

**Oracle® Retail Merchandise Financial Planning
Cost**
User Guide
Release 13.0

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Preface

The *Oracle Retail Merchandise Financial Planning Cost User Guide* describes the application's user interface and how to navigate through it.

Audience

This document is intended for the users and administrators of Oracle Retail Merchandise Financial Planning Cost. This may include merchandisers, buyers, and business analysts.

Related Documents

For more information, see the following documents in the Oracle Retail Merchandise Financial Planning Cost Release 13.0 documentation set:

- *Oracle Retail Merchandise Financial Planning Cost Release Notes*
- *Oracle Retail Merchandise Financial Planning Cost Installation Guide*
- *Oracle Retail Merchandise Financial Planning Cost User Guide*
- *Oracle Retail Merchandise Financial Planning Retail User Guide*
- *Oracle Retail Merchandise Financial Planning Channel Plan User Guide*
- *Oracle Retail Predictive Application Server(RPAS) Documentation*

Customer Support

<https://metalink.oracle.com>

When contacting Customer Support, please provide the following:

- Product version and program/module name
- Functional and technical description of the problem (include business impact)
- Detailed step-by-step instructions to re-create
- Exact error message received
- Screen shots of each step you take

Review Patch Documentation

For a base release (".0" release, such as 13.0), Oracle Retail strongly recommends that you read all patch documentation before you begin installation procedures. Patch documentation can contain critical information related to the base release, based on new information and code changes that have been made since the base release.

Oracle Retail Documentation on the Oracle Technology Network

In addition to being packaged with each product release (on the base or patch level), all Oracle Retail documentation is available on the following Web site:

http://www.oracle.com/technology/documentation/oracle_retail.html

Documentation should be available on this Web site within a month after a product release. Note that documentation is always available with the packaged code on the release date.

Conventions

Navigate: This is a navigate statement. It tells you how to get to the start of the procedure and ends with a screen shot of the starting point and the statement “the Window Name window opens.”

Note: This is a note. It is used to call out information that is important, but not necessarily part of the procedure.

This is a code sample
It is used to display examples of code

A [hyperlink](#) appears like this.

Introduction

Overview

Oracle Retail Merchandise Financial Planning Cost is part of the Oracle Retail Predictive Planning Suite. Oracle Retail Merchandise Financial Planning Cost provides strategic and financial product planning functions. These functions support industry planning standards for pre-season and in-season processes. Functions and processes that are a part of the Merchandise Financial Planning Cost solution include:

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

Merchandise Financial Planning Cost role definition and security control the functions a user may perform.

This chapter discusses a basic planning process and how it has been incorporated into the Merchandise Financial Planning Cost solution.

About Oracle Retail Predictive Planning

Oracle Retail Predictive Planning solutions are flexible applications providing top-down, bottom-up, middle-out functionality for developing, reconciling, and approving plans. Supported by an industry standard process, the Oracle Retail Predictive Planning solutions are scalable to allow planning at many levels of detail, from high-level strategic planning to in-season financial management.

Built on powerful predictive engines, the Oracle Retail Predictive Planning solutions use integrated demand forecasting to provide an accurate view of customer demand with little human intervention. Exception management functions flag affected areas of a plan that a user may not notice when they are managing large amounts of data.

Process for using Oracle Retail Predictive Planning Products

Oracle Retail Predictive Planning supports the planning lifecycle processes from including high-level strategic planning to detailed financial planning. Product and Channel (specifically location) planning components are supported with a pre-season planning process. Product planning is also supported with an in-season planning process. The diagram below illustrates the business process supported by Oracle Retail Predictive Planning.



Merchandise Financial Planning Cost Components and Key Processes

This section introduces Merchandise Financial Planning Cost key components and features. These provide the basis for standard processes and activities that are necessary for a planner to perform their planning functions.

The key components introduced in this section include:

- Workbooks – the primary element used in building a plan. A planner will use a workbook to build and maintain their plans throughout the season.
- Worksheets – contained within workbooks. The worksheets are displayed in a tab format and contain pre-defined lists of measures. The worksheets are arranged to reflect a standard planning process, allowing a user to work in a logical path to build a plan.
- Worksheet data – Saving, Committing, and editing plan data
- Planning roles – Each Merchandise Financial Planning Cost user is assigned to a specific role. These roles control the application functions that are available. They play an integral part in how plans are created.
- Plan versions – Merchandise Financial Planning Cost functionally provides the capability to have more than one version of the plan. This allows users to track actual data against the original plan, then re-plan the current season and save to a new plan.
- Plan reconciliation and approvals – Plan reconciliation is a process used to bring data together from multiple plans or compare two different plans. Plan approval is a built-in application process that allows a planner to submit a plan for approval to a manager, who then can approve or reject it.

For more information on application functions, see the *RPAS Online Help* or *RPAS User Guide*.

Workbooks

A Merchandise Financial Planning Cost user accomplishes multiple planning tasks using workbooks. A workbook is a user-defined data subset (of a master database) that includes selected hierarchical dimensions. These workbooks consist of worksheets and graphical charts that are 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 - for example, Department, Class, Sub-Class for Men's Sweater Department
- Time levels and members - for example, Season, Month, Week for Spring 2004 Season
- Location levels and members - for example, these members may reflect multiple channels within an organization at their aggregate level such as total Brick & Mortar divisions, Catalog and /or e-Commerce. In the ChannelPlan workbooks the members might be Region, District, Store for North America- East Coast
- Plan versions - for example, Working Plan (Wp), Original Plan (Op), Current Plan (Cp), and Last Year (Ly)
- Measures and corresponding business rules - for example, Sales, Receipts, Markdowns, Inventory

For more on Product, Time, and Location hierarchies, see the *RPAS Online Help* or the *RPAS User Guide*.

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

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

For descriptions of the Oracle Retail Merchandise Financial Planning Cost workbooks, see the remaining chapters of this user guide. For more information on manipulating data in the worksheets, see the *RPAS Online Help* or the *RPAS User Guide*.

