next Steps

After you have published your targets and committed your task, the bottom up user can use your department targets to create their class and subclass plans. To learn about the bottom up user's role, see the Preseason: Bottom Up Role Task chapter.

If you need to revise your targets at any time during the preseason, you can follow the same procedures described in this chapter. Since you have already created a working plan, there is no need to seed the task again unless you want to start again with Ly (Last Year) data.

5

Preseason: Bottom Up Role Task

The bottom up role is usually associated with the merchandise planner in the merchandise planning organization. During the preseason, the bottom up user receives department targets from the middle out user. The bottom up user references those targets when creating the department, class, and subclass targets.

When bottom up users open MFP in the RPAS Fusion Client, they are presented with the preseason activity called Create Merchandise Financial Plan. The third and fourth tasks in the list, Develop Department Plans and Original Plan Submit, belong solely to bottom up users. The Develop Department Plans has seven steps:

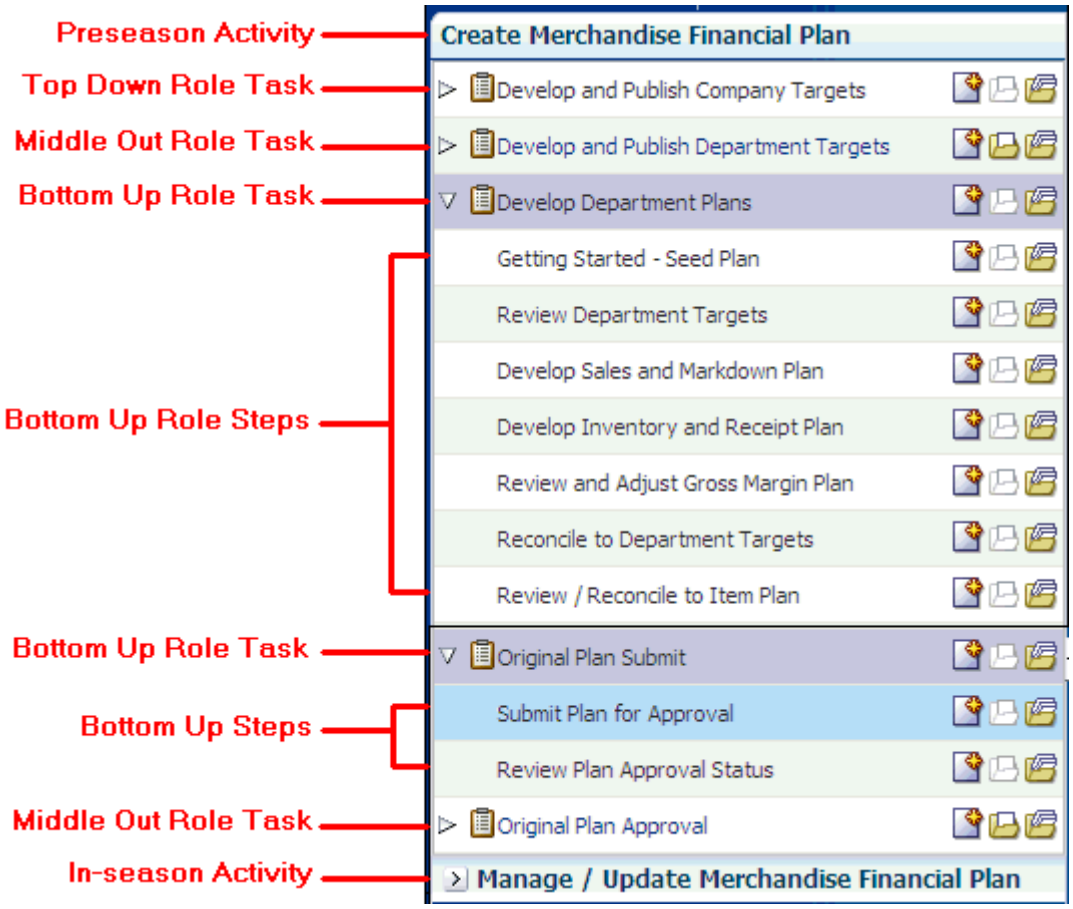
- Getting Started - Seed Plan
- Review Department Targets
- Develop Sales and Markdown Plan
- Develop Inventory and Receipt Plan
- Review and Adjust Gross Margin Plan
- Reconcile to Department Targets
- Review/Reconcile to Item Plan

After bottom up users develop the department plan, they submit their plan to the middle out user for approval using the Original Plan Submit task. This task has two steps:

- Submit Plan for Approval
- Review Plan Approval Status

These tasks and steps are shown in Figure 5–1.

Figure 5–1 Bottom Up Role View: Preseason Tasks and Steps



Note: The bottom up user can see the tasks of the top down and middle out roles, but the bottom up user cannot open or create workbooks within those tasks. This is denoted by the grayed out icons on the right of the taskflow.

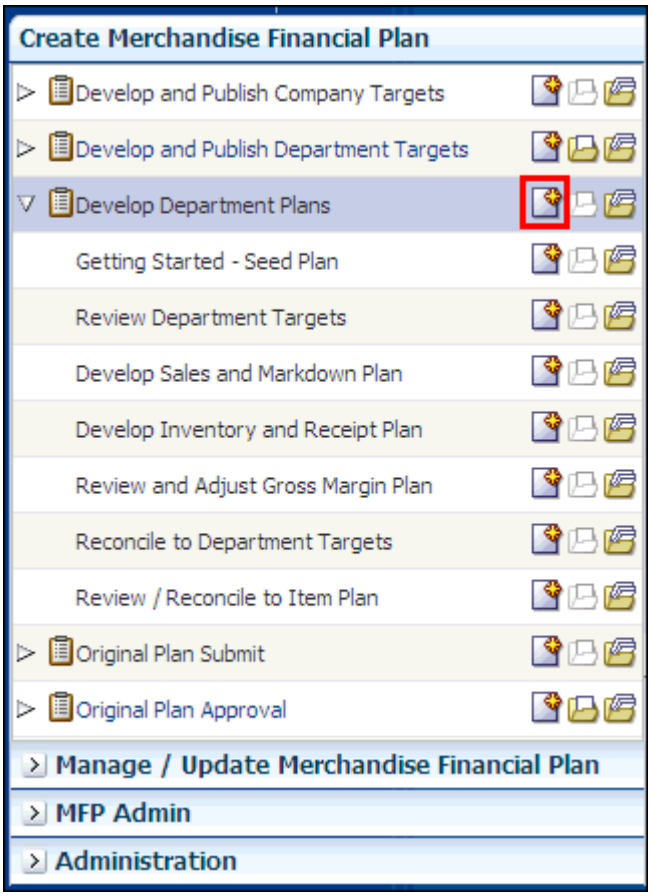
The bottom up user must complete these seven steps on the Develop Department Plans task in order to create the department plans and submit them for approval to the middle out user. To do this, the bottom up user must first build the workbook.

Building the Workbook

To build the bottom up role workbook, perform the following steps.

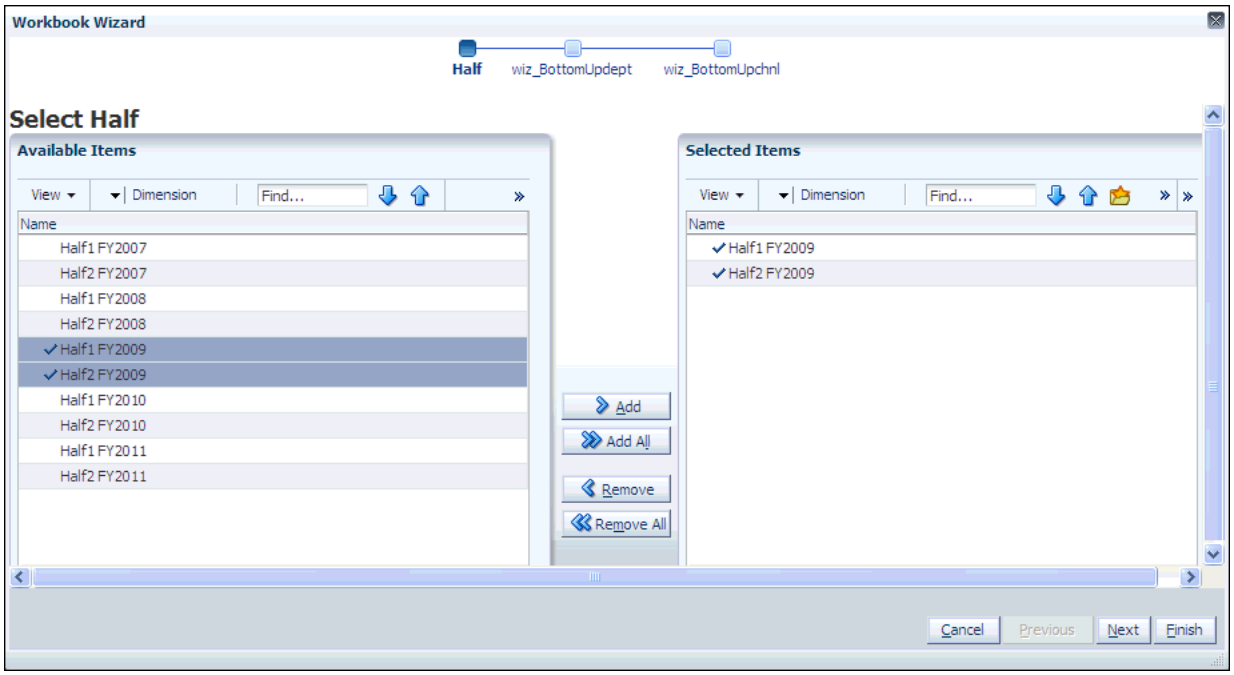
1. Click the **Create New Workbook** icon in the Develop Department Plans task.

Figure 5–2 Create New Workbook Icon



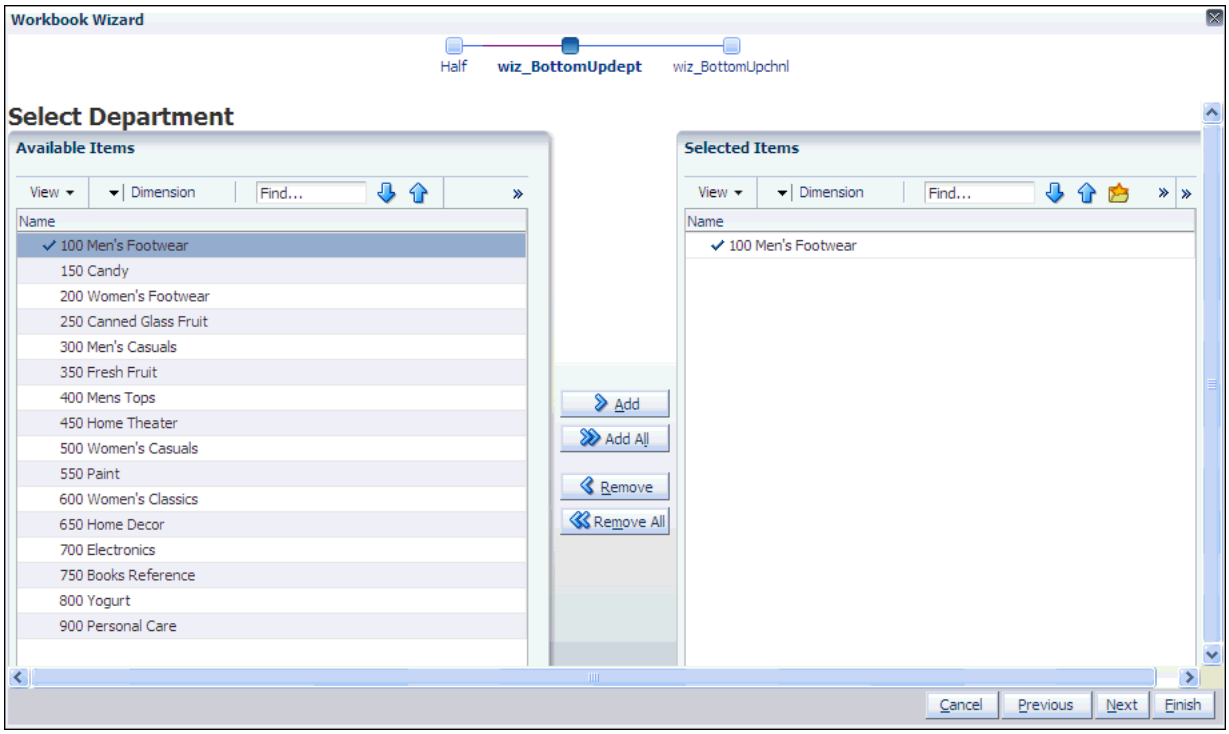
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 5–3 Workbook Wizard: Calendar Selection



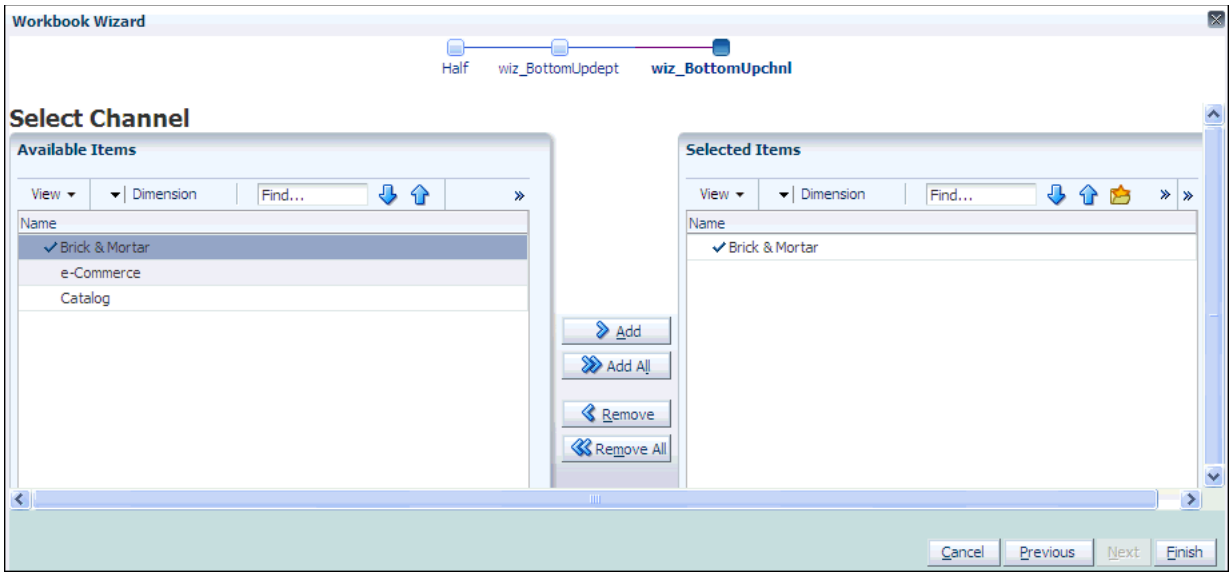
3. The Product Selection step of the workbook wizard is displayed. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 5–4 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 5–5 Workbook Wizard: Location Selection

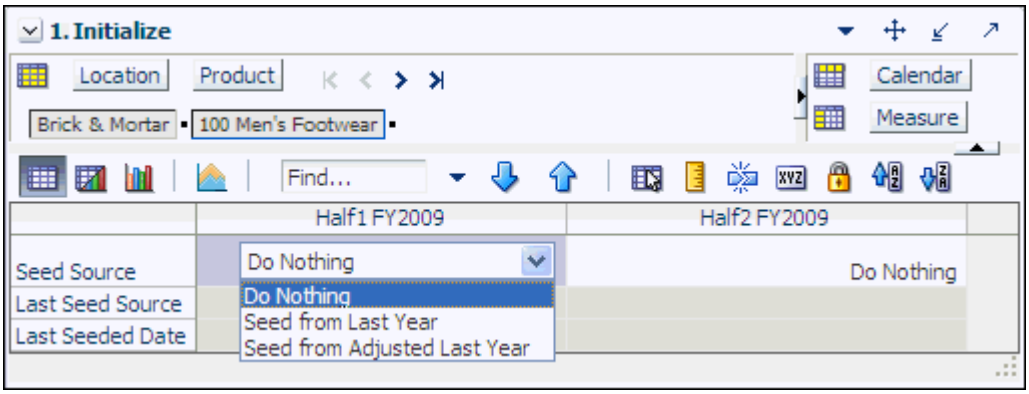


The Bottom Up Role workbook is built, and the Initialize view opens.

Getting Started - Seed Plan

The first step that bottom up users perform after they build the workbook is to seed the plan with the Initialize Plan view.

Figure 5–6 Bottom Up: Initialize Plan View



The following table lists the measures available on this view.

Table 5–1 Initialize Plan View Measures

Measure	Description
Seed Source	The seed source used to seed the working plan. Use this option to seed or not seed the working plan. You can seed with Last Year's (Ly) or Adjusted Last Year's data. Or, you can choose the Do Nothing option if you do not want to seed the working plan.

Table 5–1 (Cont.) Initialize Plan View Measures

Measure	Description
Last Seed Source	The last type of seed that was performed in this task. One of three options is shown: ▪ Seed from Last Year ▪ Seed from Adjusted Last Year ▪ Do Nothing
Last Seeded Date	The last time the working plan was seeded.

With this view, you can choose to seed your plan with Last Year (Ly) or Adjusted Last Year (Adj Ly) data to create a demand curve on which to spread the new plan's initial targets. Or, you can instead choose to not seed the plan, which allows you to create a plan that is not influenced by last year's performance.

In the preceding example, both the Half1 FY2009 and Half2 FY2009 halves have been selected to be seeded with Ly data.

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one half or all halves in the task, as shown in Figure 5–6. You can also choose what locations and products to seed.

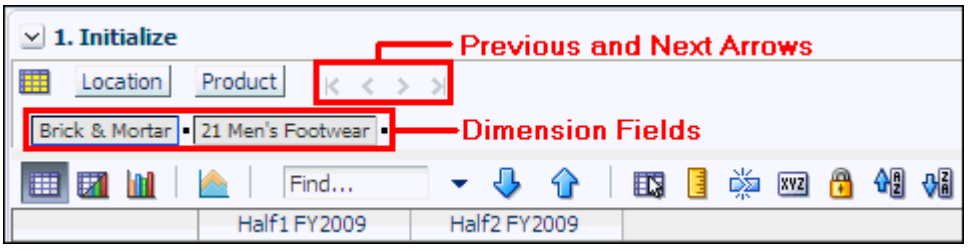
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

As shown in Figure 5–6, only the Brick & Mortar channel and the 100 Men's Footwear department have been selected to be seeded with Ly data. This means that the other Product departments have not been selected to be seeded yet. To seed the next department in the Product dimension within the Brick & Mortar channel, perform the following steps:

1. Click within the dimension field that you want to change, as shown in Figure 5–7.
2. Click the **Next** or **Previous** arrow, as shown in Figure 5–7.

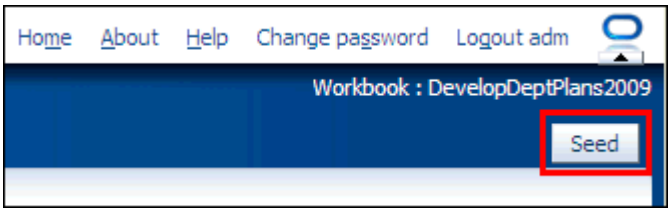
Figure 5–7 Changing a Dimension Level with Page Arrows



3. The page refreshes and the next department in the Product dimension is displayed in the page edge. Note that the Seed Source measure is no longer populated.
4. Select the half that you want to seed with Ly or Adj Ly data.
5. Click the **Next** arrow to view and seed the next department.

6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 5–8 Seed Button



7. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 5–9 Seeding Success Message

After you have seeded, the view refreshes and the Last Seed Source and Last Seed Date measures contain the source and date of the last seed.

Seeding Several Levels at Once

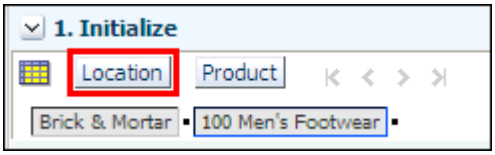
If you want to seed several locations and several products at, you may want to change the level of the dimensions shown in the page edge.

The default setting of the Initialize view is set to show the Calendar dimension at the half level, the Location dimension at the channel level, and the Product dimension at the department level.

To change the dimension level shown in the page edge or grid, perform the following steps:

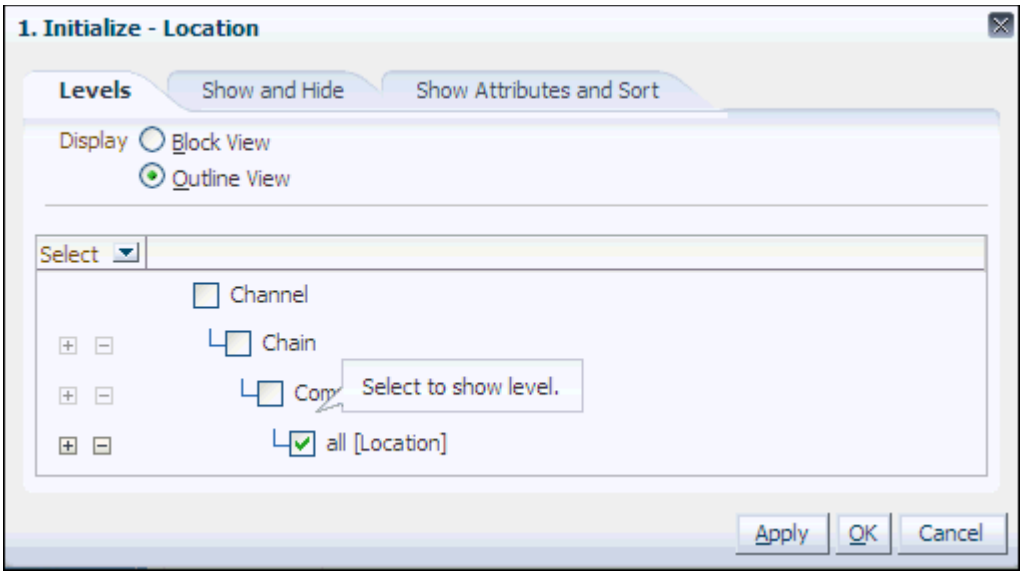
1. Click the dimension tile of the dimension level you would like to change.

Figure 5–10 Location Dimension Tile



2. The dimension window is displayed. Select the level of the dimension that you want to appear in the page edge. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In Figure 5–11, **Channel** was deselected and **all [Location]** was selected instead.

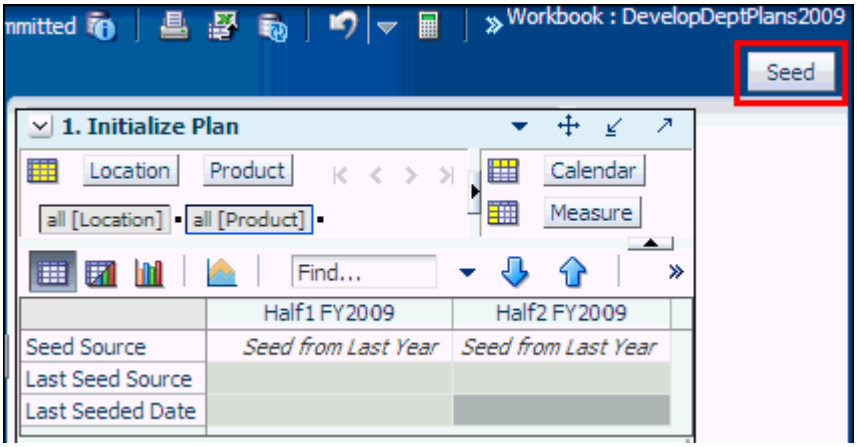
Figure 5–11 Location Dimension Window



3. Click **OK** when finished.
4. Repeat steps 1 through 3 for other dimensions if desired.
5. After the dimensions are at the level you want, select the halves that you want to seed.

   In Figure 5–12, both the Location and Product dimensions are at **All**, and the halves Half1 FY2009 and Half2 FY2009 have been selected.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner, as shown in Figure 5–12.

Figure 5–12 Seeding Several Levels at Once



7. The view refreshes and the Last Seeded Source and Last Seed Date measures contain the source and date of the last seed. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 5–13 Seeding Success Message

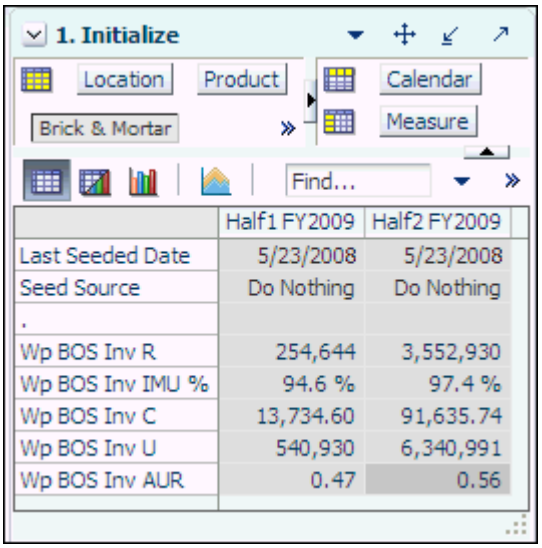
Setting Beginning of Season Inventory

After you have seeded, set the Beginning of Season (BOS) inventory. By entering the BOS inventory that you project for the season, you can set the BOS markup for that inventory, which allows the BOS cost to be calculated.

To set the BOS, perform the following steps:

1. In the Initialize Plan view, change the measure profile to **Seed and Set BOS Inventory**.
2. The view is refreshed and the Seed and Set BOS Inventory measures are visible.

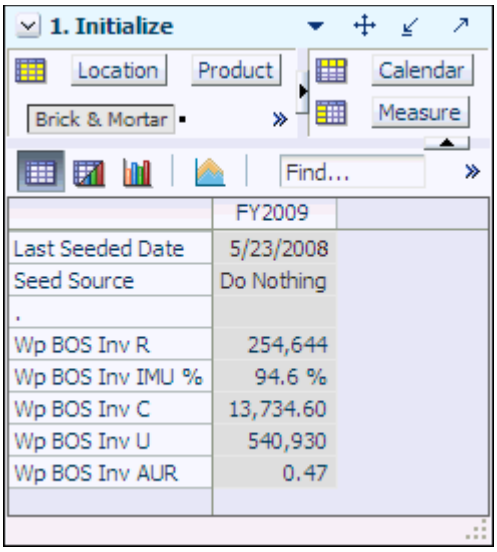
Figure 5–14 Initialize Plan View with Seed and Set BOS Inventory Measure Profile, Half



	Half1 FY2009	Half2 FY2009
Last Seeded Date	5/23/2008	5/23/2008
Seed Source	Do Nothing	Do Nothing
.		
Wp BOS Inv R	254,644	3,552,930
Wp BOS Inv IMU %	94.6 %	97.4 %
Wp BOS Inv C	13,734.60	91,635.74
Wp BOS Inv U	540,930	6,340,991
Wp BOS Inv AUR	0.47	0.56

3. Change the calendar level to year.
4. Enter data in the BOS Inv R, BOS Inv IMU%, and Wp BOS Inv U measures.

Figure 5–15 Initialize Plan View with Seeded and Set BOS Inventory, Year



5. Click **Calculate**.

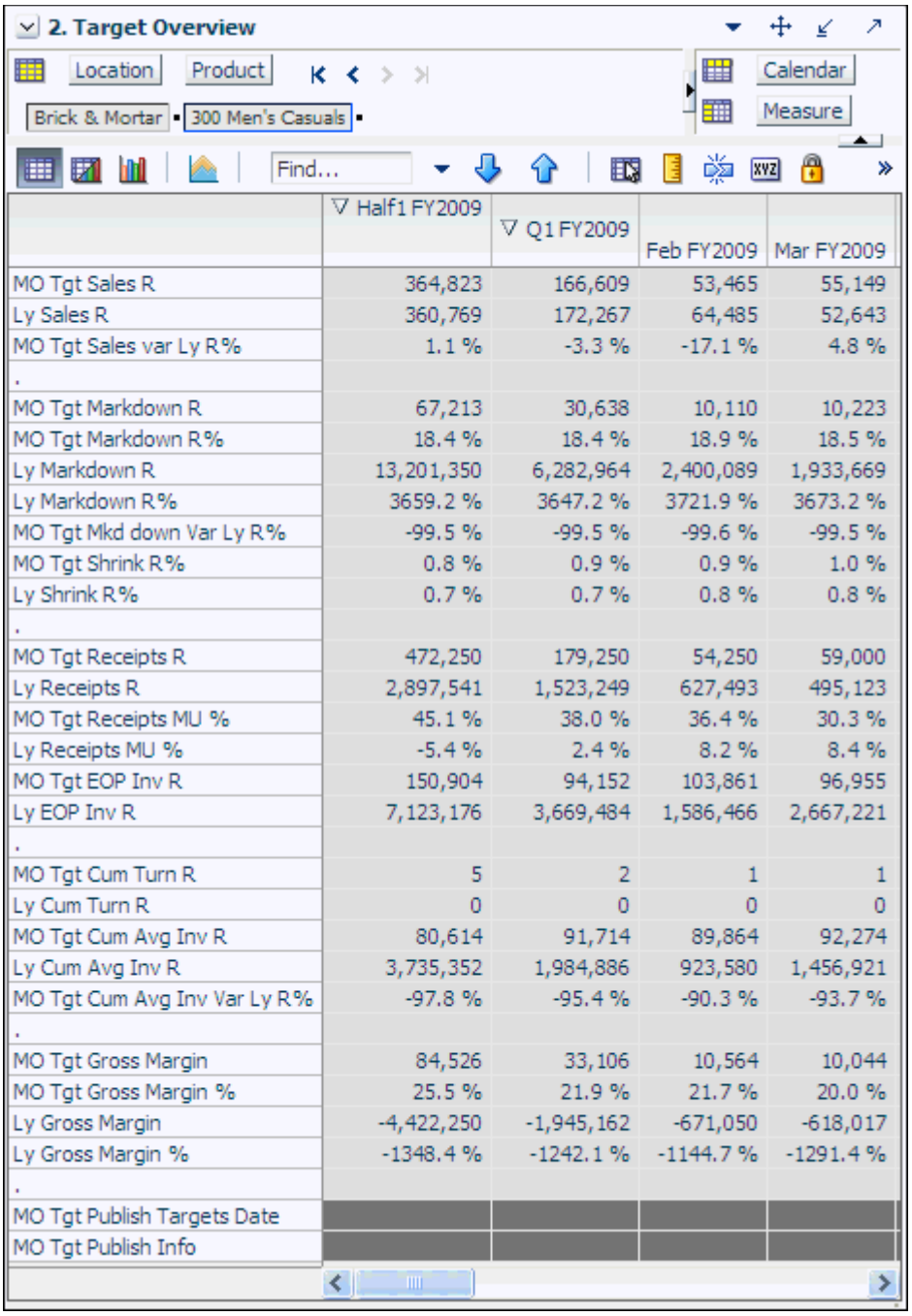
After the BOS is planned, the cost and AUR is calculated.

After you have seeded and set the BOS, continue to the next step: Review Department Targets.

Review Department Targets

After you have seeded, you need to review the department targets that the middle out user has created for you. The purpose of reviewing the targets is so that you can understand the goal that your plan should meet.

Figure 5–16 Target Overview View



	Half1 FY2009	Q1 FY2009	Feb FY2009	Mar FY2009
MO Tgt Sales R	364,823	166,609	53,465	55,149
Ly Sales R	360,769	172,267	64,485	52,643
MO Tgt Sales var Ly R%	1.1 %	-3.3 %	-17.1 %	4.8 %
.				
MO Tgt Markdown R	67,213	30,638	10,110	10,223
MO Tgt Markdown R%	18.4 %	18.4 %	18.9 %	18.5 %
Ly Markdown R	13,201,350	6,282,964	2,400,089	1,933,669
Ly Markdown R%	3659.2 %	3647.2 %	3721.9 %	3673.2 %
MO Tgt Mkd down Var Ly R%	-99.5 %	-99.5 %	-99.6 %	-99.5 %
MO Tgt Shrink R%	0.8 %	0.9 %	0.9 %	1.0 %
Ly Shrink R%	0.7 %	0.7 %	0.8 %	0.8 %
.				
MO Tgt Receipts R	472,250	179,250	54,250	59,000
Ly Receipts R	2,897,541	1,523,249	627,493	495,123
MO Tgt Receipts MU %	45.1 %	38.0 %	36.4 %	30.3 %
Ly Receipts MU %	-5.4 %	2.4 %	8.2 %	8.4 %
MO Tgt EOP Inv R	150,904	94,152	103,861	96,955
Ly EOP Inv R	7,123,176	3,669,484	1,586,466	2,667,221
.				
MO Tgt Cum Turn R	5	2	1	1
Ly Cum Turn R	0	0	0	0
MO Tgt Cum Avg Inv R	80,614	91,714	89,864	92,274
Ly Cum Avg Inv R	3,735,352	1,984,886	923,580	1,456,921
MO Tgt Cum Avg Inv Var Ly R%	-97.8 %	-95.4 %	-90.3 %	-93.7 %
.				
MO Tgt Gross Margin	84,526	33,106	10,564	10,044
MO Tgt Gross Margin %	25.5 %	21.9 %	21.7 %	20.0 %
Ly Gross Margin	-4,422,250	-1,945,162	-671,050	-618,017
Ly Gross Margin %	-1348.4 %	-1242.1 %	-1144.7 %	-1291.4 %
.				
MO Tgt Publish Targets Date				
MO Tgt Publish Info				

Since you develop subclass targets and that is level of the Product dimension that the view defaults to, you must first change the Product dimension so that you can see the department level data instead of subclass data.

To change the level of the Product dimension that is visible in the view, perform the following steps:

1. Click the **Product** dimension tile. The 2. Target Overview - Product dialog window opens.
2. On the Levels tab, select **Department**. This enables the department level to be visible in the view.

3. Deselect **Subclass**. This hides the subclass level data.
4. Click **OK**. The dialog box closes.

The view refreshes and the data in the MO Tgt measures is visible. Now you can review the department targets.

The Target Overview view contains the middle out target (MO Tgt) measures as well as last year (Ly) measures.

Use this view to compare the MO Tgt measures to the corresponding Ly measures. By understanding how the middle out targets compare to last year's metrics, you can better understand what your plan needs to achieve.

Note: All measures in the Target Overview view are read-only. The measures that you edit are in other views.

The following table lists the measures available on this view.

Table 5–2 Target Overview View Measures

Measure	Description
MO Tgt Sales R	The middle out target for sales.
Ly Sales R	Last year's sales.
MO Tgt Sales var Ly R%	The middle out target for variance between target sales value and last year's sales value, expressed as a percentage of the last year value.
MO Tgt Markdown R	The middle out target value for markdowns.
MO Tgt Markdown R%	The middle out target for markdown expressed as a percentage of total sales retail.
Ly Markdown R	Last year's value for markdowns.
Ly Markdown R%	Last year's markdown expressed as a percentage of total sales retail.
MO Tgt Mkd down Var Ly R%	The middle out target for variance between target markdowns and the last year markdowns, expressed as a percentage of the last year value.
MO Tgt Shrink R%	The middle out target for shrink for the period, expressed as a percentage of total sales retail.
Ly Shrink R%	Last year's actual shrink, expressed as a percentage of total sales retail.
MO Tgt Receipts R	The middle out target value for receipts.
Ly Receipts R	Last year's receipts value.
MO Tgt Receipts MU %	The middle out target markup percent for receipts, expressed as a percentage of markup to net sales.
Ly Receipts MU %	The actual receipt markup percentage for last year.
MO Tgt EOP Inv R	The middle out target for end of period inventory, expressed in retail value. The period can be a week, month, or any other calendar period.
Ly EOP Inv R	Last year's end of period inventory. This can be at week, month, or any other calendar period.

Table 5–2 (Cont.) Target Overview View Measures

Measure	Description
MO Tgt Cum Turn R	The middle out cumulative inventory turns (retail) target. It is cumulated from the start week of the task.
Ly Cum Turn R	Last year's cumulative inventory turns (retail). It is cumulated from the same week last year, corresponding to the first week in the task.
MO Tgt Cum Avg Inv R	The middle out average cumulative inventory value, expressed in retail value, cumulated from the start of the season.
Ly Cum Avg Inv R	Last year's average cumulative inventory value, expressed in retail value, cumulated from the start of the season.
MO Tgt Cum Avg Inv Var Ly R%	The variance for last year's cumulative average inventory compared to the middle out target.
MO Tgt Gross Margin	The middle out target for gross margin.
MO Tgt Gross Margin %	The middle out target for gross margin expressed as a percentage of total sales retail.
Ly Gross Margin	Last year's gross margin.
Ly Gross Margin %	Last year's gross margin expressed as a percentage of last year's total sales retail.
MO Tgt Publish Targets Date	The date that the middle out target was published.
MO Tgt Publish Info	Additional information about the middle out targets. This information was entered by the middle out user who published the targets.

Retrieving Updated Department Targets

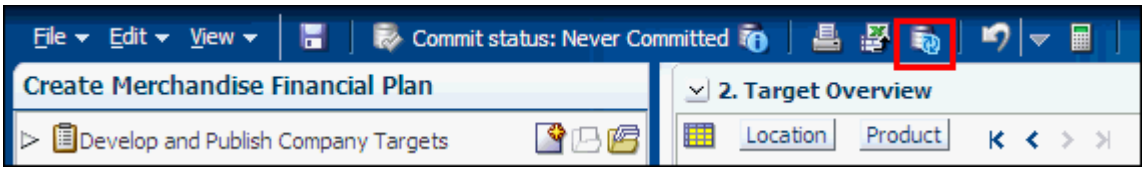
If the middle out user updates the department targets after you have created your class and subclass plans, you will need to retrieve those new targets. You can retrieve them one of two ways. You can build a new workbook which uses the updated department targets from the domain. Or, if you want to bring the new targets into one of your existing tasks, you can refresh the task.

Refresh the Workbook

When refreshing a workbook, you can run a refresh rule group that has been configured to retrieve data from the master database.

To refresh a workbook, click **Refresh** in the toolbar. Or, choose the **Refresh** option from the Edit menu. Since only one rule group exists for this workbook template, there are no options to choose from. The one refresh rule group runs, and measures configured in that rule group are updated.

Figure 5–17 Refreshing a Workbook



For more information about the refresh option, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*. For information about creating refresh rule groups, see the *Oracle Retail Predictive Application Server Configuration Tools User Guide*.

After you have reviewed and compared the middle out targets to the last year metrics, continue to the next step: Develop Sales and Markdown Plan.

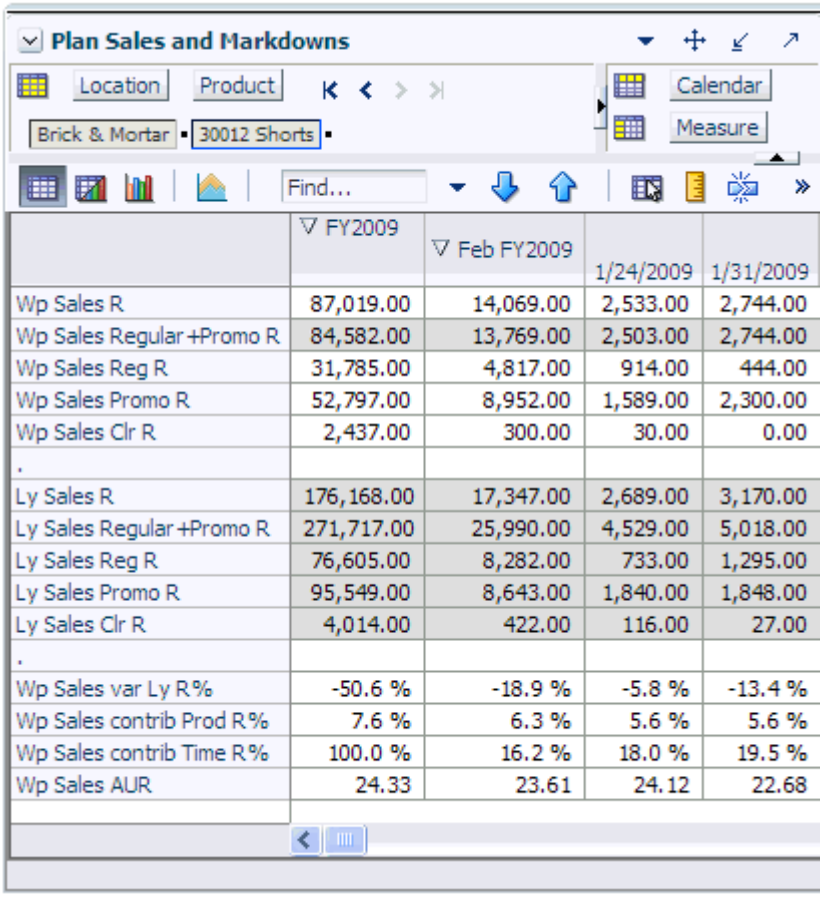
Develop Sales and Markdown Plan

After you have seeded the groups and reviewed the middle out department targets, you can develop the sales and markdown targets for the classes and subclasses within those departments using the Plan Sales and Markdowns view.

Use the following best practices to plan the sales and markdowns.

1. Using the default measure profile, which is Sales and Markdowns, review and compare the total sales to the forecast.
2. Change the measure profile to Sales by Type.

Figure 5–18 Plan Sales and Markdowns View, Sales by Type Measure Profile



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Sales R	87,019.00	14,069.00	2,533.00	2,744.00
Wp Sales Regular +Promo R	84,582.00	13,769.00	2,503.00	2,744.00
Wp Sales Reg R	31,785.00	4,817.00	914.00	444.00
Wp Sales Promo R	52,797.00	8,952.00	1,589.00	2,300.00
Wp Sales Clr R	2,437.00	300.00	30.00	0.00
.				
Ly Sales R	176,168.00	17,347.00	2,689.00	3,170.00
Ly Sales Regular +Promo R	271,717.00	25,990.00	4,529.00	5,018.00
Ly Sales Reg R	76,605.00	8,282.00	733.00	1,295.00
Ly Sales Promo R	95,549.00	8,643.00	1,840.00	1,848.00
Ly Sales Clr R	4,014.00	422.00	116.00	27.00
.				
Wp Sales var Ly R%	-50.6 %	-18.9 %	-5.8 %	-13.4 %
Wp Sales contrib Prod R%	7.6 %	6.3 %	5.6 %	5.6 %
Wp Sales contrib Time R%	100.0 %	16.2 %	18.0 %	19.5 %
Wp Sales AUR	24.33	23.61	24.12	22.68

3. In the Sales by Type measure profile, plan your sales by type. The sales types are regular (Reg), promotional (Promo), clearance (Clr), and regular and promotional (Reg + Promo).