Worksheets

Planning worksheets are multi-dimensional spreadsheets that provide users with views of the data contained in a workbook. Oracle Retail Predictive Planning comes with a series of built-in worksheets that support an industry standard business process. Each worksheet can contain its own unique product, time, and metric information. This approach enables users across an organization to use a standard planning process.

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

For descriptions of the Oracle Retail Merchandise Financial Planning Cost worksheets, see Chapters 2 and 3. Measure calculations are discussed in Chapter 4, and a comprehensive list of Merchandise Financial Planning Cost measures is available in Chapter 5. For more information on manipulating data in the worksheets, see the *RPAS Online Help* or the *RPAS User Guide*.

Editing Worksheet Data

Users may edit data at many levels of each hierarchy (product, location, time). 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.

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

Measure Aggregation and Spreading

Each measure that is used in the Merchandise Financial Planning Cost solution is assigned a default aggregation and spreading behavior. A measure's aggregation method controls how data is calculated at aggregate levels of the hierarchy, such as month or department. A measure's spread method controls how data is spread to lower levels of a hierarchy when the user enters data at an aggregate level. Below is a list of relevant aggregation and spread methods that are used in Merchandise Financial Planning Retail. For a complete list of aggregation and spread methods supported by RPAS, please refer to the *RPAS Configuration Tools User Guide*.

Aggregation Methods

| Aggregation (Agg) Methods | Result | Types of Measures |
|---------------------------|--|--|
| Total | Values are summed up the hierarchy dimensions. | Value or Unit measures such as Sales, Markdowns, and Receipts. |
| Recalc | Value is recalculated at aggregate levels based on its rule calculation. | % measures such as GM R %, Markdown %, Customer Returns %; also other calculated measures such as TO, Forward Cover. |
| PST – Period Start Total | Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the 1st child period's value belonging to the aggregate parent. | Beginning of Period Inventory (BOP). |
| PET – Period End Total | Value is summed up non-calendar hierarchies. 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

| Spread Methods | Result | Types of measures |
|-------------------|--|---|
| Proportional | Typically used in conjunction with Total Agg Type. Value is spread proportionally to the child dimensions when a value is entered at an aggregate level. | Value or Unit measures such as Sales, Markdowns, 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 dimensions. 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 dimension beneath the level of the edit, for example, an edit to BOP Inv at the Month level will spread the edited BOP Inv value to the first week reporting to the Month. | |
| PE (Period End) | For edits at an aggregate level, the edited value is placed into the last logical child dimension beneath the level of the edit. For example, an edit to EOP Inv at the Month level will spread the edited EOP Inv value to the last week reporting to the Month. | Typically used in conjunction with EOP Inv, Avg Inv. |

When editing cells at an aggregate hierarchy level, the default spread method for a measure can be overridden by typing a numeric value into the cell followed by an “r” (replicate), “e” (even), “d” (delta) or “p” (proportional).

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 will apply the Replicate, Even, Proportional, or Delta distribution function to spread that number to the lowest level.

Note: Save information in the workbook before trying these features. If you are not comfortable with the results, simply use the Edit – Revert command to undo the changes. The Revert command will reset the workbook back to its state after that last SAVE was issued.

Explanation of Spread Types

Assume the following hierarchy and values are in place:

| | February | Week1 | Week2 | Week3 | Week4 |
|--------------------|-----------------|------------|------------|------------|------------|
| Department1 | 570 | 155 | 170 | 100 | 145 |
| Class1 | 120 | 20 | 20 | 40 | 40 |
| Class2 | 100 | 25 | 25 | 25 | 25 |
| Class3 | 200 | 100 | 50 | 20 | 30 |
| Class4 | 150 | 10 | 75 | 15 | 50 |

- **Replicate** – Copies the entered value to all cells below the aggregate dimension. This method can be used for measures that have an aggregation method of Total or Recalc.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 50r for Feb/Department1, the values at every intersection of week and class belonging to Feb/Department1 are changed to 50. The aggregate total is then recalculated as the sum of the lower-level cells, 800. See results below.

| | February | Week1 | Week2 | Week3 | Week4 |
|--------------------|-----------------|------------|------------|------------|------------|
| Department1 | 800 | 200 | 200 | 200 | 200 |
| Class1 | 200 | 50 | 50 | 50 | 50 |
| Class2 | 200 | 50 | 50 | 50 | 50 |
| Class3 | 200 | 50 | 50 | 50 | 50 |
| Class4 | 200 | 50 | 50 | 50 | 50 |

- **Even** – Divides the entered value evenly to all cells below the aggregate dimension. This method can be used for measures that have an aggregation method of Total or Recalc.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 600e for Feb/Department1, the value at every intersection of week and class belonging to Feb/Department1 changes to 37.5. The aggregate total is then recalculated as the sum of the lower-level cells, 600. See results below

| | February | Week1 | Week2 | Week3 | Week4 |
|--------------------|-----------------|------------|------------|------------|------------|
| Department1 | 600 | 150 | 150 | 150 | 150 |
| Class1 | 150 | 37.5 | 37.5 | 37.5 | 37.5 |
| Class2 | 150 | 37.5 | 37.5 | 37.5 | 37.5 |
| Class3 | 150 | 37.5 | 37.5 | 37.5 | 37.5 |
| Class4 | 150 | 37.5 | 37.5 | 37.5 | 37.5 |

- **Proportional** – Spread the difference between the original and entered value to all cells below the aggregate dimension based on that cell's percent contribution to the original value in the edited cell. This method can be used for value or unit measures that have an aggregation method of Total.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 1140p for Feb/Department1, the value for every intersection of week and class belonging to Feb/Department1 doubles (the % contribution of the base cell to the aggregate remains unchanged). See results below.

| | February | Week1 | Week2 | Week3 | Week4 |
|--------------------|-----------------|------------|------------|------------|------------|
| Department1 | 1140 | 310 | 340 | 200 | 290 |
| Class1 | 240 | 40 | 40 | 80 | 80 |
| Class2 | 200 | 50 | 50 | 50 | 50 |
| Class3 | 400 | 200 | 100 | 40 | 60 |
| Class4 | 300 | 20 | 150 | 30 | 100 |

- **Delta** – Spread the difference between the original and entered value evenly to all cells below the aggregate dimension. This method can be used for value or unit measures that have an aggregation method of Total.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 670d for Feb/Department1, the value for every intersection of week and class belonging to Feb/Department1 increases by the same value, 100/16 or 6.25.

| | February | Week1 | Week2 | Week3 | Week4 |
|--------------------|-----------------|------------|------------|------------|------------|
| Department1 | 670 | 155 | 170 | 100 | 145 |
| Class1 | 120 | 26.25 | 26.25 | 46.25 | 46.25 |
| Class2 | 100 | 31.25 | 31.25 | 31.25 | 31.25 |
| Class3 | 200 | 106.25 | 56.25 | 26.25 | 36.25 |
| Class4 | 150 | 16.25 | 81.25 | 21.25 | 56.25 |

Saving Worksheet Data

Two options 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 via the Save option is saved to a local copy of the database (usually your computer or network folder). Other users are not able to view the saved data by default. You may save the workbook with “global access” enabling others to view your local workbook.
- **Commit** – Data is saved to the master database. Data (including changed) is accessible to all users once their workbooks are rebuilt or refreshed.

There are two methods for retrieving updated data from the master database to a local workbook:

- **Refresh** – A user can use the Refresh option to retrieve data from the master database to an existing workbook. A user may retrieve data for all measures in a workbook or select specific measures.
- **Build** – A user may build a new workbook manually. As an alternative for building a workbook manually, a Merchandise Financial Planning Cost administrator can run a batch process (delivered with Merchandise Financial Planning Cost) to automatically build a new workbook.

For more information about editing data, saving changes, aggregation, and spreading; see the *RPAS Online Help* or the *RPAS User Guide*.

Planning Roles

Planning roles serve these 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 and/or a top-down process. See the reference chart below. The role’s base intersection defines the lowest level of time and product to which that role will have access when building a plan. The planning role defines the range of planning responsibilities and also controls the measures shown in planning worksheets and those measures’ accessibility.

While the planning roles can be customized during implementation, a standard set of planning roles is supplied with Merchandise Financial Planning Cost:

- Executive (Ex)
- Manager (Mg)
- Planner (Pl)

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

| Role | Base Intersection | Range of Planning | Lowest-Level Time Period | Bottom-up Rule | Top-down Rule |
|----------------|--------------------------|--------------------------|---------------------------------|-----------------------|----------------------|
| Executive (ex) | Group/month | Company – group | Month | Manager | None |
| Manager (mg) | Department/ week | Group – department | Week | Planner | Executive |
| Planner (pl) | Subclass/week | Department - subclass | Week | Keyplan planner | Manager |

Plan Versions

The strategic and financial planning processes supported by Merchandise Financial Planning Cost 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 worksheets, for example, to distinguish measures.

The plan versions that are visible to Merchandise Financial Planning Cost users depend on the users' planning roles, and are as follows:

| Plan Version | Planner | Manager | Executive |
|---------------------------|----------------|----------------|------------------|
| Working Plan (Wp) | X | X | X |
| Last Year (Ly) | X | X | X |
| Forecast (FrcPr, FrcIn) | 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 | |

Planner has access to the target passed from the Manager. The Manager has access to the target passed from the Executive, as well as their published targets. The Executive has visibility to his 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 pre-season or in-season period. This plan version is used initially to develop and revise plans.
- This plan version is used to develop and revise plan data.
- Actual data values are loaded into the Wp (and Cp) version for all elapsed time periods.

Last Year (Ly)

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

Forecast (FrcPr, Frcln)

- The plan versions that provides reference to the Pre-Season and In-Season Demand sales forecasts. They are automatically generated and updated from Oracle Retail Demand Forecasting (RDF).

Target (Tgt)

- Target measures contain values set by a "higher" role that are then passed to a "lower" role. For example, the Manager receives a Target plan version from the Executive, and the Planner receives a Target plan version from the Manager.
- Targets are created by the role via the "Publish Targets" process, which is initiated by the user. Once the data is committed to the database, those targets become available to the next lower role.

Waiting for Approval (Wa)

- A plan that is awaiting approval by the planner's manager in a superior role. The planner submits their plan for approval, which copies the plan data from the Wp version to the Wa version.
- The Manager and Planner access the same Wa version. The planner role owns this version, and the Manager reads from this version to populate measures. The Wa version is read-only for both roles.
- If the plan is approved, a Waiting for Approval 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 pre-season plan that has been approved and promoted from Waiting for Approval (Wa) to Original Plan (Op) version.
- The Planner's plan is the only plan that is approved and becomes the Original Plan.
- All Roles have visibility to 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.
- The Planner's plan is the only plan that is approved and becomes the Original Plan.
- All Roles have visibility to the CP version measures.
- 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 planners generate plans, they move through a reconciliation phase, and on to the plan approval phase.

Seeding the Plan

Seeding is a process that populates certain data elements/measures with data from either an external system, or a previous year's Merchandise Financial Planning Cost plan. Seeding facilitates the ability to create a plan by providing seasonal curves across time and relationships between products and locations. Once edits are made to a Working Plan measure that has been seeded, the new edit will spread to lower hierarchical members based on the data that has already been seeded, maintaining the seasonal curves and relationships between products and locations.

Generally, planners rely on two types of data, Actual (for pre-season planning, this is Last Year data) and Forecast. Actual data is historical information. Forecast data is scientifically projected based on certain rules, functions, and algorithms and attempts to estimate certain key data elements. Both Actual and Forecast data is gathered or generated by other systems such as, Oracle Retail Merchandising System (RMS) or Oracle Retail Demand Forecasting, and fed into Merchandise Financial Planning Cost via an interface program.

Plan Approval

In Merchandise Financial Planning Cost, the Manager and Planner roles participate in the plan approval process. Additional roles may be added to the process, if required.

The planner uses the Approval worksheet to submit plans to the manager for approval. The planner also uses this worksheet to view the status of their submitted plans. The manager will use their approval worksheet to approve or reject the submitted plans.