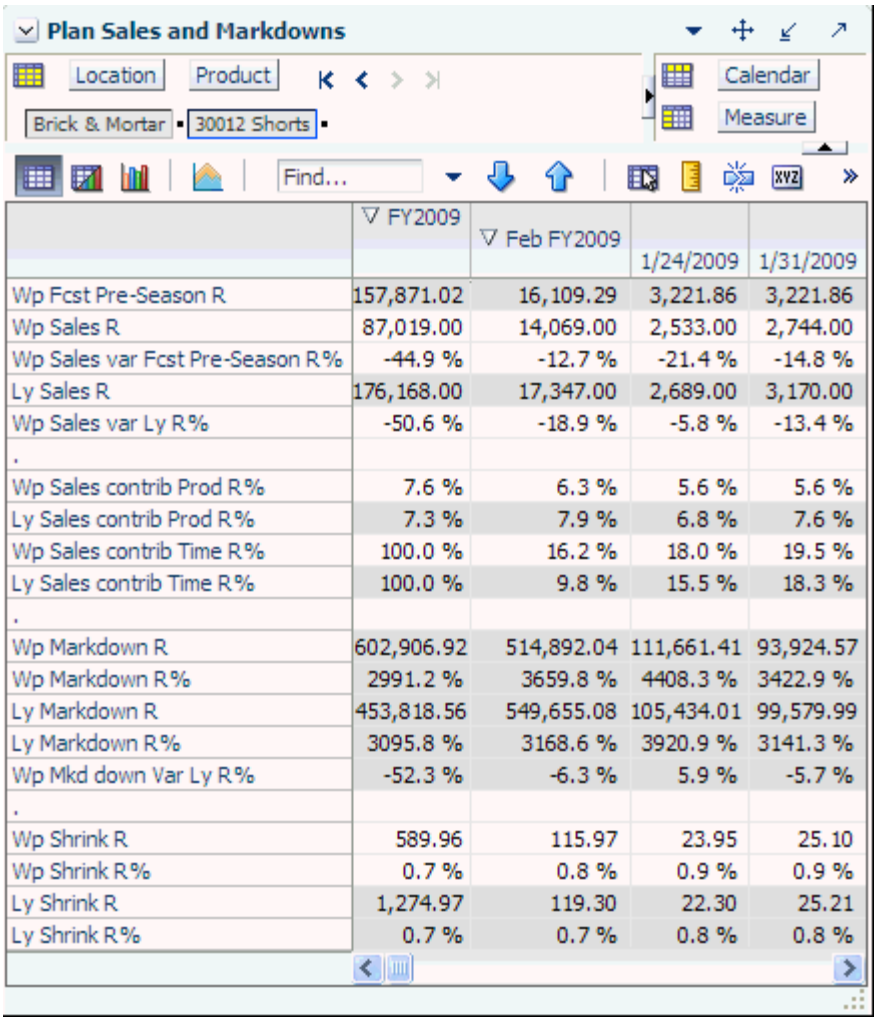
   Note: Since Sales and Markdowns are both planned at the type level, you must first complete the sales by type planning before you can plan the markdowns by type.

   Start by planning the regular sales. Then, using your marketing calendar as a guide, align the promotional sales to the calendar. Refer to the calendar again for the exit weeks for the products, and plan the clearance sales for those weeks.

   The planned figures for these sales types populates the Wp Sales R measure.

4. Return to the Sales and Markdowns measure profile.

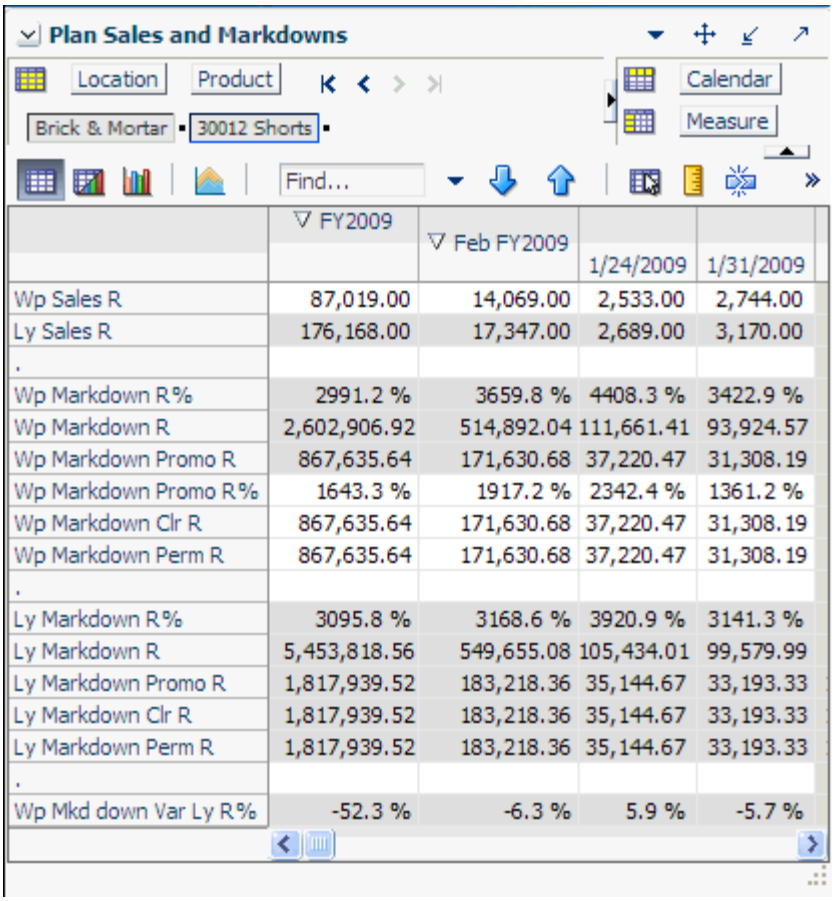
Figure 5–19 Plan Sales and Markdowns View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Fcst Pre-Season R	157,871.02	16,109.29	3,221.86	3,221.86
Wp Sales R	87,019.00	14,069.00	2,533.00	2,744.00
Wp Sales var Fcst Pre-Season R%	-44.9 %	-12.7 %	-21.4 %	-14.8 %
Ly Sales R	176,168.00	17,347.00	2,689.00	3,170.00
Wp Sales var Ly R%	-50.6 %	-18.9 %	-5.8 %	-13.4 %
.				
Wp Sales contrib Prod R%	7.6 %	6.3 %	5.6 %	5.6 %
Ly Sales contrib Prod R%	7.3 %	7.9 %	6.8 %	7.6 %
Wp Sales contrib Time R%	100.0 %	16.2 %	18.0 %	19.5 %
Ly Sales contrib Time R%	100.0 %	9.8 %	15.5 %	18.3 %
.				
Wp Markdown R	602,906.92	514,892.04	111,661.41	93,924.57
Wp Markdown R%	2991.2 %	3659.8 %	4408.3 %	3422.9 %
Ly Markdown R	453,818.56	549,655.08	105,434.01	99,579.99
Ly Markdown R%	3095.8 %	3168.6 %	3920.9 %	3141.3 %
Wp Mkd down Var Ly R%	-52.3 %	-6.3 %	5.9 %	-5.7 %
.				
Wp Shrink R	589.96	115.97	23.95	25.10
Wp Shrink R%	0.7 %	0.8 %	0.9 %	0.9 %
Ly Shrink R	1,274.97	119.30	22.30	25.21
Ly Shrink R%	0.7 %	0.7 %	0.8 %	0.8 %

5. With the total Wp Sales R populated, you can adjust the total to your target while still maintaining the relationships between the different sales types.
6. Plan the shrink with either the Wp Shrink R or Wp Shrink R% measure.
7. Change the measure profile to Markdown by Type.
8. In the Markdown by Type profile, edit the Wp Markdown Promo R% to adjust the Wp Markdown Promo Rate.

Figure 5–20 Plan Sales and Markdowns View, Markdown by Type Measure Profile



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Sales R	87,019.00	14,069.00	2,533.00	2,744.00
Ly Sales R	176,168.00	17,347.00	2,689.00	3,170.00
.				
Wp Markdown R%	2991.2 %	3659.8 %	4408.3 %	3422.9 %
Wp Markdown R	2,602,906.92	514,892.04	111,661.41	93,924.57
Wp Markdown Promo R	867,635.64	171,630.68	37,220.47	31,308.19
Wp Markdown Promo R%	1643.3 %	1917.2 %	2342.4 %	1361.2 %
Wp Markdown Clr R	867,635.64	171,630.68	37,220.47	31,308.19
Wp Markdown Perm R	867,635.64	171,630.68	37,220.47	31,308.19
.				
Ly Markdown R%	3095.8 %	3168.6 %	3920.9 %	3141.3 %
Ly Markdown R	5,453,818.56	549,655.08	105,434.01	99,579.99
Ly Markdown Promo R	1,817,939.52	183,218.36	35,144.67	33,193.33
Ly Markdown Clr R	1,817,939.52	183,218.36	35,144.67	33,193.33
Ly Markdown Perm R	1,817,939.52	183,218.36	35,144.67	33,193.33
.				
Wp Mkd down Var Ly R%	-52.3 %	-6.3 %	5.9 %	-5.7 %

The following table lists the measures available on the default measure profile of this view.

Table 5–3 Plan Sales and Markdowns View Measures

Measure	Description
Wp Fcst Pre-Season R	The preseason forecast.
Wp Sales R	The planned sales retail value.
Wp Sales var Fcst Pre-Season R%	The planned preseason sales variance forecast.
Ly Sales R	Last year's sales retail value.
Wp Sales var Ly R%	The planned sales retail variance to last year expressed as a percentage.
Wp Markdown R	The planned markdown value.
Wp Markdown R%	The planned markdown value expressed as a percentage of total sales retail.
Ly Markdown R	Last year's markdown value.
Ly Markdown R%	Last year's markdown value expressed as a percentage of total sales retail.
Wp Markdown Var Ly R%	The planned variance between the target markdown value and last year's actual markdown, expressed as a percentage of last year.

Table 5–3 (Cont.) Plan Sales and Markdowns View Measures

Measure	Description
Wp Shrink R	The planned shrink for the period. Shrink is loss due to reason such as damage or theft.
Wp Shrink R%	The planned shrink for the period, expressed as a percentage of total sales retail.
Ly Shrink R	Last year's actual shrink. Shrink is loss due to reason such as damage or theft.
Ly Shrink R%	Last year's actual shrink, expressed as a percentage of total sales retail.

After you have adjusted the sales and markdown plan, continue to the next step: Develop Inventory and Receipt Plan.

Develop Inventory and Receipt Plan

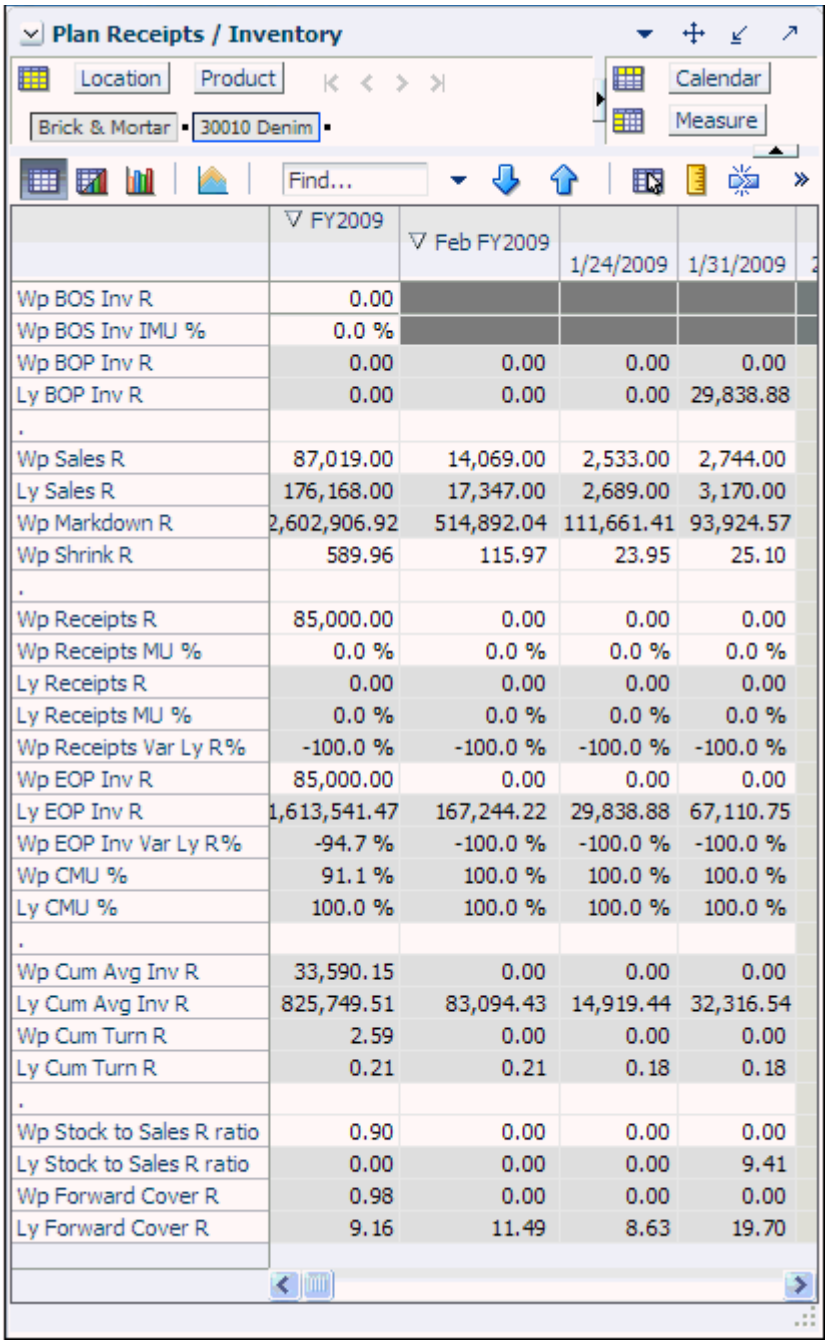
After you have developed the sales and markdown plan, develop a receipts and inventory plan that can support the sales and markdown plan. The purpose of this step is to ensure that you have a receipt and inventory plan that supports the sales that you are projecting.

Like the Plan Sales and Markdowns View, the Plan Receipts/Inventory view contains several Ly metrics that you can reference when setting your targets. There are also additional measures for adjusting your inventory targets. Note that the adjustments you made to the Wp Sales R measure in the Plan Sales and Markdowns view are visible in this view if you have calculated.

Use the following best practices to plan the receipts and inventory.

1. Ensure that you have set the beginning of season (BOS) inventory in the Initialize Plan view in the Getting Started tab. The BOS measures must be set before planning the receipts and inventory. To set the BOS measures, see Setting Beginning of Season Inventory.
2. Plan the receipt flow and then evaluate the average inventory and turn.
3. Review the Wp CMU % measure. Cumulative markup rate (CMU %) is a blend of the beginning of period (BOP) inventory retail and cost with the future receipt retail and receipt cost. The Wp CMU % directly affects the cost of goods sold (COGS), which then affects the gross margin.
4. Adjust the Wp Stock to Sales R measure accordingly. These adjustments affect the receipts for both the current month and prior month. However, the total plan period receipts do not increase or decrease; they only shift from month to month.

Figure 5–21 Plan Receipts / Inventory View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp BOS Inv R	0.00			
Wp BOS Inv IMU %	0.0 %			
Wp BOP Inv R	0.00	0.00	0.00	0.00
Ly BOP Inv R	0.00	0.00	0.00	29,838.88
.				
Wp Sales R	87,019.00	14,069.00	2,533.00	2,744.00
Ly Sales R	176,168.00	17,347.00	2,689.00	3,170.00
Wp Markdown R	2,602,906.92	514,892.04	111,661.41	93,924.57
Wp Shrink R	589.96	115.97	23.95	25.10
.				
Wp Receipts R	85,000.00	0.00	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts R	0.00	0.00	0.00	0.00
Ly Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts Var Ly R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv R	85,000.00	0.00	0.00	0.00
Ly EOP Inv R	1,613,541.47	167,244.22	29,838.88	67,110.75
Wp EOP Inv Var Ly R%	-94.7 %	-100.0 %	-100.0 %	-100.0 %
Wp CMU %	91.1 %	100.0 %	100.0 %	100.0 %
Ly CMU %	100.0 %	100.0 %	100.0 %	100.0 %
.				
Wp Cum Avg Inv R	33,590.15	0.00	0.00	0.00
Ly Cum Avg Inv R	825,749.51	83,094.43	14,919.44	32,316.54
Wp Cum Turn R	2.59	0.00	0.00	0.00
Ly Cum Turn R	0.21	0.21	0.18	0.18
.				
Wp Stock to Sales R ratio	0.90	0.00	0.00	0.00
Ly Stock to Sales R ratio	0.00	0.00	0.00	9.41
Wp Forward Cover R	0.98	0.00	0.00	0.00
Ly Forward Cover R	9.16	11.49	8.63	19.70

The following table lists the measures available on this view.

Table 5–4 Plan Receipts / Inventory View Measures

Measure	Description
Wp BOS Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp BOS Inv IMU %	The planned markup percentage for the beginning of season inventory. (The BOS Inv IMU% must be planned to get the BOS Cost).

Table 5–4 (Cont.) Plan Receipts / Inventory View Measures

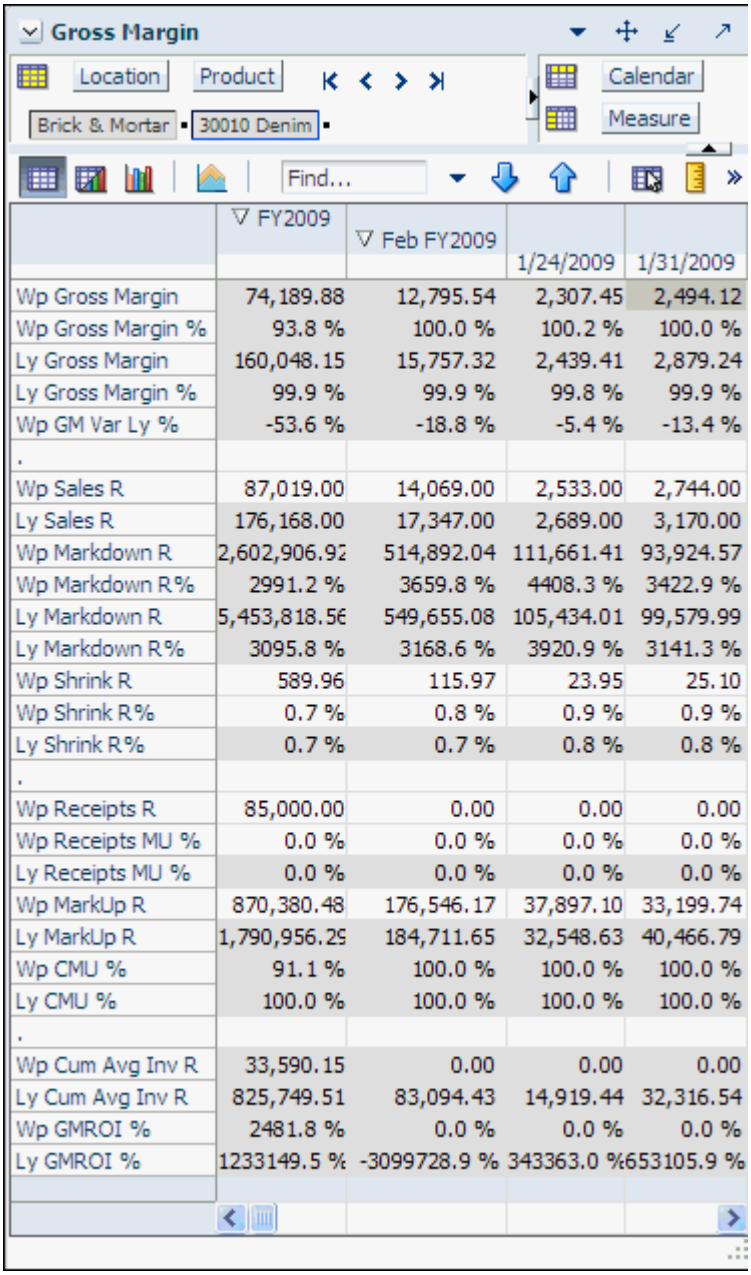
Measure	Description
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Ly BOP Inv R	Last year's beginning of period inventory. The period can be a week, month, or any other calendar period.
Wp Sales R	The planned sales retail value.
Ly Sales R	Last year's sales retail value.
Wp Markdown R	The planned markdown value.
Wp Shrink R	The planned shrink for the period.
Wp Receipts R	The planned receipt value.
Wp Receipts MU %	The planned receipts markup as a percentage of retail value.
Ly Receipts R	Last year's receipts.
Ly Receipts MU %	The actual receipt markup percentage for last year.
Wp Rec Var Ly R%	The variance between the planned receipts and last year's actual receipts, expressed as a percentage of last year.
Wp EOP Inv R	The planned end of period inventory. The period can be a week, month, or any other calendar period.
Ly EOP Inv R	Last year's end of period inventory. The period can be a week, month, or any other calendar period.
Wp CMU %	The planned cumulative markup percent, cumulated from the start week of the task.
Ly CMU %	Last year's cumulative markup percent, cumulated for the same period last year, corresponding to the start week of this task until the current week.
Wp Cum Avg Inv R	The planned cumulative average inventory value, expressed in retail value, cumulated from the start of the season.
Ly Cum Avg Inv R	Last year's cumulative average inventory value (retail), cumulated for the same period last year, corresponding to the start week of the task until the current week.
Wp Cum Turn R	The planned cumulative inventory turns (retail). It is cumulated from the start week of the task.
Ly Cum Turn R	Last year's cumulative inventory turns (retail). It is cumulated from the same week last year, corresponding to the first week in the task.
Wp Stock to Sales R Ratio	The planned ratio of the BOP inventory to the sales for the same period.
Ly Stock to Sales R Ratio	Last year's ratio of the BOP inventory to the sales for the same period.
Wp Forward Cover R	The planned number of weeks of forward cover for the period. Using the retail values sales of future weeks, this measure indicates how many weeks of sales can be fulfilled with the ending inventory of the period.
Ly Forward Cover R	Last year's forward cover for the period.

After you have created an achievable receipts and inventory plan, continue to the Review and Adjust Gross Margin Plan to see if your sales and inventory plans achieve the gross margin goal you have been given.

Review and Adjust Gross Margin Plan

Use the Gross Margin view to evaluate the gross margin created from your sales and markdown plan and receipts and inventory plan. Determine whether the planned gross margin meets your gross margin goal. If it does not, return to the Develop Sales and Markdown Plan and Develop Inventory and Receipt Plan steps to adjust your receipt markups and receipt flow. When you return to the Plan Sales and Markdowns view, adjust the markdown plans, but do not change the sales. Continue this process until you are satisfied with the gross margin.

Figure 5–22 Gross Margin View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Gross Margin	74,189.88	12,795.54	2,307.45	2,494.12
Wp Gross Margin %	93.8 %	100.0 %	100.2 %	100.0 %
Ly Gross Margin	160,048.15	15,757.32	2,439.41	2,879.24
Ly Gross Margin %	99.9 %	99.9 %	99.8 %	99.9 %
Wp GM Var Ly %	-53.6 %	-18.8 %	-5.4 %	-13.4 %
.				
Wp Sales R	87,019.00	14,069.00	2,533.00	2,744.00
Ly Sales R	176,168.00	17,347.00	2,689.00	3,170.00
Wp Markdown R	2,602,906.92	514,892.04	111,661.41	93,924.57
Wp Markdown R%	2991.2 %	3659.8 %	4408.3 %	3422.9 %
Ly Markdown R	5,453,818.56	549,655.08	105,434.01	99,579.99
Ly Markdown R%	3095.8 %	3168.6 %	3920.9 %	3141.3 %
Wp Shrink R	589.96	115.97	23.95	25.10
Wp Shrink R%	0.7 %	0.8 %	0.9 %	0.9 %
Ly Shrink R%	0.7 %	0.7 %	0.8 %	0.8 %
.				
Wp Receipts R	85,000.00	0.00	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Wp MarkUp R	870,380.48	176,546.17	37,897.10	33,199.74
Ly MarkUp R	1,790,956.29	184,711.65	32,548.63	40,466.79
Wp CMU %	91.1 %	100.0 %	100.0 %	100.0 %
Ly CMU %	100.0 %	100.0 %	100.0 %	100.0 %
.				
Wp Cum Avg Inv R	33,590.15	0.00	0.00	0.00
Ly Cum Avg Inv R	825,749.51	83,094.43	14,919.44	32,316.54
Wp GMROI %	2481.8 %	0.0 %	0.0 %	0.0 %
Ly GMROI %	1233149.5 %	-3099728.9 %	343363.0 %	653105.9 %

The following table lists the measures available on this view:

Table 5–5 Gross Margin View Measures

Measure	Description
Wp Gross Margin	The planned gross margin.
Wp Gross Margin %	The planned gross margin expressed as a percentage of sales retail.
Ly Gross Margin	Last year's gross margin.
Ly Gross Margin %	Last year's gross margin as a percentage of last year's total sales retail.
Wp GM Var Ly R%	The planned gross margin expressed as a percentage of last year's gross margin.
Wp Sales R	The planned sales retail value.
Ly Sales R	Last year's sales retail value.
Wp Markdown R	The planned markdown value.
Wp Markdown R%	The planned markdown value expressed as a percentage of total sales retail.
Ly Markdown R	Last year's actual markdown value.
Ly Markdown R%	Last year's markdown expressed as a percentage of total sales retail.
Wp Shrink R	The planned shrink for the period.
Wp Shrink R %	The planned shrink for the period, expressed as percentage of total sales retail.
Ly Shrink R%	Last year's actual shrink, expressed as a percentage of retail sales value.
Wp Receipts R	The planned receipts.
Wp Receipts MU %	The planned markup rate for receipts, expressed as a percentage of markup to net sales.
Ly Receipts MU %	The actual receipt markup percentage for last year.
Wp MarkUp R	The planned markup value for receipts, expressed as a difference of net sales and cost.
Ly MarkUp R	Last year's markup value for receipts, expressed as a difference of net sales and cost.
Wp CMU %	The planned cumulative markup percent. It corresponds to the start week of the task until the current week.
Ly CMU %	The cumulative markup percent from last year. It is cumulated for the same period last year.
Wp Cum Avg Inv R	The planned average cumulative inventory retail. It is cumulated from the start week of the task.
Ly Cum Avg Inv R	Last year's average cumulative inventory retail.
Wp GMROI %	The planned gross margin return on inventory.

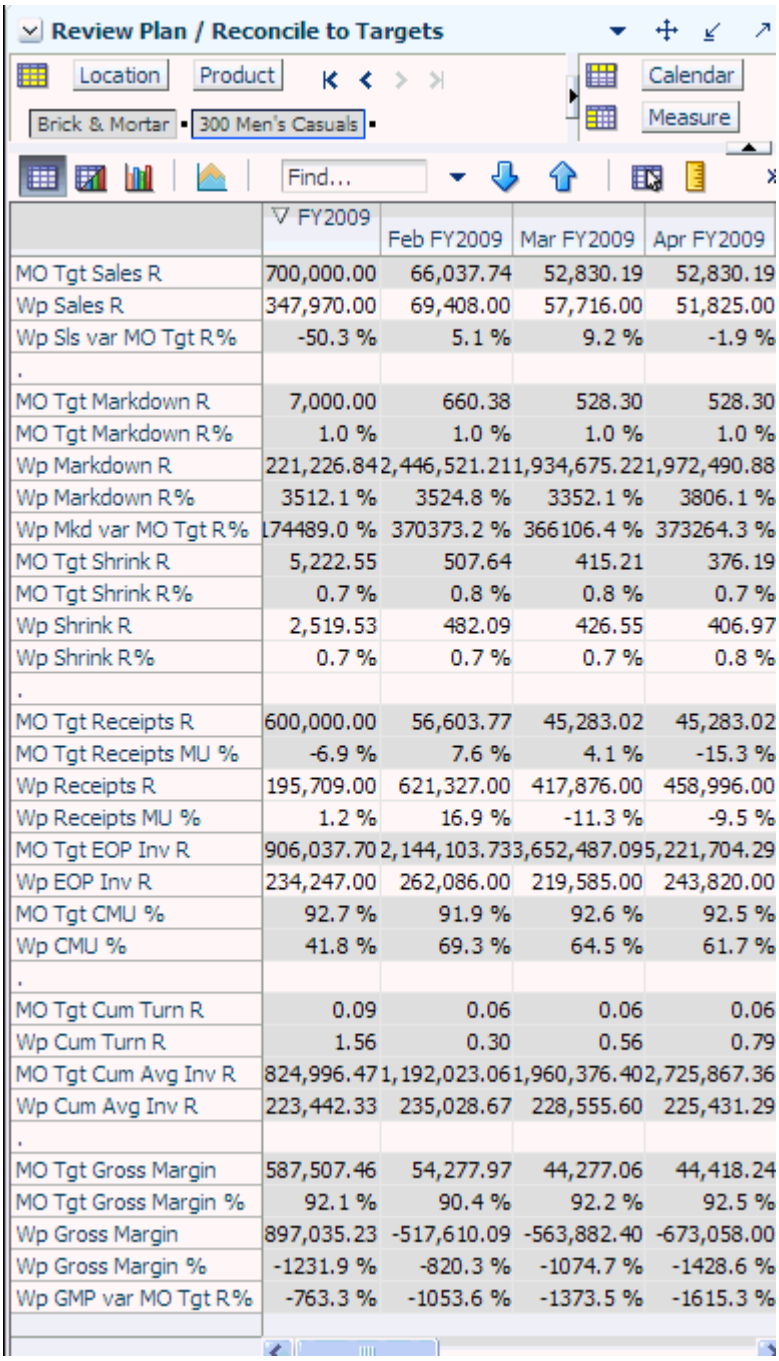
Now that you have developed your gross margin plans, continue to the Reconcile to Department Targets step.

Reconcile to Department Targets

After you have created a plan, compare your plan to the middle out targets to see if you meet the goals created by the middle out user.

Use the default measure profile of the Review Plan/Reconcile to Targets view to the review the plan in total. Use the Reconcile to MO Targets measure profile to reconcile your plan to the middle out targets. When using this profile, set the calendar hierarchy to month.

Figure 5–23 Review Plan / Reconcile To Targets View



	FY2009	Feb FY2009	Mar FY2009	Apr FY2009
MO Tgt Sales R	700,000.00	66,037.74	52,830.19	52,830.19
Wp Sales R	347,970.00	69,408.00	57,716.00	51,825.00
Wp Sls var MO Tgt R%	-50.3 %	5.1 %	9.2 %	-1.9 %
.				
MO Tgt Markdown R	7,000.00	660.38	528.30	528.30
MO Tgt Markdown R%	1.0 %	1.0 %	1.0 %	1.0 %
Wp Markdown R	221,226.84	2,446,521.21	1,934,675.22	1,972,490.88
Wp Markdown R%	3512.1 %	3524.8 %	3352.1 %	3806.1 %
Wp Mkd var MO Tgt R%	174489.0 %	370373.2 %	366106.4 %	373264.3 %
MO Tgt Shrink R	5,222.55	507.64	415.21	376.19
MO Tgt Shrink R%	0.7 %	0.8 %	0.8 %	0.7 %
Wp Shrink R	2,519.53	482.09	426.55	406.97
Wp Shrink R%	0.7 %	0.7 %	0.7 %	0.8 %
.				
MO Tgt Receipts R	600,000.00	56,603.77	45,283.02	45,283.02
MO Tgt Receipts MU %	-6.9 %	7.6 %	4.1 %	-15.3 %
Wp Receipts R	195,709.00	621,327.00	417,876.00	458,996.00
Wp Receipts MU %	1.2 %	16.9 %	-11.3 %	-9.5 %
MO Tgt EOP Inv R	906,037.70	2,144,103.73	3,652,487.09	5,221,704.29
Wp EOP Inv R	234,247.00	262,086.00	219,585.00	243,820.00
MO Tgt CMU %	92.7 %	91.9 %	92.6 %	92.5 %
Wp CMU %	41.8 %	69.3 %	64.5 %	61.7 %
.				
MO Tgt Cum Turn R	0.09	0.06	0.06	0.06
Wp Cum Turn R	1.56	0.30	0.56	0.79
MO Tgt Cum Avg Inv R	824,996.47	1,192,023.06	1,960,376.40	2,725,867.36
Wp Cum Avg Inv R	223,442.33	235,028.67	228,555.60	225,431.29
.				
MO Tgt Gross Margin	587,507.46	54,277.97	44,277.06	44,418.24
MO Tgt Gross Margin %	92.1 %	90.4 %	92.2 %	92.5 %
Wp Gross Margin	897,035.23	-517,610.09	-563,882.40	-673,058.00
Wp Gross Margin %	-1231.9 %	-820.3 %	-1074.7 %	-1428.6 %
Wp GMP var MO Tgt R%	-763.3 %	-1053.6 %	-1373.5 %	-1615.3 %

After you are satisfied that the plan you have created sufficiently meets the middle out targets, you can submit your plan to the middle out user. For more information about submitting the plan, see Original Plan Submit. Or, you could perform an optional step before submitting it: the Review/Reconcile to Item Plan step.

Review/Reconcile to Item Plan

The Review Item Plan view is optional. If your company uses Oracle Retail Item Planning (IP), you can review and reconcile your subclass plan to the approved item plan that was created with that product.

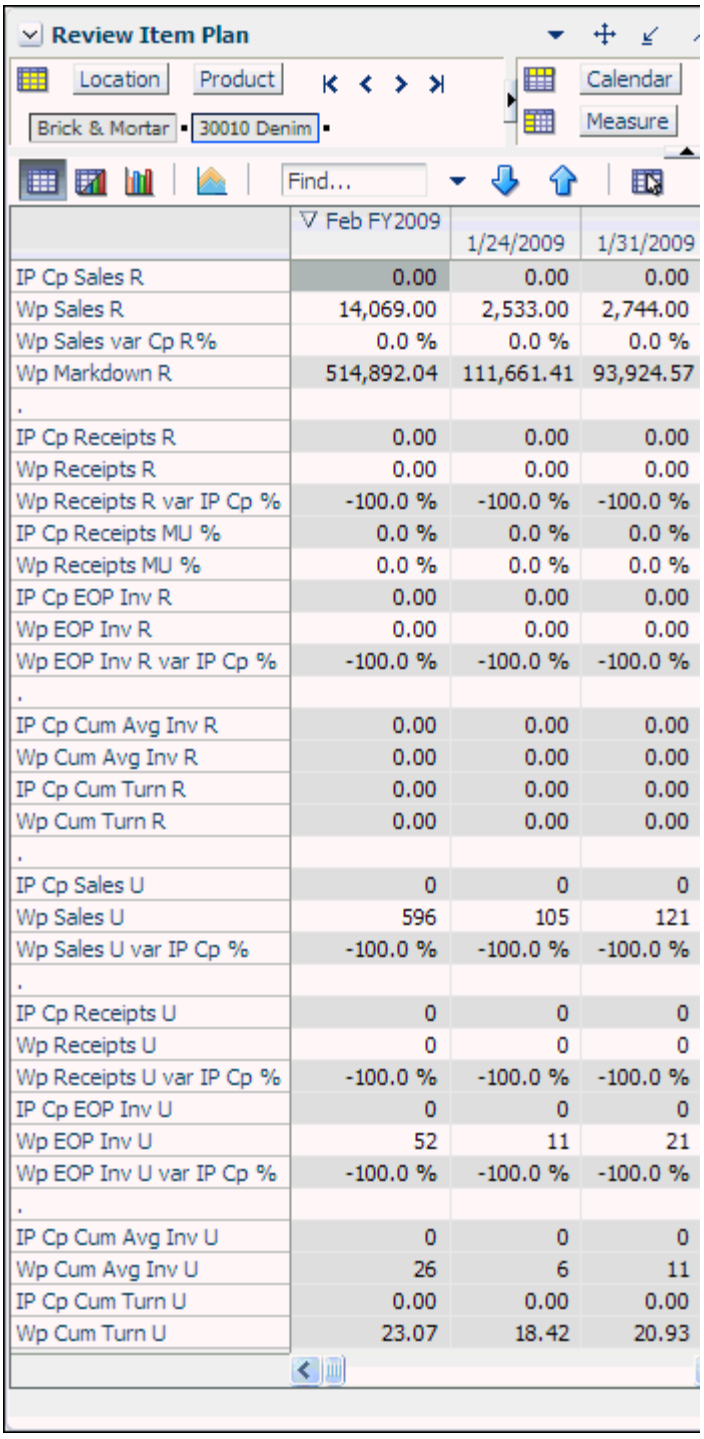
The approved item plan is loaded into MFP from IP through nightly or weekly batch processing. Approved data is exported from IP and loaded into MFP at the subclass level. The aggregation takes place within IP when exporting. Only the plans that have been approved since the last export in IP are imported into MFP.

If an item plan OP or item plan CP has been committed, and the batch has run, which brings those measures in the Bottom Up task, then the bottom up planner can use this view to compare them. However, there is no hard reconciliation between MFP and IP.

There are six measure profiles for which you can use to compare your plan:

- Review Item Plan CP Unit Plan
- Review Item Plan CP Value and Units
- Review Item Plan CP Value Plan
- Review Item Plan OP Unit Plan
- Review Item Plan OP Value and Units
- Review Item Plan OP Value Plan

Figure 5–24 Review Item Plan, CP Value and Units Measure Profile



	Feb FY2009	1/24/2009	1/31/2009
IP Cp Sales R	0.00	0.00	0.00
Wp Sales R	14,069.00	2,533.00	2,744.00
Wp Sales var Cp R%	0.0 %	0.0 %	0.0 %
Wp Markdown R	514,892.04	111,661.41	93,924.57
.			
IP Cp Receipts R	0.00	0.00	0.00
Wp Receipts R	0.00	0.00	0.00
Wp Receipts R var IP Cp %	-100.0 %	-100.0 %	-100.0 %
IP Cp Receipts MU %	0.0 %	0.0 %	0.0 %
Wp Receipts MU %	0.0 %	0.0 %	0.0 %
IP Cp EOP Inv R	0.00	0.00	0.00
Wp EOP Inv R	0.00	0.00	0.00
Wp EOP Inv R var IP Cp %	-100.0 %	-100.0 %	-100.0 %
.			
IP Cp Cum Avg Inv R	0.00	0.00	0.00
Wp Cum Avg Inv R	0.00	0.00	0.00
IP Cp Cum Turn R	0.00	0.00	0.00
Wp Cum Turn R	0.00	0.00	0.00
.			
IP Cp Sales U	0	0	0
Wp Sales U	596	105	121
Wp Sales U var IP Cp %	-100.0 %	-100.0 %	-100.0 %
.			
IP Cp Receipts U	0	0	0
Wp Receipts U	0	0	0
Wp Receipts U var IP Cp %	-100.0 %	-100.0 %	-100.0 %
IP Cp EOP Inv U	0	0	0
Wp EOP Inv U	52	11	21
Wp EOP Inv U var IP Cp %	-100.0 %	-100.0 %	-100.0 %
.			
IP Cp Cum Avg Inv U	0	0	0
Wp Cum Avg Inv U	26	6	11
IP Cp Cum Turn U	0.00	0.00	0.00
Wp Cum Turn U	23.07	18.42	20.93

The following table lists the measures available on this view.

Table 5–6 Review Item Plan View: Review Item Plan CP Value and Units Measure Profile Measures

Measure	Description
IP Cp Sales R	The Item Planning current plan sales value.
Wp Sales R	The planned sales value.
Wp Sales var Cp R%	The planned variance between target sales value and the current plan sales value, expressed as a percentage of the current plan.
Wp Markdown R	The planned markdown value.
IP Cp Receipts R	The Item Planning current plan receipts value.
Wp Receipts R	The planned receipts value.
Wp Receipts R var IP Cp %	The planned variance between the receipts value and the Item Plan current plan, expressed as a percentage of the current plan.
IP Cp Receipts MU %	The Item Planning current plan receipts markup rate.
Wp Receipts MU %	The planned receipts markup rate.
IP Cp EOP Inv R	The Item Planning current plan end of period inventory. The period can be a week, month, or any other calendar period.
Wp EOP Inv R	The planned end of period inventory. The period can be a week, month, or any other calendar period.
Wp EOP Inv R var IP Cp %	The planned variance between the target end of period inventory and the Item Planning current plan end of period inventory, expressed as a percentage of the Item Planning current plan.
IP Cp Cum Avg Inv R	The Item Planning current plan average cumulative inventory value, expressed in retail value, cumulated from the start of the season.
Wp Cum Avg Inv R	The planned cumulative average inventory value, expressed in retail value, cumulated from the start of the season.
IP Cp Cum Turn R	The Item Planning current plan cumulative inventory turns (retail). It is cumulated from the start week of the task.
Wp Cum Turn R	The planned cumulative inventory turns (retail). It is cumulated from the start week of the task.
IP Cp Sales U	The Item Planning current plan sales units.
Wp Sales U	The planned sales units.
Wp Sales U var IP Cp %	The planned variance between the sales units and the Item Planning current plan sales units, expressed as a percentage of the Item Planning current plan.
IP Cp Receipts U	The Item Planning current plan receipts units.
Wp Receipts U	The planned receipts units.
Wp Receipts U var IP Cp %	The planned variance between the receipts units and the Item Planning current plan receipts units, expressed as a percentage of the Item Planning current plan.
IP Cp EOP Inv U	The Item Planning current plan end of period inventory units.
Wp EOP Inv U	The planned end of period inventory units.

Table 5–6 (Cont.) Review Item Plan View: Review Item Plan CP Value and Units Measure Profile Measures

Measure	Description
Wp EOP Inv U var IP Cp %	The planned variance between the end of period inventory units and the Item Planning current plan end of period inventory units, expressed as a percentage of the Item Planning current plan.
IP Cp Cum Avg Inv U	The Item Planning current plan average cumulative inventory units. It is cumulated from the start week of the task.
Wp Cum Avg Inv U	The planned average cumulative inventory units. It is cumulated from the start week of the task.
IP Cp Cum Turn U	The Item Planning current plan cumulative inventory turns, cumulated from the start week of the task.
Wp Cum Turn U	The planned cumulative inventory turns, cumulated from the start week of the task.

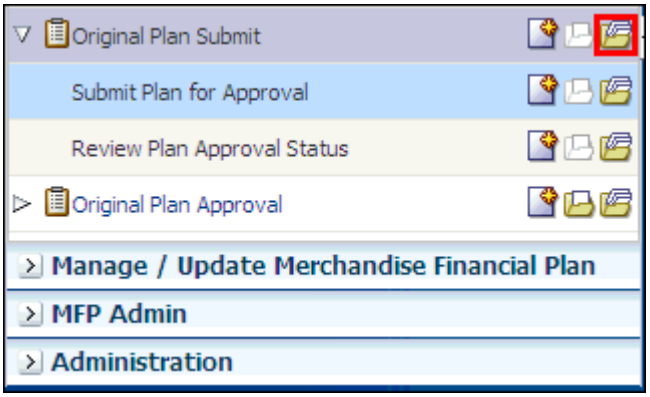
Original Plan Submit

When you are ready to submit your working plan to the middle out user for approval, continue to Original Plan Submit task.

1. In the taskflow, click the **Open** icon in the Original Plan Submit task.

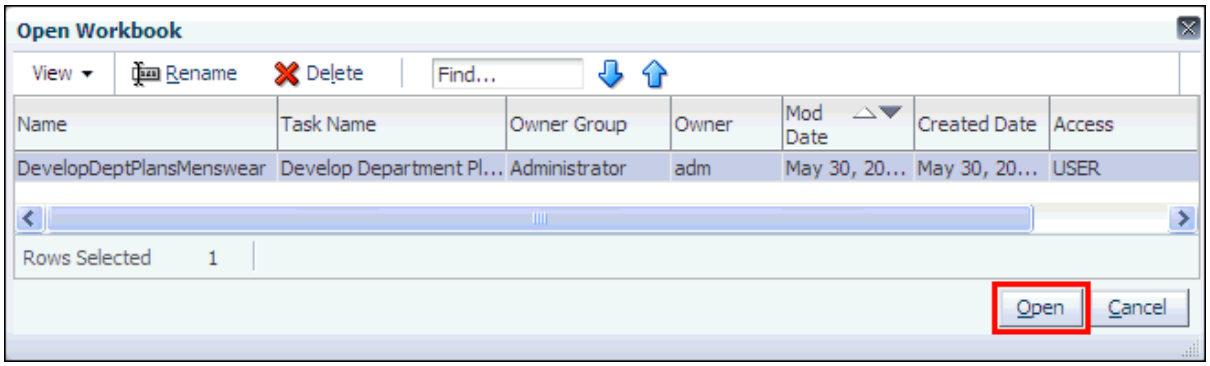
> **Note:** You can either open a workbook or create a new workbook. If you have committed the workbook used in the previous task, you can build a new one and see the data you need. If you did not commit that one, you must open it to complete this process.