Submit for approval functionality is available through a custom menu option named Merchandise Financial Planning Cost. Under this menu, the "Submit for approval" option allows a user to submit the plan and move the data to the Wa version. This process also automatically commits the data to the database.

For more about plan approval, see "Approval Worksheet" in Chapter 3 – Financial Planning.

Publishing Targets

In Merchandise Financial Planning Cost, the Manager and Executive roles may set target values for key measures. Each role then makes these targets available to the role below them in the planning process.

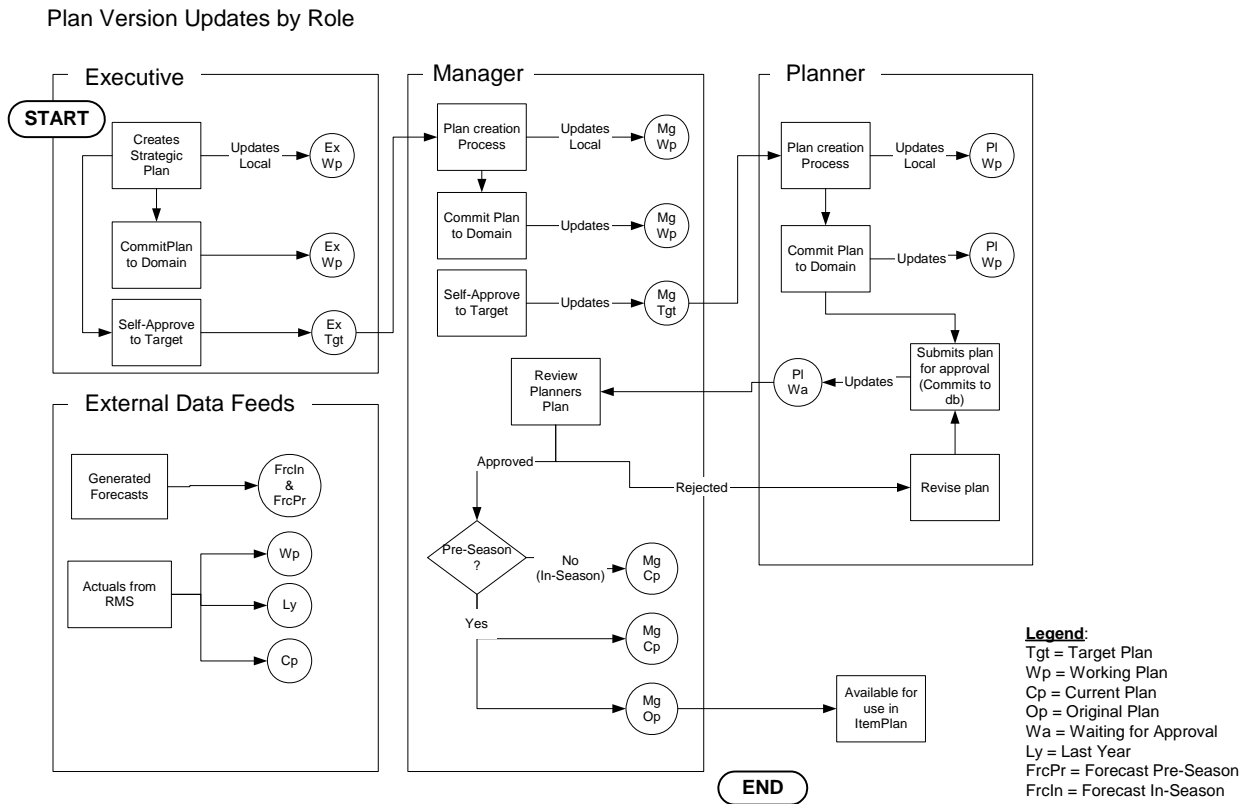
Executives create their plan and will use their Publish worksheet to update their target measures with the data in their plan. The data is committed to the database automatically when they invoke the "Publish" custom menu. Then managers have access to these target values in their workbooks.

Managers create their targets in the same method as the Executive. Managers create their plan and use their Approval worksheet to update their target measures with the data in their plan. The manager's approval worksheet has two windows displayed, one for publishing targets and the other for approving plans. The manager's target data is committed to the database automatically when they invoke the "Publish" custom menu. Then planners have access to these target values in their workbooks.

For more about plan approval, see "Approval Worksheet" in Chapter 3 – Financial Planning.

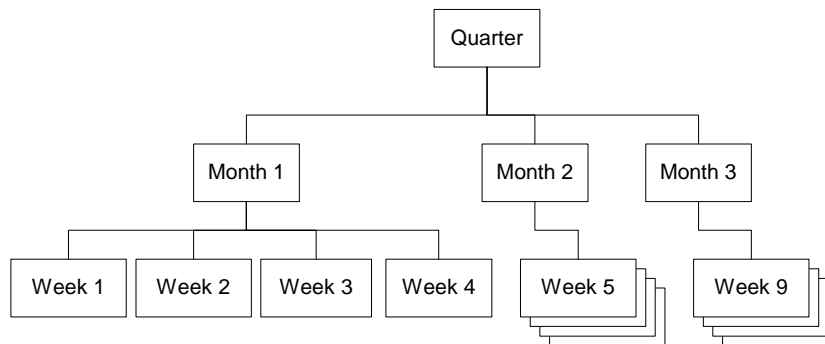
Plan Versions, Roles and Process Flows

The following diagram shows how the different Merchandise Financial Planning Cost processes and activities affect or update each plan version.