Figure 5–25 Open Workbook Icon for Original Plan Submit Task



2. The Open Workbook dialog box opens. Select the workbook that you want to submit and click **Open Workbook**.

Figure 5–26 Open Workbook Dialog Box



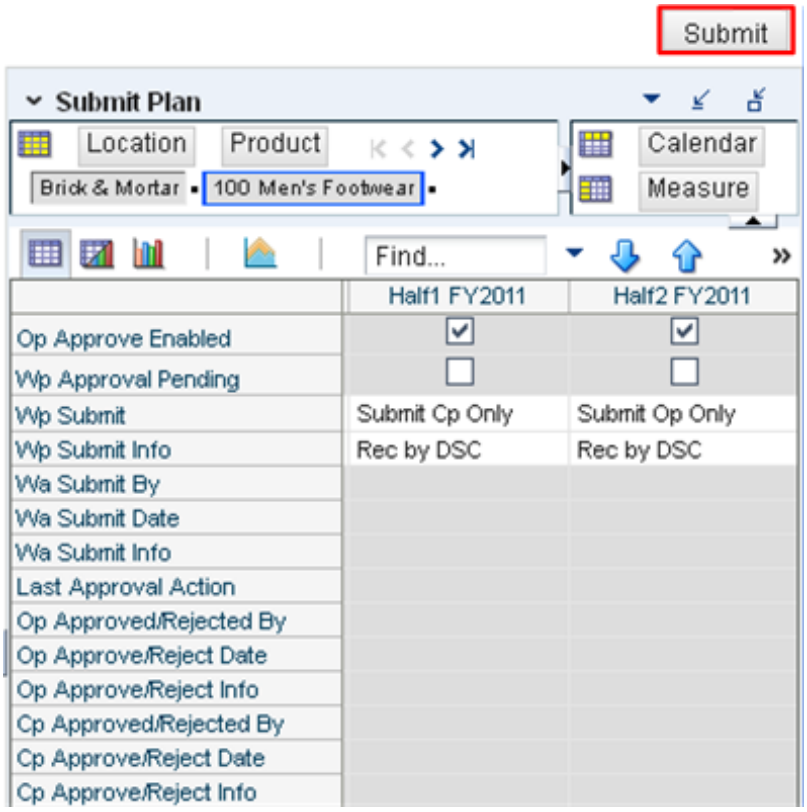
3. The workbook opens at the Submit Plan view.

Submit Plan View

When you are ready to submit your working plan to the middle out user for approval, use the Submit Plan view.

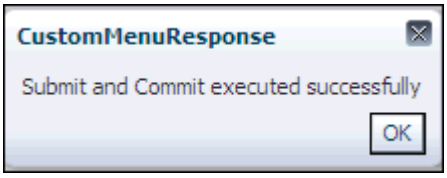
Note: When the Op Approve Enabled measure is selected, you can submit a plan for the Op version. This measure is set by an administrator in the Enable OP Approval administration task. The administrator can select or deselect this option at any time. If the administrator deselects it during the in-season, you will not be able to submit a plan for the Op. The administrator may choose to do this after the planning process has been finalized in order to lock down the Op. If this occurs, you will be unable to submit a plan for the Op and the middle out user will be unable to approve a plan for the Op.

Figure 5–27 Submit Plan View



1. Select what you want to submit the working plan to using the Wp Submit measure. Options are Submit Op Only, Submit Cp Only, or Submit Op and Cp.
2. Optional: Enter information about the working plan in the Wp Submit Info measure.
3. Click the **Submit** button at the top right of the view, as shown in Figure 5–27.
4. A success message is displayed. Click **OK** to close it.

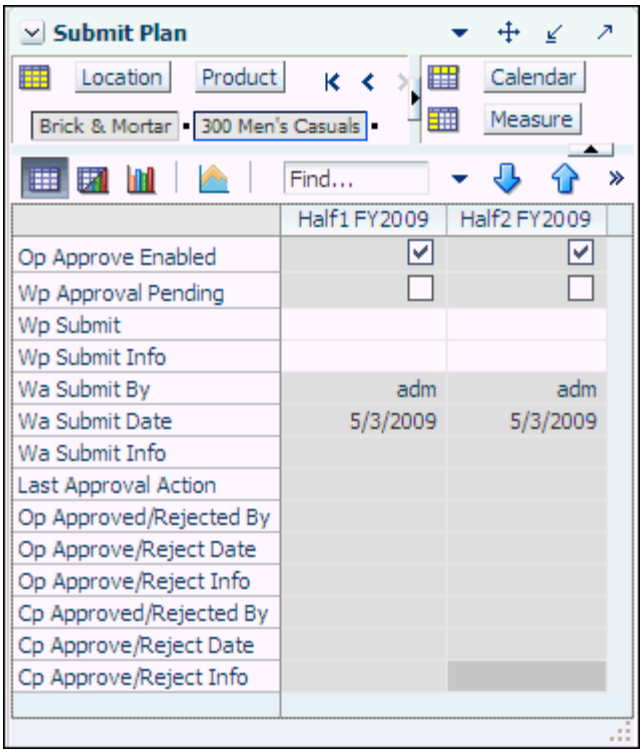
Figure 5–28 Success Message - Plan Submitted



As a result of running the submit custom menu, the Wp Submit and Wp Submit Info measures are cleared and the Wp Approval Pending check boxes are checked. The Wa Submit By, Wa Submit Date, and Wa Submit Info measures are populated. In addition, your working plan is copied into a Waiting for Approval (Wa) plan.

After the middle out user approves or rejects the Wa plan, you can see the approval or rejection information by accessing the Review Plan Approval Status view in the Original Plan Submit step.

Figure 5–29 Submit Plan View, Submitted Plan



The following table lists the measures available on this view.

Table 5–7 Submit Plan View Measures

Measure	Description
Op Approve Enabled	When selected, the bottom up user can submit a plan to the Op.
Wp Approval Pending	When selected, the approval of the working plan is pending.
Wp Submit	Used to select what the working plan is submitted to. Options are Submit Op Only, Submit Cp Only, and Submit Op and Cp.
Wp Submit Info	Used to input information about the submitted plan.
Wa Submit By	Displays the username of the user who submitted the plan.
Wa Submit Date	Displays the date that the plan was submitted.
Wa Submit Info	Displays the information that the user entered about the plan.
Last Approval Action	Displays the last approval action that occurred.
Op Approved/Rejected By	Displays the username of the user who approved or rejected the Original Plan.
Op Approve/Reject Date	Displays the date that the plan was approved or rejected.
Op Approve/Reject Info	Displays the information that the user entered about why the Original Plan was approved or rejected.
Cp Approved/Rejected By	Displays the username of the user who approved or rejected the Current Plan.
Cp Approve/Reject Date	Displays the date that the plan was approved or rejected.

Table 5–7 (Cont.) Submit Plan View Measures

Measure	Description
Cp Approve/Reject Info	Displays the information that the user entered about why the Current Plan was approved or rejected.

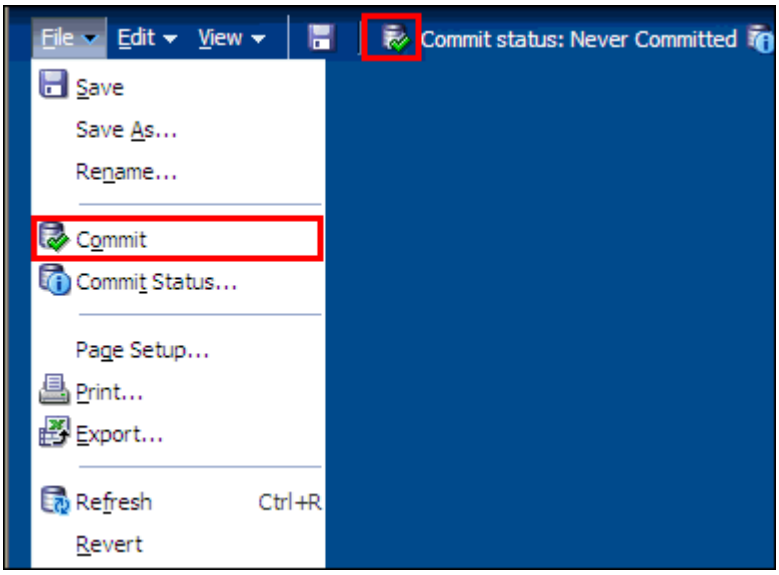
Commit Wp Measures

If you want to commit your working plan (Wp) measures to the database, you need to perform a separate commit in addition to submitting your plan for approval. For more information about committing, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

To commit your Wp measures, perform the following step:

- In the task that you have published the targets, click **Commit** in the toolbar. Or, from the File menu, select the **Commit** option.

Figure 5–30 Commit a Workbook



Next Steps

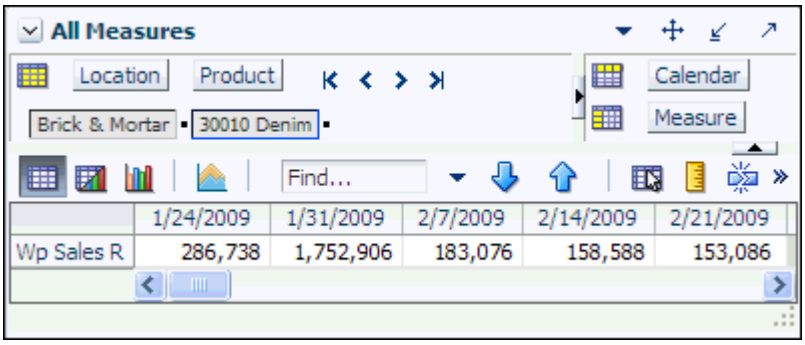
After you have submitted your plan to the middle out user, the middle out user approves or rejects your submitted plan. If rejected, adjust your plan using the steps described in this chapter and submit it again. Since you have already created a working plan, there is no need to seed the task again unless you want to start again with Ly (Last Year) data.

To learn about how the middle out user approves or rejects your plan, see the Original Plan Approval Task chapter.

All Measures

The All Measures view includes all the measures contained in the task; however, only the Wp Sales R measure is visible in the default measure profile. The purpose of this task is to allow you to create a view of task measures that you may not be able to view all at once in other views.

Figure 5–31 Review Targets - All Measures



To see the other measures in this view, perform the following steps:

1. Click the **Measure** dimension tile. The All Measures - Measure window is displayed.
2. Move the measures you want to see in the view from the Hidden Measures box to the Visible Measures box.
3. When finished, click **OK**.

For more information about hidden and visible measures, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

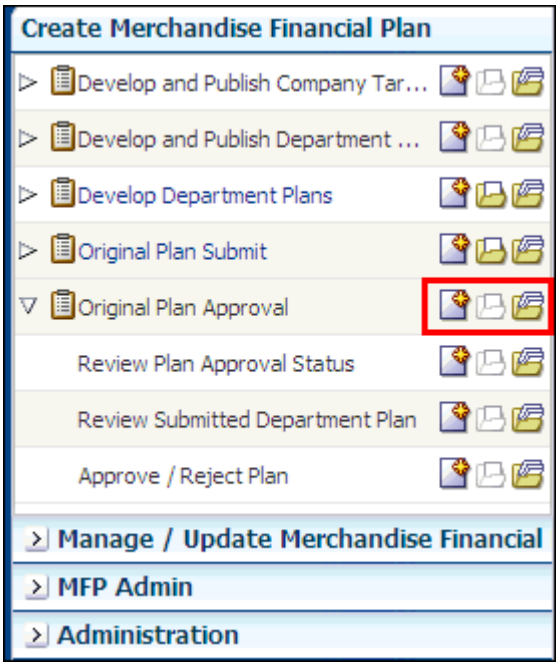
6

Original Plan Approval Task

After the bottom up user submits a plan, the middle out user can review the plan and approve or reject it in the Original Plan Approval task.

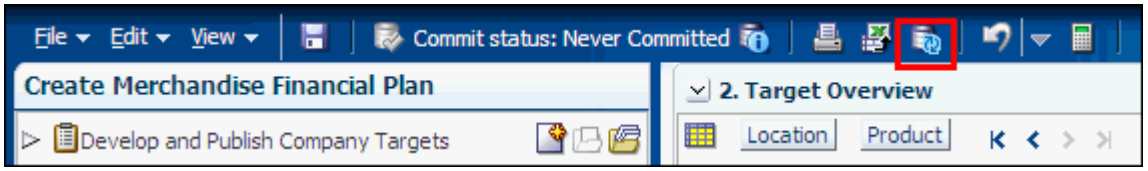
To see the bottom up user's plan, either build a new workbook or open an existing one from the Original Plan Approval task, as shown in Figure 6–1.

Figure 6–1 Original Plan Approval



If you open an existing task, you must refresh it to see the bottom up user's plan. To refresh a task, click the **Refresh** icon in the toolbar or select the **Refresh** option in the Edit menu.

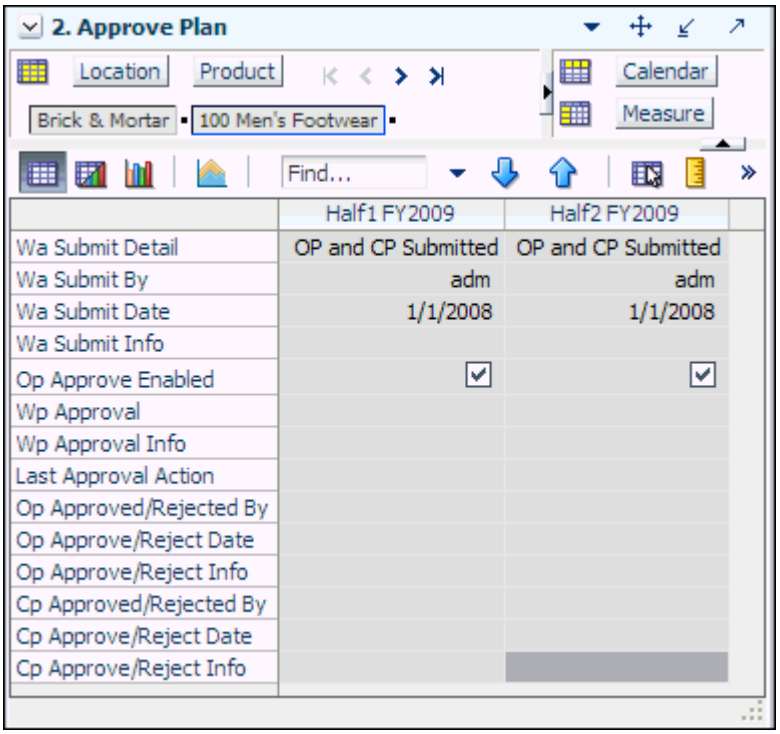
Figure 6–2 Refresh Option



Review Plan Approval Status

The first step in the Original Plan Approval task is the Review Plan Approval Status view. This view shows you which bottom up user submitted the plan, what they submitted it to, when it was submitted, and any notes that user may have added.

Figure 6–3 Approve Plan View



You can approve or reject the plan at this view, but it is recommended that you first view the plan at the next step.

Table 6–1 Approve Plan View Measures

Measure	Description
Wp Submit Detail	This measure shows what the bottom up user submitted the working plan as. Options are Op Only Submitted, Cp Only Submitted, and Op and Cp Submitted.
Wa Submit By	This measure displays the username of the bottom up user who submitted the plan.
Wa Submit Date	The date that the plan was submitted.
Wp Submit Info	This measure displays any notes that the bottom up user entered.
Op Approve Enabled	This measure is set by an administrator in the Enable OP Approval administration task. The administrator can select or deselect this option at any time. If the administrator deselects it during the in-season, the bottom up user cannot submit a plan for the Op, and the middle out user cannot approve a plan for the Op.
Wp Approval	Working Plan Approval. Use this measure to approve or reject the plan.

Table 6–1 (Cont.) Approve Plan View Measures

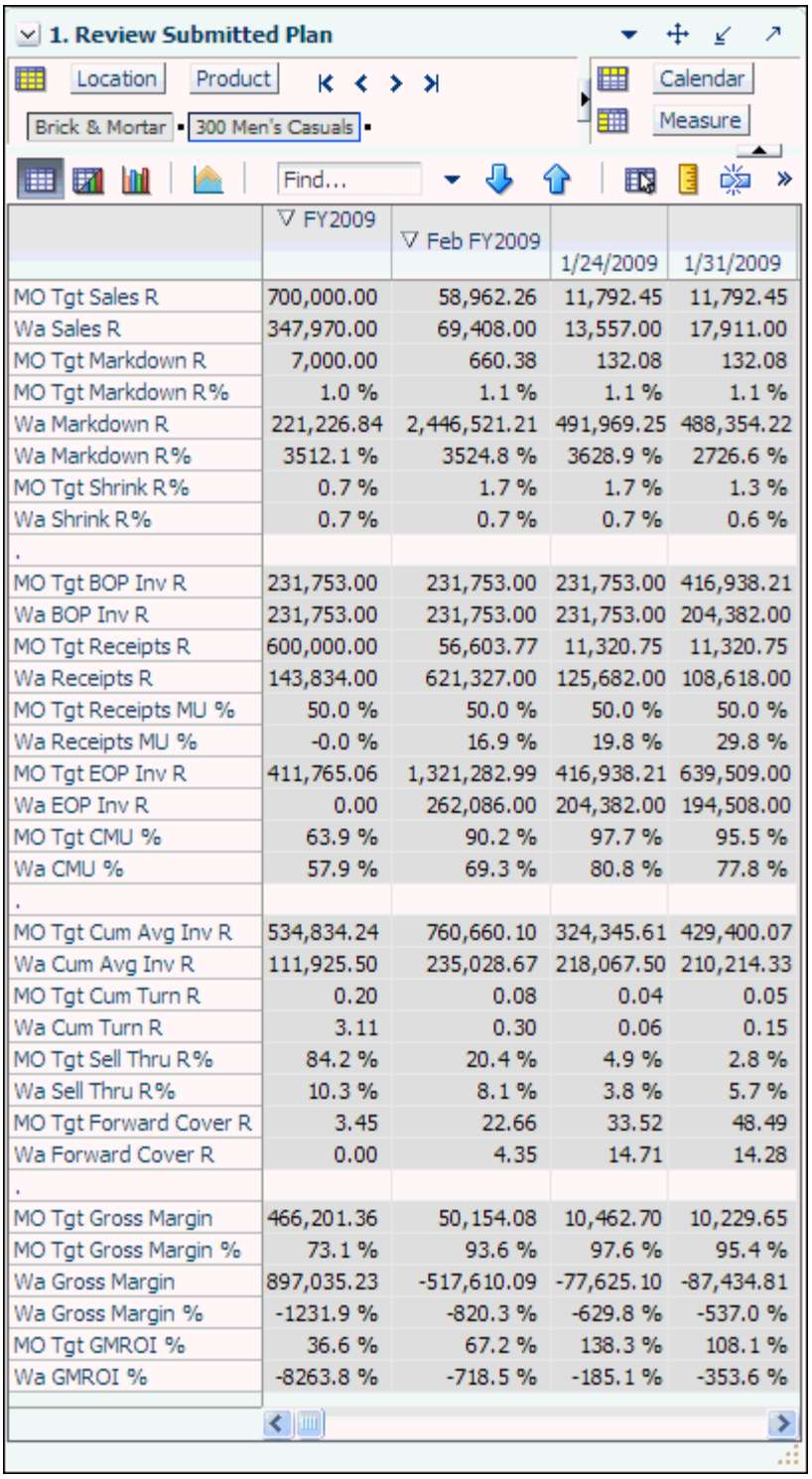
Measure	Description
Wp Approval Info	Use this measure to provide information about why you accepted or rejected the plan.
Last Approval Action	The last approval action that you took.
Op Approved/Rejected By	This measure displays the username of the person who approved or rejected the original plan.
Op Approved/Rejected Date	The date the original plan was approved or rejected.
Op Approve/Reject Info	This measure displays any notes that the middle out user entered about approving or rejecting the original plan.
Cp Approve/Rejected By	This measure displays the username of the person who approved or rejected the current plan.
Cp Approve Reject Date	The date the current plan was approved or rejected.
Cp Approve/Reject Info	This measure displays any notes that the middle out user entered about approving or rejecting the current plan.

Review Submitted Department Plan

After the bottom up user has submitted the plan, you can review the details of the plan at the Review Submitted Department plan step.

This step has one view: Review Submitted Plan.

Figure 6–4 Review Submitted Plan View, Default Measure Profile



	FY2009	Feb FY2009	1/24/2009	1/31/2009
MO Tgt Sales R	700,000.00	58,962.26	11,792.45	11,792.45
Wa Sales R	347,970.00	69,408.00	13,557.00	17,911.00
MO Tgt Markdown R	7,000.00	660.38	132.08	132.08
MO Tgt Markdown R%	1.0 %	1.1 %	1.1 %	1.1 %
Wa Markdown R	221,226.84	2,446,521.21	491,969.25	488,354.22
Wa Markdown R%	3512.1 %	3524.8 %	3628.9 %	2726.6 %
MO Tgt Shrink R%	0.7 %	1.7 %	1.7 %	1.3 %
Wa Shrink R%	0.7 %	0.7 %	0.7 %	0.6 %
.				
MO Tgt BOP Inv R	231,753.00	231,753.00	231,753.00	416,938.21
Wa BOP Inv R	231,753.00	231,753.00	231,753.00	204,382.00
MO Tgt Receipts R	600,000.00	56,603.77	11,320.75	11,320.75
Wa Receipts R	143,834.00	621,327.00	125,682.00	108,618.00
MO Tgt Receipts MU %	50.0 %	50.0 %	50.0 %	50.0 %
Wa Receipts MU %	-0.0 %	16.9 %	19.8 %	29.8 %
MO Tgt EOP Inv R	411,765.06	1,321,282.99	416,938.21	639,509.00
Wa EOP Inv R	0.00	262,086.00	204,382.00	194,508.00
MO Tgt CMU %	63.9 %	90.2 %	97.7 %	95.5 %
Wa CMU %	57.9 %	69.3 %	80.8 %	77.8 %
.				
MO Tgt Cum Avg Inv R	534,834.24	760,660.10	324,345.61	429,400.07
Wa Cum Avg Inv R	111,925.50	235,028.67	218,067.50	210,214.33
MO Tgt Cum Turn R	0.20	0.08	0.04	0.05
Wa Cum Turn R	3.11	0.30	0.06	0.15
MO Tgt Sell Thru R%	84.2 %	20.4 %	4.9 %	2.8 %
Wa Sell Thru R%	10.3 %	8.1 %	3.8 %	5.7 %
MO Tgt Forward Cover R	3.45	22.66	33.52	48.49
Wa Forward Cover R	0.00	4.35	14.71	14.28
.				
MO Tgt Gross Margin	466,201.36	50,154.08	10,462.70	10,229.65
MO Tgt Gross Margin %	73.1 %	93.6 %	97.6 %	95.4 %
Wa Gross Margin	897,035.23	-517,610.09	-77,625.10	-87,434.81
Wa Gross Margin %	-1231.9 %	-820.3 %	-629.8 %	-537.0 %
MO Tgt GMROI %	36.6 %	67.2 %	138.3 %	108.1 %
Wa GMROI %	-8263.8 %	-718.5 %	-185.1 %	-353.6 %

There are four measure profiles you can use to review the plan:

- Default
- Review Submitted Plan Units
- Review Submitted Plan to Current Plan
- Review Submitted Plan to Original Plan

The following table lists the measures available in the default profile.

Table 6–2 Review Submitted Plan View Measures

Measure	Description
MO Tgt Sales R	The middle out target for sales.
Wa Sales R	The Waiting for Approval sales.
MO Tgt Markdown R	The middle out target value for markdowns.
MO Tgt Markdown R%	The middle out target for markdown expressed as a percentage of total sales retail.
Wa Markdown R	The Waiting for Approval target value for markdowns.
Wa Markdown R%	The Waiting for Approval markdown expressed as a percentage of total sales retail.
MO Tgt Shrink R%	The middle out target for shrink for the period, expressed as a percentage of total sales retail.
Wa Shrink R%	The Waiting for Approval shrink expressed as a percentage of total sales retail expressed as a percentage of total sales retail.
MO Tgt BOP Inv R	The middle out target for beginning of period inventory.
Wa BOP Inv R	The Waiting for Approval beginning of period inventory.
MO Tgt Receipts R	The middle out target value for receipts.
Wa Receipts R	The Waiting for Approval value for receipts.
MO Tgt Receipts MU %	The middle out target markup percent for receipts, expressed as a percentage of markup to net sales.
Wa Receipts MU %	The Waiting for Approval markup percent for receipts, expressed as a percentage of markup to net sales.
MO Tgt EOP Inv R	The middle out target for end of period inventory, expressed in retail value. The period can be a week, month, or any other calendar period.
Wa EOP Inv R	The Waiting for Approval end of period inventory, expressed in retail value. The period can be a week, month, or any other calendar period.
MO Tgt CMU %	The middle out target for cumulative markup percent. It is cumulated for the same period last year. It corresponds to the start week of the task until the current week.
Wa CMU %	The Waiting for Approval target for cumulative markup percent. It is cumulated for the same period last year. It corresponds to the start week of the task until the current week.
MO Tgt Cum Avg Inv R	The middle out target for average cumulative inventory value, expressed in retail value, cumulated from the start of the season.

Table 6–2 (Cont.) Review Submitted Plan View Measures

Measure	Description
Wa Cum Avg Inv R	The Waiting for Approval average cumulative inventory value, expressed in retail value, cumulated from the start of the season.
MO Tgt Cum Turn R	The middle out cumulative inventory turns (retail) target. It is cumulated from the start week of the task.
Wa Cum Turn R	The Waiting for Approval cumulative inventory turns (retail). It is cumulated from the start week of the task.
MO Tgt Sell Thru R%	The middle out target for sell through value, expressed as a percentage of sales to the total receipts and beginning inventory.
Wa Sell Thru R%	The Waiting for Approval target for sell through value, expressed as a percentage of sales to the total receipts and beginning inventory.
MO Tgt Forward Cover R	The middle out target number of weeks of forward cover for the period. Using the retail values sales of future weeks, this measure indicates how many weeks of sales can be fulfilled with the ending inventory of the period.
Wa Forward Cover R	The Waiting for Approval target number of weeks of forward cover for the period. Using the retail values sales of future weeks, this measure indicates how many weeks of sales can be fulfilled with the ending inventory of the period.
MO Tgt Gross Margin	The middle out target for gross margin.
MO Tgt Gross Margin %	The middle out target for gross margin expressed as a percentage of total sales retail.
Wa Gross Margin	The Waiting for Approval target for gross margin.
Wa Gross Margin %	The Waiting for Approval target for gross margin expressed as a percentage of total sales retail.
MO Tgt GMROI %	The middle out target gross margin return on inventory.
Wa GMROI %	The Waiting for Approval target gross margin return on inventory.

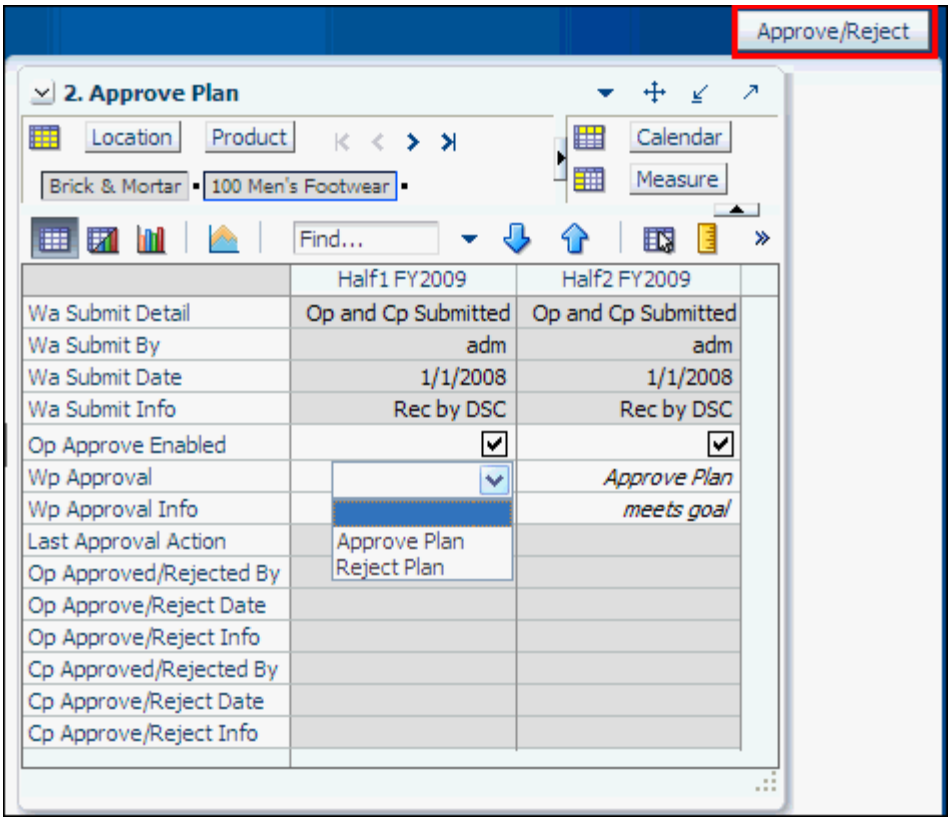
After you have finished reviewing the Wa plan, continue to the last step of the task, Approve/Reject Plan.

Approve/Reject Plan

After you have reviewed the submitted Wa plan, approve or reject it at this step.

The view in this step is Approve Plan, the same one that is shown in the first step, Review Plan Approval Status.

Figure 6–5 Approve/Reject Plan - Approve Plan View

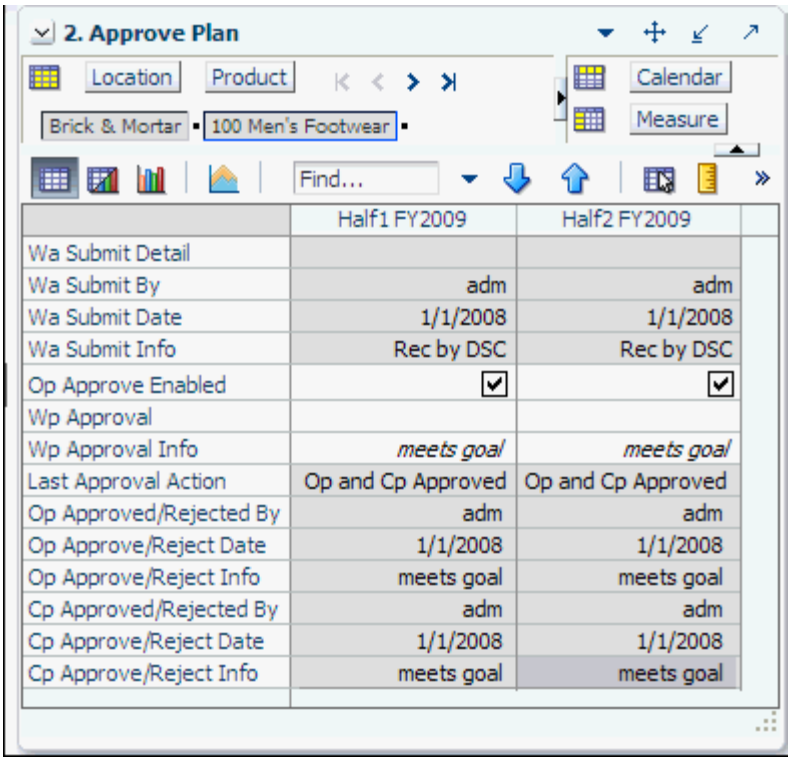


1. In the Wp Approval measure, select one of the two options: **Approve Plan** or **Reject Plan**.
2. In the Wp Approval Info measure, enter any useful information about the plan or your approval decision. This step is optional.
3. Click the **Approve/Reject** button as shown in Figure 6–5.
4. A success message is displayed. Click **OK** to close it.

Figure 6–6 Success Message - Approve/Reject

The view refreshes and the approval or rejection information is populated in the measures, as shown in Figure 6–7.

Figure 6–7 Approve/Reject Plan - Approve Plan View



	Half1 FY2009	Half2 FY2009
Wa Submit Detail		
Wa Submit By	adm	adm
Wa Submit Date	1/1/2008	1/1/2008
Wa Submit Info	Rec by DSC	Rec by DSC
Op Approve Enabled	☑	☑
Wp Approval		
Wp Approval Info	*meets goal*	*meets goal*
Last Approval Action	Op and Cp Approved	Op and Cp Approved
Op Approved/Rejected By	adm	adm
Op Approve/Reject Date	1/1/2008	1/1/2008
Op Approve/Reject Info	meets goal	meets goal
Cp Approved/Rejected By	adm	adm
Cp Approve/Reject Date	1/1/2008	1/1/2008
Cp Approve/Reject Info	meets goal	meets goal

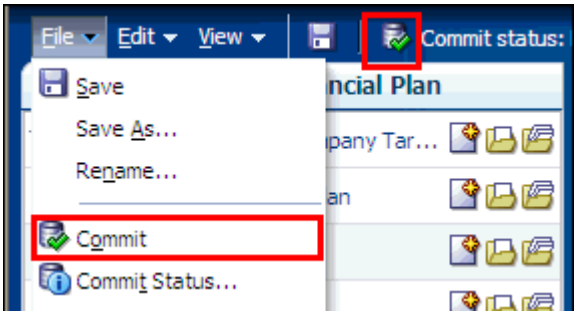
Commit Wp Measures

If you want to commit your working plan (Wp) measures to the database, you need to perform a separate commit in addition to commit that occurs when you approve the plan. For more information about committing, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

To commit your Wp measures, perform the following steps:

1. In the task that you have published the targets, click **Commit** in the toolbar. Or, from the File menu, select the **Commit** option.

Figure 6–8 Commit a Workbook



7

In-Season Management Task

All users—top down, middle out, and bottom up—can use the Manage/Update Merchandise Financial Plan activity during in-season to review the plan and compare it to the season actuals. Top down and middle out users review their targets and the plans created by the lower level users and determine how those plans compare to actuals. Bottom up users can not only review their plan to actuals, but also adjust their plan with the Update Department Plans task.

One of the key steps of in-season management is reviewing the Open to Buy (OTB). OTB is the amount of money that is planned to be available during the in-season to purchase goods that have no yet been received or ordered. The bottom up user can decide in-season how to spend this money to reach the strategic targets.

Each role has its own task within the Manage/Update Merchandise Financial Plan activity. The activities of each role are described in this chapter.

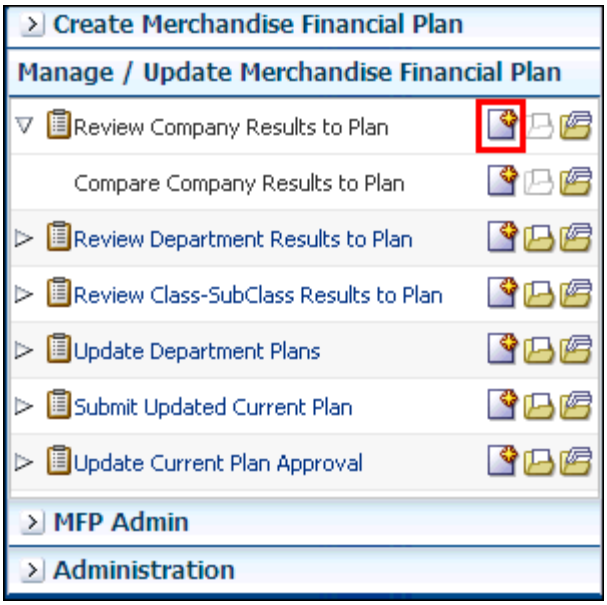
Top Down Role: Review Company Results to Plan

The top down user can use the Review Company Results to Plan task to review their targets and the plans created by the lower level users and determine how those plans compare to actuals.

To build the Review Company Results to Plan workbook, perform the following steps.

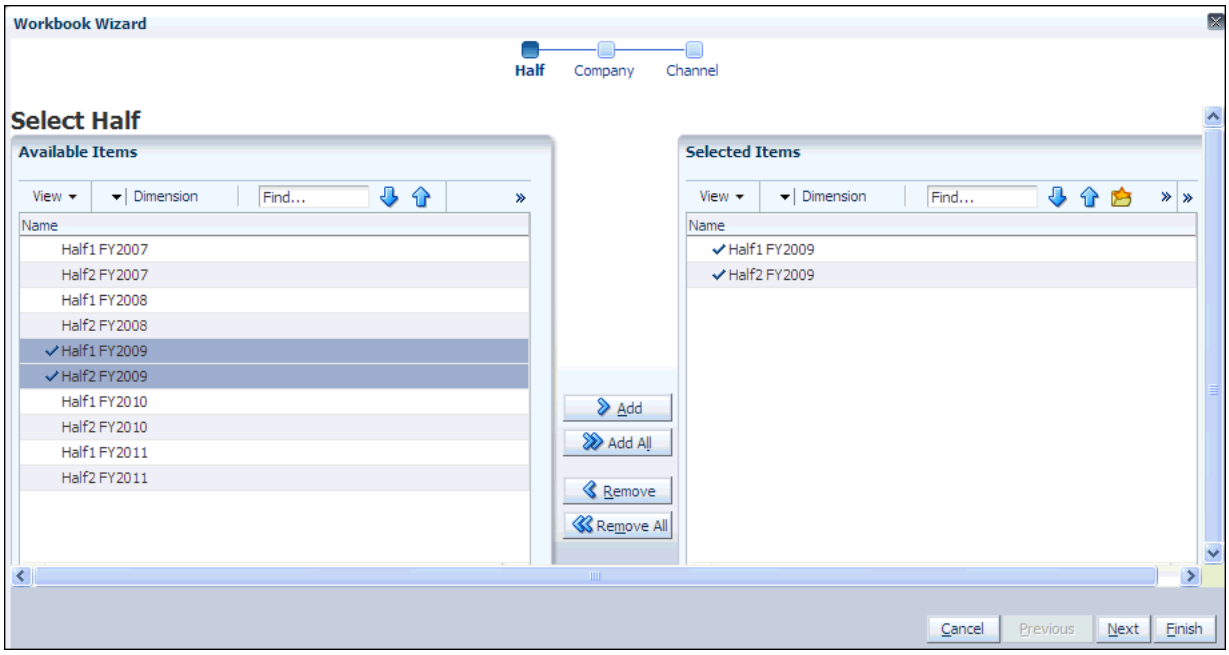
1. Click the **Create New Workbook** icon in the Review Company Results to Plan task.

Figure 7–1 Top Down: Create New Workbook Icon



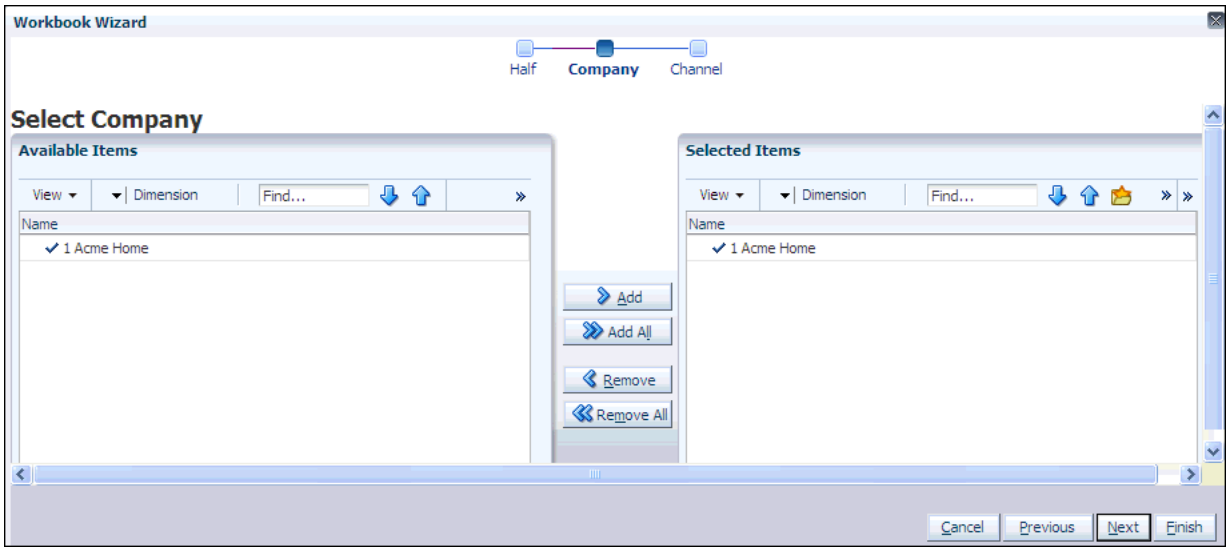
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 7–2 Workbook Wizard: Calendar Selection



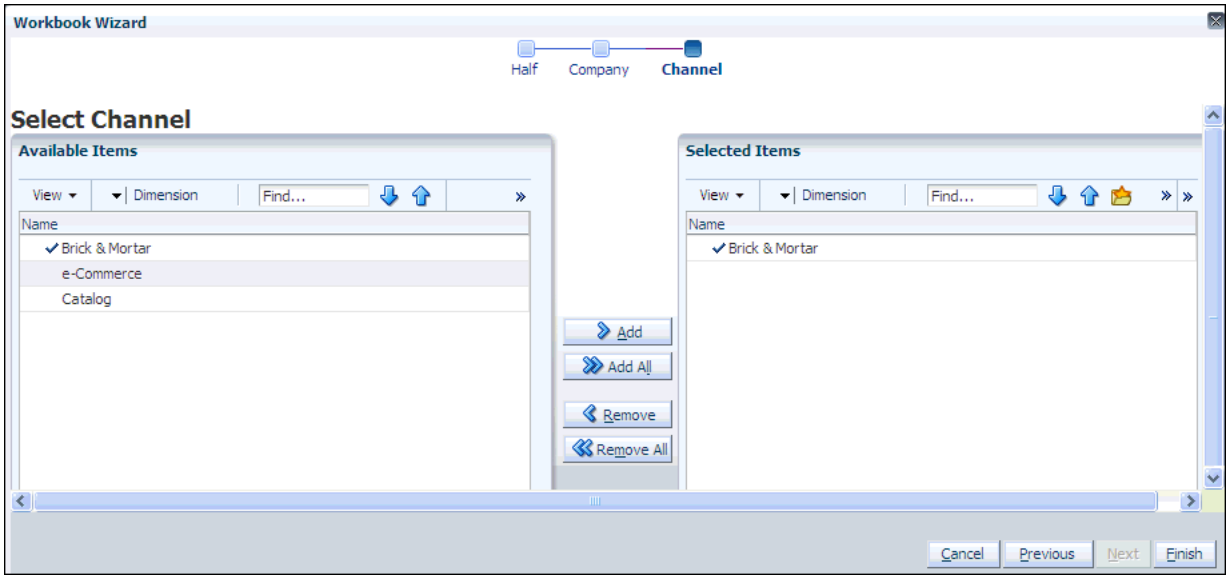
3. The Product Selection step of the workbook wizard is displayed. Select the company you want to plan and move it to the Selected Items box. Click **Next**.

Figure 7–3 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 7–4 Workbook Wizard: Location Selection



The workbook is built, and the Compare Company Results to Plan step opens.

Compare Company Results to Plan

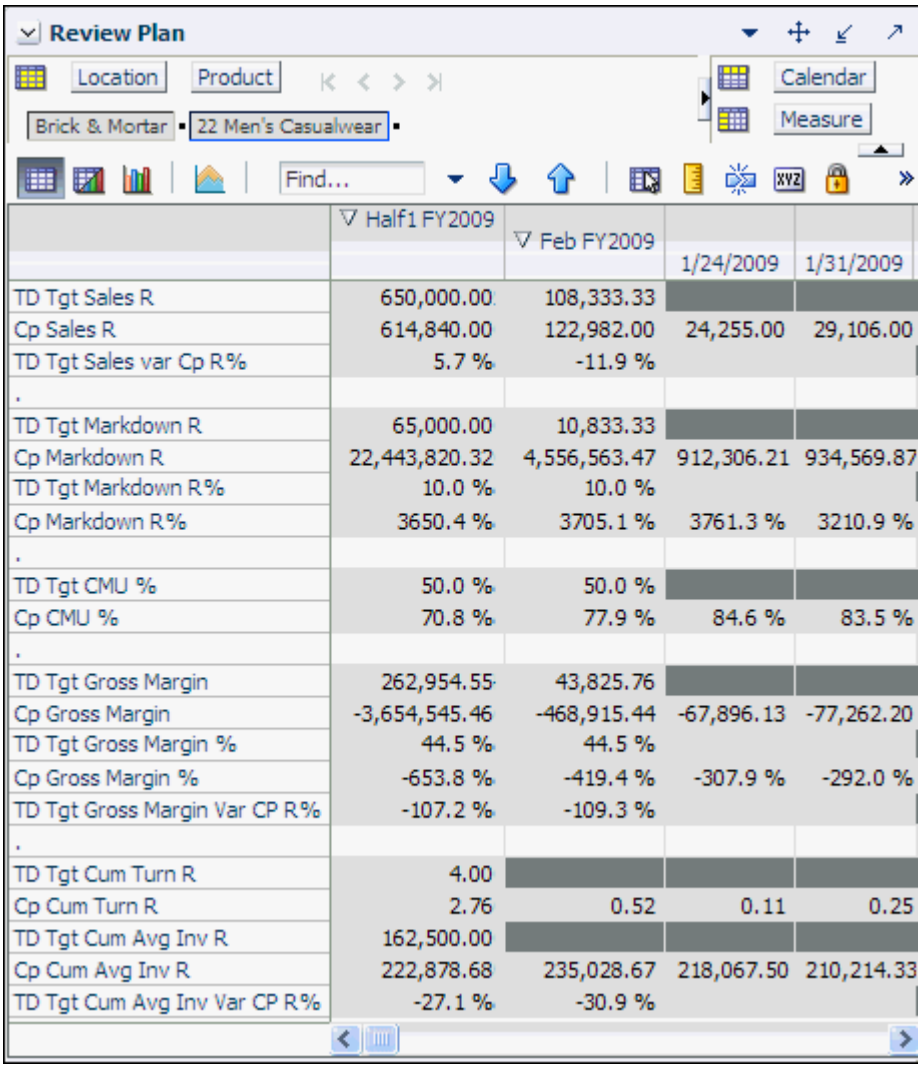
The Compare Company Results to Plan step has two views: All Measures and Review Plan. For information on the All Measures view, see All Measures.

Review Plan

The Review Plan view allows you to compare your plan to the current plan, original plan, last year actuals, or MO targets. Use the four measure profiles in this view to perform these tasks:

- Targets compared to Current Plan
- Targets compared to Last Year
- Targets compared to MO Targets
- Targets compared to Original Plan

Figure 7–5 Top Down: Review Plan View, Targets Compared to Current Plan Measure Profile



	Half1 FY2009	Feb FY2009	1/24/2009	1/31/2009
TD Tgt Sales R	650,000.00	108,333.33		
Cp Sales R	614,840.00	122,982.00	24,255.00	29,106.00
TD Tgt Sales var Cp R%	5.7 %	-11.9 %		
.				
TD Tgt Markdown R	65,000.00	10,833.33		
Cp Markdown R	22,443,820.32	4,556,563.47	912,306.21	934,569.87
TD Tgt Markdown R%	10.0 %	10.0 %		
Cp Markdown R%	3650.4 %	3705.1 %	3761.3 %	3210.9 %
.				
TD Tgt CMU %	50.0 %	50.0 %		
Cp CMU %	70.8 %	77.9 %	84.6 %	83.5 %
.				
TD Tgt Gross Margin	262,954.55	43,825.76		
Cp Gross Margin	-3,654,545.46	-468,915.44	-67,896.13	-77,262.20
TD Tgt Gross Margin %	44.5 %	44.5 %		
Cp Gross Margin %	-653.8 %	-419.4 %	-307.9 %	-292.0 %
TD Tgt Gross Margin Var CP R%	-107.2 %	-109.3 %		
.				
TD Tgt Cum Turn R	4.00			
Cp Cum Turn R	2.76	0.52	0.11	0.25
TD Tgt Cum Avg Inv R	162,500.00			
Cp Cum Avg Inv R	222,878.68	235,028.67	218,067.50	210,214.33
TD Tgt Cum Avg Inv Var CP R%	-27.1 %	-30.9 %		

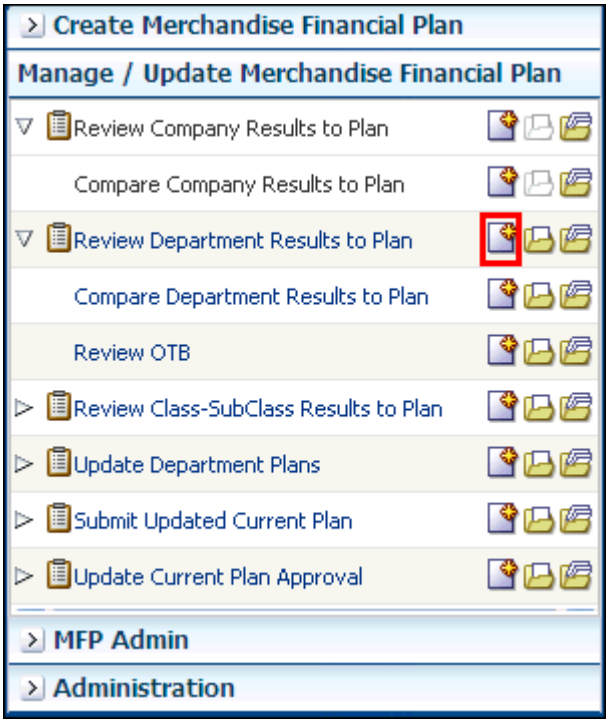
Middle Out Role: Review Department Results to Plan

The middle out user can use the Review Department Results to Plan task to review their targets and the plans created by the bottom up users and determine how those plans compare to actuals.

To build the Review Department Results to Plan workbook, perform the following steps.

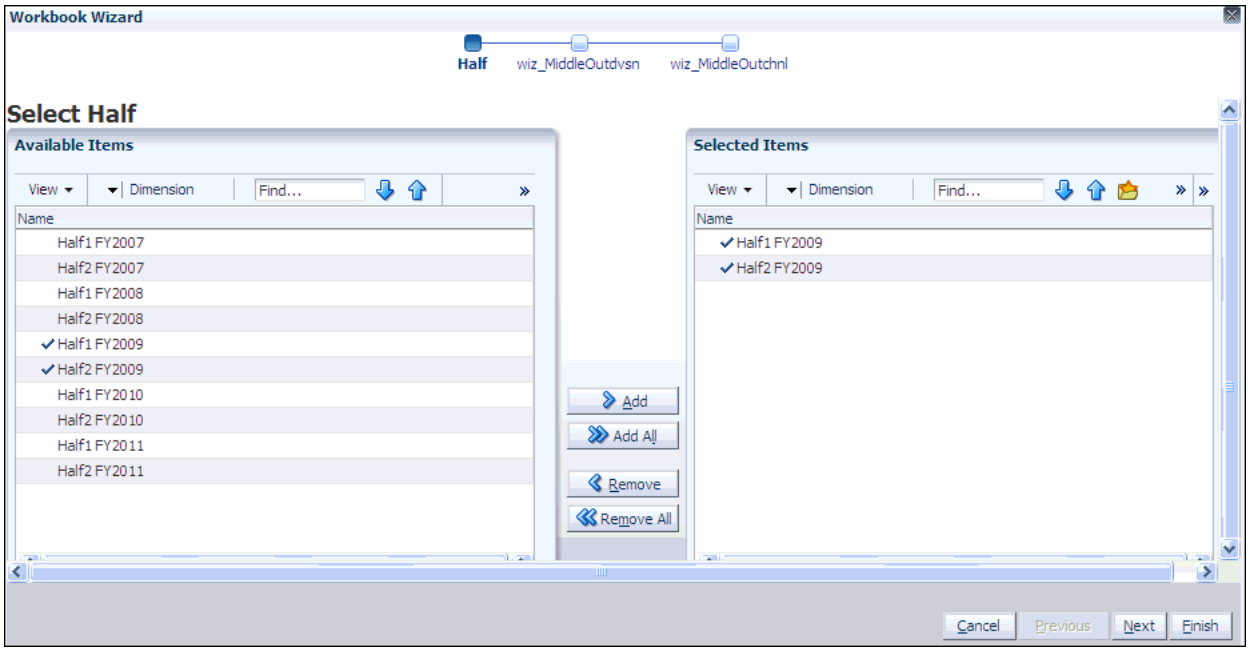
1. Click the **Create New Workbook** icon in the Review Department Results to Plan task.

Figure 7–6 Middle Out: Create New Workbook Icon



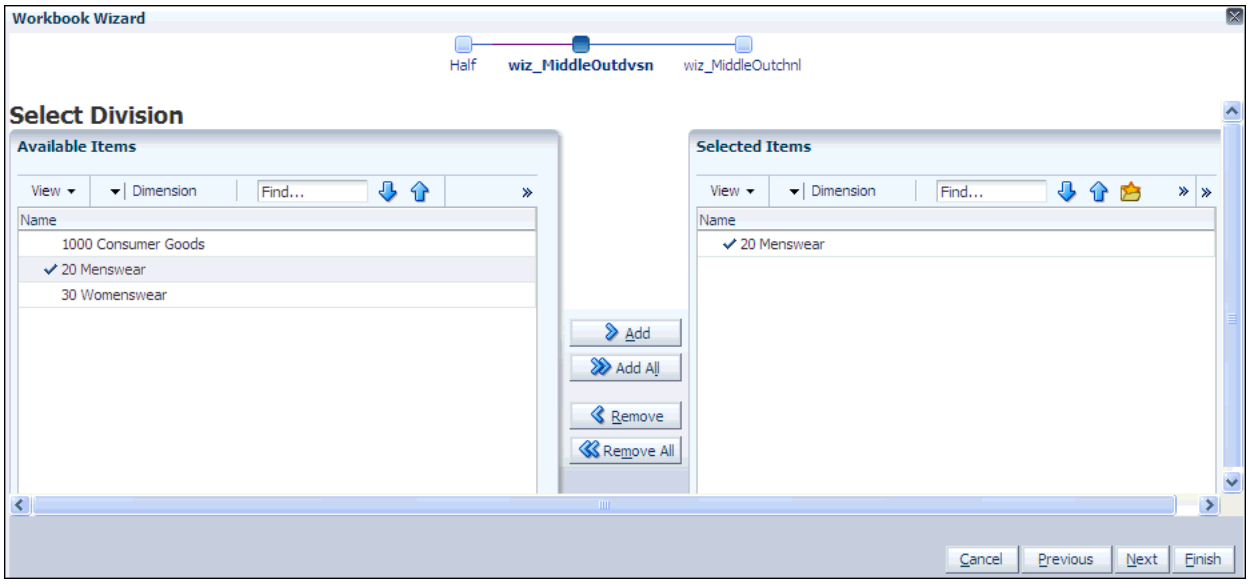
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 7–7 Workbook Wizard: Calendar Selection



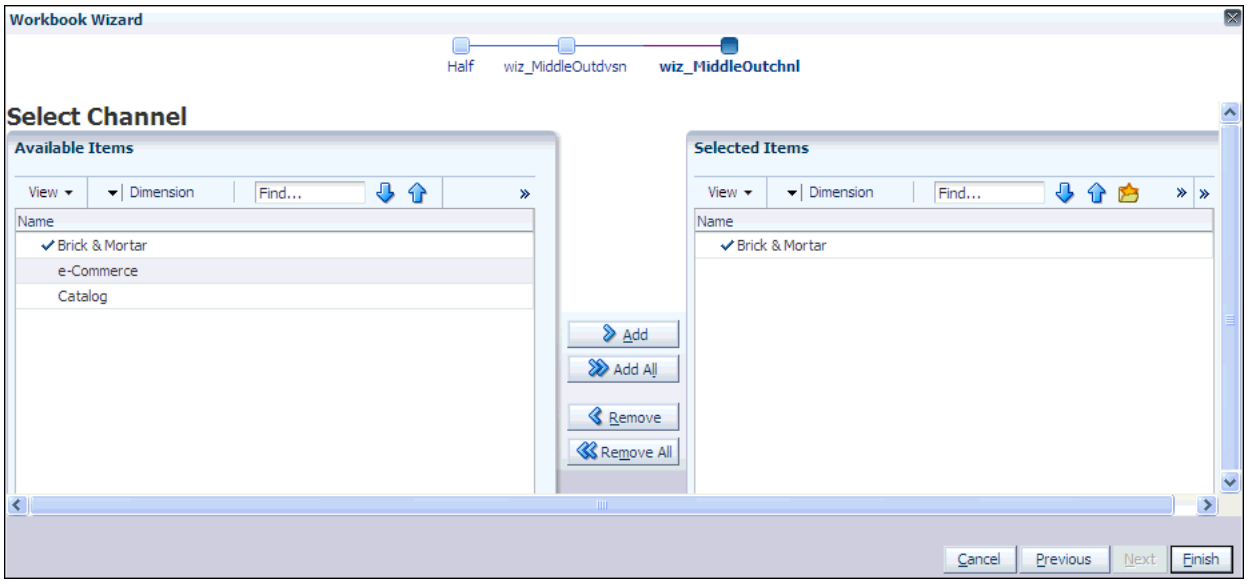
3. The Product Selection step of the workbook wizard is displayed. Select the division you want to plan and move it to the Selected Items box. Click **Next**.

Figure 7–8 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 7–9 Workbook Wizard: Location Selection



The workbook is built, and the All Measures view of the Compare Department Results to Plan step opens.

Compare Department Results to Plan

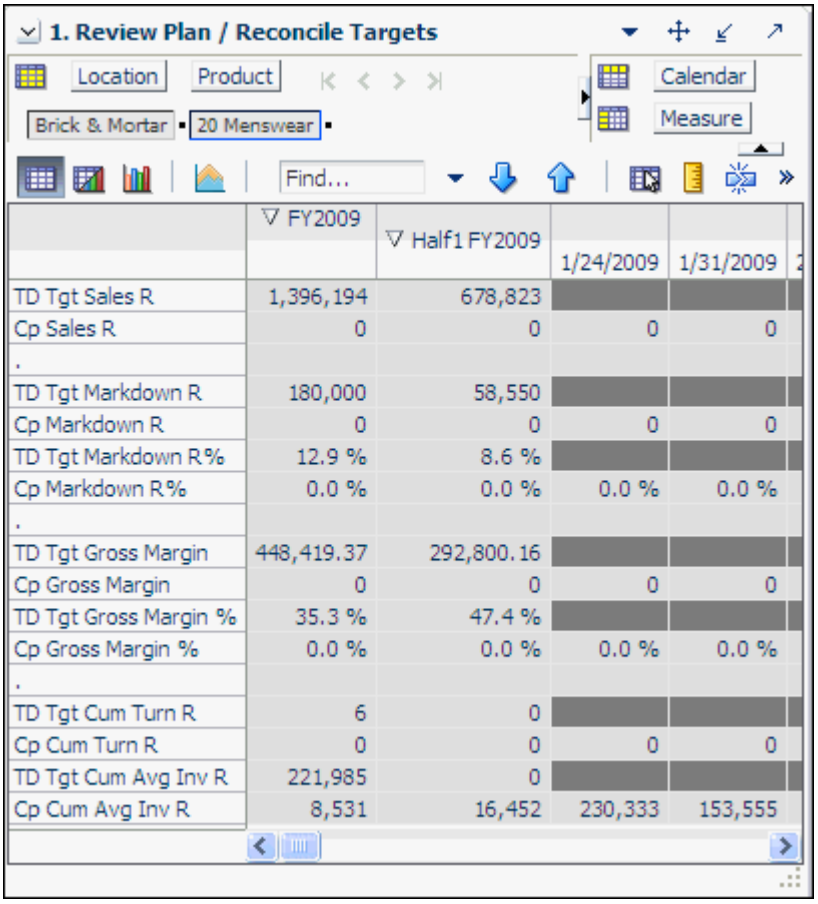
The Compare Department Results to Plan step has two views: All Measures and Review Plan/Reconcile Targets. For information on the All Measures view, see All Measures.

Review Plan/Reconcile Targets

The Review Plan /Reconcile Targets view allows you to compare your plan to the current or original plan and reconcile your targets to the top down targets. Use the four measure profiles in this view to perform these tasks:

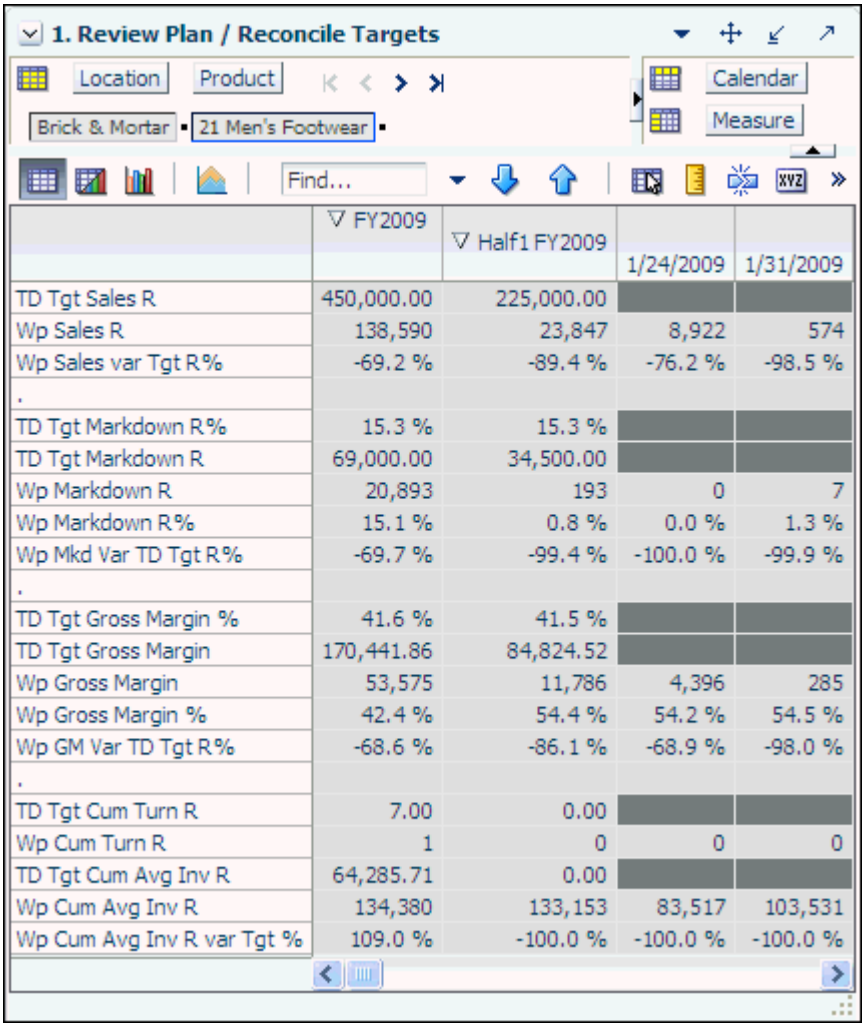
- Current Plan Review
- Default
- Original Plan Review
- Reconcile to TD Targets

Figure 7–10 Middle Out: Review Plan/Reconcile Targets View, Targets Compared to Current Plan Measure Profile



	FY2009	Half1 FY2009	1/24/2009	1/31/2009
TD Tgt Sales R	1,396,194	678,823		
Cp Sales R	0	0	0	0
.				
TD Tgt Markdown R	180,000	58,550		
Cp Markdown R	0	0	0	0
TD Tgt Markdown R%	12.9 %	8.6 %		
Cp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
.				
TD Tgt Gross Margin	448,419.37	292,800.16		
Cp Gross Margin	0	0	0	0
TD Tgt Gross Margin %	35.3 %	47.4 %		
Cp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
.				
TD Tgt Cum Turn R	6	0		
Cp Cum Turn R	0	0	0	0
TD Tgt Cum Avg Inv R	221,985	0		
Cp Cum Avg Inv R	8,531	16,452	230,333	153,555

Figure 7–11 Middle Out: Review Plan/Reconcile Targets View, Reconcile to TD Targets Measure Profile



	FY2009	Half1 FY2009	1/24/2009	1/31/2009
TD Tgt Sales R	450,000.00	225,000.00		
Wp Sales R	138,590	23,847	8,922	574
Wp Sales var Tgt R%	-69.2 %	-89.4 %	-76.2 %	-98.5 %
.				
TD Tgt Markdown R%	15.3 %	15.3 %		
TD Tgt Markdown R	69,000.00	34,500.00		
Wp Markdown R	20,893	193	0	7
Wp Markdown R%	15.1 %	0.8 %	0.0 %	1.3 %
Wp Mkd Var TD Tgt R%	-69.7 %	-99.4 %	-100.0 %	-99.9 %
.				
TD Tgt Gross Margin %	41.6 %	41.5 %		
TD Tgt Gross Margin	170,441.86	84,824.52		
Wp Gross Margin	53,575	11,786	4,396	285
Wp Gross Margin %	42.4 %	54.4 %	54.2 %	54.5 %
Wp GM Var TD Tgt R%	-68.6 %	-86.1 %	-68.9 %	-98.0 %
.				
TD Tgt Cum Turn R	7.00	0.00		
Wp Cum Turn R	1	0	0	0
TD Tgt Cum Avg Inv R	64,285.71	0.00		
Wp Cum Avg Inv R	134,380	133,153	83,517	103,531
Wp Cum Avg Inv R var Tgt %	109.0 %	-100.0 %	-100.0 %	-100.0 %

After you have reviewed the plan, continue to the Review Open to Buy step.

Review Open to Buy

The Review OTB step has one view: Open to Buy.

Open to Buy View

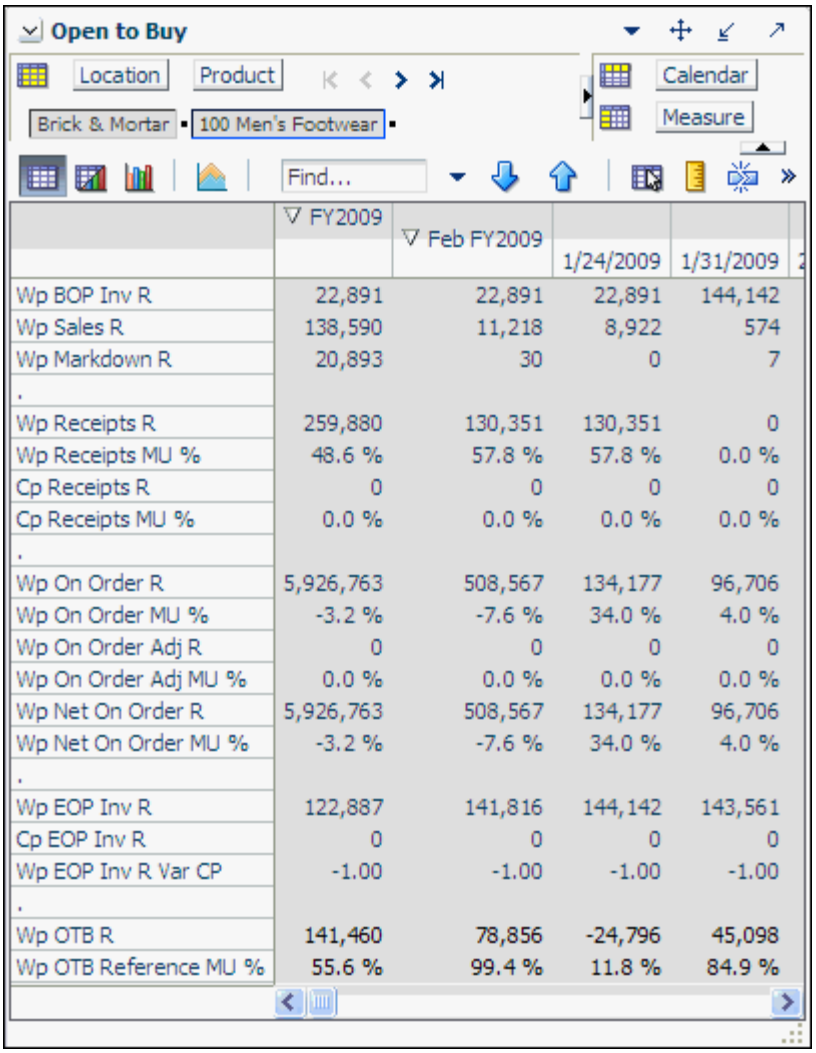
The Open to Buy view enables you to understand the variance between the current planned receipts and their markup to the on order and any on order adjustments. This variance is shown in the Wp OTB R and Wp Reference OTB MU% measures. These measures show the user how much additional receipts can be purchased as well as what markup to purchase these at for the current approve receipt retail and markup plan. Users should understand if their planned receipts keep them on overall Cp EOP inventory plan. To understand the variance between the Cp EOP inventory plan and the Wp EOP inventory plan, users can reference the measure Wp EOP Inv R Var Cp.

Use this view to validate what OTB you have available and then start adjusting your plan. Then, confirm that your updates can be obtained given the OTB constraints you may have.

Use the following best practices to adjust OTB.

1. To understand the difference between the current approved receipts and their net on order, compare the Cp Receipts R plan to the Wp Net On Order R.
2. Compare the Cp Receipts MU % plan to the Wp Net On Order MU%. The difference is shown in the measure Wp Reference OTB MU%. If receipts have booked for non-elapsed periods, you can enter this Wp Receipt R and Wp Receipt MU% data into the Wp On Order Adj R and Wp On Order Adj MU% (respectively) to capture the Wp OTB measures. For example, this may occur if receipts book daily for the retailer, and OTB is done on a Tuesday. By utilizing the Wp On Order Adj measures, you can capture all receipts for comparing the Net On Order to the Cp receipt plan.
3. Examine the Wp OTB R and Wp OTB Reference MU % measures. These measures are the difference between the Cp Receipts R and the Wp Net On Order R.
4. Optional: Compare the Cp Receipts Cost and Wp Net On Order Cost measures. To make these measures visible in the view, perform the following steps:
    a. Click the **Measure** dimension tile.
    b. On the **Show and Hide** tab, move the Cp Receipt Cost and Wp Net On Order Cost measures from the Hidden Measures list to the Visible Measures list
    c. Click **OK**.
5. Optional: Review the open to buy units using the Open to Buy Units measure profile.

Figure 7–12 Open to Buy View, Default View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp BOP Inv R	22,891	22,891	22,891	144,142
Wp Sales R	138,590	11,218	8,922	574
Wp Markdown R	20,893	30	0	7
.				
Wp Receipts R	259,880	130,351	130,351	0
Wp Receipts MU %	48.6 %	57.8 %	57.8 %	0.0 %
Cp Receipts R	0	0	0	0
Cp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp On Order R	5,926,763	508,567	134,177	96,706
Wp On Order MU %	-3.2 %	-7.6 %	34.0 %	4.0 %
Wp On Order Adj R	0	0	0	0
Wp On Order Adj MU %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net On Order R	5,926,763	508,567	134,177	96,706
Wp Net On Order MU %	-3.2 %	-7.6 %	34.0 %	4.0 %
.				
Wp EOP Inv R	122,887	141,816	144,142	143,561
Cp EOP Inv R	0	0	0	0
Wp EOP Inv R Var CP	-1.00	-1.00	-1.00	-1.00
.				
Wp OTB R	141,460	78,856	-24,796	45,098
Wp OTB Reference MU %	55.6 %	99.4 %	11.8 %	84.9 %

The following table lists the measures available on this view.

Table 7–1 Open to Buy View Measures

Measure	Description
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp Sales R	The planned sales retail value.
Wp Markdown R	The planned markdown value.
Wp Receipts R	The planned receipt value.
Wp Receipts MU %	The planned receipts markup, expressed as a percentage of retail value.
Cp Receipts R	The current plan receipts value.
Cp Receipts MU %	The current plan receipts markup rate.
Wp On Order R	The planned on order retail value. This is the retail amount of future orders that are considered part of future inventory.

Table 7–1 (Cont.) Open to Buy View Measures

Measure	Description
Wp On Order MU %	The planned on order markup percentage. This is the markup of the future orders.
Wp On Order Adj R	The planned on order adjustment retail value. Use this measure to enter future orders that are not yet part of On Order R. This measure is used to perform what-if analysis on how bringing in additional purchases affects the Wp OTB R and Wp OTB MU%.
Wp On Order Adj MU %	The planned on order adjusted markup. This is the markup associated with the Wp On Order Adj R. Use this measure in conjunction with Wp On Order Adj R to perform what-if analysis on how bringing in additional purchases affects the Wp OTB R and Wp OTB MU%.
Wp Net On Order R	The planned net on order retail value. This is the difference between the On Order R and the On Order Adj R. This value is decremented from the Cp Receipt Plan to find the Wp OTB R.
Wp Net On Order MU %	The planned net on order markup percentage. This is the markup of the Wp Net On Order R.
Wp EOP Inv R	The planned end of period inventory. The period can be a week, month, or any other calendar period.
Cp EOP Inv R	The current plan end of period inventory. The period can be a week, month, or any other calendar period.
Wp EOP Inv R Var CP	The planned variance between the target end of period inventory and the current plan end of period inventory, expressed as a percentage of the current plan.
Wp OTB R	The planned open to buy retail value. This is the amount available for purchase in the given period. It is the difference between the Cp Receipt Plan R and the Net On Order R. This value can be positive or negative. If positive, there are additional purchases that can be made. If negative, you should reduce future on order.
Wp OTB Reference MU %	The planned open to buy markup percentage. This is the markup that the Wp OTB R needs to be placed at in order to maintain the current period's Cp Receipt Markup plan. Any additional purchases that are made should be at this markup or higher.

Bottom Up Role: Review Class-SubClass Results to Plan

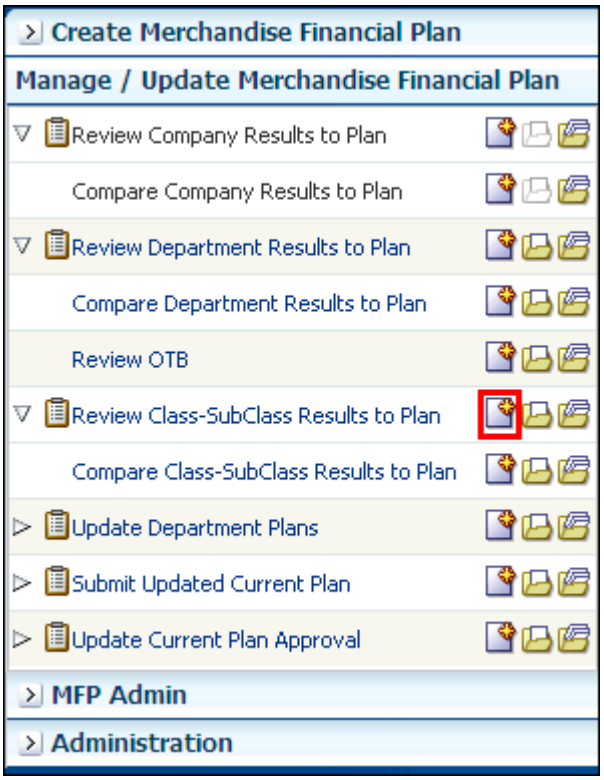
The bottom up user can use the Review Class-SubClass Results to Plan task to review their plans and determine how those plans compare to actuals.

Note: If you want to make adjustments to your plan, you should make them in the Update Department Plans task. The Review Class-SubClass Results to Plan task is for reviewing only.

To build the Review Class-SubClass Results to Plan workbook, perform the following steps.

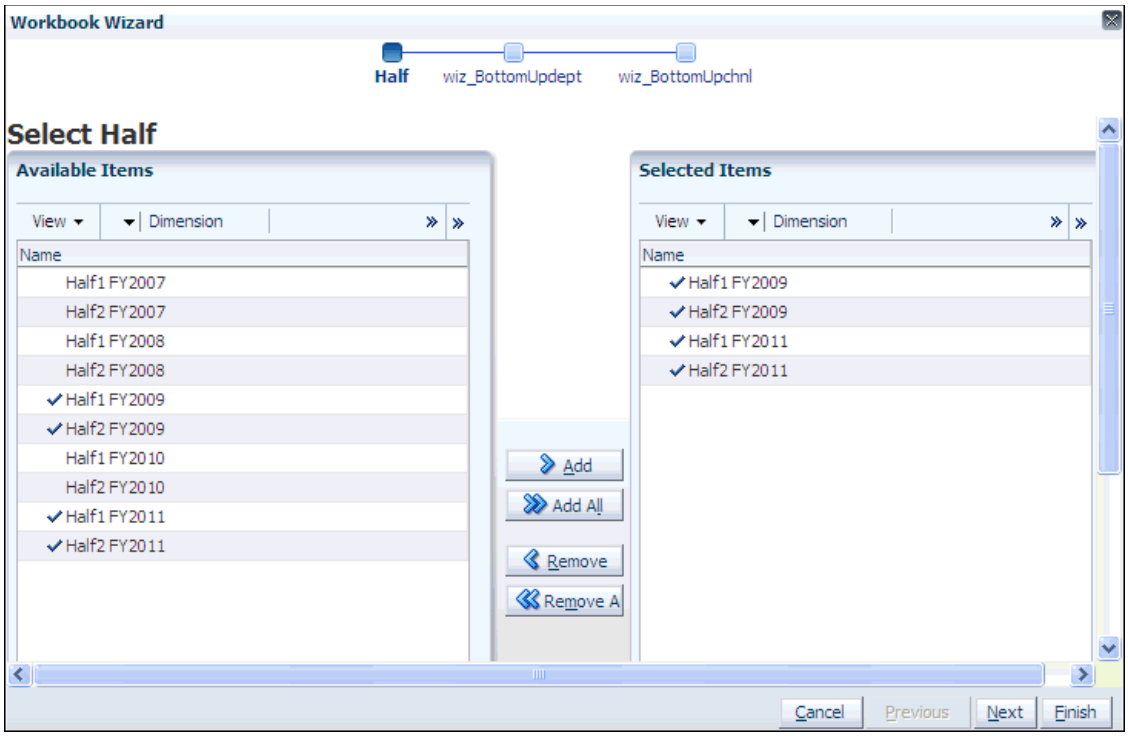
1. Click the **Create New Workbook** icon in the Review Class-SubClass Results to Plan task.

Figure 7–13 Bottom Up: Create New Workbook Icon



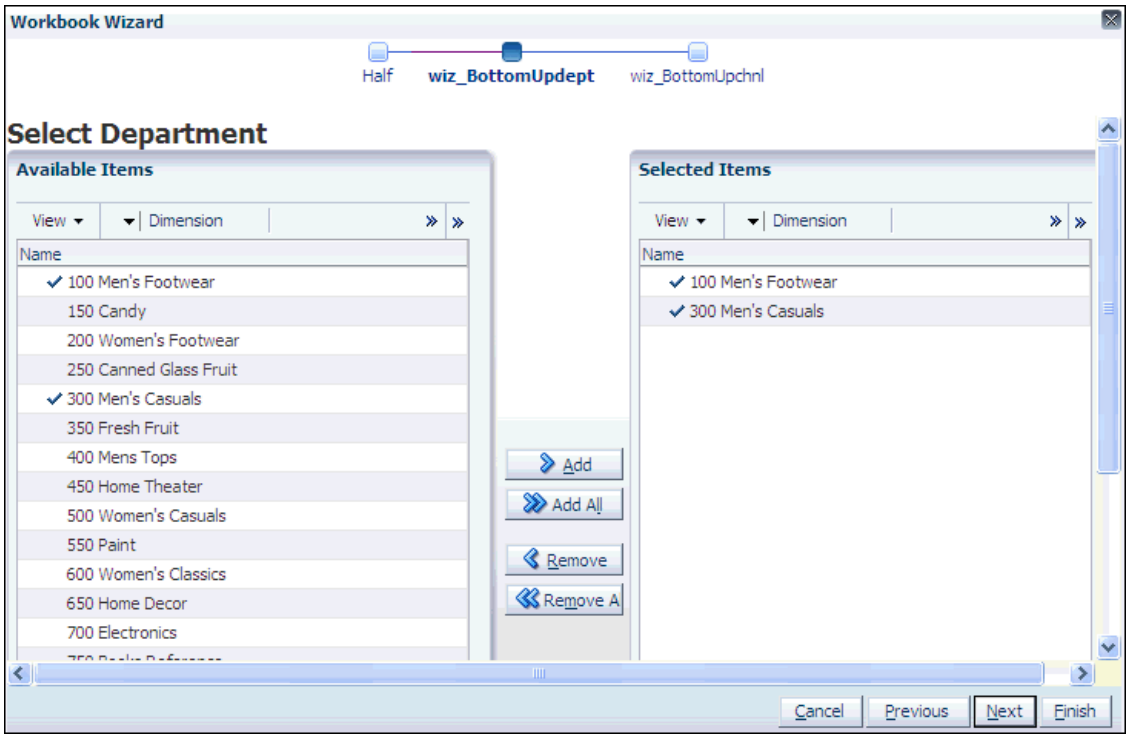
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 7–14 Workbook Wizard: Calendar Selection



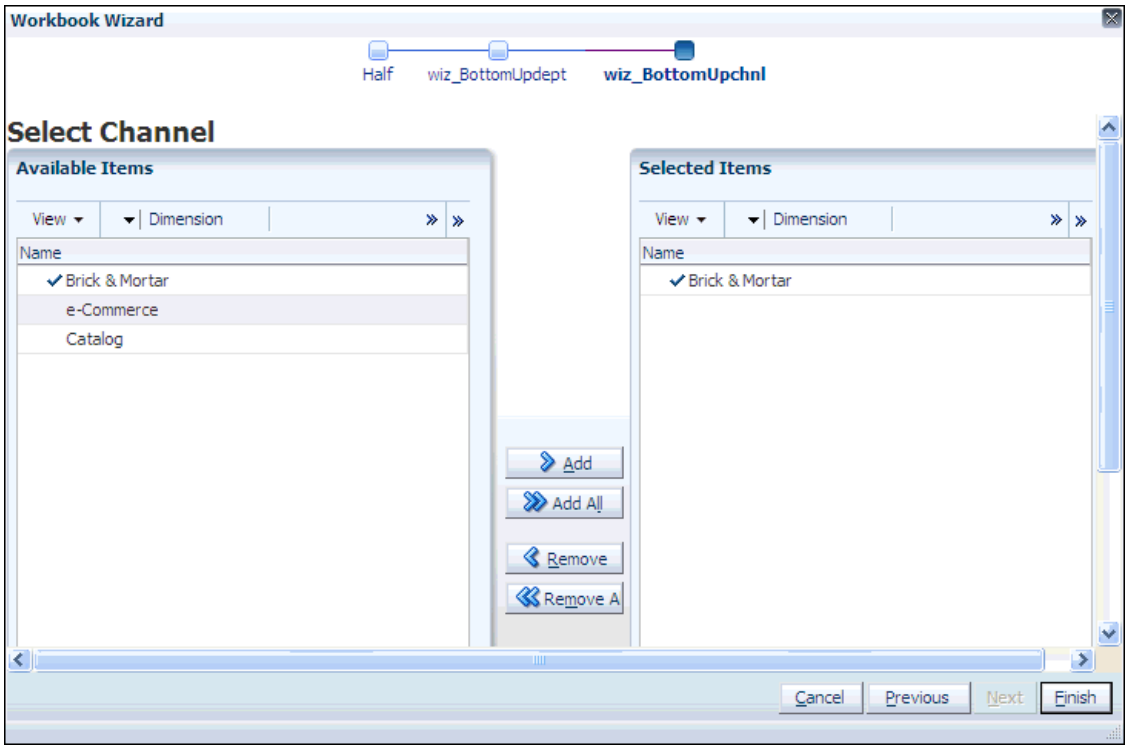
3. The Product Selection step of the workbook wizard is displayed. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 7–15 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 7–16 Workbook Wizard: Location Selection



The workbook is built, and the All Measures view of the Compare Department Results to Plan step opens.

Compare Class-SubClass Results to Plan Results to Plan

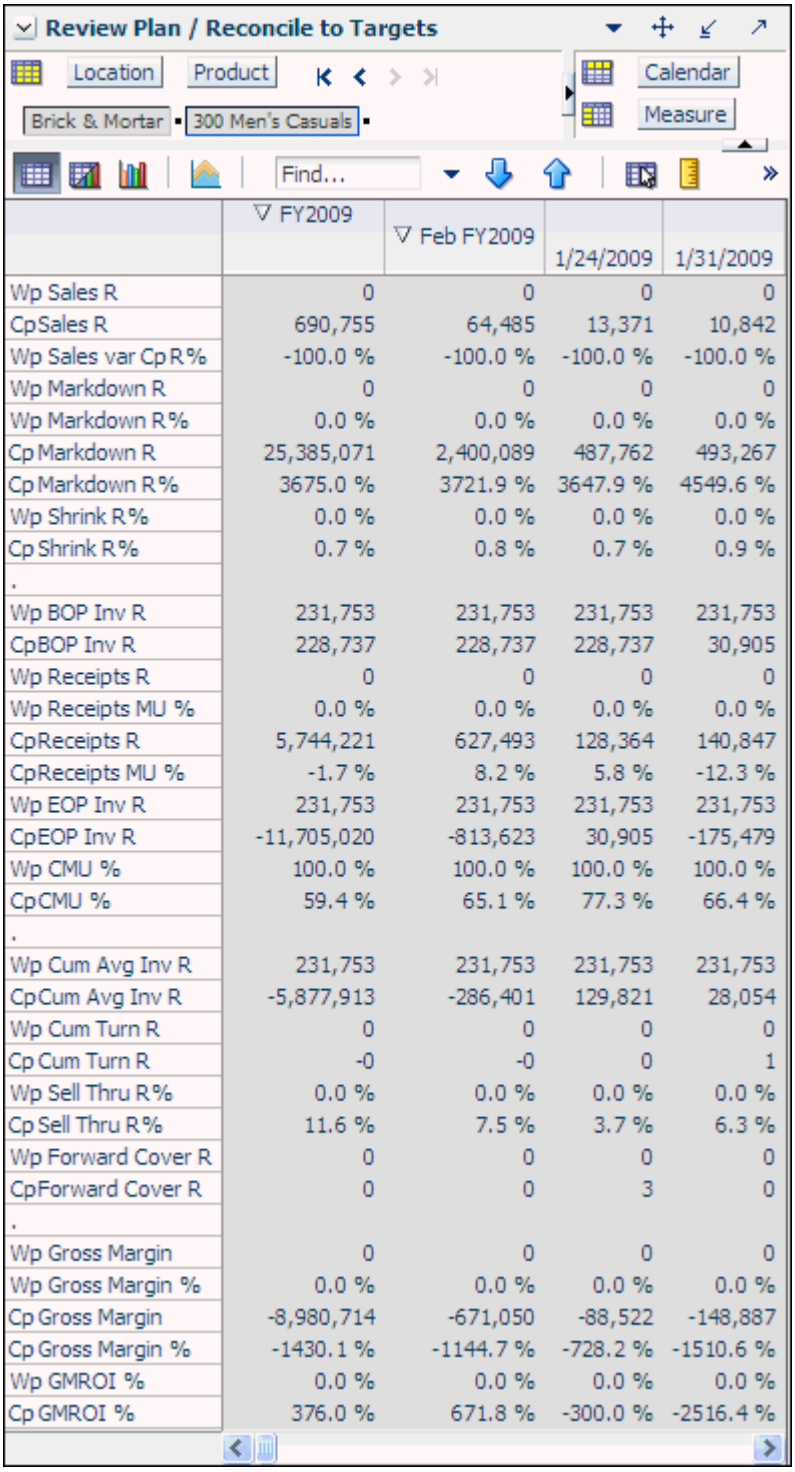
The Compare Class-SubClass Results to Plan step has two views: All Measures and Review Plan/Reconcile Targets. For information on the All Measures view, see All Measures.