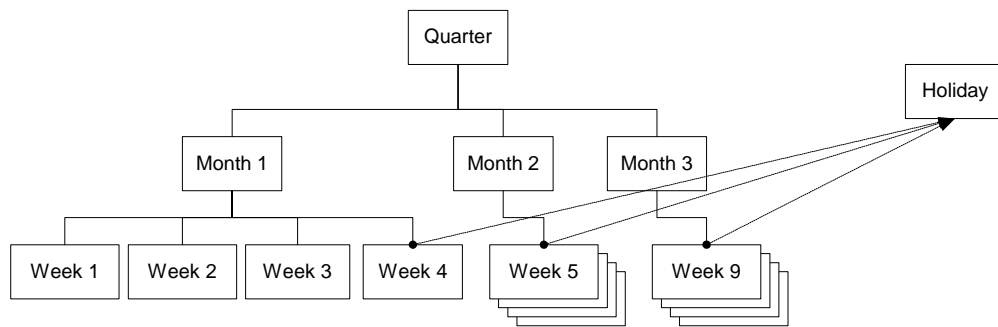
Alternate Hierarchies

When Oracle Retail Predictive Solutions are installed, implementation scripts define the dimensions and hierarchical structures specific to your organization. For example, the system can be built to recognize that weeks roll up into months, that months roll up into quarters. The following diagram shows standard time hierarchy:



However, it may be necessary to define time periods based on an alternate roll-up design to suit a particular business need. Arbitrary periods in the time hierarchy can be grouped together for use in functions such as planning, forecasting, and measure analysis. These user-defined groupings act as normal dimensional levels; that is, they allow data aggregation from the lower to the higher levels of the hierarchy, and allow spreading from the higher to the lower levels of the hierarchy. For example, an Easter holiday period may consist of 2 weeks of February and 2 weeks of March.

Another example is a dimension, in this case called Holiday, made up of specific weeks surrounding all the holiday periods in the year. In the diagram below, the alternate time hierarchy, Holiday consists of Week 4, Week 5, and Week 9. When the Holiday time period is displayed in a workbook, the user will see these three weeks displayed once the Holiday period is expanded. You can see the total Holiday measures (such as total Holiday sales), as well as be able to drill-down to the specific weeks within Holiday to see if any one particular week performed better than the others.



For more information about creating Alternate Hierarchies, see the *RPAS Online Help* or the *RPAS User Guide*.

Printing and Reporting

Merchandise Financial Planning Cost users can print planned data at any time using the File – Print option. This option will print the current worksheet and any measures listed on it.

If reporting requirements dictate more sophisticated reports, Oracle Retail Data Warehouse (RDW) provides the added benefit. Merchandise Financial Planning Cost data interfaces with RDW for storage and reporting purposes. Once Original and Current plans are approved, those figures are sent to RDW for analysis and reporting.

Exception Management - Alerts and Exceptions

Alerts are automatic notifications that the values of a specified metric either fall outside of an acceptable range or do not match a given value. Alerts are generated to let you know that a measure may need to be examined and possibly amended in a workbook.

Alerts are used to automatically identify predefined issues and opportunities within your business, and to notify members of your business when these issues and opportunities occur. By setting alert parameters intelligently, you ensure that opportunities and issues that might normally go unrealized or unresolved are quickly identified.

Alerts

The alert capability in Merchandise Financial Planning Cost highlights specific conditions to a user. These conditions are built using the Alert Manager. The conditions (or alerts) consist of a business measure (the data to be analyzed) and a mathematical rule (the rule for determining the alert). These conditions often are used to direct users to exceptions or targets including OTB opportunities, stock outages, sales performance against a plan, and margin opportunities.

A background program called the Alert Finder processes the alerts in a batch mode and finds the areas of a plan that fall outside the thresholds declared by the alert. This will create a message, or alert, that is flagged through the Alert Manager window. You can then go directly to the alerted areas of the workbook and perform the take appropriate action.

The Alert Manager is more sophisticated than simple exception reporting, as it directs you to the specific area of the plan that requires attention.

For more information about creating Alerts, see the *RPAS Online Help* or the *RPAS User Guide*.

Exceptions

Users also have the ability to set a user-defined exception on any measure within their plan workbook. A user-defined exception consists of an upper and lower boundary and a text format for each. The exception is designed to allow you to assign special formatting to be applied in the event the measure value falls outside one of the two boundaries. You may set different formats for the upper and lower boundary values. The exception is displayed on the worksheet when the data meets the exception criteria.

For more information about alerts and exceptions, see the *RPAS Online Help* or the *RPAS User Guide*.

Merchandise Financial Planning Cost Administration

Administration activities for Merchandise Financial Planning Cost are grouped into two areas: solution administration and RPAS administration.

The solution administration process is performed using three workbooks that are designed to perform specific activities:

- Inventory Initialization - used to establish Beginning of Period and End of Period inventory values using loaded Stock on Hand data
- Seeding Administration – used to copy data from a selected plan version to the working plan version prior to starting the Pre-Season plan.
- Merchandise Financial Planning Cost Administration – used to set Store Counts and map historical data to account for time shifts.

RPAS Administration consists of the following activities:

- User and Group Management (add, delete, change users)
- Security Management (control access to workbooks, hierarchies, and dimensions)

There are specific workbooks the administrator uses to perform these activities.

For more information about the RPAS Administration workbooks, see the *RPAS Administration Guide*.

Strategic Planning

Strategic planning is the process by which an “executive” planner develops an executive, high-level plan. This is usually developed once a year as part of pre-season planning. The strategic plan provides the vehicle to set targets for key planning measures such as sales, profit, average inventory, and turnover. Typically, the Executive, perhaps a general merchandise manager (GMM), sets the targets. A Strategic plan often encompasses multiple years in the future.

An Executive plan is comprised of the following elements:

- **Product Hierarchy:** Total Company to Group
- **Time Hierarchy:** Total Time, Year to Month
- **Measures:** Values only (no units); Sales, -, Gross Margin, Average Inventory and Turnover
- **Plan Versions:** Working, Forecast, Last Year

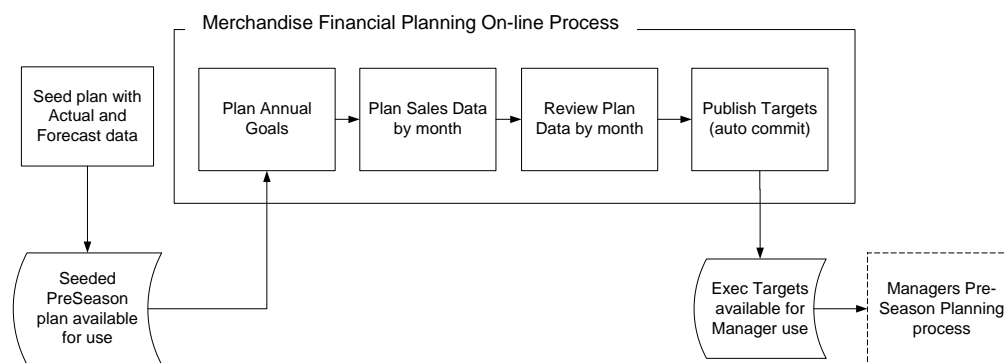
Once the plans are complete, the executive makes the plans available to the manager. The plans provide a foundation on which more detailed Financial Plans will be created. For more information on developing Financial Plans, see Chapter 3 – Financial Planning.