Review Plan/Reconcile to Targets

The Review Plan/Reconcile to Targets view allows you to compare your plan to the current or original plan and reconcile your targets to the middle out targets. Use the four measure profiles in this view to perform these tasks:

- Current Plan Review
- Default
- Original Plan Review
- Reconcile to MO Targets

Figure 7–17 Bottom Up: Review Plan/Reconcile Targets View, Targets Compared to Current Plan Measure Profile



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Sales R	0	0	0	0
Cp Sales R	690,755	64,485	13,371	10,842
Wp Sales var Cp R %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Markdown R	0	0	0	0
Wp Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Markdown R	25,385,071	2,400,089	487,762	493,267
Cp Markdown R %	3675.0 %	3721.9 %	3647.9 %	4549.6 %
Wp Shrink R %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Shrink R %	0.7 %	0.8 %	0.7 %	0.9 %
.				
Wp BOP Inv R	231,753	231,753	231,753	231,753
Cp BOP Inv R	228,737	228,737	228,737	30,905
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts R	5,744,221	627,493	128,364	140,847
Cp Receipts MU %	-1.7 %	8.2 %	5.8 %	-12.3 %
Wp EOP Inv R	231,753	231,753	231,753	231,753
Cp EOP Inv R	-11,705,020	-813,623	30,905	-175,479
Wp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
Cp CMU %	59.4 %	65.1 %	77.3 %	66.4 %
.				
Wp Cum Avg Inv R	231,753	231,753	231,753	231,753
Cp Cum Avg Inv R	-5,877,913	-286,401	129,821	28,054
Wp Cum Turn R	0	0	0	0
Cp Cum Turn R	-0	-0	0	1
Wp Sell Thru R %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Sell Thru R %	11.6 %	7.5 %	3.7 %	6.3 %
Wp Forward Cover R	0	0	0	0
Cp Forward Cover R	0	0	3	0
.				
Wp Gross Margin	0	0	0	0
Wp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Gross Margin	-8,980,714	-671,050	-88,522	-148,887
Cp Gross Margin %	-1430.1 %	-1144.7 %	-728.2 %	-1510.6 %
Wp GMROI %	0.0 %	0.0 %	0.0 %	0.0 %
Cp GMROI %	376.0 %	671.8 %	-300.0 %	-2516.4 %

Figure 7–18 Bottom Up: Review Plan/Reconcile Targets View, Reconcile to MO Targets Measure Profile

Review Plan / Reconcile to Targets

Location | Product | Calendar | Measure

Brick & Mortar | 300 Men's Casuals

Find...

	▽ FY2009	▽ Feb FY2009	1/24/2009	1/31/2009
MO Tgt Sales R	725,690	53,465	0	11,322
Wp Sales R	0	0	0	0
Wp Sls var MO Tgt R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
MO Tgt Markdown R	124,015	10,110	0	2,608
MO Tgt Markdown R%	17.1 %	18.9 %	0.0 %	23.0 %
Wp Markdown R	0	0	0	0
Wp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Mkd var MO Tgt R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
MO Tgt Shrink R	5,655	500	0	122
MO Tgt Shrink R%	0.8 %	0.9 %	0.0 %	1.1 %
Wp Shrink R	0.00	0.00	0.00	0.00
Wp Shrink R%	0.0 %	0.0 %	0.0 %	0.0 %
.				
MO Tgt Receipts R	933,213	54,250	0	9,800
MO Tgt Receipts MU %	43.6 %	36.4 %	0.0 %	36.7 %
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt EOP Inv R	191,574	103,861	0	109,443
Wp EOP Inv R	231,753	231,753	231,753	231,753
MO Tgt CMU %	43.6 %	36.4 %	0.0 %	36.7 %
Wp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
.				
MO Tgt Cum Turn R	6.0	0.6	0.0	0.2
Wp Cum Turn R	0	0	0	0
MO Tgt Cum Avg Inv R	120,170	89,864	0	74,379
Wp Cum Avg Inv R	231,753	231,753	231,753	231,753
.				
MO Tgt Gross Margin	193,086	10,564	0	2,044
MO Tgt Gross Margin %	29.2 %	21.7 %	0.0 %	19.9 %
Wp Gross Margin	0	0	0	0
Wp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
Wp GMP var MO Tgt R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %

After you have reviewed the plan, continue to the Bottom Up: Update Department Plans task.

Bottom Up: Update Department Plans

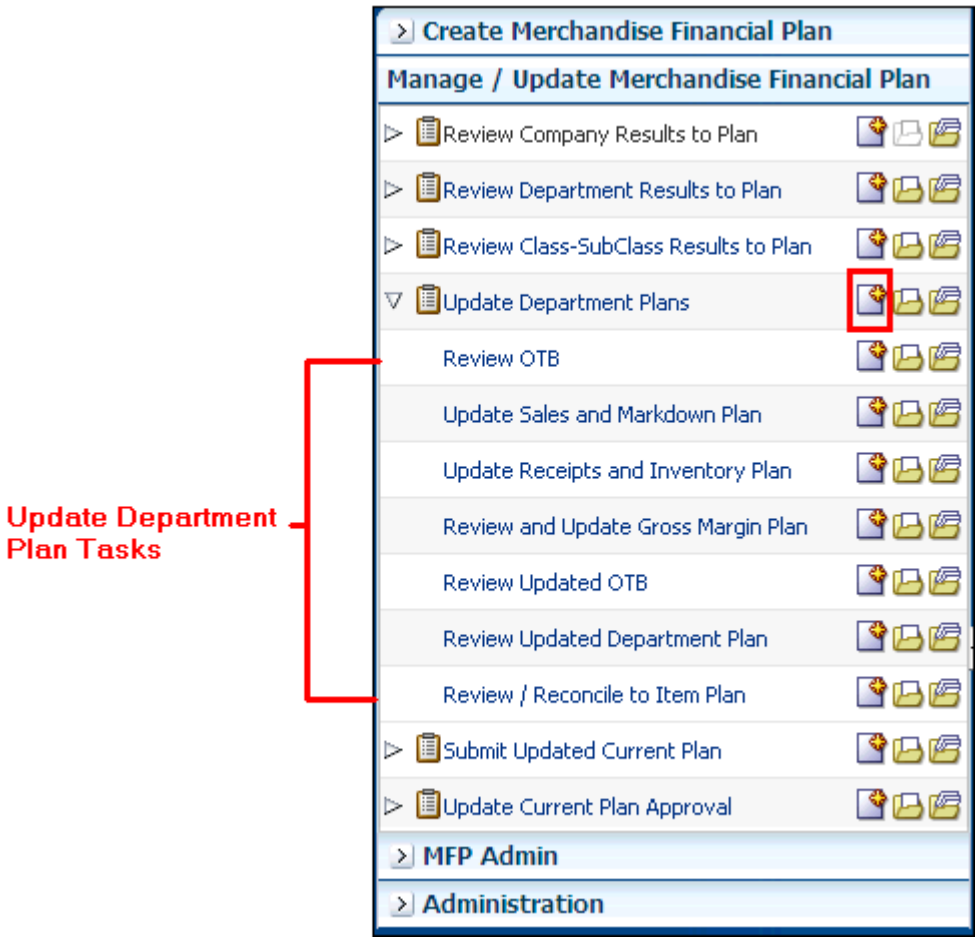
Bottom up users have the ability to update the department plans in-season. If you realize that your plan needs to be adjusted in-season, you can make those adjustments in the Update Department Plans task and resubmit your plan to the middle out user.

The Update Department Plans task has seven areas:

- Review Open to Buy
- Update Sales and Markdown Plan
- Update Receipts and Inventory Plan
- Review and Update Gross Margin Plan
- Review Updated Open to Buy
- Review Updated Department Plan
- Review/Reconcile to Item Plan

These steps are shown in Figure 7–19.

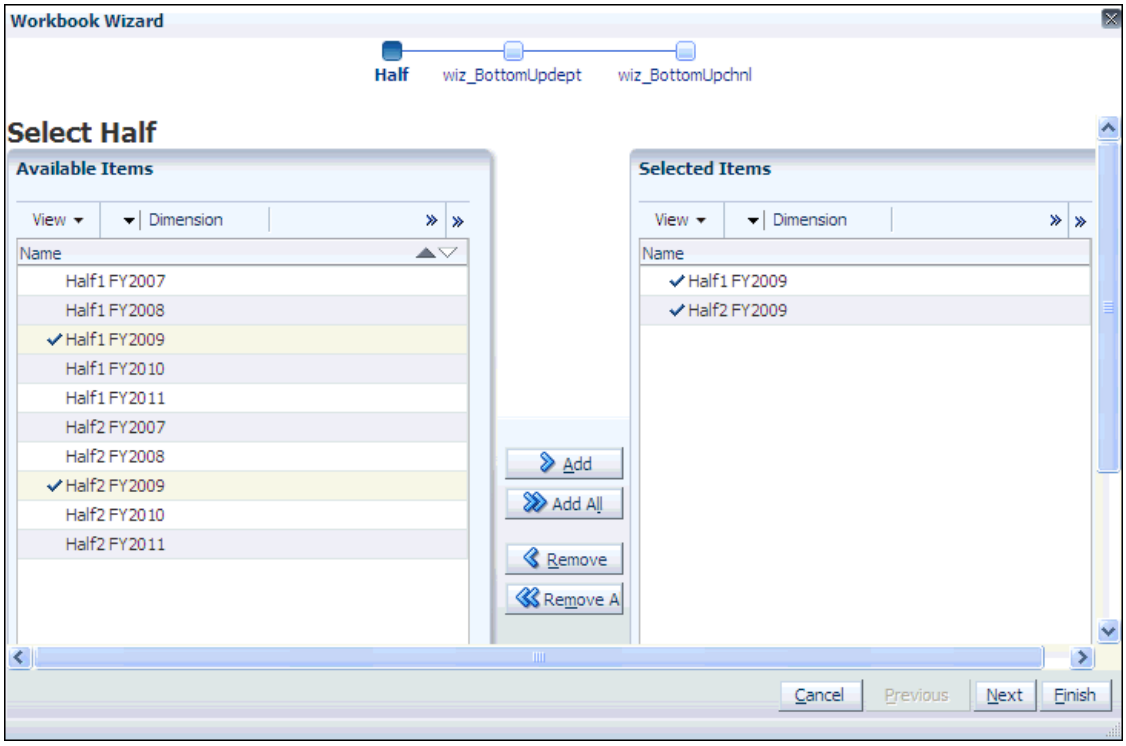
Figure 7–19 Bottom Up: Update Department Plans Tasks



To build the Review Department Plans workbook, perform the following steps.

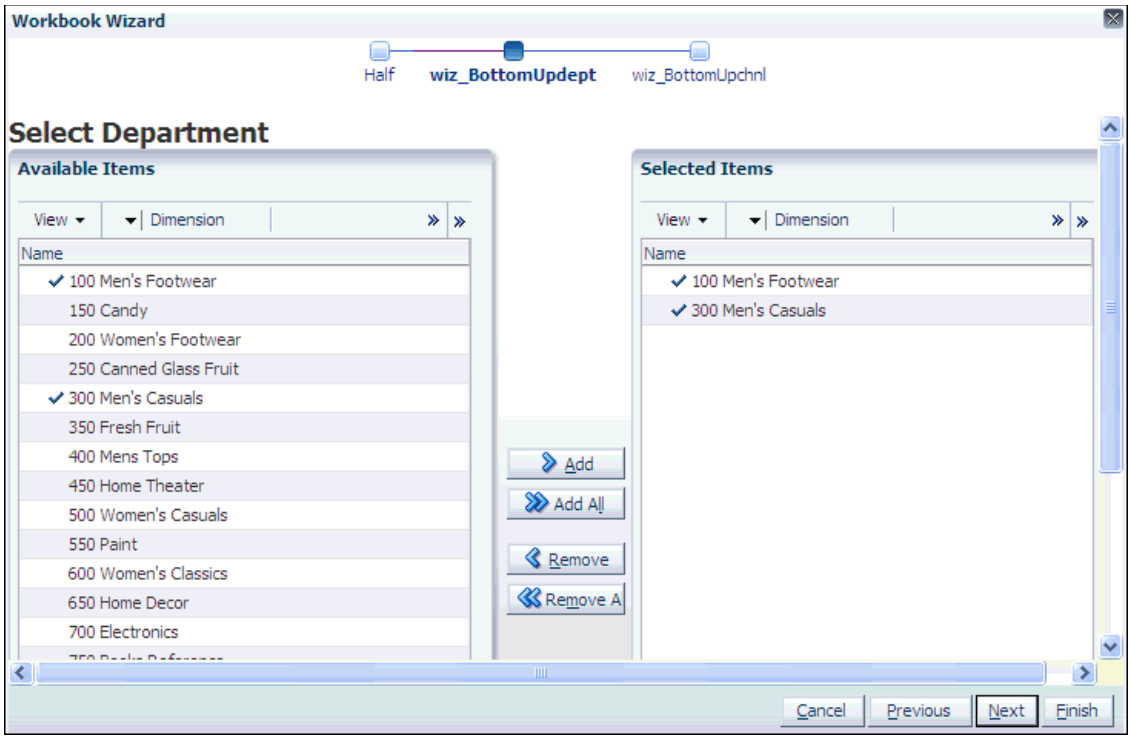
1. Click the **Create New Workbook** icon in the Update Department Plans task, as shown in Figure 7–19.
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 7–20 Workbook Wizard: Calendar Selection



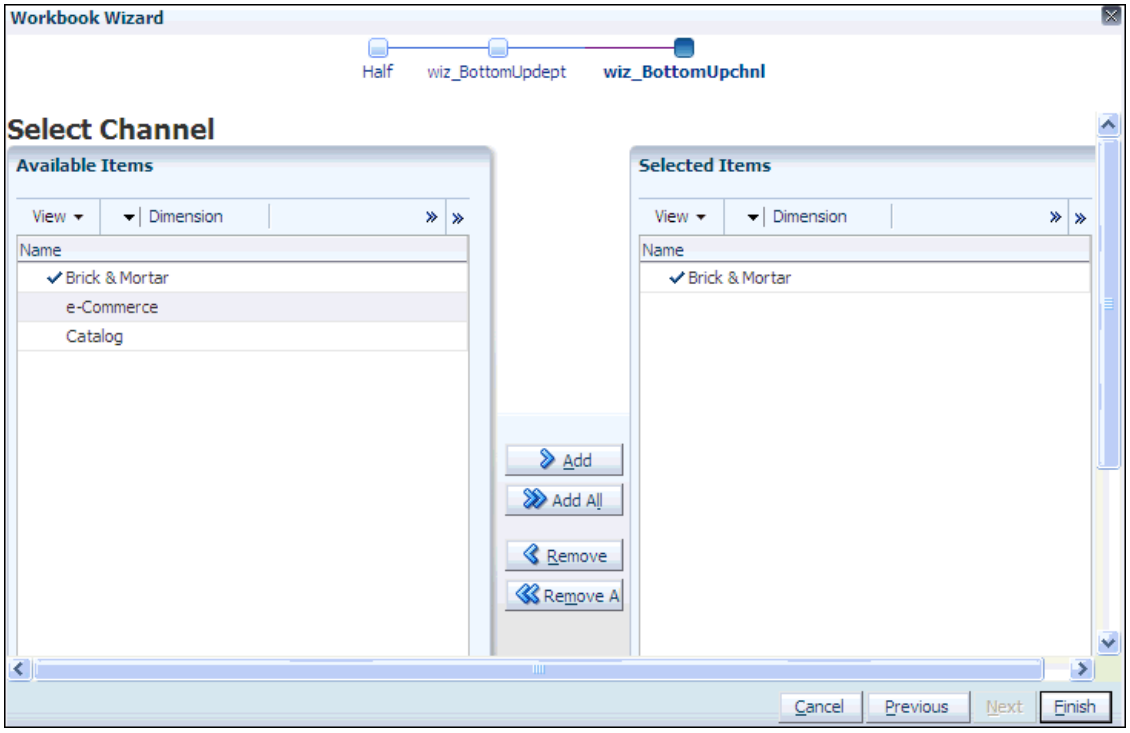
3. The Product Selection step of the workbook wizard is displayed. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 7–21 Workbook Wizard: Product Selection



4. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Finish**.

Figure 7–22 Workbook Wizard: Location Selection



The workbook is built, and the Open to Buy view is visible.

Review Open to Buy

The Review OTB step has one view: Open to Buy. The Open to Buy view enables you to understand the variance between the current planned receipts and their markup to the on order and any on order adjustments. This variance is shown in the Wp OTB R and Wp Reference OTB MU% measures. These measures show the user how much additional receipts can be purchased as well as what markup to purchase these at for the current approve receipt retail and markup plan. Users should understand if their planned receipts keep them on overall Cp EOP inventory plan. To understand the variance between the Cp EOP inventory plan and the Wp EOP inventory plan, users can reference the measure Wp EOP Inv R Var Cp.

Use this view to validate what OTB you have available and then start adjusting your plan. Then, confirm that your updates can be obtained given the OTB constraints you may have.

Use the following best practices to adjust OTB.

1. To understand the difference between the current approved receipts and their net on order, compare the Cp Receipts R plan to the Wp Net On Order R.

Figure 7–23 Open to Buy View

Open to Buy

Location | Product | Calendar | Measure

Brick & Mortar | 30000 Loafers

Find...

	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp BOP Inv R	228,912	228,912	228,912	228,912
Wp Sales R	0	0	0	0
Wp Markdown R	0	0	0	0
.				
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts R	0	0	0	0
Cp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp On Order R	5,926,763	508,567	134,177	96,706
Wp On Order MU %	-3.2 %	-7.6 %	34.0 %	4.0 %
Wp On Order Adj R	0	0	0	0
Wp On Order Adj MU %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net On Order R	5,926,763	508,567	134,177	96,706
Wp Net On Order MU %	-3.2 %	-7.6 %	34.0 %	4.0 %
.				
Wp EOP Inv R	228,912	228,912	228,912	228,912
Cp EOP Inv R	0	0	0	0
Wp EOP Inv R Var CP	-100.0%	-100.0%	-100.0%	-100.0%
.				
Wp OTB R	0	0	0	0
Wp OTB Reference MU %	0.0 %	0.0 %	0.0 %	0.0 %

2. Compare the Cp Receipts MU % plan to the Wp Net On Order MU%. The difference is shown in the measure Wp Reference OTB MU%. If receipts have

booked for non-elapsed periods, you can enter this Wp Receipt R and Wp Receipt MU% data into the Wp On Order Adj R and Wp On Order Adj MU% (respectively) to capture the Wp OTB measures. For example, this may occur if receipts book daily for the retailer, and OTB is done on a Tuesday. By utilizing the Wp On Order Adj measures, you can capture all receipts for comparing the Net On Order to the Cp receipt plan.

3. Examine the Wp OTB R and Wp OTB Reference MU % measures. These measures are the difference between the Cp Receipts R and the Wp Net On Order R.
4. Optional: Compare the Cp Receipts Cost and Wp Net On Order Cost measures. To make these measures visible in the view, perform the following steps:
   a. Click the **Measure** dimension tile.
   b. On the **Show and Hide** tab, move the Cp Receipt Cost and Wp Net On Order Cost measures from the Hidden Measures list to the Visible Measures list.
   c. Click **OK**.

The following table lists the measures available on this view:

Table 7–2 Open to Buy View Measures

Measure	Description
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp Sales R	The planned sales retail value.
Wp Markdown R	The planned markdown value.
Wp Receipts R	The planned receipt value.
Wp Receipts MU %	The planned receipts markup, expressed as a percentage of retail value.
Cp Receipts R	The current plan receipts value.
Cp Receipts MU %	The current plan receipts markup rate.
Wp On Order R	The planned on order retail value. This is the retail amount of future orders that are considered part of future inventory.
Wp On Order MU %	The planned on order markup percentage. This is the markup of the future orders.
Wp On Order Adj R	The planned on order adjustment retail value. Use this measure to enter future orders that are not yet part of On Order R. This measure is used to perform what-if analysis on how bringing in additional purchases affects the Wp OTB R and Wp OTB MU%.
Wp On Order Adj MU %	The planned on order adjusted markup. This is the markup associated with the Wp On Order Adj R. Use this measure in conjunction with Wp On Order Adj R to perform what-if analysis on how bringing in additional purchases affects the Wp OTB R and Wp OTB MU%.
Wp Net On Order R	The planned net on order retail value. This is the difference between the On Order R and the On Order Adj R. This value is decremented from the Cp Receipt Plan to find the Wp OTB R.
Wp Net On Order MU %	The planned net on order markup percentage. This is the markup of the Wp Net On Order R.
Wp EOP Inv R	The planned end of period inventory. The period can be a week, month, or any other calendar period.

Table 7–2 (Cont.) Open to Buy View Measures

Measure	Description
Cp EOP Inv R	The current plan end of period inventory. The period can be a week, month, or any other calendar period.
Wp EOP Inv R Var CP	The planned variance between the target end of period inventory and the current plan end of period inventory, expressed as a percentage of the current plan.
Wp OTB R	The planned open to buy retail value. This is the amount available for purchase in the given period. It is the difference between the Cp Receipt Plan R and the Net On Order R. This value can be positive or negative. If positive, there are additional purchases that can be made. If negative, you should reduce future on order.
Wp OTB Reference MU %	The planned open to buy markup percentage. This is the markup that the Wp OTB R needs to be placed at in order to maintain the current period's Cp Receipt Markup plan. Any additional purchases that are made should be at this markup or higher.

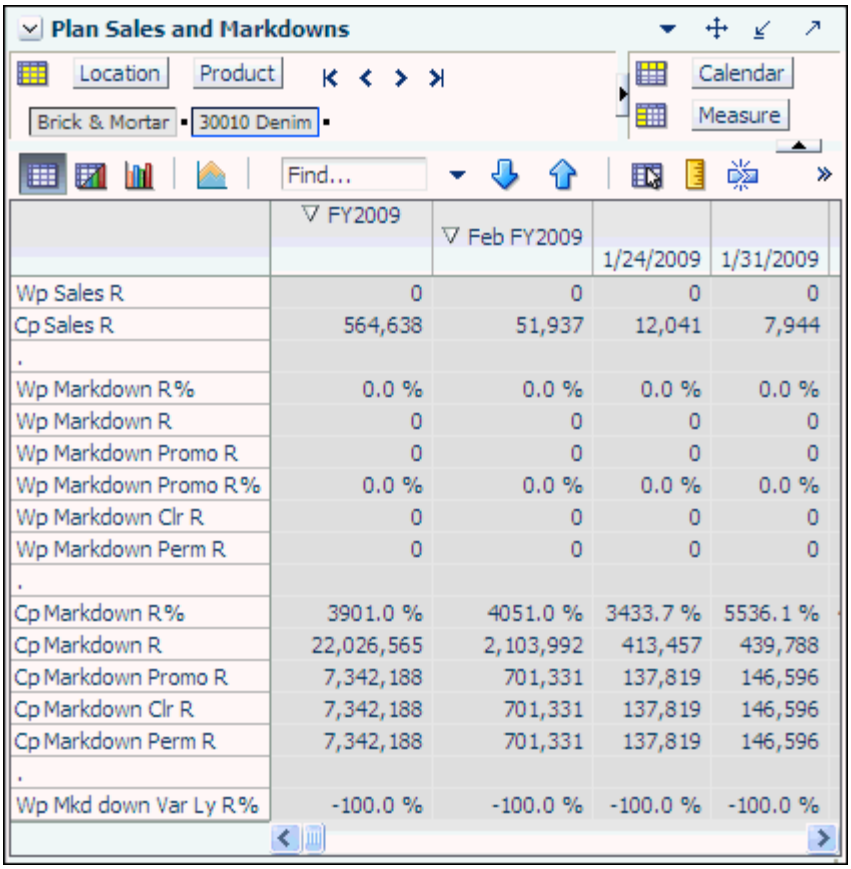
After you have adjusted the OTB, continue to the next step: Update Sales and Markdown Plan.

Update Sales and Markdown Plan

Use the Update Sales and Markdown Plan step to adjust the sales and markdown targets for classes and subclasses within a department. The view used in the Develop Sales and Markdown Targets step is the Plan Sales and Markdowns view.

This view contains several metrics that you can reference when setting your plan. You can use the Ly measures as guidelines for entering data in the corresponding Wp measures.

Figure 7–24 Plan Sales and Markdowns View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Sales R	0	0	0	0
Cp Sales R	564,638	51,937	12,041	7,944
.				
Wp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R	0	0	0	0
Wp Markdown Promo R	0	0	0	0
Wp Markdown Promo R%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown Clr R	0	0	0	0
Wp Markdown Perm R	0	0	0	0
.				
Cp Markdown R%	3901.0 %	4051.0 %	3433.7 %	5536.1 %
Cp Markdown R	22,026,565	2,103,992	413,457	439,788
Cp Markdown Promo R	7,342,188	701,331	137,819	146,596
Cp Markdown Clr R	7,342,188	701,331	137,819	146,596
Cp Markdown Perm R	7,342,188	701,331	137,819	146,596
.				
Wp Mkd down Var Ly R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %

In this view, you typically want to perform the following steps to adjust the sales and markdown plan that reflects what you plan to achieve in the period you are planning.

1. Adjust the desired sales plan by week. You can enter amounts for each week. Or, if you know the aggregate amount for a month, quarter, half, or year, you could enter that amount at that level and then let it spread down to the weeks.
2. Focus on markdowns by validating the changes you need to make.
3. If needed, you can validate the unit plan by entering data in the average unit retail (AUR) or unit (U) measures.

After you have adjusted the sales and markdown plan, continue to the next step: Update Receipts and Inventory Plan.

Update Receipts and Inventory Plan

After you have adjusted the sales plan by setting the sales and markdown targets, adjust the inventory plan so that it can support the sales plan.

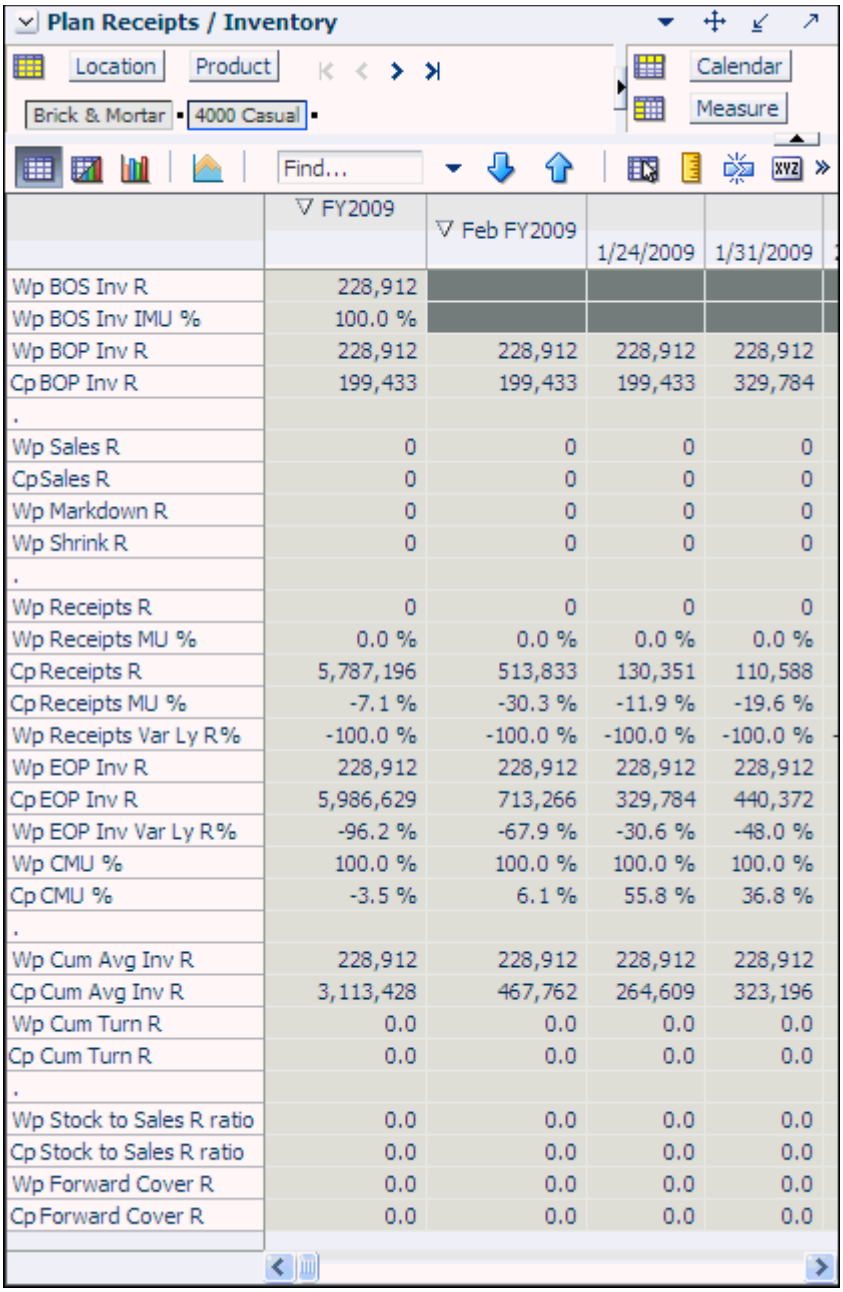
An inventory plan is created by a value plan and a unit plan, which are both composed of inventory and receipt targets. First, adjust the value plan. After you have adjusted a value plan, review the unit plan. The unit plan is essentially the value plan translated into units based on the appropriate average unit retail (AUR). Therefore, the unit plan is affected by the changes you made to the value plan. If the value plan created an unachievable unit plan, adjust both as necessary to meet your goals.

The purpose of this step is to ensure that you have a receipt plan and inventory plan that supports the sales that you are projecting.

Use the following best practices to plan the receipts and inventory.

1. Ensure that you have set the beginning of season (BOS) inventory in the Initialize Plan view in the Getting Started tab. The BOS measures must be set before planning the receipts and inventory. To set the BOS measures, see Setting Beginning of Season Inventory.
2. Plan the receipt flow and then evaluate the average inventory and turn.
3. Review the Wp CMU % measure. Cumulative markup rate (CMU %) is a blend of the beginning of period (BOP) inventory retail and cost with the future receipt retail and receipt cost. The Wp CMU % directly affects the cost of goods sold (COGS), which then affects the gross margin.
4. Adjust the Wp Stock to Sales R measure accordingly. These adjustments affect the receipts for both the current month and prior month. However, the total plan period receipts do not increase or decrease; they only shift from month to month.

Figure 7–25 Plan Receipts / Inventory View



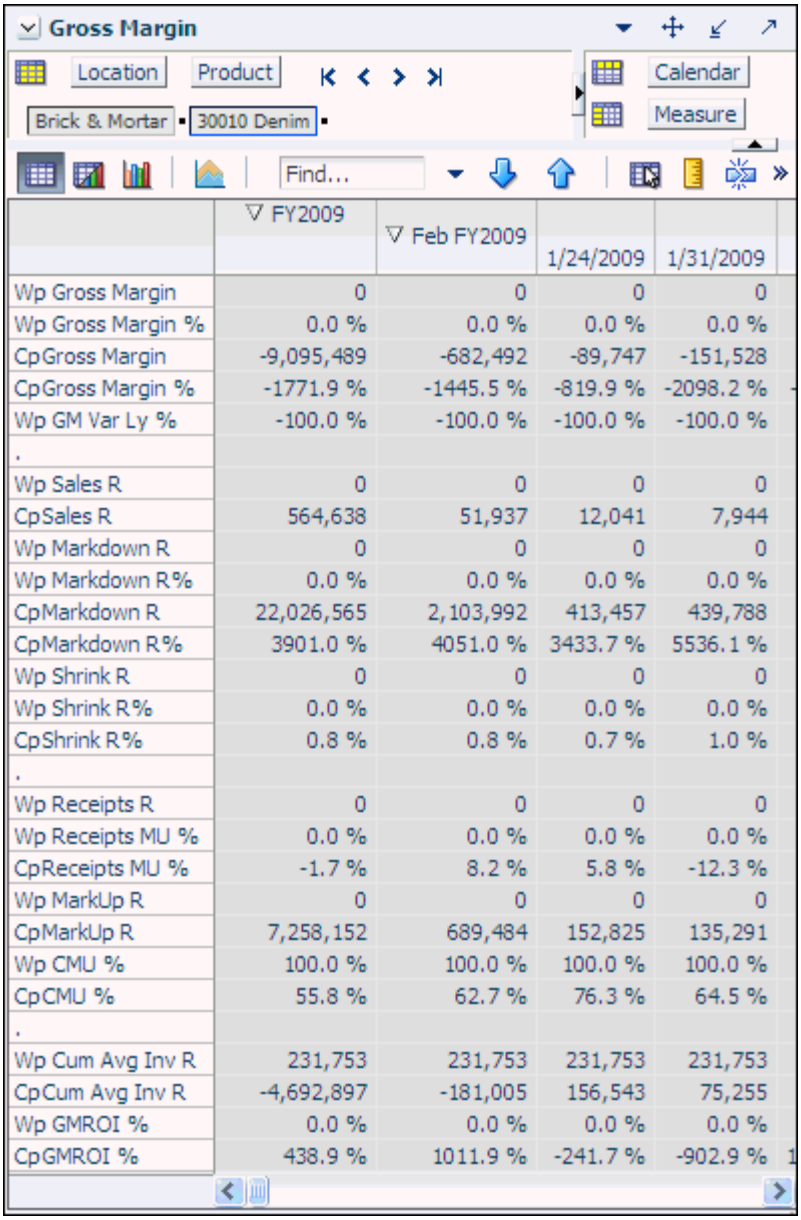
	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp BOS Inv R	228,912			
Wp BOS Inv IMU %	100.0 %			
Wp BOP Inv R	228,912	228,912	228,912	228,912
Cp BOP Inv R	199,433	199,433	199,433	329,784
.				
Wp Sales R	0	0	0	0
Cp Sales R	0	0	0	0
Wp Markdown R	0	0	0	0
Wp Shrink R	0	0	0	0
.				
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts R	5,787,196	513,833	130,351	110,588
Cp Receipts MU %	-7.1 %	-30.3 %	-11.9 %	-19.6 %
Wp Receipts Var Ly R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv R	228,912	228,912	228,912	228,912
Cp EOP Inv R	5,986,629	713,266	329,784	440,372
Wp EOP Inv Var Ly R%	-96.2 %	-67.9 %	-30.6 %	-48.0 %
Wp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
Cp CMU %	-3.5 %	6.1 %	55.8 %	36.8 %
.				
Wp Cum Avg Inv R	228,912	228,912	228,912	228,912
Cp Cum Avg Inv R	3,113,428	467,762	264,609	323,196
Wp Cum Turn R	0.0	0.0	0.0	0.0
Cp Cum Turn R	0.0	0.0	0.0	0.0
.				
Wp Stock to Sales R ratio	0.0	0.0	0.0	0.0
Cp Stock to Sales R ratio	0.0	0.0	0.0	0.0
Wp Forward Cover R	0.0	0.0	0.0	0.0
Cp Forward Cover R	0.0	0.0	0.0	0.0

After you have determined that the value and unit plans that you have created are achievable, continue to the Review and Update Gross Margin Plan step where you can review the gross margin plan to see if your sales and inventory plans achieve your gross margin goal you have been given.

Review and Update Gross Margin Plan

Use the Margin view to review the gross margin plans that were created by the value and unit plans you developed. You should use the margin view to determine whether the gross margin plans meet the gross margin goal that you have been given. If the gross margin plans do not meet your goal, return to the Update Sales and Markdown Plan and Update Receipts and Inventory Plan steps to adjust your sales and inventory targets. Continue this process until you are satisfied with the gross margin plans.

Figure 7–26 Margin View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Gross Margin	0	0	0	0
Wp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
CpGross Margin	-9,095,489	-682,492	-89,747	-151,528
CpGross Margin %	-1771.9 %	-1445.5 %	-819.9 %	-2098.2 %
Wp GM Var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
Wp Sales R	0	0	0	0
CpSales R	564,638	51,937	12,041	7,944
Wp Markdown R	0	0	0	0
Wp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
CpMarkdown R	22,026,565	2,103,992	413,457	439,788
CpMarkdown R%	3901.0 %	4051.0 %	3433.7 %	5536.1 %
Wp Shrink R	0	0	0	0
Wp Shrink R%	0.0 %	0.0 %	0.0 %	0.0 %
CpShrink R%	0.8 %	0.8 %	0.7 %	1.0 %
.				
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
CpReceipts MU %	-1.7 %	8.2 %	5.8 %	-12.3 %
Wp MarkUp R	0	0	0	0
CpMarkUp R	7,258,152	689,484	152,825	135,291
Wp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
CpCMU %	55.8 %	62.7 %	76.3 %	64.5 %
.				
Wp Cum Avg Inv R	231,753	231,753	231,753	231,753
CpCum Avg Inv R	-4,692,897	-181,005	156,543	75,255
Wp GMROI %	0.0 %	0.0 %	0.0 %	0.0 %
CpGMROI %	438.9 %	1011.9 %	-241.7 %	-902.9 %

Now that you have developed your inventory and gross margin plans, continue to the Review Updated Open to Buy step.

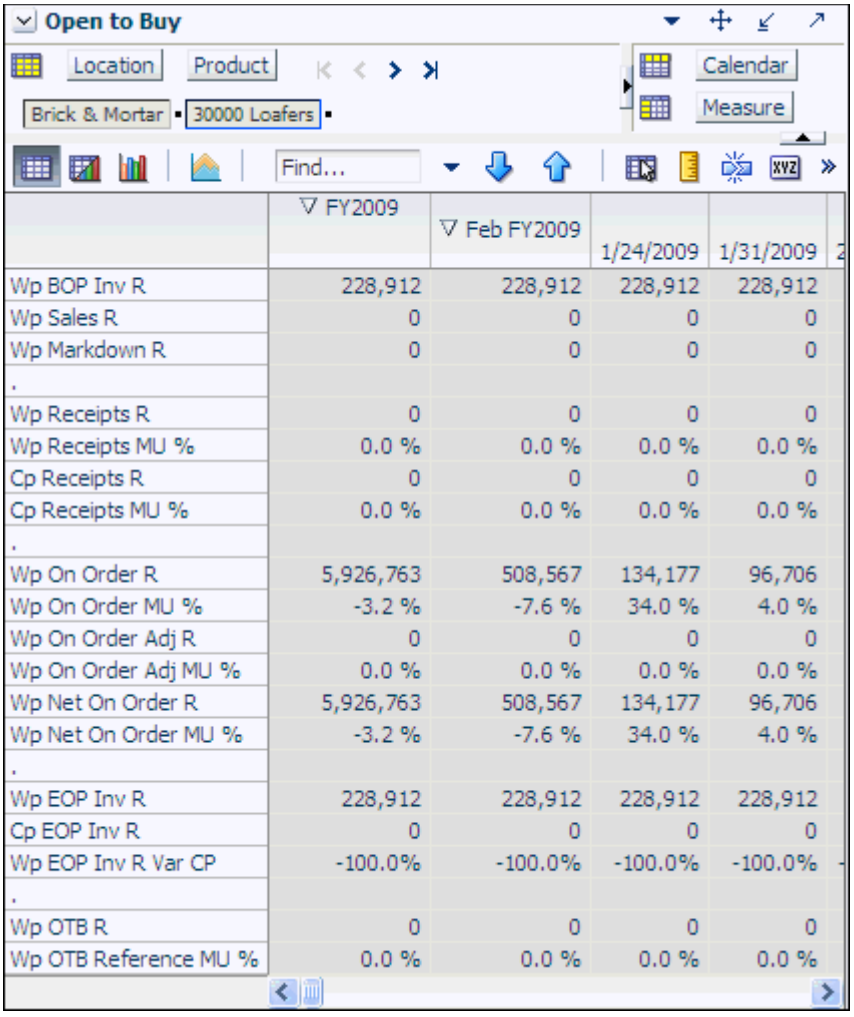
Review Updated Open to Buy

Use the Open to Buy view to review your adjusted plan.

The primary in-season task for the bottom up user is to review the OTB and adjust receipts if necessary. You can do this only if you have open to buy available.

In the Review OTB step, you may have adjusted the OTB. Use this view to confirm that your updates can be obtained, given the OTB constraints you may have.

Figure 7–27 Open to Buy View



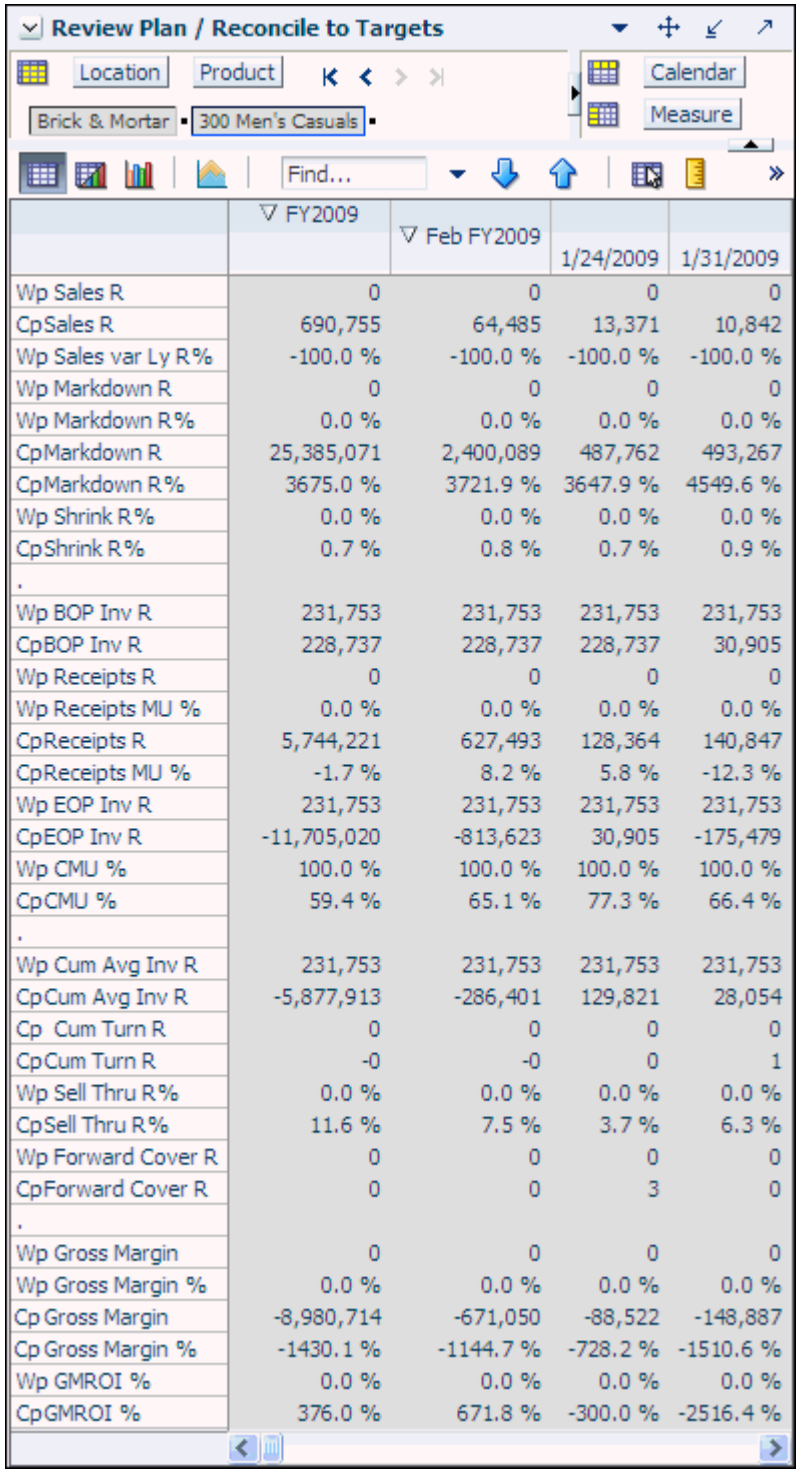
	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp BOP Inv R	228,912	228,912	228,912	228,912
Wp Sales R	0	0	0	0
Wp Markdown R	0	0	0	0
.				
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts R	0	0	0	0
Cp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp On Order R	5,926,763	508,567	134,177	96,706
Wp On Order MU %	-3.2 %	-7.6 %	34.0 %	4.0 %
Wp On Order Adj R	0	0	0	0
Wp On Order Adj MU %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net On Order R	5,926,763	508,567	134,177	96,706
Wp Net On Order MU %	-3.2 %	-7.6 %	34.0 %	4.0 %
.				
Wp EOP Inv R	228,912	228,912	228,912	228,912
Cp EOP Inv R	0	0	0	0
Wp EOP Inv R Var CP	-100.0%	-100.0%	-100.0%	-100.0%
.				
Wp OTB R	0	0	0	0
Wp OTB Reference MU %	0.0 %	0.0 %	0.0 %	0.0 %

Review Updated Department Plan

Use the Review Updated Department Plan step to review your adjusted plan. This step has two views: All Measures and Review Plan/Reconcile Targets. For information on the All Measures view, see All Measures. The Review Plan/Reconcile Targets view has four measure profiles you can use to review the plan:

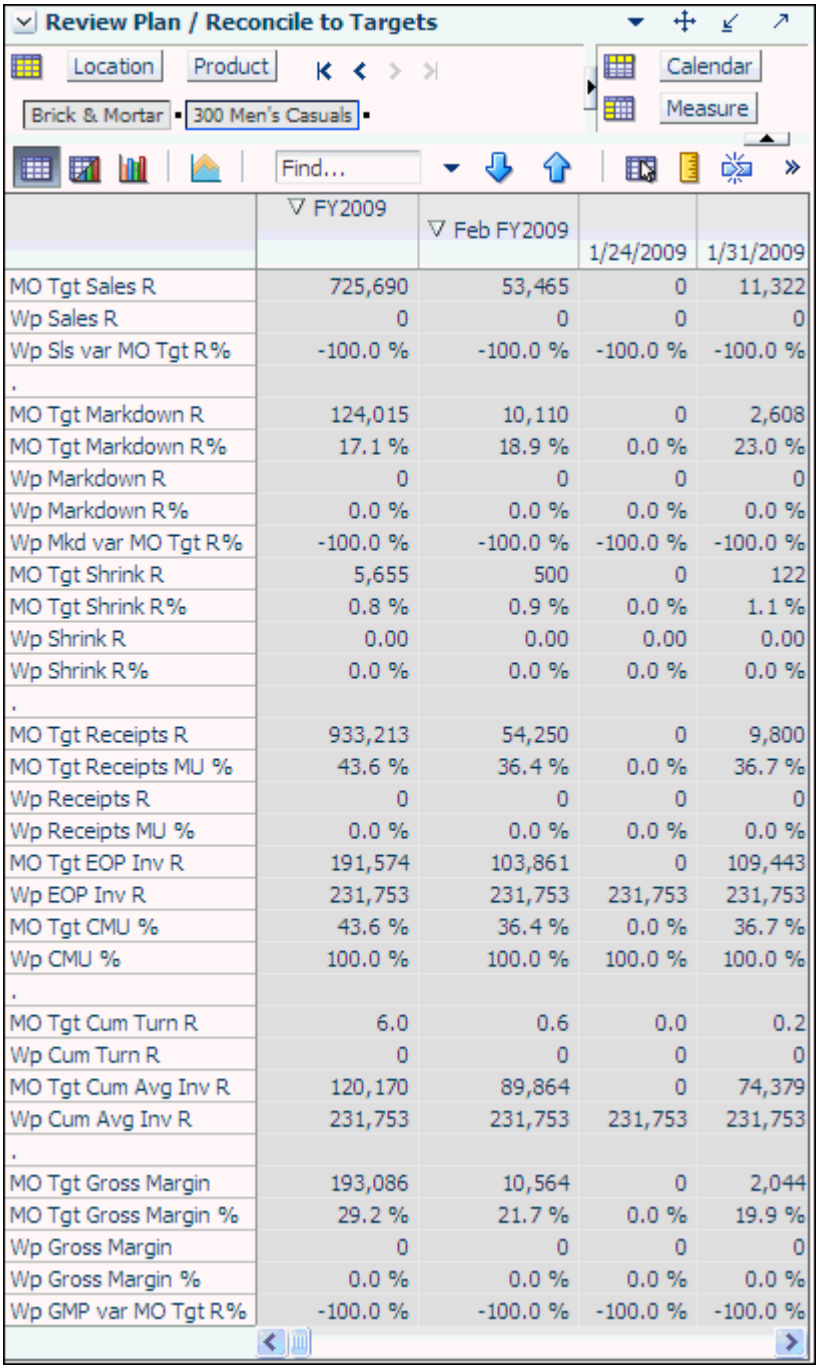
- Default
- Current Plan Review
- Original Plan Review
- Reconcile to MO Targets

Figure 7–28 Bottom Up: Review Plan/Reconcile Targets View, Current Plan Review Measure Profile



	FY2009	Feb FY2009	1/24/2009	1/31/2009
Wp Sales R	0	0	0	0
CpSales R	690,755	64,485	13,371	10,842
Wp Sales var Ly R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Markdown R	0	0	0	0
Wp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
CpMarkdown R	25,385,071	2,400,089	487,762	493,267
CpMarkdown R%	3675.0 %	3721.9 %	3647.9 %	4549.6 %
Wp Shrink R%	0.0 %	0.0 %	0.0 %	0.0 %
CpShrink R%	0.7 %	0.8 %	0.7 %	0.9 %
.				
Wp BOP Inv R	231,753	231,753	231,753	231,753
CpBOP Inv R	228,737	228,737	228,737	30,905
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
CpReceipts R	5,744,221	627,493	128,364	140,847
CpReceipts MU %	-1.7 %	8.2 %	5.8 %	-12.3 %
Wp EOP Inv R	231,753	231,753	231,753	231,753
CpEOP Inv R	-11,705,020	-813,623	30,905	-175,479
Wp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
CpCMU %	59.4 %	65.1 %	77.3 %	66.4 %
.				
Wp Cum Avg Inv R	231,753	231,753	231,753	231,753
CpCum Avg Inv R	-5,877,913	-286,401	129,821	28,054
Cp Cum Turn R	0	0	0	0
CpCum Turn R	-0	-0	0	1
Wp Sell Thru R%	0.0 %	0.0 %	0.0 %	0.0 %
CpSell Thru R%	11.6 %	7.5 %	3.7 %	6.3 %
Wp Forward Cover R	0	0	0	0
CpForward Cover R	0	0	3	0
.				
Wp Gross Margin	0	0	0	0
Wp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Gross Margin	-8,980,714	-671,050	-88,522	-148,887
Cp Gross Margin %	-1430.1 %	-1144.7 %	-728.2 %	-1510.6 %
Wp GMROI %	0.0 %	0.0 %	0.0 %	0.0 %
CpGMROI %	376.0 %	671.8 %	-300.0 %	-2516.4 %

Figure 7–29 Bottom Up: Review Plan/Reconcile Targets View, Reconcile to MO Targets Measure Profile



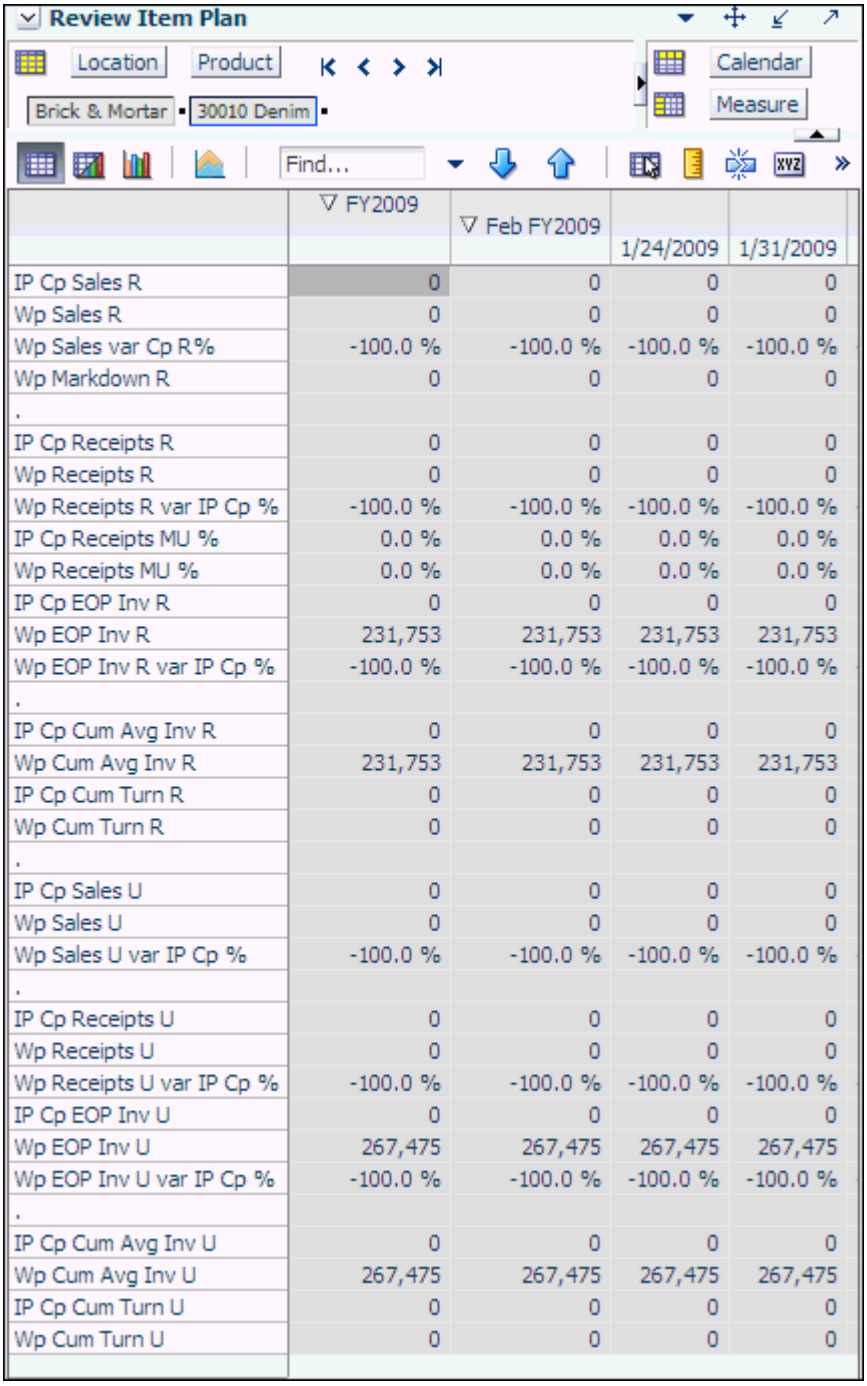
	FY2009	Feb FY2009	1/24/2009	1/31/2009
MO Tgt Sales R	725,690	53,465	0	11,322
Wp Sales R	0	0	0	0
Wp Sls var MO Tgt R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
MO Tgt Markdown R	124,015	10,110	0	2,608
MO Tgt Markdown R%	17.1 %	18.9 %	0.0 %	23.0 %
Wp Markdown R	0	0	0	0
Wp Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Mkd var MO Tgt R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
MO Tgt Shrink R	5,655	500	0	122
MO Tgt Shrink R%	0.8 %	0.9 %	0.0 %	1.1 %
Wp Shrink R	0.00	0.00	0.00	0.00
Wp Shrink R%	0.0 %	0.0 %	0.0 %	0.0 %
.				
MO Tgt Receipts R	933,213	54,250	0	9,800
MO Tgt Receipts MU %	43.6 %	36.4 %	0.0 %	36.7 %
Wp Receipts R	0	0	0	0
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt EOP Inv R	191,574	103,861	0	109,443
Wp EOP Inv R	231,753	231,753	231,753	231,753
MO Tgt CMU %	43.6 %	36.4 %	0.0 %	36.7 %
Wp CMU %	100.0 %	100.0 %	100.0 %	100.0 %
.				
MO Tgt Cum Turn R	6.0	0.6	0.0	0.2
Wp Cum Turn R	0	0	0	0
MO Tgt Cum Avg Inv R	120,170	89,864	0	74,379
Wp Cum Avg Inv R	231,753	231,753	231,753	231,753
.				
MO Tgt Gross Margin	193,086	10,564	0	2,044
MO Tgt Gross Margin %	29.2 %	21.7 %	0.0 %	19.9 %
Wp Gross Margin	0	0	0	0
Wp Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
Wp GMP var MO Tgt R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %

Review/Reconcile to Item Plan

Use the measure profiles to compare your revised plan to the Op and Cp item plans.

Note: This step is optional. It is used only if you are also using Oracle Retail Item Planning.

Figure 7–30 Review Item Plan View



	FY2009	Feb FY2009	1/24/2009	1/31/2009
IP Cp Sales R	0	0	0	0
Wp Sales R	0	0	0	0
Wp Sales var Cp R%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Markdown R	0	0	0	0
.				
IP Cp Receipts R	0	0	0	0
Wp Receipts R	0	0	0	0
Wp Receipts R var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
IP Cp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
IP Cp EOP Inv R	0	0	0	0
Wp EOP Inv R	231,753	231,753	231,753	231,753
Wp EOP Inv R var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
IP Cp Cum Avg Inv R	0	0	0	0
Wp Cum Avg Inv R	231,753	231,753	231,753	231,753
IP Cp Cum Turn R	0	0	0	0
Wp Cum Turn R	0	0	0	0
.				
IP Cp Sales U	0	0	0	0
Wp Sales U	0	0	0	0
Wp Sales U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
IP Cp Receipts U	0	0	0	0
Wp Receipts U	0	0	0	0
Wp Receipts U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
IP Cp EOP Inv U	0	0	0	0
Wp EOP Inv U	267,475	267,475	267,475	267,475
Wp EOP Inv U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
IP Cp Cum Avg Inv U	0	0	0	0
Wp Cum Avg Inv U	267,475	267,475	267,475	267,475
IP Cp Cum Turn U	0	0	0	0
Wp Cum Turn U	0	0	0	0

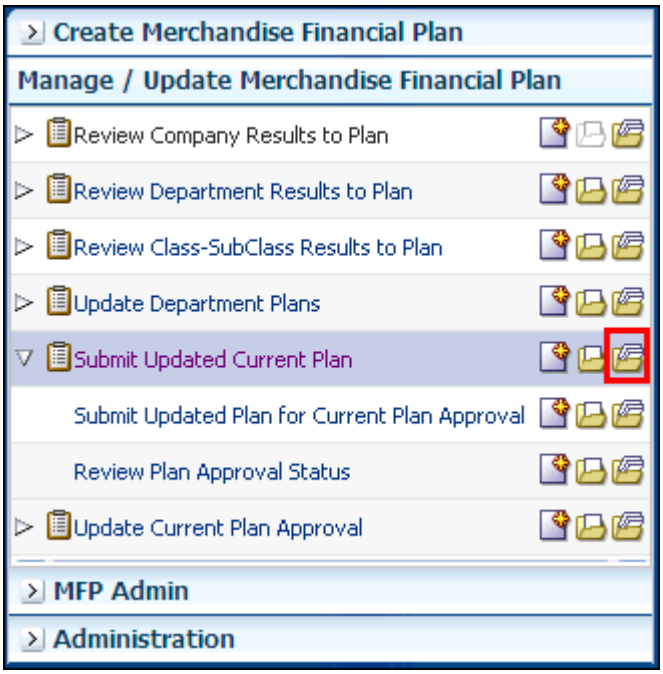
Bottom Up: Submit Updated Current Plan

When you are ready to submit your revised plan to the middle out user for approval, use the Submit Updated Current Plan task.

1. In the taskflow, click the **Open** icon in the Submit Updated Current Plan task.

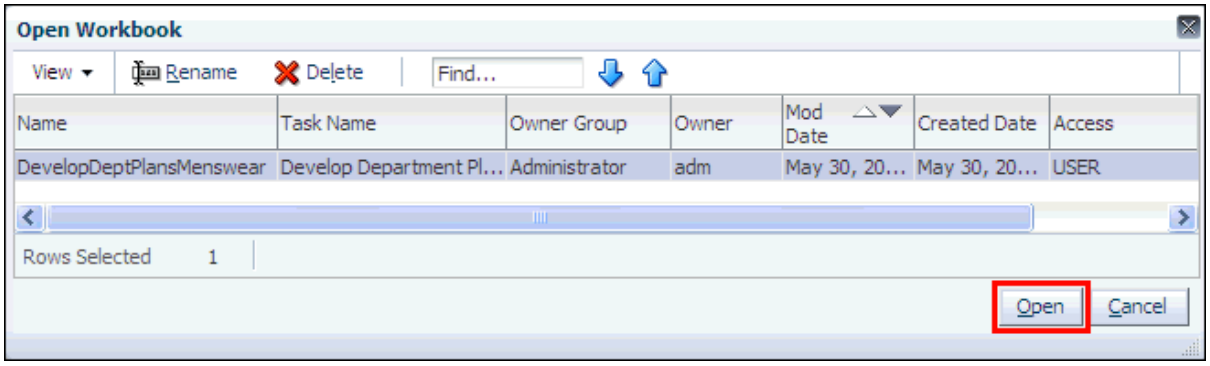
> **Note:** You can either open a workbook or create a new workbook. If you have committed the workbook used in the previous task, you can build a new one and see the data you need. If you did not commit that one, then you must open it to complete this process.

Figure 7–31 Bottom Up: Create New Workbook Icon



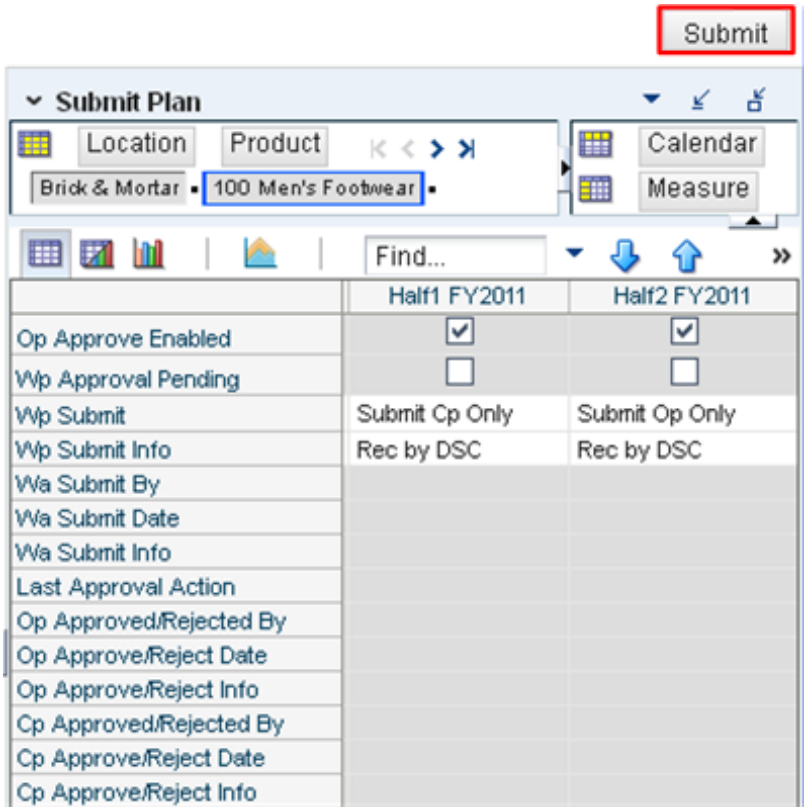
2. The Open Workbook dialog box opens. Select the workbook you want to submit and click **Open Workbook**.

Figure 7–32 Open Workbook Dialog Box



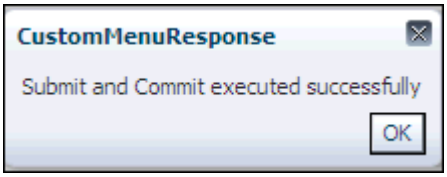
3. The workbook opens at the Submit Plan view.

Figure 7–33 Submit Updated Current Plan - Approval View



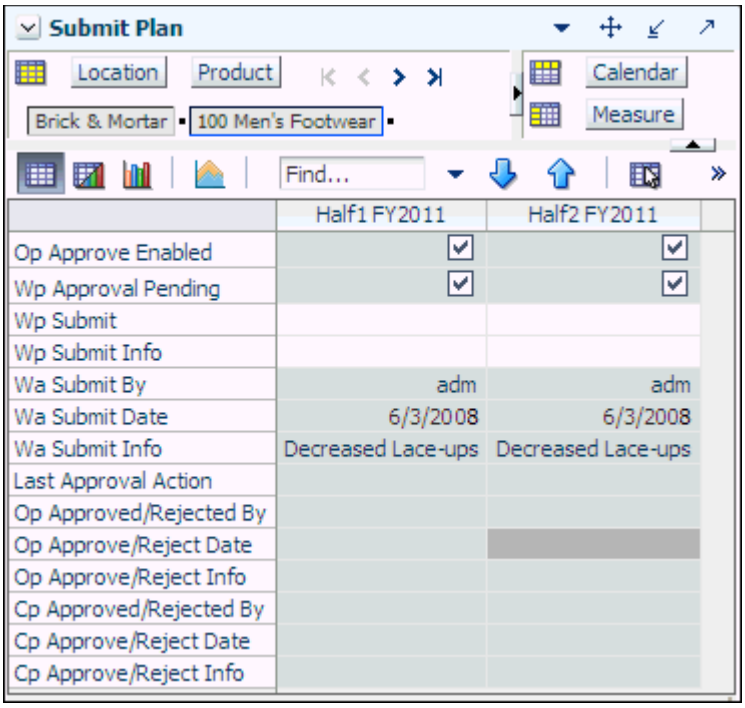
4. Make the following selections:
   - **Wp Submit**: Choose what you want to submit your working plan to. Options are Submit Op Only, Submit Cp Only, or Submit Op and Cp.
   - **Wp Submit Info**: Enter information about the working plan. This step is optional.
5. Click the **Submit** button which is located at the top, right of the view, as shown in Figure 7–33.
6. A success message is displayed. Click **OK** to close it.

Figure 7–34 Success Message - Plan Submitted



As a result of running the submit custom menu, the Wp Submit and Wp Submit Info measures are cleared and the Wp Approval Pending check boxes are checked. The Wa Submit By, Wa Submit Date, and Wa Submit Info measures are populated with the new submit information. In addition, your working plan is copied into a Waiting for Approval (Wa) plan.

Figure 7–35 Submit Updated Current Plan - Submitted Current Plan



After the middle out user approves or rejects the Wa plan, you can see the approval or rejection information by accessing this view from the Review Plan Approval Status step.

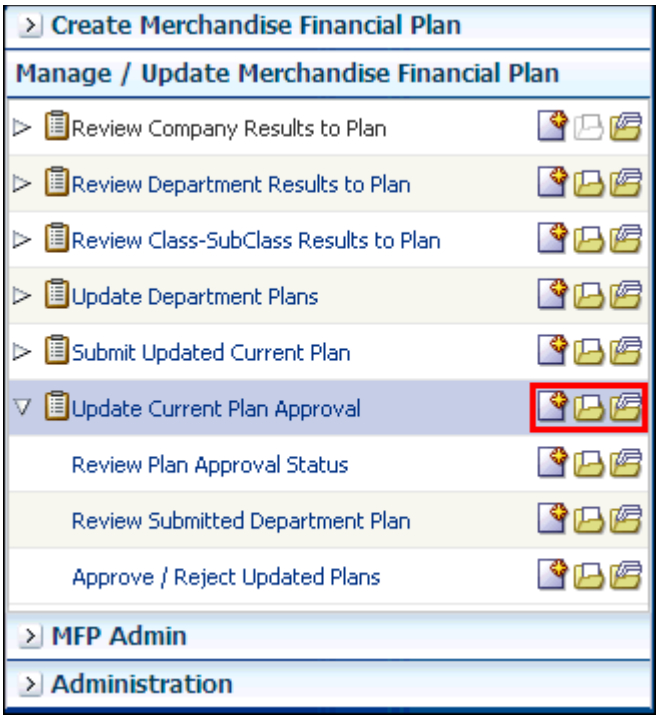
If you want to commit your working plan (Wp) measures to the database, see Commit Wp Measures.

Middle Out: Update Current Plan Approval

After the bottom up user submits a revised plan, the middle out user can review the plan and decide whether to approve or reject it in the Update Current Plan Approval task.

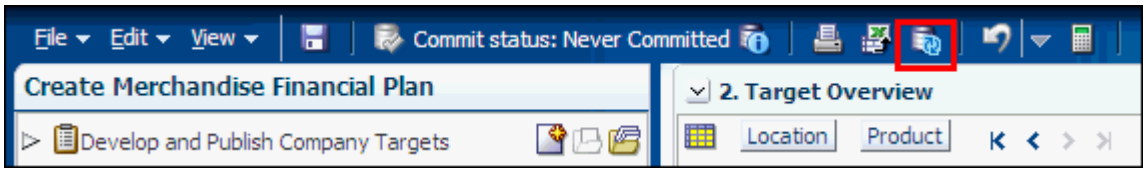
To see the bottom up user's plan, either build a new workbook or open an existing one from the Update Current Plan Approval task, as shown in Figure 7–36.

Figure 7–36 Update Current Plan Approval



If you open an existing workbook, you must refresh it to see the bottom up user's plan. To refresh a workbook, click the **Refresh** icon in the toolbar or select the **Refresh** option in the Edit menu.

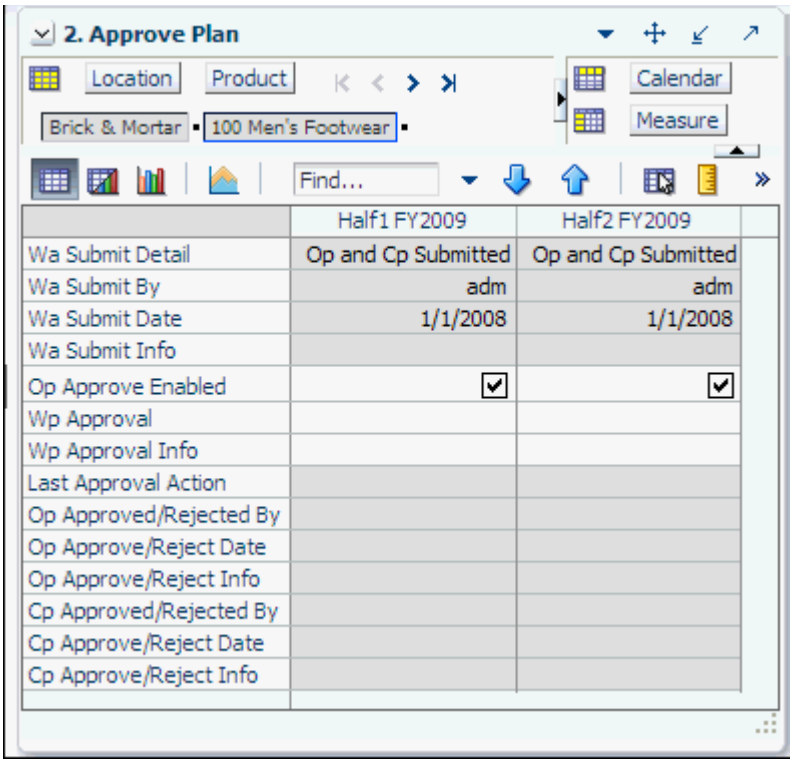
Figure 7–37 Refresh



Review Plan Approval Status

The first step in the Update Current Plan Approval task is the Review Plan Approval Status view. This view shows you which bottom up user submitted the plan, what they submitted it to, when it was submitted, and any notes that user may have added.

Figure 7–38 Review Plan Approval Status - Approve Plan View



You can approve or reject the plan at the view, however, but it is recommended that you first view the plan at the next step.

Table 7–3 Review Plan Approval Status - Approve Plan View Measures

Measure	Description
Wp Submit Detail	This measure shows what the bottom up user submitted the working plan as. Options are Op Only Submitted, Cp Only Submitted, and Op and Cp Submitted.
Wa Submit By	This measure displays the username of the bottom up user who submitted the plan.
Wa Submit Date	The date that the plan was submitted.
Wp Submit Info	This measure displays any notes that the bottom up user entered.
Op Approve Enabled	When selected, the bottom up user can submit a plan to the Op and the middle out user can approval a plan to the Op.
Wp Approval	Working Plan Approval. Use this measure to approve or reject the plan.
Wp Approval Info	Use this measure to provide information about why you accepted or rejected the plan.
Last Approval Action	The last approval action that you took.
Op Approved/Rejected By	This measure displays the username of the person who approved or rejected the original plan.
Op Approved/Rejected Date	The date the original plan was approved or rejected.

Table 7–3 (Cont.) Review Plan Approval Status - Approve Plan View Measures

Measure	Description
Op Approve/Reject Info	This measure displays any notes that the middle out user entered about approving or rejecting the original plan.
Cp Approve/Rejected By	This measure displays the username of the person who approved or rejected the current plan.
Cp Approve Reject Date	The date the current plan was approved or rejected.
Cp Approve/Reject Info	This measure displays any notes that the middle out user entered about approving or rejecting the current plan.

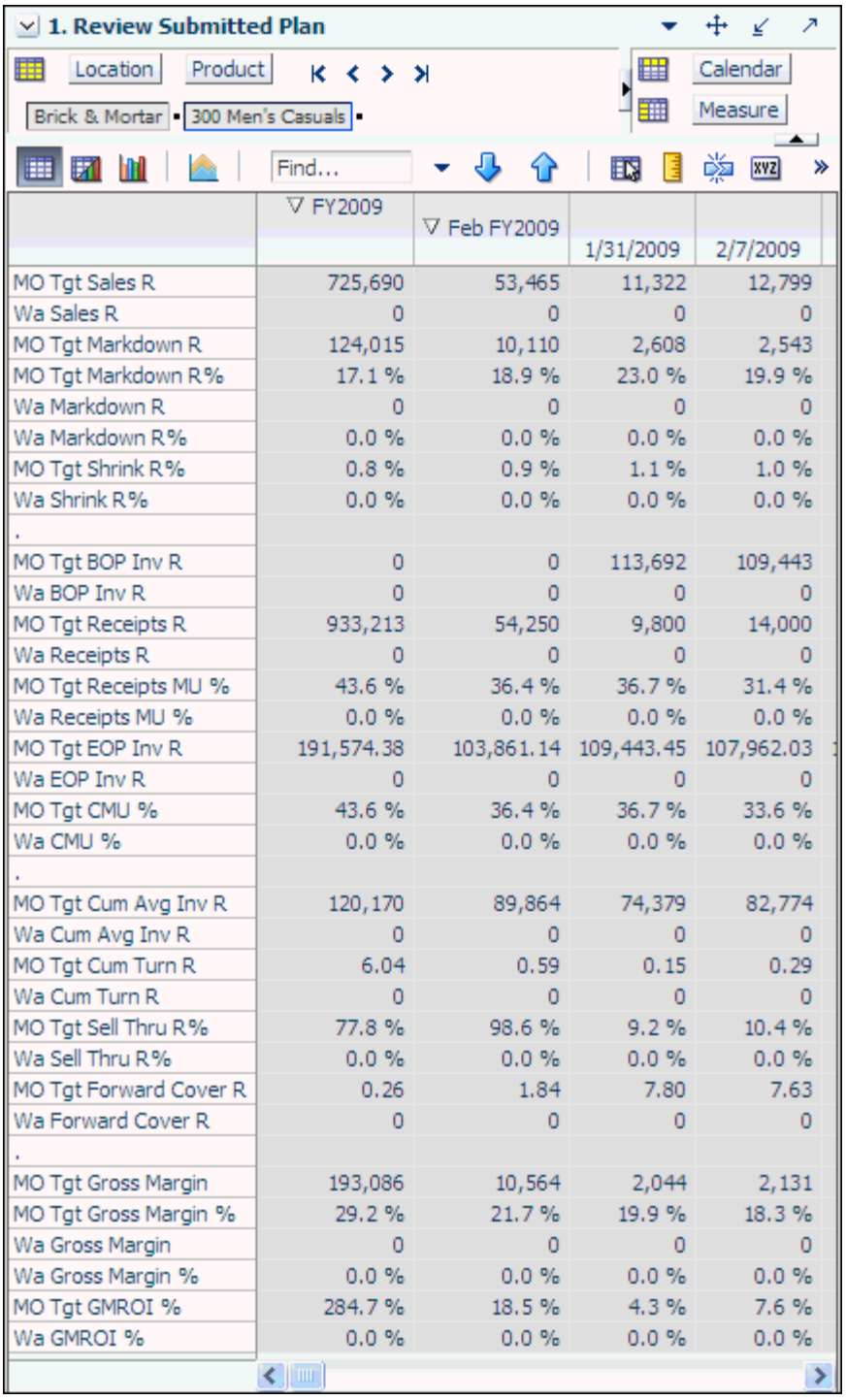
Review Submitted Department Plan

After the bottom up user has resubmitted the plan, you can review the details of the plan at the Review Submitted Department Plan view. At this step you should review the original plan summary and overview and the current plan summary and overview, comparing the Wa plan and to your MO targets that you set. Decide whether the Wa plan achieves the gross margin goals.

This step includes one view: Review Submitted Plan. This view has four measure profiles that you can use to review the plan:

- Default
- Review Submitted Plan Units
- Review Submitted Plan to Current Plan
- Review Submitted Plan to Current Plan

Figure 7–39 Review Submitted Plan View, Default Measure Profile



	FY2009	Feb FY2009	1/31/2009	2/7/2009
MO Tgt Sales R	725,690	53,465	11,322	12,799
Wa Sales R	0	0	0	0
MO Tgt Markdown R	124,015	10,110	2,608	2,543
MO Tgt Markdown R%	17.1 %	18.9 %	23.0 %	19.9 %
Wa Markdown R	0	0	0	0
Wa Markdown R%	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt Shrink R%	0.8 %	0.9 %	1.1 %	1.0 %
Wa Shrink R%	0.0 %	0.0 %	0.0 %	0.0 %
.				
MO Tgt BOP Inv R	0	0	113,692	109,443
Wa BOP Inv R	0	0	0	0
MO Tgt Receipts R	933,213	54,250	9,800	14,000
Wa Receipts R	0	0	0	0
MO Tgt Receipts MU %	43.6 %	36.4 %	36.7 %	31.4 %
Wa Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt EOP Inv R	191,574.38	103,861.14	109,443.45	107,962.03
Wa EOP Inv R	0	0	0	0
MO Tgt CMU %	43.6 %	36.4 %	36.7 %	33.6 %
Wa CMU %	0.0 %	0.0 %	0.0 %	0.0 %
.				
MO Tgt Cum Avg Inv R	120,170	89,864	74,379	82,774
Wa Cum Avg Inv R	0	0	0	0
MO Tgt Cum Turn R	6.04	0.59	0.15	0.29
Wa Cum Turn R	0	0	0	0
MO Tgt Sell Thru R%	77.8 %	98.6 %	9.2 %	10.4 %
Wa Sell Thru R%	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt Forward Cover R	0.26	1.84	7.80	7.63
Wa Forward Cover R	0	0	0	0
.				
MO Tgt Gross Margin	193,086	10,564	2,044	2,131
MO Tgt Gross Margin %	29.2 %	21.7 %	19.9 %	18.3 %
Wa Gross Margin	0	0	0	0
Wa Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt GMROI %	284.7 %	18.5 %	4.3 %	7.6 %
Wa GMROI %	0.0 %	0.0 %	0.0 %	0.0 %

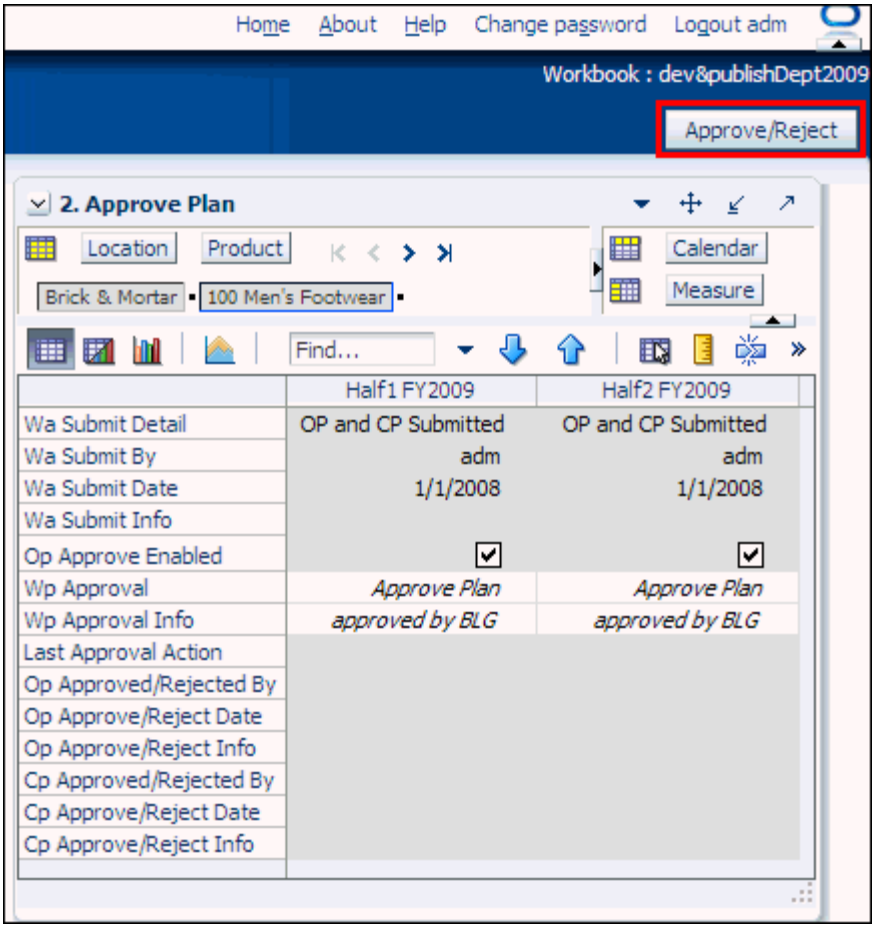
After you have finished reviewing the Wa plan, continue to the last step of the task, Approve/Reject Updated Plans.

Approve/Reject Updated Plans

After you have reviewed the updated Wa plan, approve or reject it at this step.

The view in this step is Approve Plan, the same one that is shown in the first step, Review Plan Approval Status.

Figure 7–40 Approve/Reject Plan - Approve Plan View

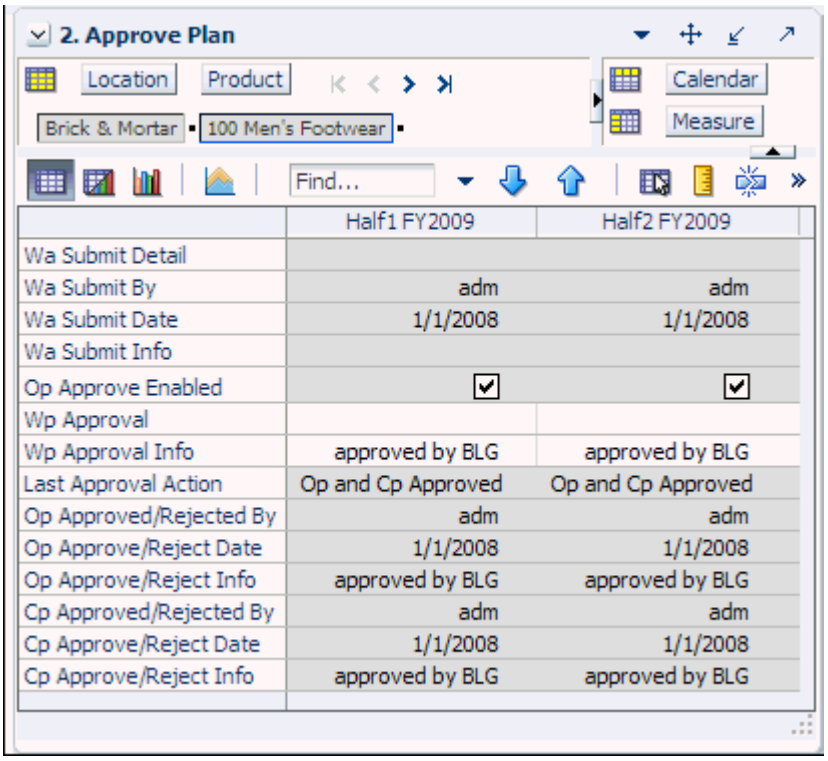


1. In the Wp Approval measure, select one of the two options: **Approve Plan** or **Reject Plan**.
2. In the Wp Approval Info measure, enter any useful information about the plan or your approval decision. This step is optional.
3. Click the **Approve/Reject** button as shown in Figure 7–40.
4. A success message is displayed. Click **OK** to close it.

Figure 7–41 Success Message - Approve/Reject

The view refreshes and the approval or rejection information is populated in the measures, as shown in Figure 7–42.

Figure 7–42 Approve/Reject Plan - Approve Plan View



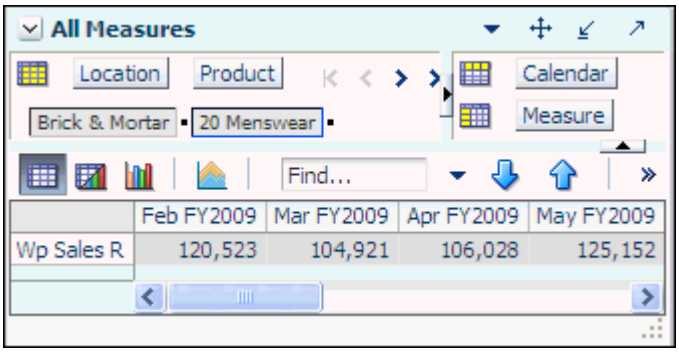
	Half1 FY2009	Half2 FY2009
Wa Submit Detail		
Wa Submit By	adm	adm
Wa Submit Date	1/1/2008	1/1/2008
Wa Submit Info		
Op Approve Enabled	☑	☑
Wp Approval		
Wp Approval Info	approved by BLG	approved by BLG
Last Approval Action	Op and Cp Approved	Op and Cp Approved
Op Approved/Rejected By	adm	adm
Op Approve/Reject Date	1/1/2008	1/1/2008
Op Approve/Reject Info	approved by BLG	approved by BLG
Cp Approved/Rejected By	adm	adm
Cp Approve/Reject Date	1/1/2008	1/1/2008
Cp Approve/Reject Info	approved by BLG	approved by BLG

If you want to commit your working plan (Wp) measures to the database, see Commit Wp Measures.

All Measures

The All Measures view contains all the measures contained in the workbook; however, only the Wp Sales R measure is visible in the default measure profile. The purpose of this task is to allow you to create a view of task measures that you may not be able to view all at once in other views.

Figure 7–43 All Measures View



	Feb FY2009	Mar FY2009	Apr FY2009	May FY2009
Wp Sales R	120,523	104,921	106,028	125,152

To see the other measures in this view, perform the following steps:

1. Click the **Measure** dimension tile. The All Measures - Measure window is displayed.
2. Move the measures you want to see in the view from the Hidden Measures box to the Visible Measures box.
3. When finished, click **OK**.