Strategic Planning Process

Executive-level planners use the Pre-Season and In-Season Plan workbooks to develop a high-level view of financial targets. Executives can then “send” these target numbers to the system, which allows lower-level roles (Managers and Planners) to access them and use them in their planning processes.

The following diagram shows the steps in the Strategic Planning process:

Merchandise Financial Planning - Strategic Planning
Executive Role - Strategic Product Planning Workflow Process (Pre-Season, Plan Targets)



Pre-Season Planning Workbook

The Pre-Season Plan workbook contains four worksheets that support the Executive planning process:

- Annual Goals
- Sales
- Value Summary
- Original Plan
- Publish

Note: A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Assumptions

Seeding has taken place for LY measures. Measures that are typically seeded for the Executive role are:

- Sales

LY measures are read-only and cannot be updated.

Demand Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting. The forecast data is viewable via the FrcPr Demand C measure in the Pre-Season workbook.

Annual Goals Worksheet

This worksheet is used to plan annual targets for gross margin, sales, and turn-over and average inventory.

Annual Goals Worksheet Measure List

| Measure | Access | Result |
|------------------------------------|--------|---|
| FrcPr Demand R | Read | Updated via feed from Forecasting system |
| Wp Demand variance to LY Sales R % | Read | |
| Wp Sales R | Write | Sales var Demand Pre-Season R %, Sls var Ly R % recalculate. MMU R and MMU R % recalculate. GM R recalculates using GM R %. |
| Ly Sales R | Read | |
| Wp Sales var Ly R % | Write | Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sls var Ly R % copies Sls Ly R to Sls R. |

| Measure | Access | Result |
|-----------------------|--------|--|
| Wp Sales C | Write | MMU R and MMU R % recalculate. Avg Inv. Recalculates. |
| Ly Sales C | Read | |
| WP Sales var Ly C % | Write | Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sls var Ly R % copies Sls Ly C to Sls C. |
| Wp GM R | Read | Calculated using GM R % and Sls R. |
| Wp GM R % | Write | GM R recalculates. GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp GM var Ly R % | Read | |
| Wp TO Cr | Write | Avg Inv C and Avg Inv var LY C % recalculate. TO recalculates at each higher level of the hierarchy where the Avg Inv C value was modified. |
| Ly TO Cr | Read | |
| Wp Avg Inv C | Read | Calculated with a change to TO. |
| Ly Avg Inv C | Read | |
| Wp Avg Inv var Ly C % | Read | Calculated with a change to Avg Inv. |
| Wp GMROI C | Read | Updated with a change to GM R, Avg Inv C |
| Ly GMROI C | Read | |

Sales Worksheet

This worksheet is used to plan monthly sales targets (usually for the current plan year only). Additional measures are available on this worksheet to enable the Executive to plan based on contribution to product and time.

Sales Worksheet Measure List

| Measure | Access | Result |
|------------------------------------|--------|---|
| FrcPr Demand R | Read | Updated via feed from Forecasting system. |
| Wp Demand variance to LY Sales R % | Read | |
| Wp Sales R | Write | Sales var Demand Pre-Season R %, Sales var Ly R %, Sales Contribution to Time R %, Sales Contribution to Product R % recalculate. |
| Ly Sales R | Read | |

| Measure | Access | Result |
|--------------------------------------|--------|---|
| Wp Sales var Ly R % | Write | Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly R % copies Sls Ly R to Sls R. |
| Wp Sales C | Write | Sales var Ly C %, Sales Contribution to Time C %, Sales Contribution to Product C % recalculate |
| Ly Sales C | Read | |
| Wp Sales var Ly C % | Write | Sales C is recalculated to reflect the % to Ly value entered Entering 0 into the field Salesvar Ly C % copies SalesLy C to Sls C |
| Wp MMU R | Read | |
| Wp MMU R % | Write | Sales R and MMU R recalculate. |
| Ly MMU R | Read | |
| Ly MMU R % | Read | |
| Wp MMU var Ly R % | Read | Recalculates with any edit to Sales R or Sales C. |
| Wp Sales Contribution to Time R % | Read | Sales R recalculates based on the % of the aggregate time hierarchy Contribution to time R % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 % |
| Ly Sales Contribution to Time R % | Read | |
| Wp Sales Contribution to Product R % | Read | Sales R recalculates based on the % of the aggregate product hierarchy Sales Contribution to Product R % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to product % for the hierarchy is 100 % |
| Ly Sales Contribution to Product R % | Read | |
| Wp Sales Contribution to Product C % | Write | SalesC recalculates based on the % of the aggregate product hierarchy. Sales Contribution to Product C % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contProd % for the hierarchy is 100 %. |
| Ly Sales Contribution to Product C % | Read | |

| Measure | Access | Result |
|-----------------------------------|--------|--|
| Wp Sales Contribution to Time C % | Write | SalesC recalculates based on the % of the aggregate time hierarchy. Contribution to Time C % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %. |
| Ly Sales Contribution to Time C % | Read | |

Value Summary Worksheet

The Executive uses the Value Summary worksheet to review and adjust monthly sales targets. This worksheet includes the values from the Annual Goals and Sales tabs.