For more information about hidden and visible measures, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

8

Enable OP Approval Task

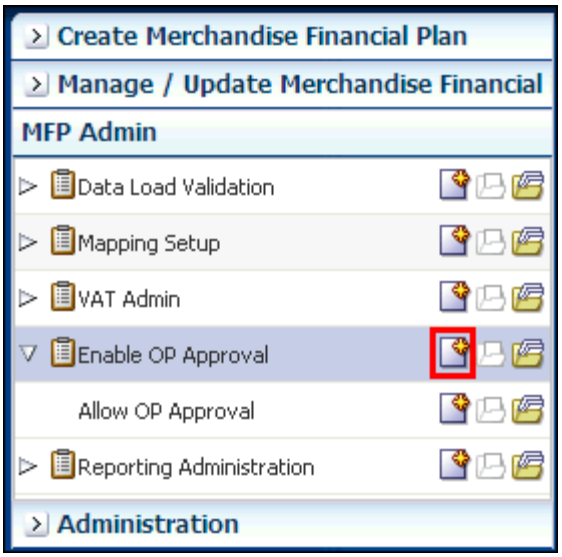
Planning administrators use this workbook to enable middle out and bottom up users to submit and approve plans to the Original Plan (Op). As planning administrator, you can select or deselect this option at any time. If you deselect it during the in-season, middle out and bottom up users cannot submit or approve a plan for the Op. You can choose to do this after the planning process has been finalized in order to lock down the Op.

Enable OP Approval Workbook Wizard

To build a new Enable OP workbook, perform the following steps:

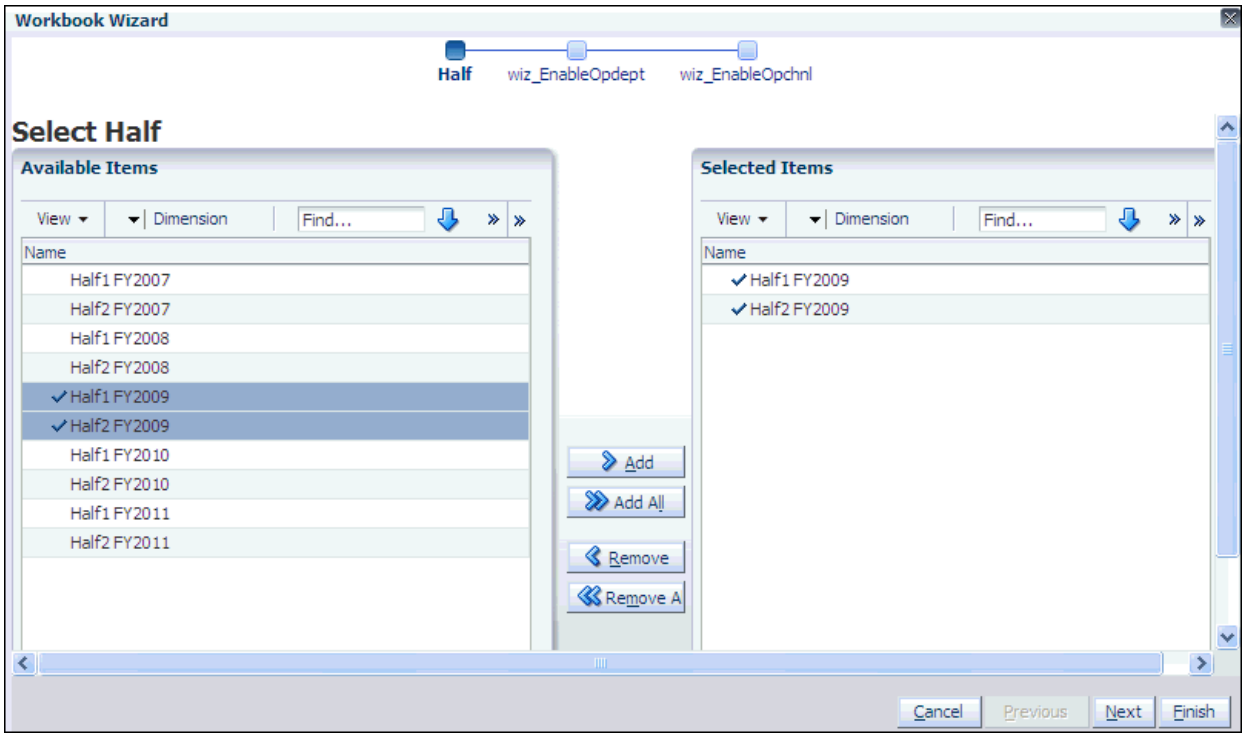
1. Click the **New Workbook** icon in the Enable OP Approval task.

Figure 8–1 Enable OP Approval Task



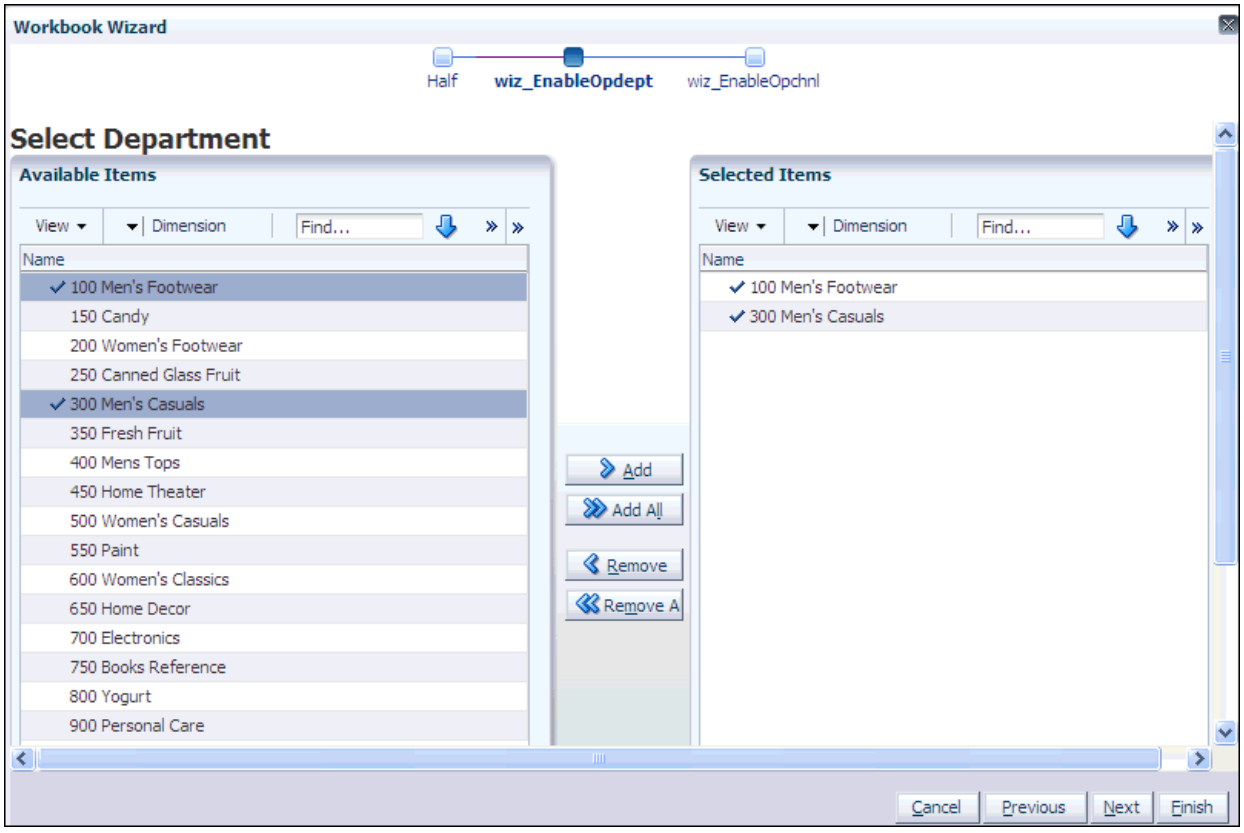
2. The workbook wizard opens at the Calendar Selection step. Select the halves you want to enable and click **Next**.

Figure 8–2 Enable OP Approval Workbook Wizard - Calendar Selection



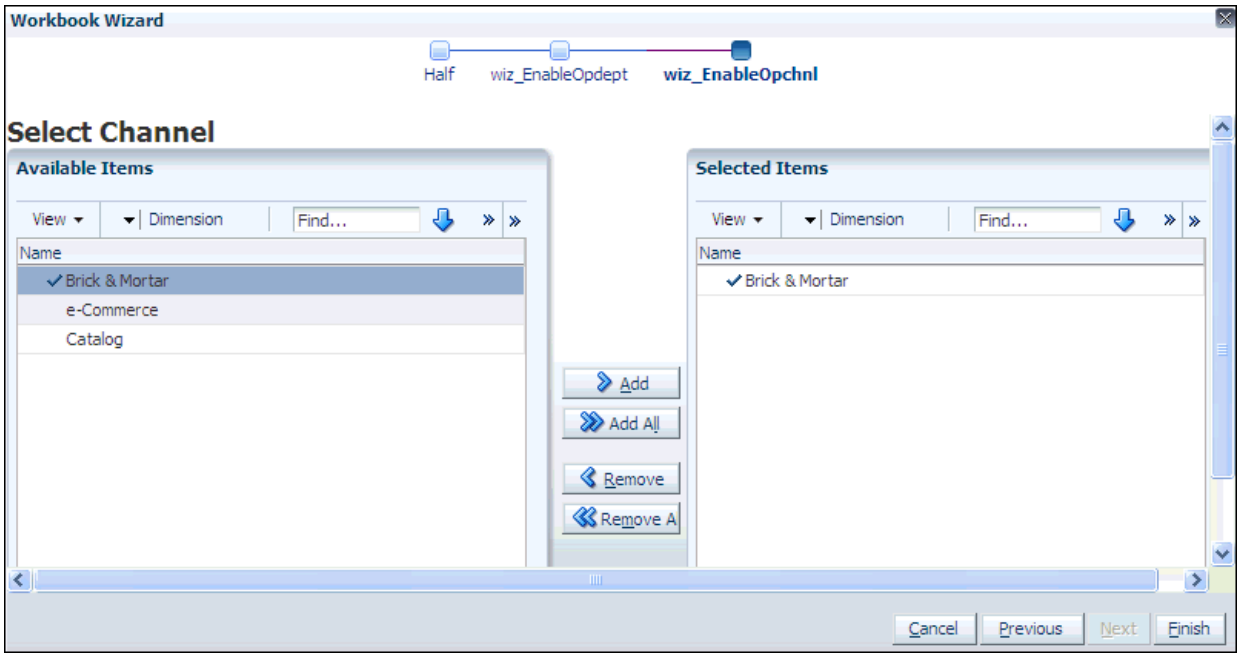
3. The Product Selection step is displayed. Select the departments and click **Next**.

Figure 8–3 Enable OP Approval Workbook Wizard - Product Selection



4. The Location Selection step is displayed. Select the channel you want and click **Finish**.

Figure 8–4 Enable OP Approval Workbook Wizard - Location Selection



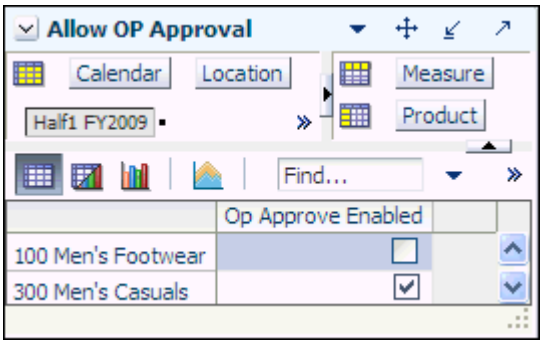
The Enable OP Approval workbook is built.

Allow OP Approval

The Allow OP Approval step has one view: Allow OP Approval.

Select the department that you want to enable middle out and bottom up users to submit and approve plans to the original plan.

Figure 8–5 Allow OP Approval View



The following table lists the measures available on this view.

Table 8–1 Allow OP Approval View Measures

Measure	Description
Op Approve Enabled	Select this measure to enable middle out and bottom up users to submit and approve plans to the original plan.

9

Data Load Validation Task

The Data Validation workbook contains all measures that are either loaded or touched during the batch calculation process. This template is used by the administrator only to verify the results of data loads and batch processes.

The Data Load Validation task contains the following steps:

- SubClass Data Load Validation
- Department Data Load Validation
- Division-Group Data Load Validation
- Miscellaneous Measures Validation

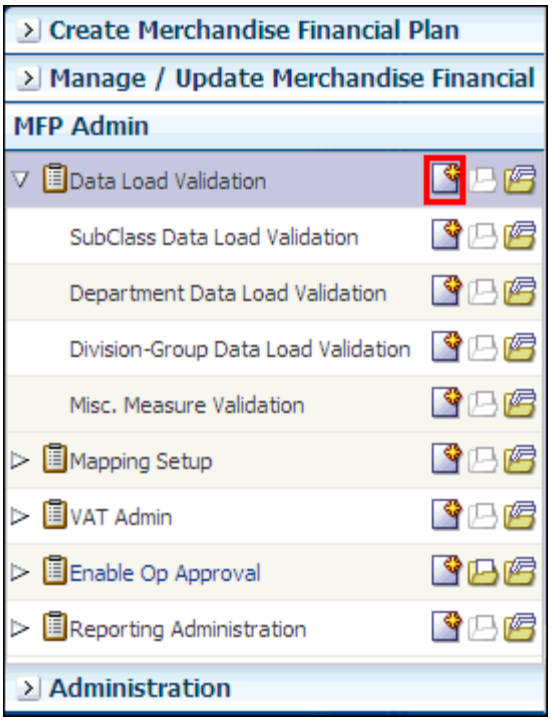
To use the Data Load Validation workbook, you need to first build the workbook.

Building the Workbook

To build a Data Load Validation workbook, perform the following steps:

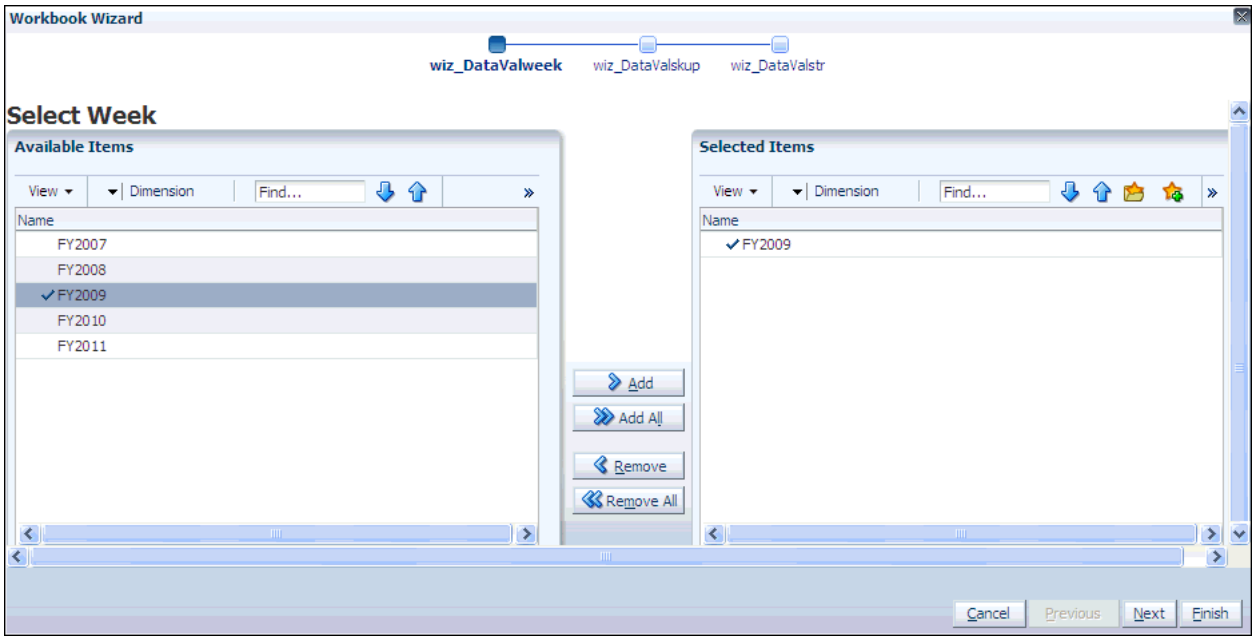
1. Click the New Workbook icon in the Data Load Validation step.

Figure 9–1 Data Load Validation



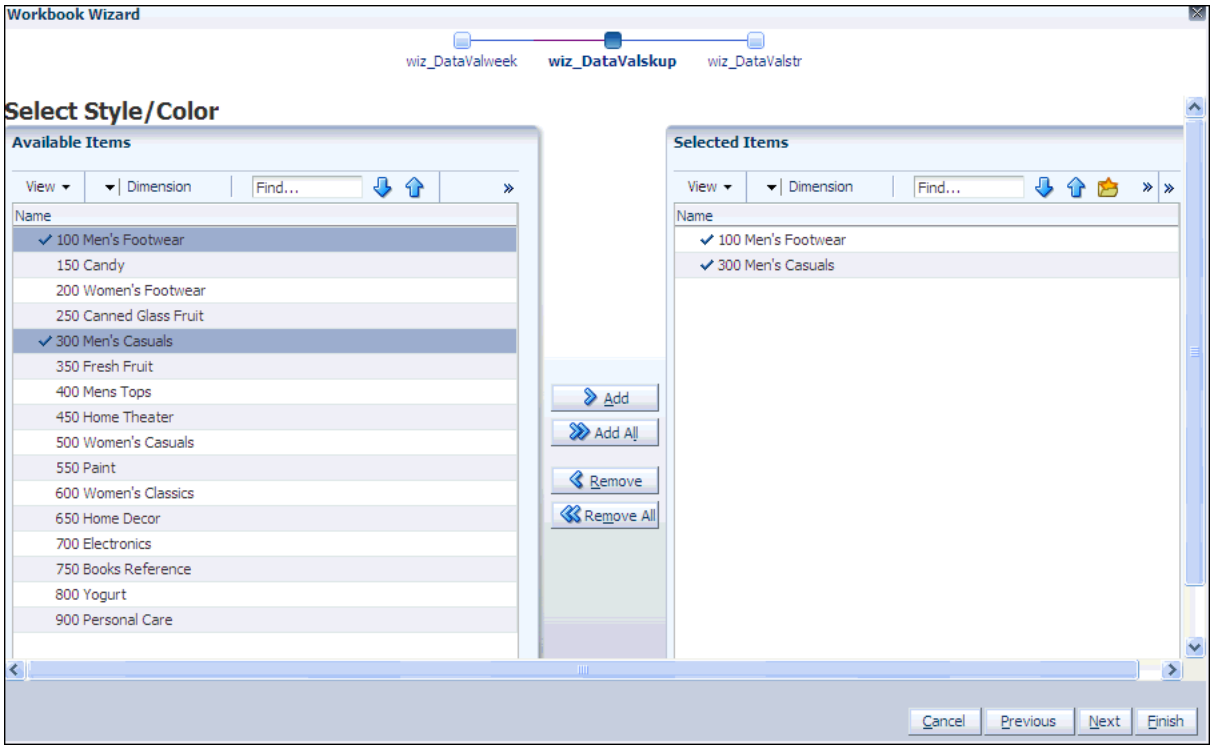
2. The workbook wizard opens at the Calendar Selection step. Select the weeks you want to validate and click **Next**.

Figure 9–2 Data Load Validation Workbook Wizard - Calendar Selection



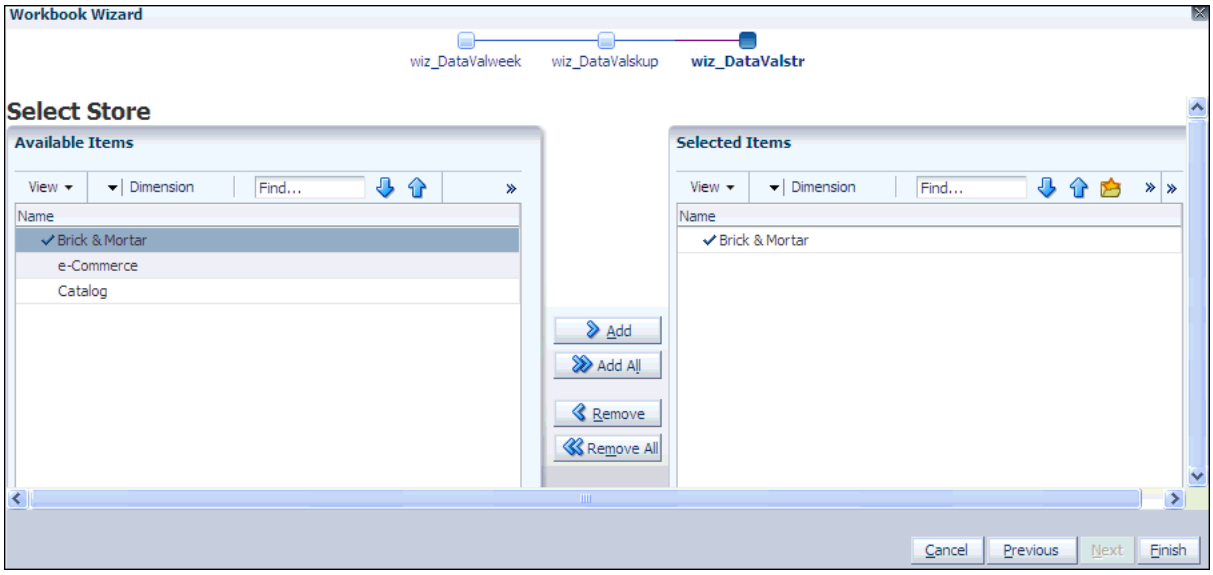
3. The Product Selection step is displayed. Select the items and click **Next**.

Figure 9–3 Data Load Validation Workbook Wizard - Product Selection



4. The Location Selection step is displayed. Select the stores and click **Finish**.

Figure 9–4 Data Load Validation Workbook Wizard - Location Selection

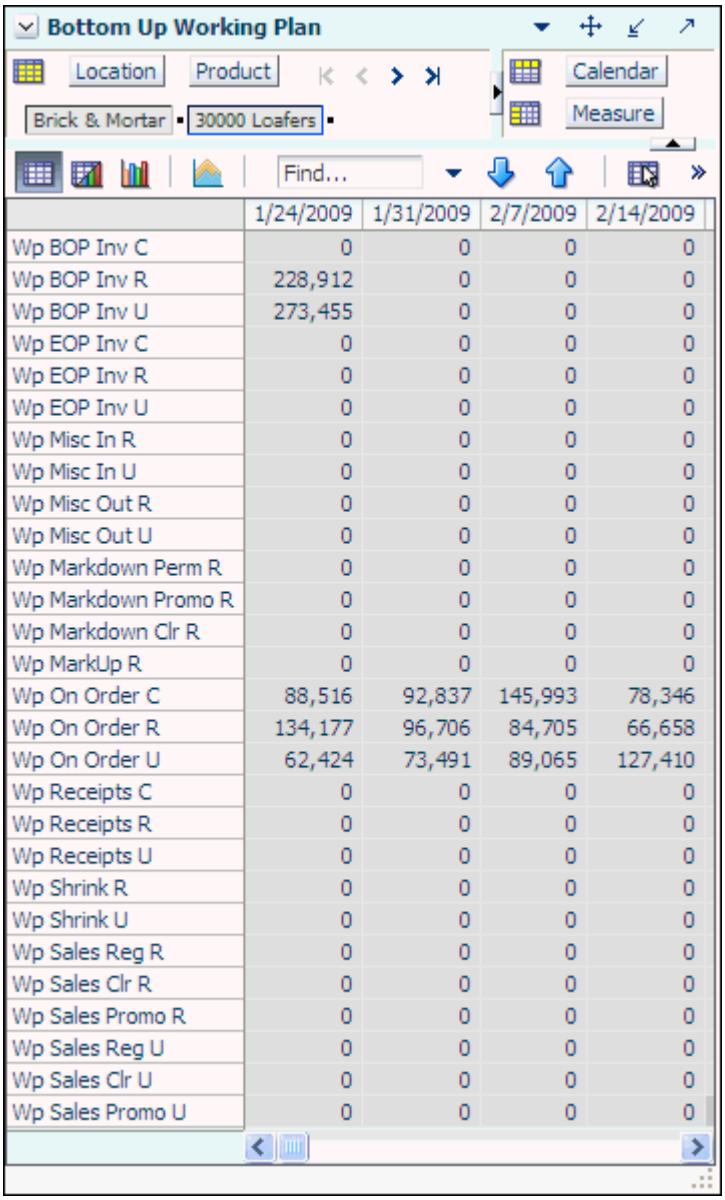


The Data Load Validation workbook is built.

SubClass Data Load Validation

The SubClass Data Load Validation step includes one view, the Bottom Up Working Plan view. Use this view to validate that the subclass data was updated in the batch process.

Figure 9–5 Bottom Up Working Plan View



	1/24/2009	1/31/2009	2/7/2009	2/14/2009
Wp BOP Inv C	0	0	0	0
Wp BOP Inv R	228,912	0	0	0
Wp BOP Inv U	273,455	0	0	0
Wp EOP Inv C	0	0	0	0
Wp EOP Inv R	0	0	0	0
Wp EOP Inv U	0	0	0	0
Wp Misc In R	0	0	0	0
Wp Misc In U	0	0	0	0
Wp Misc Out R	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp Markdown Perm R	0	0	0	0
Wp Markdown Promo R	0	0	0	0
Wp Markdown Clr R	0	0	0	0
Wp MarkUp R	0	0	0	0
Wp On Order C	88,516	92,837	145,993	78,346
Wp On Order R	134,177	96,706	84,705	66,658
Wp On Order U	62,424	73,491	89,065	127,410
Wp Receipts C	0	0	0	0
Wp Receipts R	0	0	0	0
Wp Receipts U	0	0	0	0
Wp Shrink R	0	0	0	0
Wp Shrink U	0	0	0	0
Wp Sales Reg R	0	0	0	0
Wp Sales Clr R	0	0	0	0
Wp Sales Promo R	0	0	0	0
Wp Sales Reg U	0	0	0	0
Wp Sales Clr U	0	0	0	0
Wp Sales Promo U	0	0	0	0

The following table lists the measures available on this view:

Table 9–1 Bottom Up Working View Measures

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.

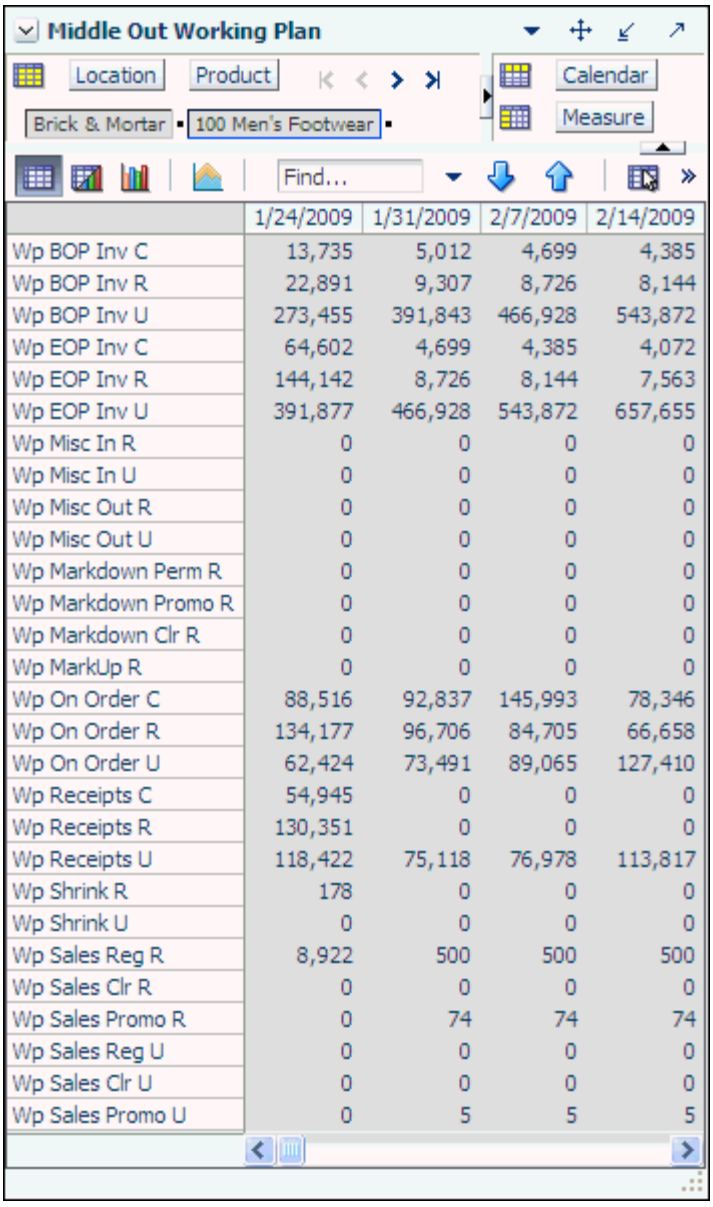
Table 9–1 (Cont.) Bottom Up Working View Measures

Measure	Description
Wp Fcst In-Season U	Working plan in-season forecast demand units.
Wp Fcst Pre-Season U	Working plan preseason forecast demand units.
Wp EOP Inv C	Working Plan End of Period Inventory Cost.
Wp EOP Inv R	Working Plan End Of Period Inventory Retail.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Misc In R	Working Plan miscellaneous In Retail.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out R	Working Plan miscellaneous Out Retail.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp Markdown Perm R	Working plan permanent price markdown for retail.
Wp Markdown Promo R	Working plan promotional price markdown for retail.
Wp Markdown Clr R	Working plan clearance price markdown for retail.
Wp MarkUp R	Working Plan Markup Retail.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order R	Working Plan On Order Retail Value.
Wp On Order U	Working Plan On Order Units.
Wp Receipts C	Working Plan Receipt Cost.
Wp Receipts R	Working Plan Receipts Retail Value.
Wp Receipts U	Working Plan Receipts Units.
Wp Shrink R	Working plan shrink retail.
Wp Shrink U	Working plan shrink units.
Wp Sales Reg R	Working Plan Regular Sales Retail Value.
Wp Sales Clr R	Working Plan Clearance Sales Retail Value.
Wp Sales Promo R	Working Plan Promotional Sales Retail Value.
Wp Sales Reg U	Working Plan Regular Sales Units.
Wp Sales Clr U	Working Plan Clearance Sales Units.
Wp Sales Promo U	Working Plan Promotional Sales Units.

Department Data Load Validation

The Department Data Load Validation step includes one view, the Middle Out Working Plan view. Use this view to validate that the department data was updated in the batch process.

Figure 9–6 Middle Out Working Plan View



	1/24/2009	1/31/2009	2/7/2009	2/14/2009
Wp BOP Inv C	13,735	5,012	4,699	4,385
Wp BOP Inv R	22,891	9,307	8,726	8,144
Wp BOP Inv U	273,455	391,843	466,928	543,872
Wp EOP Inv C	64,602	4,699	4,385	4,072
Wp EOP Inv R	144,142	8,726	8,144	7,563
Wp EOP Inv U	391,877	466,928	543,872	657,655
Wp Misc In R	0	0	0	0
Wp Misc In U	0	0	0	0
Wp Misc Out R	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp Markdown Perm R	0	0	0	0
Wp Markdown Promo R	0	0	0	0
Wp Markdown Clr R	0	0	0	0
Wp MarkUp R	0	0	0	0
Wp On Order C	88,516	92,837	145,993	78,346
Wp On Order R	134,177	96,706	84,705	66,658
Wp On Order U	62,424	73,491	89,065	127,410
Wp Receipts C	54,945	0	0	0
Wp Receipts R	130,351	0	0	0
Wp Receipts U	118,422	75,118	76,978	113,817
Wp Shrink R	178	0	0	0
Wp Shrink U	0	0	0	0
Wp Sales Reg R	8,922	500	500	500
Wp Sales Clr R	0	0	0	0
Wp Sales Promo R	0	74	74	74
Wp Sales Reg U	0	0	0	0
Wp Sales Clr U	0	0	0	0
Wp Sales Promo U	0	5	5	5

The following table lists the measures available on this view.

Table 9–2 Middle Out Working Plan View Measures

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Fcst In-Season U	Working plan forecast for in-season units.
Wp Fcst Pre-season U	Working plan forecast for preseason units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv R	Working Plan End Of Period Inventory Retail.

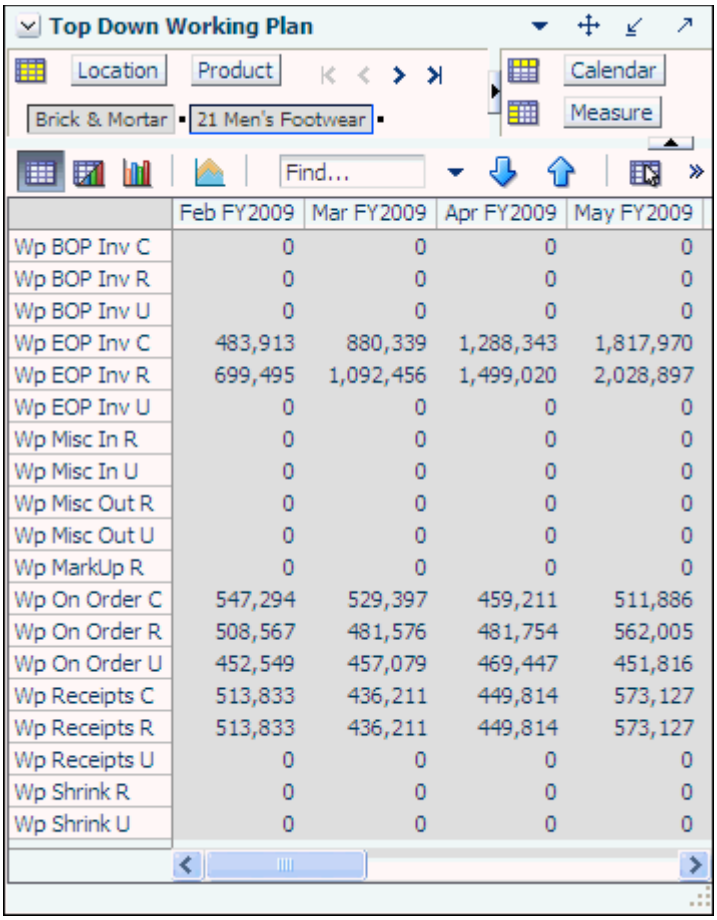
Table 9–2 (Cont.) Middle Out Working Plan View Measures

Measure	Description
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Misc In R	Working Plan miscellaneous In Retail.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out R	Working Plan miscellaneous Out Retail.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp Markdown Perm R	Working plan permanent markdown value.
Wp Markdown Promo R	Working plan promotional price markdown for retail.
Wp Markdown Clr R	Working plan clearance price markdown for retail.
Wp MarkUp R	Working Plan Markup Retail.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order R	Working Plan On Order Retail Value.
Wp On Order U	Working Plan On Order Units.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts R	Working Plan Receipts Retail Value.
Wp Receipts U	Working Plan Receipts Units.
Wp Shrink R	Working Plan Shrink Retail.
Wp Shrink U	Working Plan Shrink Units.
Wp Sales Reg R	Working plan regular sales retail.
Wp Sales Clr R	Working plan clearance sales retail.
Wp Sales Promo R	Working plan promotional sales retail.
Wp Sales Reg U	Working plan regular sales units.
Wp Sales Clr U	Working plan clearance sales units.
Wp Sales Promo U	Working plan promotional sales units.

Division-Group Data Load Validation

The Division-Group Data Load Validation step includes one view, the Top Down Working Plan view. Use this view to validate that the division-group data was updated in the batch process.

Figure 9–7 Top Down Working Plan View



	Feb FY2009	Mar FY2009	Apr FY2009	May FY2009
Wp BOP Inv C	0	0	0	0
Wp BOP Inv R	0	0	0	0
Wp BOP Inv U	0	0	0	0
Wp EOP Inv C	483,913	880,339	1,288,343	1,817,970
Wp EOP Inv R	699,495	1,092,456	1,499,020	2,028,897
Wp EOP Inv U	0	0	0	0
Wp Misc In R	0	0	0	0
Wp Misc In U	0	0	0	0
Wp Misc Out R	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp MarkUp R	0	0	0	0
Wp On Order C	547,294	529,397	459,211	511,886
Wp On Order R	508,567	481,576	481,754	562,005
Wp On Order U	452,549	457,079	469,447	451,816
Wp Receipts C	513,833	436,211	449,814	573,127
Wp Receipts R	513,833	436,211	449,814	573,127
Wp Receipts U	0	0	0	0
Wp Shrink R	0	0	0	0
Wp Shrink U	0	0	0	0

The following table lists the measures available on this view.

Table 9–3 Top Down Working Plan View Measures

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv R	The planned beginning of period inventory in retail value. The period can be a week, month, or any other calendar period.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Fcst In-Season U	Working plan in-season forecast units.
Wp Fcst Pre-Season U	Working plan preseason forecast units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv R	Working Plan End Of Period Inventory Retail.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Misc In R	Working Plan miscellaneous In Retail.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out R	Working Plan miscellaneous Out Retail.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp Markdown R	Working Plan Markdown Retail.

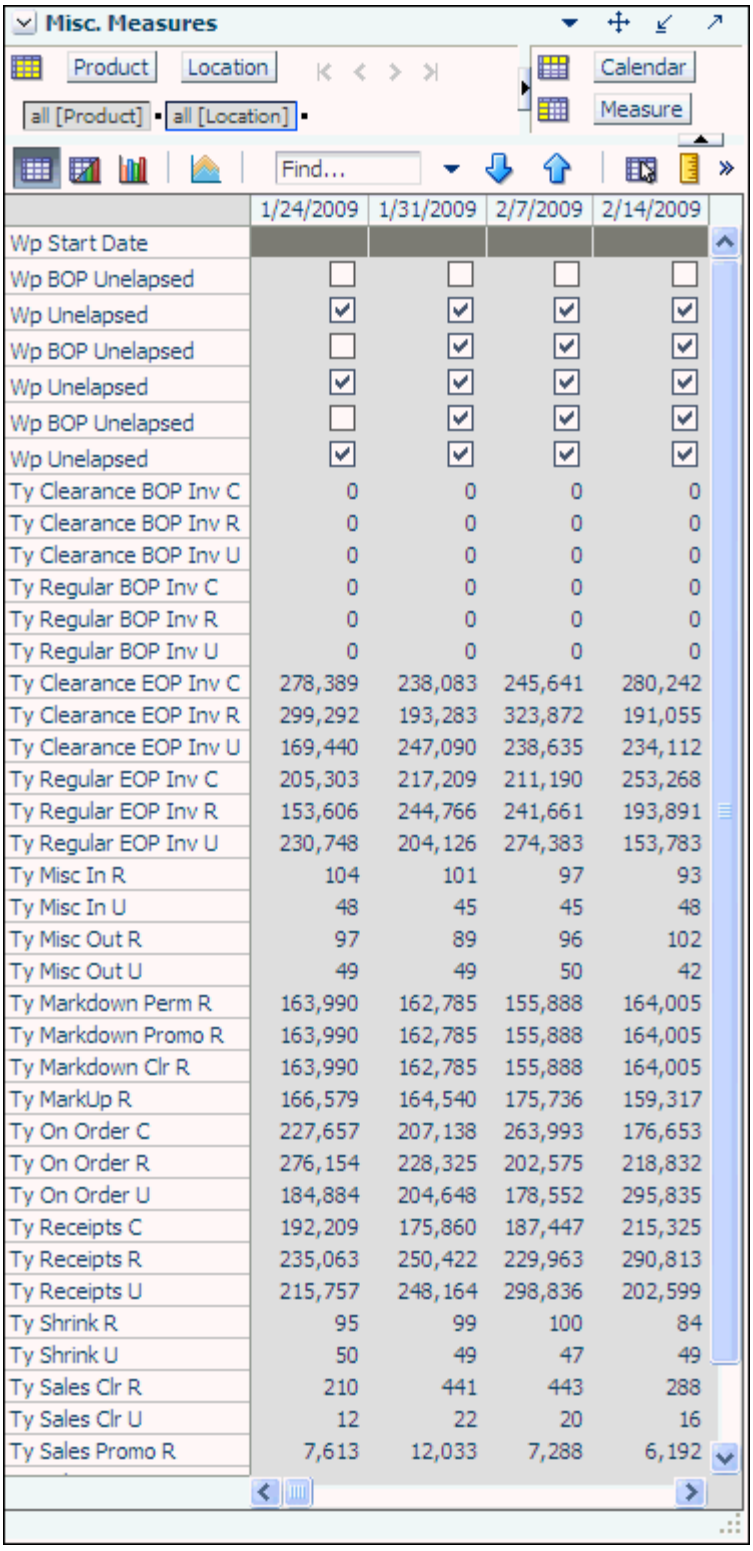
Table 9–3 (Cont.) Top Down Working Plan View Measures

Measure	Description
Wp MarkUp R	Working Plan Markup Retail.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order R	Working Plan On Order Retail Value.
Wp On Order U	Working Plan On Order Units.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts R	Working Plan Receipts Retail Value.
Wp Receipts U	Working Plan Receipts Units.
Wp Shrink R	Working Plan Shrink Retail.
Wp Shrink U	Working Plan Shrink Units.

Miscellaneous Measures Validation

The Misc. Measures Validation step includes one view, the Misc. Measures view. Use this view to validate that the measures were loaded in the batch process.

Figure 9–8 Misc. Measures View



	1/24/2009	1/31/2009	2/7/2009	2/14/2009
Wp Start Date				
Wp BOP Unelapsed	☐	☐	☐	☐
Wp Unelapsed	☑	☑	☑	☑
Wp BOP Unelapsed	☐	☑	☑	☑
Wp Unelapsed	☑	☑	☑	☑
Wp BOP Unelapsed	☐	☑	☑	☑
Wp Unelapsed	☑	☑	☑	☑
Ty Clearance BOP Inv C	0	0	0	0
Ty Clearance BOP Inv R	0	0	0	0
Ty Clearance BOP Inv U	0	0	0	0
Ty Regular BOP Inv C	0	0	0	0
Ty Regular BOP Inv R	0	0	0	0
Ty Regular BOP Inv U	0	0	0	0
Ty Clearance EOP Inv C	278,389	238,083	245,641	280,242
Ty Clearance EOP Inv R	299,292	193,283	323,872	191,055
Ty Clearance EOP Inv U	169,440	247,090	238,635	234,112
Ty Regular EOP Inv C	205,303	217,209	211,190	253,268
Ty Regular EOP Inv R	153,606	244,766	241,661	193,891
Ty Regular EOP Inv U	230,748	204,126	274,383	153,783
Ty Misc In R	104	101	97	93
Ty Misc In U	48	45	45	48
Ty Misc Out R	97	89	96	102
Ty Misc Out U	49	49	50	42
Ty Markdown Perm R	163,990	162,785	155,888	164,005
Ty Markdown Promo R	163,990	162,785	155,888	164,005
Ty Markdown Clr R	163,990	162,785	155,888	164,005
Ty MarkUp R	166,579	164,540	175,736	159,317
Ty On Order C	227,657	207,138	263,993	176,653
Ty On Order R	276,154	228,325	202,575	218,832
Ty On Order U	184,884	204,648	178,552	295,835
Ty Receipts C	192,209	175,860	187,447	215,325
Ty Receipts R	235,063	250,422	229,963	290,813
Ty Receipts U	215,757	248,164	298,836	202,599
Ty Shrink R	95	99	100	84
Ty Shrink U	50	49	47	49
Ty Sales Clr R	210	441	443	288
Ty Sales Clr U	12	22	20	16
Ty Sales Promo R	7,613	12,033	7,288	6,192

The following table lists the measures available on this view.