Value Summary Worksheet Measure List

| Measure | Access | Result |
|-----------------------|--------|--|
| Wp Sales R | Write | GM R and GM R % recalculate Sales variance %'s recalculate |
| Ly Sales R | Read | |
| Wp Sales var Ly R % | Write | Wp Sales R is recalculated to reflect the % to Ly value entered Entering 0 into the field Wp Sales var Ly R % will copy Wp Sls Ly R to Wp Sales R . |
| Wp Sales C | Write | Sales variance %'s recalculate |
| Ly Sales C | Read | |
| Wp Sales var Ly C % | Write | Wp Sales C is recalculated to reflect the % to Ly value entered Entering 0 into the field Wp Sales var Ly C % will copy Wp Sls Ly R to Wp Sales C. |
| Wp GM R | Read | Recalculates with a change to Sales R. |
| Wp GM R % | Write | Recalculates with a change to GM R, or Sales R |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp GM var Ly R % | Read | Recalculates with a change to GM R |
| Wp TO Cr | Write | Recalculates with a change to Wp Sales C |
| Ly TO Cr | Read | |
| Wp Avg Inv C | Read | Recalculates with a change to TO C |
| Ly Avg Inv C | Read | |
| Wp Avg Inv var Ly C % | Read | Recalculates with a change to Avg Inv C |
| Wp GMROI C | Read | Recalculates with a change to GM R or Avg Inv C |
| Ly GMROI C | Read | |

Original Plan Worksheet

The Executive uses the Original Plan worksheet to review and adjust monthly sales targets. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. The Original Plan values are made available to the Executive once an Original Plan has been approved by a Manager.

Original Plan Worksheet Measure List

| Measure | Access | Result |
|---------------------|--------|--|
| Wp Sales R | Write | Sls var Ly R %, GM R, GM R %, recalculate. |
| Op Sales R | Read | |
| Wp Sales var Op R % | Write | Wp Sales R is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op R % will copy Wp Sls Op R to Wp Sales R. |
| Ly Sales R | Read | |
| Wp Sales C | Write | Sls var Ly C %, Markdown C, GM C, GM C %, TO, Avg Inv. recalculate. |
| Op Sales C | Read | |
| Wp Sales var Op C % | Write | Wp Sales R is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op R % will copy Wp Sls Op R to Wp Sales R. |
| Ly Sales C | Read | |
| Wp GM R | Read | Calculated via an edit to GM R % or Sales R. |
| Wp GM R % | Write | GM R recalculates. |
| Op GM R | Read | |
| Op GM R % | Read | |
| Wp GM var Op R % | Read | Recalculates with any edit to GM R. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp TO Cr | Write | Avg Inv C and Avg Inv var LY C % are recalculated. |
| Op TO Cr | Read | |
| Ly TO Cr | Read | |
| Wp Avg Inv C | Read | Updated with an edit to TO. |
| Op Avg Inv C | Read | |
| Ly Avg Inv C | Read | |
| Wp GMROI C | Read | Recalculated with any edit to GM R or Avg Inv C. |
| Op GMROI C | Read | |
| Ly GMROI C | Read | |

Publish Worksheet

This worksheet contains the measures the Executive uses to publish their plan targets.

Publishing Targets

1. Select the **Publish** check box for the time periods, products, and channels for which targets should be published, click **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the "Publish" option in the Merchandise Financial Planning Cost menu.

A message box is displayed indicating the rule groups have executed successfully. If the message box indicates "success" then the approval process completed successfully.

Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.

Publish Worksheet Measure List

| Measure | Access | Result |
|--------------------|--------|---|
| Wp Publish | Write | Does not affect other measures. |
| Wp Publish Comment | Write | Does not affect other measures. |
| Wp Publish Date | Read | Populated with the current date upon successful completion of the rule group execution. |

Pre-Season Extra Measures

Measures in the following table are available within Executive pre-season worksheets, but must be added via Show/Hide. See the *RPAS Online Help* or *RPAS RPAS User Guide* for more information on adding measures to worksheets.

Executive Role Extra Measures

| Measure | Access |
|-------------------------|--------|
| Tgt Avg Inv C | Read |
| Tgt GM R | Read |
| Tgt GM R % | Read |
| Tgt MMU R | Read |
| Tgt MMU R % | Read |
| Tgt Sales C | Read |
| Tgt Sales R | Read |
| Tgt TO Cr | Read |
| Wp Avg Inv var Op C % | Read |
| Wp MMU var LY R | Read |
| Wp MMU var LY R % | Read |
| Wp Sales Build Rate C % | Read |

| Measure | Access |
|------------------------|--------|
| Wp Sales Build Rate Rr | Read |

In-Season Planning Workbook

The In-Season Plan workbook contains four worksheets that support the Executive planning process:

- Review Trend
- Sales
- Value Summary
- Original Plan
- Publish

Note: A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Assumptions

- Seeding has taken place for LY measures. Measures that are seeded are typically:
 - Sales
 - LY measures are read-only and cannot be updated.
 - Cp measures are loaded with Actual data up to the current period.
 - Wp measures are loaded with Actual data up to the current period.
- Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting. The forecast data is viewable via the FrcIn Demand R measure in the In-Season workbook

Review Trend Worksheet

This worksheet is used to monitor the in-season progress toward annual targets for gross margin, sales, turn-over and average inventory.