Table 9–4 Misc Measures View Measures

Measure	Description
Wp Start Date	Working plan start date.
Wp BOP Unelapsed	Bottom up working plan beginning of period unelapsed (time).
Wp Unelapsed	Bottom up working plan unelapsed (time).
Wp BOP Unelapsed	Middle out working plan beginning of period unelapsed (time).
Wp Unelapsed	Middle out working plan unelapsed (time).
Wp BOP Unelapsed	Top down working plan beginning of period unelapsed (time).
Wp BOP Unelapsed	Top down working plan unelapsed (time).
Ty Clearance BOP Inv C	This Year Clearance Beginning of Period Inventory Cost.
Ty Clearance BOP Inv R	This Year Clearance Beginning of Period Inventory Retail.
Ty Clearance BOP Inv U	This Year Clearance Beginning of Period Inventory Unit.
Ty Regular BOP Inv C	This Year Regular Beginning of Period Inventory Cost.
Ty Regular BOP Inv R	This Year Regular Beginning of Period Inventory Retail Value.
Ty Regular BOP Inv U	This Year Regular Beginning of Period Inventory Units.
Ty Clearance EOP Inv C	This Year Clearance End of Period Inventory Cost.
Ty Clearance EOP Inv R	This Year Clearance End of Period Inventory Retail.
Ty Clearance EOP Inv U	This Year Clearance End of Period Inventory Units.
Ty Regular EOP Inv C	This Year Regular End of Period Inventory Cost.
Ty Regular EOP Inv R	This Year Regular End of Period Inventory Retail Value.
Ty Regular EOP Inv U	This Year Regular End of Period Inventory Units.
Ty Misc In R	This Year Miscellaneous In Retail Value.
Ty Misc In U	This Year Miscellaneous In Units.
Ty Misc Out R	This Year Miscellaneous Out Retail Value.
Ty Misc Out U	This Year Miscellaneous Out Units.
Ty Markdown Perm R	This year's permanent price markdown for retail.
Ty Markdown Promo R	This year's promotional price markdown for retail.
Ty Markdown Clr R	This year's clearance price markdown for retail.
Ty MarkUp R	This Year Markup Retail Value.
Ty On Order C	This Year On Order Cost.
Ty On Order R	This Year On Order Retail.
Ty On Order U	This Year On Order Units.
Ty Receipts C	This Year Receipt Cost.
Ty Receipts R	This Year Receipt Retail Value.
Ty Receipts U	This Year Receipt Units.
Ty Shrink R	This Year Shrink Retail Value.
Ty Shrink U	This Year Shrink Units.
Ty Sales Clr R	This year's clearance sales.
Ty Sales Clr U	This year's clearance sales units.

Table 9–4 (Cont.) Misc Measures View Measures

Measure	Description
Ty Sales Promo R	This year's promotional sales.
Ty Sales Promo U	This Year promotional sales units.
Ty Sales Reg R	This year's regular sales.
Ty Sales Reg U	This year's regular sales units.

10

VAT Admin Task

The VAT Admin workbook allows planning administrators to enter the value added tax rate by week.

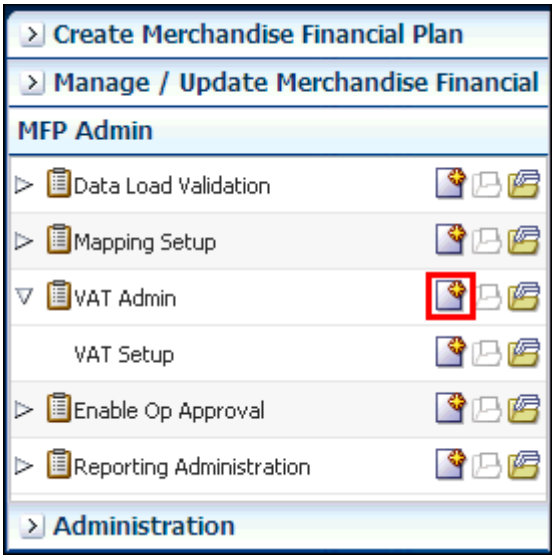
To use the VAT Admin task, you must first build a workbook.

Building the VAT Admin Workbook

To build a new VAT Admin workbook, perform the following steps:

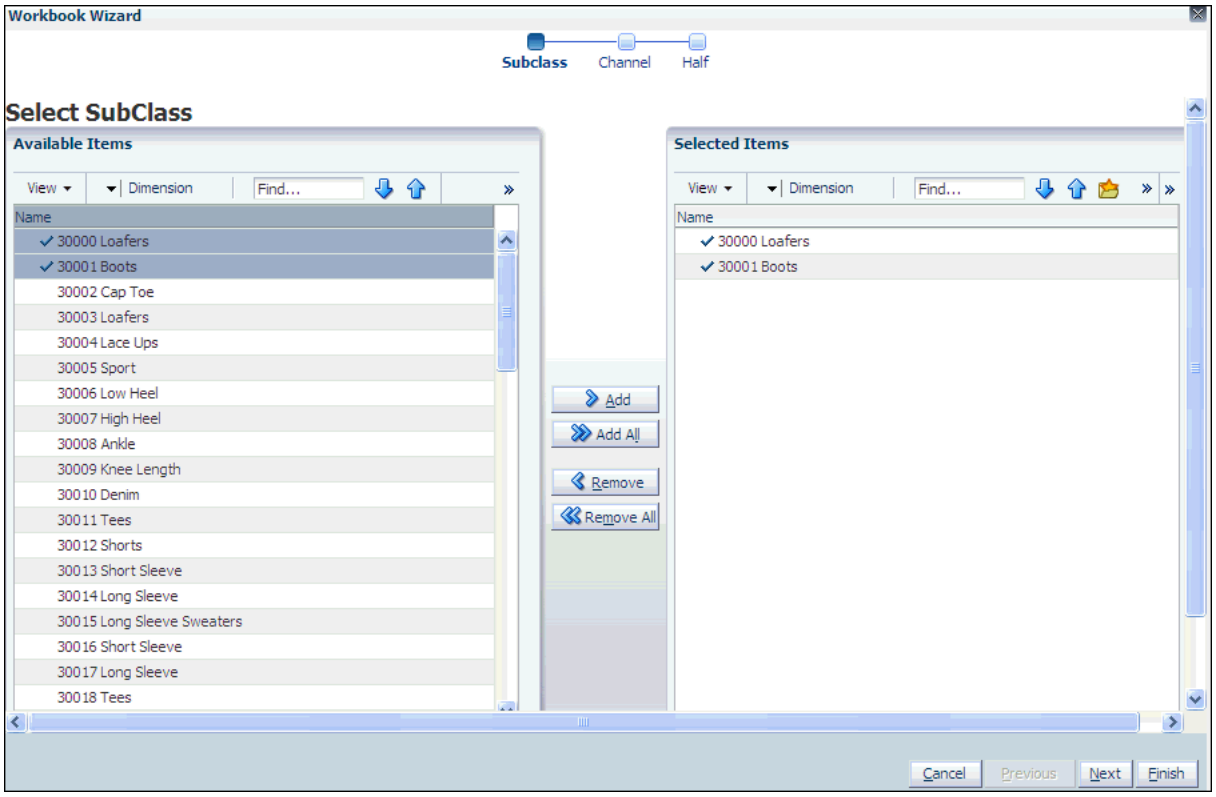
1. Click the **New Workbook** icon in the VAT Admin task.

Figure 10–1 VAT Admin Task



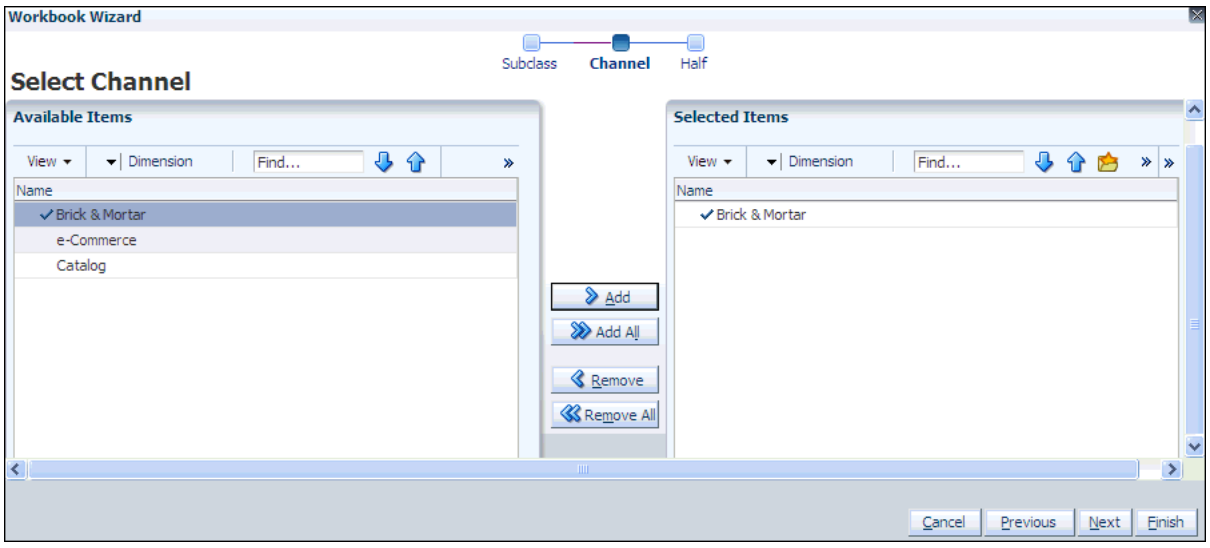
2. The workbook wizard opens at the Product Selection step. Select the subclass that you would like to set up and click **Next**.

Figure 10–2 VAT Admin Workbook Wizard - Product Selection



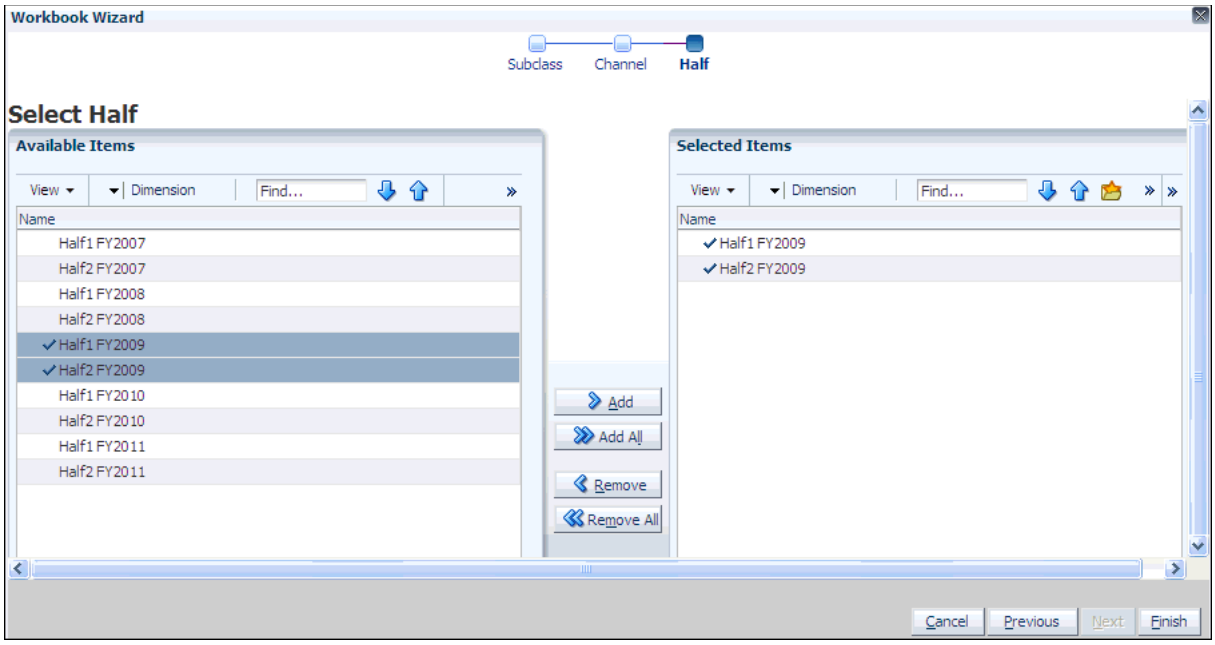
3. The Location Selection step is displayed. Select the channel and click **Next**.

Figure 10–3 VAT Admin Workbook Wizard - Location Selection



4. The Calendar Selection step is displayed. Select the halves you want and click **Finish**.

Figure 10–4 VAT Admin Workbook Wizard - Calendar Selection



The VAT Admin workbook is built.

VAT Setup

In this view, enter the value added tax for each subclass in the Wp Vat R % measure. When planning sales retail, the VAT is decremented, and the result is shown in the Wp Sales Net Vat R measure. If no Wp Vat R % is planned, then the Wp Sales Net Vat R and the Wp Sales R are the same value.

Figure 10–5 VAT Admin - VAT Setup Workbook

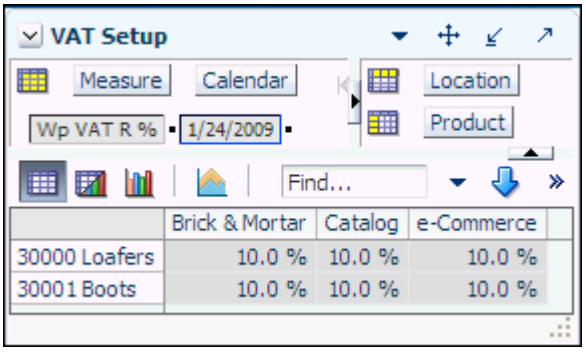


Table 10–1 VAT Admin - VAT Setup Workbook Measures

Measure	Description
Wp VAT R %	The value added tax rate for the working plan.

11

Reporting Administration Task

The Reporting Administration workbook is used to facilitate the Oracle Retail Fashion Planning Bundle Reports. These reports are unsupported samples provided by Oracle Retail.

The Oracle Retail Fashion Planning Bundle Reports package includes role-based Oracle Business Intelligence (BI) Enterprise Edition (EE) reports and dashboards that provide an illustrative overview highlighting the Fashion Planning Bundle solutions. These dashboards can be leveraged out-of-the-box or can be used along with the other dashboards and reports that may have already been created to support a specific solution or organizational needs. This package includes dashboards for the Assortment Planning, Item Planning, Item Planning Configured for COE, Merchandise Financial Planning Retail Accounting, and Merchandise Financial Planning Cost Accounting applications.

The Oracle Retail Fashion Planning Bundle Reports documentation set includes the following documents that describe how you can install and use the reports and dashboards:

- *Oracle Retail Fashion Planning Bundle Reports Installation Guide* - This guide describes how you can download and install the Fashion Planning Bundle reports. This guide is intended for system administrators and assumes that you are familiar with the Oracle Retail Predictive Application Server (RPAS) and Oracle BI EE.
- *Oracle Retail Fashion Planning Bundle Reports User Guide* - This guide describes the reports and dashboards included for the Oracle Retail Fashion Planning Bundle solutions.

You can download this documentation set from My Oracle Support using the Note ID 1461281.1. Access My Oracle Support at the following URL:

https://support.oracle.com

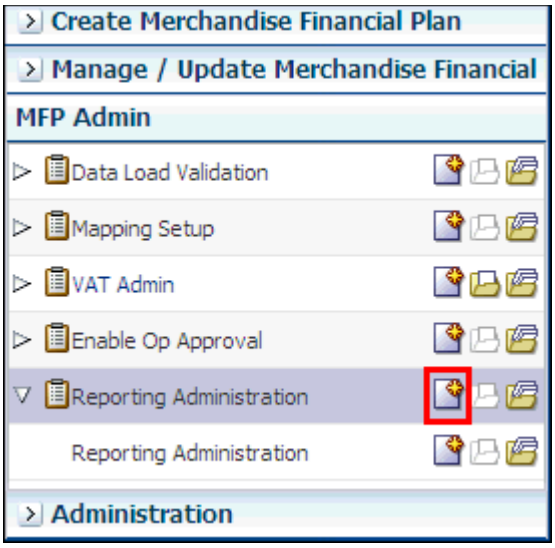
The Reporting Administration workbook in MFP is used to define a threshold between actual sales and planned sales. This threshold is used to highlight sales data in the Oracle BI EE reports. Sales that fall below the threshold appear in red. Sales above the threshold appear in green.

Reporting Administration Wizard

To build a Reporting Administration workbook, perform the following steps:

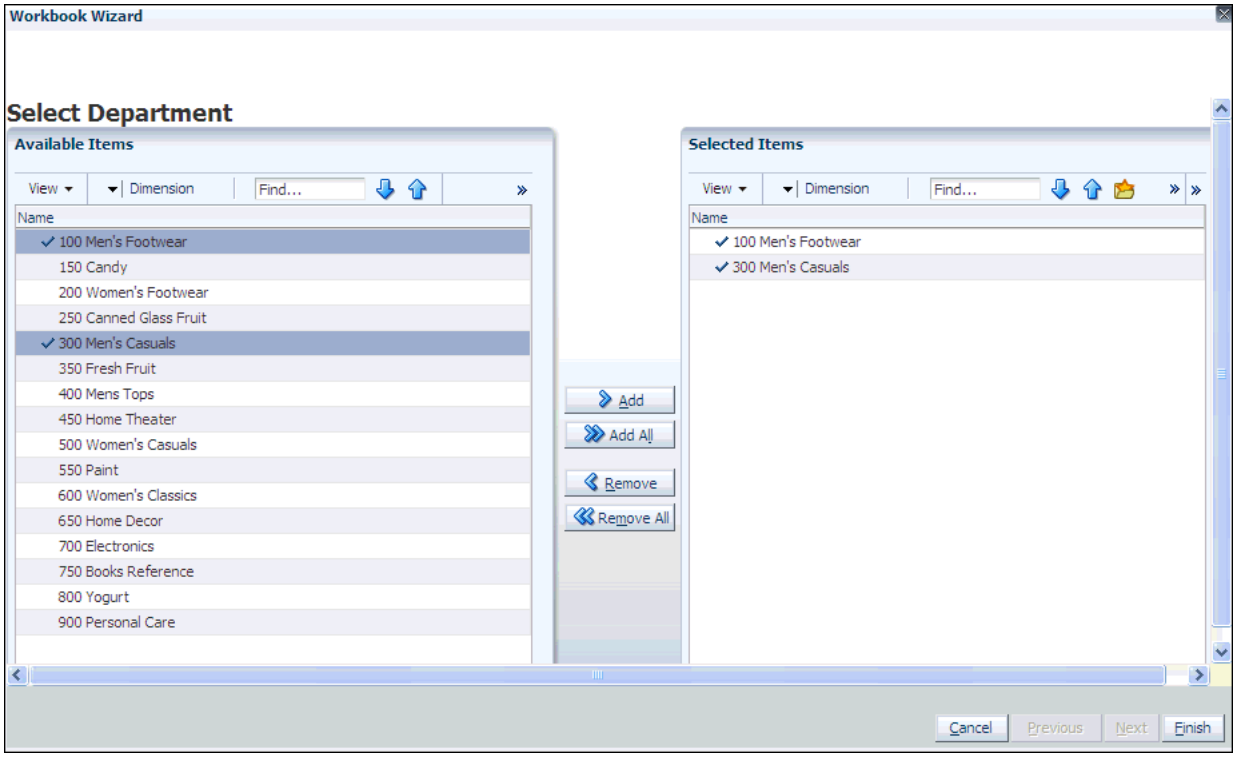
1. In the MFP Admin activity, click the **New Workbook** icon in the Reporting Administration task.

Figure 11–1 Reporting Administration Task



2. The workbook wizard opens at the Product Selection step. Select the departments you want to see and click **Finish**.

Figure 11–2 Reporting Administration Workbook Wizard - Product Selection



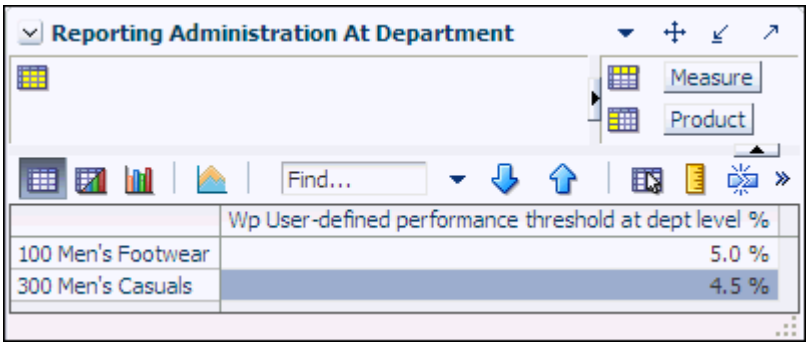
The Reporting Administration workbook is built.

Reporting Administration at Department View

Use this view to define a threshold between the actual sales and the planned sales for each department. This threshold is used to highlight sales data in the Oracle BI EE reports. Sales that fall below the threshold appear in red. Sales above the threshold appear in green.

Enter a threshold percentage in the Wp User-Defined Performance Threshold measure. When finished, commit the workbook.

Figure 11–3 Reporting Administration at Department View

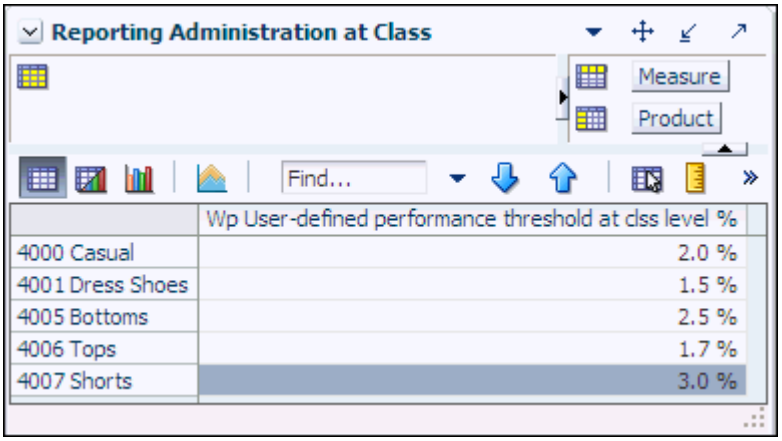


Reporting Administration at Class View

Use this view to define a threshold between the actual sales and the planned sales for each class. This threshold is used to highlight sales data in the Oracle BI EE reports. Sales that fall below the threshold appear in red. Sales above the threshold appear in green.

Enter a threshold percentage in the Wp User-Defined Performance Threshold measure. When finished, commit the workbook.

Figure 11–4 Reporting Administration at Class View

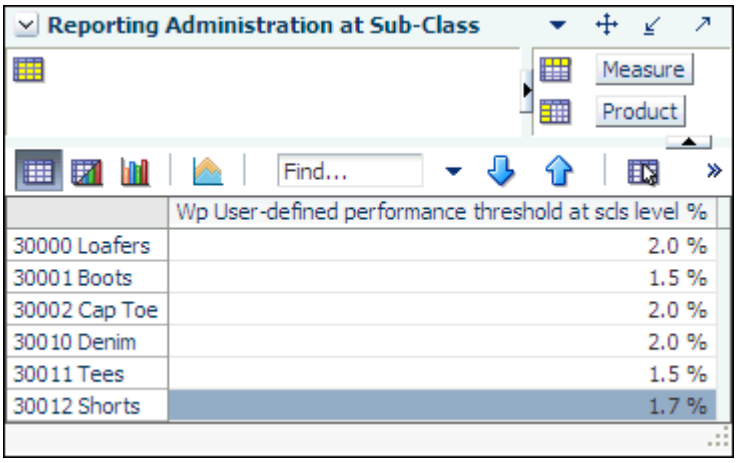


Reporting Administration at Sub-Class View

Use this view to define a threshold between the actual sales and the planned sales for each subclass. This threshold is used to highlight sales data in the Oracle BI EE reports. Sales that fall below the threshold appear in red. Sales above the threshold appear in green.

Enter a threshold percentage in the Wp User-Defined Performance Threshold measure. When finished, commit the workbook.

Figure 11–5 Reporting Administration at Sub-Class View



12

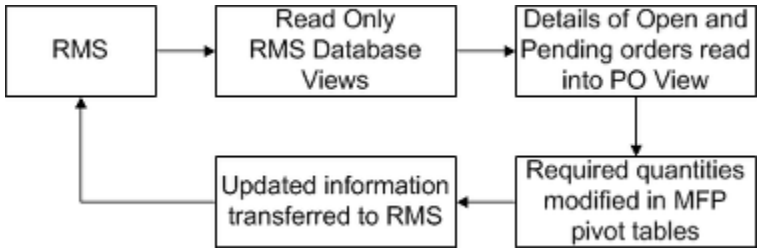
Purchase Order View

The Purchase Order (PO) View is an add-on module for Merchandise Financial Planning (MFP). It provides users with an interface to view open or pending purchase orders in the Retail Merchandising System (RMS). This is of assistance to users engaged in tasks such as reviewing merchandising plans or the Open to Buy (OTB) budget.

Overview of PO View

PO View operates broadly as follows:

Figure 12–1 Conceptual Flowchart - PO View



- RMS acts as the system of record for purchasing data.
- A set of read only database views are created in RMS as part of the PO view installation process. These database views contain information on Open and Pending orders in RMS. This data can be referenced by the PO View in MFP.
- When the user makes a selection of data in a view in MFP and invokes PO View, a subset of data from the RMS Database Views is read into the PO View.
- Using the read only information in PO View, the user can modify the order quantities in the view in MFP. As this stage, the order quantities in RMS remain unchanged.
- Once committed, the updated order quantities must be transferred back to RMS in order to update the required order quantities. The exact method and timing of the transfer of information is retailer specific, as is the method of updating order quantities in RMS. Currently, there is no GA integration for transferring order quantities from MFP to RMS.

Overview of Configuring PO View

Before being used, PO View must first be configured. It requires the following actions to be carried out.

> **Note:** This information is intended as a summary only. For full information, see the *Oracle Retail Predictive Application Server Configuration Tools User Guide*.

- **Create database views in RMS**

  PO View is not designed to integrate with the main tables in the RMS database. Instead it references a simplified set of data out of specially created read only database views. These database views are created as part of the PO View installation process. They will only contain information on pending or open orders.

- **Update the Manifest File for PO View**

  A manifest file is an XML file used to configure details of functionality in the Fusion Client. The existing manifest file has to be updated for the PO View functionality. It requires the following information to be updated or edited:

  – **Datasource**

    The manifest file must contain details of the data source where the purchase order information is to be read from. The same data source information must also exist for the Web Logic server.

  – **Selection**

    The manifest file allows the PO View to be configured to accept different selection options for the Location and Product dimensions. Possible selection options for Product dimension are Department, Class and Subclass. Possible selection options for the Location dimension are Company, Chains, Channels, Districts, Regions, Areas and Stores.

  – **Metrics**

    The implementer can specify which metrics will show and which will be hidden in the Order Item Details section of the PO View. The options available are Quantity Ordered, Quantity Received, Quantity Cancelled, Quantity Open, Quantity Ordered Unit Cost, Quantity Received Retail, Quantity Cancelled Unit Cost and Quantity Open Unit Cost.

- **Configuring the Fusion Client for PO View**

In order to get PO View to launch from within the MFP Fusion Client, changes need to be made to the Fusion Client configuration file.

Launching PO View

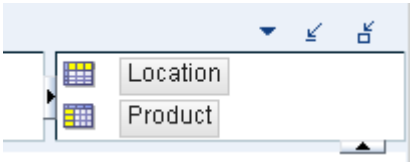
The range of purchase orders displayed will depend on the selection made on the Worksheet. (This will be the intersection of Product-Location-Calendar dimension). Depending on what is selected, users can retrieve purchase orders for a single product at a single location, orders at subclass level at a single location, orders at department level for multiple locations or other combinations of dimensions. The exact options available can be configured in the manifest file.

Changing the Levels Available for Dimensions

When working with PO View, the levels available for a dimension determine the purchase orders that can be selected. These are specified in the **All Measures** dialog box. This may be accessed on one of two ways:

- **Double clicking the Measure buttons in the Page Edge**

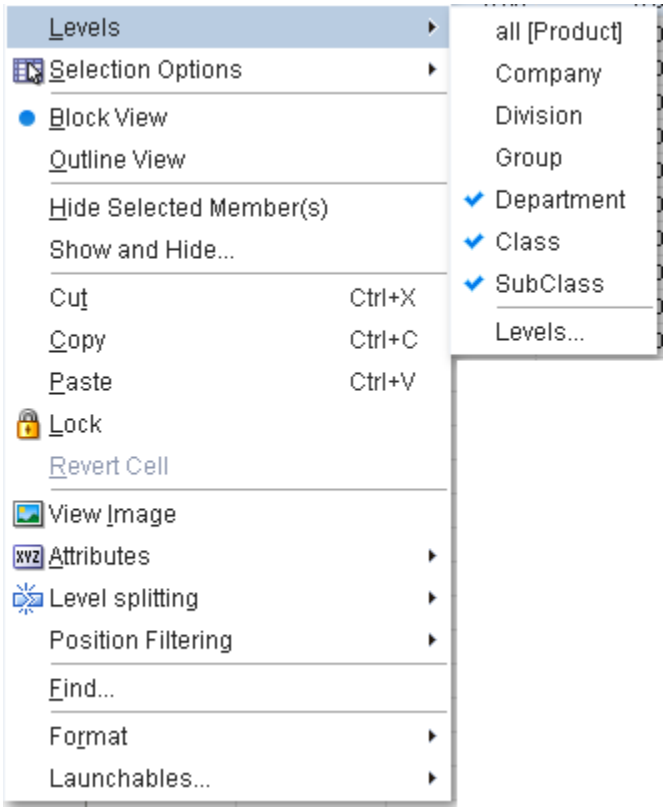
Figure 12–2 Measure Buttons in Page Edge



- **Right clicking on a column or row header**

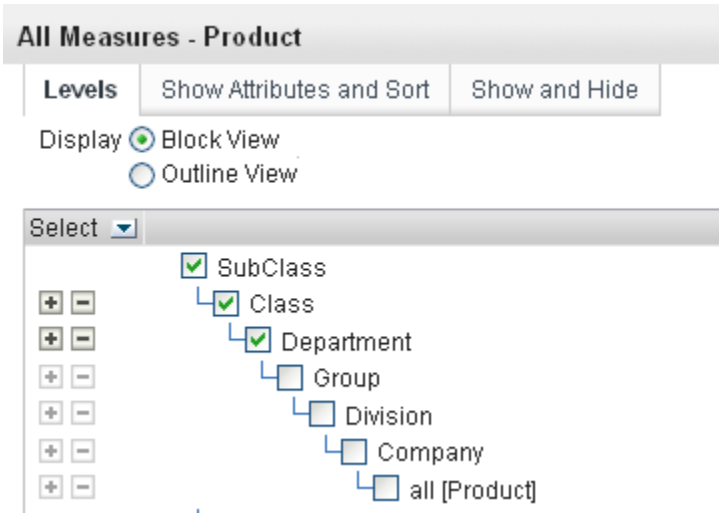
  This will bring up the right click menu, allowing the levels to be selected by checking or unchecking them. Selecting the levels option in the right hand menu will also being up the **All Measures** dialog box.

Figure 12–3 Right Click Menu - Levels Options



The **Levels** tab in the **All Measures** dialog box allows users to specify the levels to display in the pivot table.

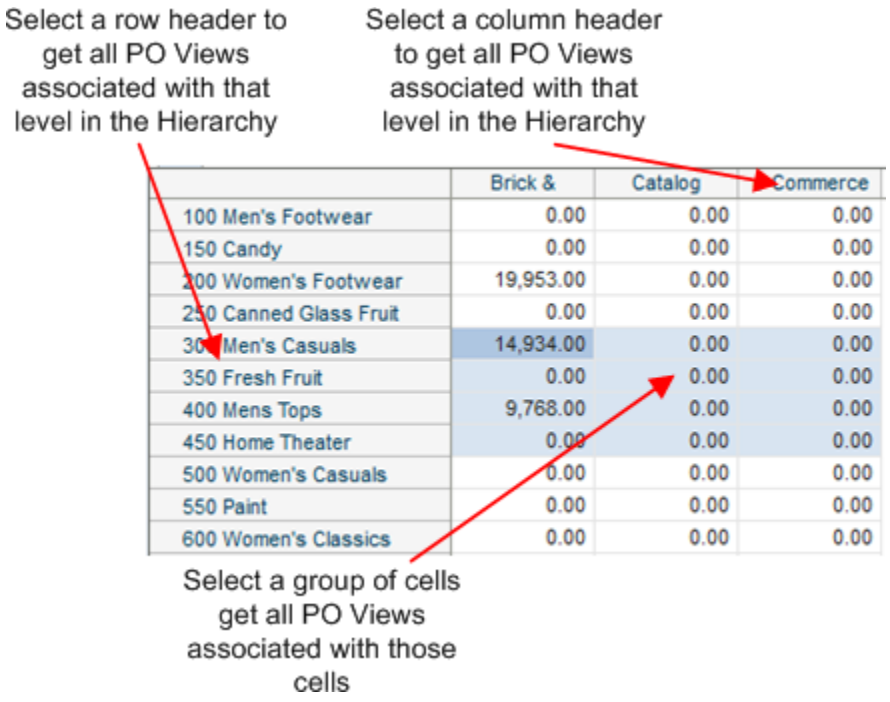
Figure 12–4 All Measures Dialog Box - Levels Tab



Selecting the Data

When the required levels for each measure have been selected, the user needs to select the data for which to display all open purchase orders. There are three basic ways of doing this:

Figure 12–5 Example Ways of Selecting Data for PO Views



- **Highlighting a row header and right clicking**

  If the user highlights a row header and right clicks, the right click menu will come up. If PO View is launched, this will bring up all open purchase orders associated with that row - in this example, this will bring up all orders for a specific department across all locations.

Highlighting multiple rows will enable orders for those rows to be brought across all locations.

- **Highlighting a column header and right clicking**

  If the user highlights a column header and right clicks, the right click menu will come up. If PO View is launched, this will bring up all open purchase orders associated with that column - in this example, this will bring up all orders for all departments for a specific location.

  Highlighting multiple columns will enable orders for those columns to be brought across all departments.

- **Highlighting a group of cells and right clicking**

  Highlighting a group of cells and right clicking to bring up the right click menu will select a sub-set of data for specific departments in specific locations.

Note: When right clicking, ensure the mouse pointer is over the cell border and not over any editable value.

Right Click Menus to Initiate PO View

Depending on what is selected when right clicking different right click menus will appear.

Figure 12–6 Right Click Menu - Cells Selected

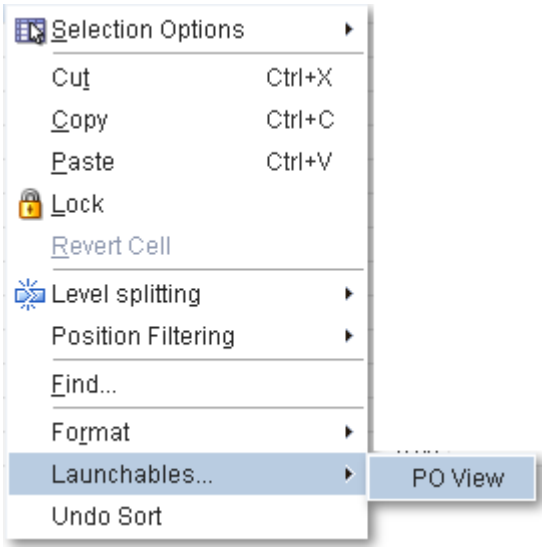
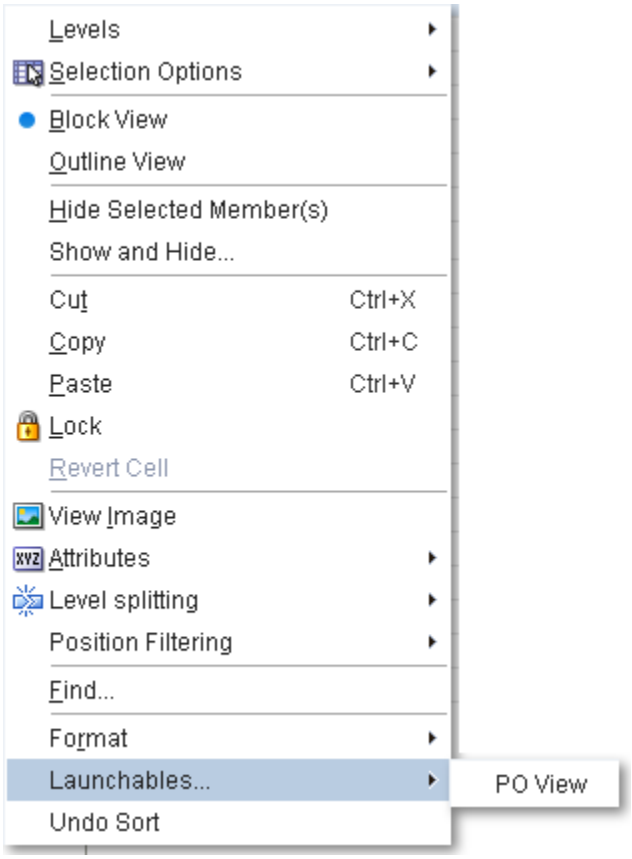


Figure 12–7 Right Click Menu - Row or Column Header Selected



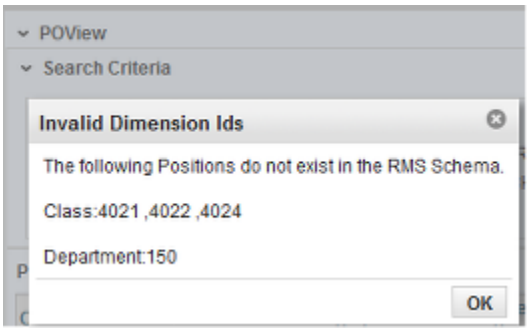
The PO View Window

PO View is intended as an aid to users updating plans in MFP. It provides a read only view of data on open or pending orders from RMS. This in turn allows order quantities to be adjusted in MFP.

Missing Position Warning

If the selected data contains cells where no information exists in RMS, a warning will be generated. One way this may occur is when the hierarchies in MFP do not match the hierarchies in RMS.

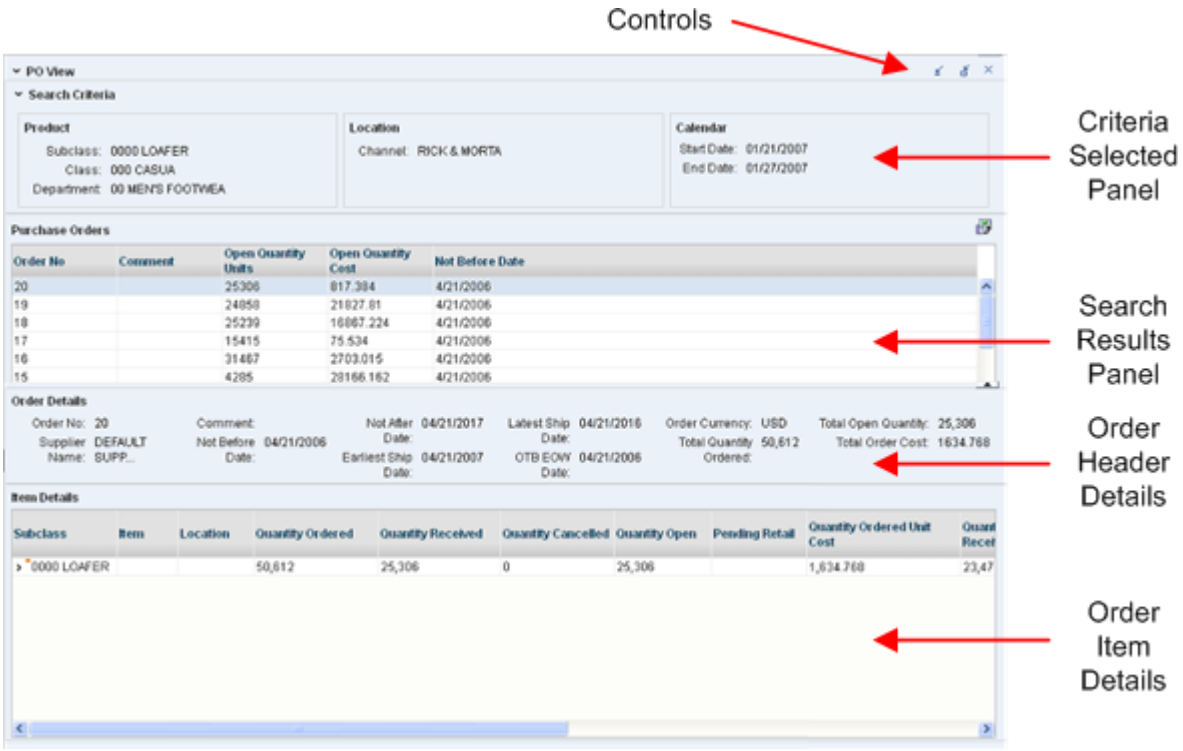
Figure 12–8 Missing Positions Warning Dialog Box



PO View Window Parts

The PO View Window has the following parts:

Figure 12–9 PO View Window



Controls

The controls allow the user to minimise, restore or close the PO View Window. Unlike the main view, the PO View Window is a pop-up window that can be closed.

Criteria Selected Panel

This panel has read only information on the product, location and calendar (date) information used to select the purchase orders.

Search Results Panel

The Search Results Panel contains a list of all orders matching the selected criteria. It only contains header level data. The rows are sortable. By default they are sorted based on the **Not Before Date**.

Order Header Details

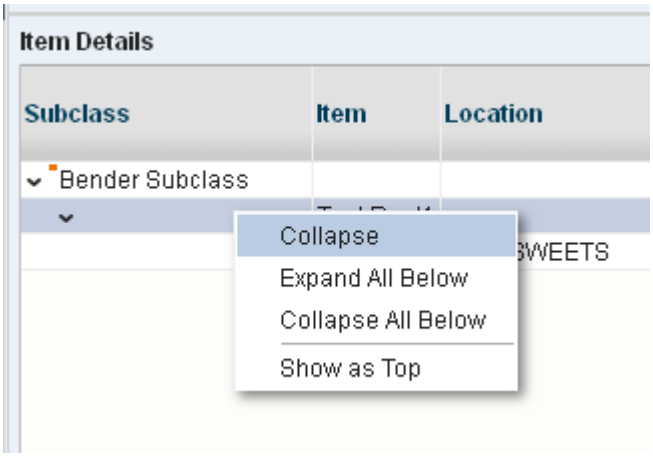
This section contains details of the order highlighted in the Search Result Panel. This includes more detailed information including the total quantity of outstanding items.

Order Item Details

This section contains full details of the order highlighted in the Search Result Panel. The first row will be selected by default when the PO view opens.

The precise fields shown are dependent on what is specified in the Manifest File when PO View is configured. The level of detail can be specified from the right click menu.

Figure 12–10 Item Details Window - Right Click Menu



The item can be displayed as a single line of data. Or it could be expanded out in order to show (for example) order quantities for each location referenced by the order.

Using PO View

PO View is a read only view. It can be used in parallel with specific MFP views is specified taskflow by:

- Alternately maximizing and minimizing PO View while editing data in the MFP worksheet.
- Tiling the PO View along with the pertinent MFP view so that both views are visible.

PO View does not dynamically update, so if a different set of data is required, the user can switch back to the worksheet, select another set of data and relaunch PO View.

Relationship between Information in RMS and MFP

When using PO View, users need to take into account the schedule for transferring updated purchase order quantities back from MFP to RMS. Until this data is read into RMS and the order quantities updated, the latest changes in MFP will not be reflected in the data being read by PO view from the RMS database views.