Review Trend Worksheet Measure List

| Measure | Access | Result |
|------------------------------------|--------|--|
| FrcIn Demand R | Read | Updated via feed from Forecasting system. |
| Wp Demand variance to LY Sales R % | Read | |
| Wp Sales R | Write | Sales var Demand In-Season R %, Sls var Ly R % recalculate. MMU R and MMU R % recalculate. GM R recalculates using GM R %. |
| Cp Sales R | Read | |

| Measure | Access | Result |
|-----------------------|--------|--|
| Wp Sales var Cp R % | Write | Wp Sales R is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp R % will copy Wp Sls Cp R to Wp Sales R. |
| Ly Sales R | Read | |
| Wp Sales var Ly R % | Write | Wp Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly R % will copy Wp Sls Ly R to Wp Sales R. |
| Wp Sales C | Write | MMU R and MMU R% recalculate. Avg Inv C recalculates. |
| Cp Sales C | Read | |
| Wp Sales var CP C % | Write | Wp Sales C is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp C % will copy Wp Sls Cp R to Wp Sales C. |
| Ly Sales C | Read | |
| Wp Sales var Ly C % | Write | Wp Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly C % will copy Wp Sls Ly R to Wp Sales C. |
| Wp GM R | Read | Calculated via an edit to GM R %. |
| Wp GM R % | Write | GM R recalculates. |
| Cp GM R | Read | |
| Cp GM R % | Read | |
| Wp GM var CP R % | Read | Recalculates with an edit to GM R. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp GM var Ly R % | Read | Recalculates with an edit to GM R. |
| Wp TO Cr | Write | Recalculates Avg Inv C. |
| Cp TO Cr | Read | |
| Ly TO Cr | Read | |
| Wp Avg Inv C | Read | Recalculates with an edit to TO C or Sales C. |
| Cp Avg Inv C | Read | |
| Wp Avg Inv var Cp C% | Read | Recalculates with an edit to Avg Inv C. |
| Ly Avg Inv C | Read | |
| Wp Avg Inv var Ly C % | Read | Recalculates with an edit to Avg Inv C. |
| Wp GMROI C | Read | Recalculates with an edit to GM R or Avg Inv C. |
| Cp GMROI C | Read | |
| Ly GMROI C | Read | |

Sales Worksheet

This worksheet is used by the Executive to monitor the in-season progress towards the monthly sales targets. Additional measures are available on this worksheet to enable the Executive to plan based on contribution to product and time.

Sales Worksheet Measure List

| Measure | Access | Result |
|------------------------------------|--------|---|
| FrcIn Demand R | Read | Updated via feed from Forecasting system. |
| Wp Sales R | Write | Sales var Demand In-Season R %, Sales var Ly R %, Sales Contribution to Time R %, Sales Contribution to Product R % recalculate. |
| Wp Demand variance to LY Sales R % | Read | |
| Cp Sales R | Read | |
| Wp Sales var Cp R % | Write | Sales R is recalculated to reflect the % to Cp value entered. Entering 0 into the field Sales var Cp R % copies Sales Cp R to Sales R. |
| Ly Sales C | Read | |
| Wp Sales var Ly R % | Write | Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Cp R % copies Sales Ly R to Sales R. |
| Wp Sales C | Write | Sales var Ly C %, Sales Contribution to Time C %, Sales Contribution to Product C % recalculate. |
| Cp Sales C | Read | |
| Wp Sales var Cp C % | Write | Sales C is recalculated to reflect the % to Cp value entered. Entering 0 into the field Sales var Cp C % copies Sales Cp C to Sales C. |
| Ly Sales C | Read | |
| Wp Sales var Ly C % | Write | Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly C % copies Sales Ly C to Sls C. |
| Wp MMU R | Read | |
| Wp MMU R % | Write | Sales R and MMU R recalculate. |
| Cp MMU R | Read | |
| Cp MMU R % | Read | |
| Wp MMU var Cp R % | Read | Recalculates with any edit to Sales R or Sales C. |
| Ly MMU R | Read | |
| Ly MMU R % | Read | |
| Wp MMU var Ly R % | Read | Recalculates with any edit to Sales R or Sales C. |

| Measure | Access | Result |
|--------------------------------------|--------|---|
| Wp Sales Contribution to Time R % | Read | Sales R recalculates based on the % of the aggregate time hierarchy. Contribution to time R % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %. |
| Cp Sales Contribution to Time R % | Read | |
| Ly Sales Contribution to Time R % | Read | |
| Wp Sales Contribution to Product R % | Read | Sales R recalculates based on the % of the aggregate product hierarchy. Sales Contribution to Product R % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to product % for the hierarchy is 100 %. |
| Ly Sales Contribution to Product R % | Read | |
| Cp Sales Contribution to Product R % | Read | |
| Wp Sales Contribution to Product C % | Write | SalesC recalculates based on the % of the aggregate product hierarchy. Sales Contribution to Product C % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contProd % for the hierarchy is 100 %. |
| Cp Sales Contribution to Product C % | Read | |
| Ly Sales Contribution to Product C % | Read | |
| Wp Sales Contribution to Time C % | Write | Sales C recalculates based on the % of the aggregate time hierarchy. Contribution to Time C % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %. |
| Cp Sales Contribution to Time C % | Read | |
| Ly Sales Contribution to Time C % | Read | |

Value Summary Worksheet

This worksheet is used to monitor the in-season progress towards the monthly sales, gross margin and average inventory targets.

Value Summary Worksheet Measure List

| Measure | Access | Result |
|---------------------|--------|--|
| Wp Sales R | Write | MMU R and MMU R% recalculate. GM R recalculates. |
| Cp Sales R | Read | |
| Wp Sales var Cp R % | Write | Wp Sales R is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp R % will copy Wp Sls Cp R to Wp Sales R. |
| Ly Sales R | Read | |
| Wp Sales var Ly R % | Write | Wp Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly R % will copy Wp Sls Ly R to Wp Sales R. |
| Wp Sales C | Write | MMU R and MMU R% recalculate. Avg Inv C recalculates. GMROI recalculates. |
| Cp Sales C | Read | |
| Wp Sales var Cp C % | Write | Wp Sales C is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp C % will copy Wp Sls Cp R to Wp Sales C. |
| Ly Sales C | Read | |
| Wp Sales var Ly C % | Write | Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly C % copies Sales Ly C to Sales C. |
| Wp GM R | Read | Calculated using GM R % and Sls R. |
| Wp GM R % | Write | GM R recalculates. GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values. |
| Cp GM R | Read | |
| Cp GM R % | Read | |
| Wp GM var Cp R % | Read | Recalculates with any change to GM R. |
| Ly GM R | Read | |
| Ly GM R % | Read | Recalculates with any change to GM R. |
| Wp GM var Ly R % | Read | |

| Measure | Access | Result |
|-----------------------|--------|--|
| Wp TO Cr | Write | Avg Inv C and AvgInv varLY C % recalculate. TO recalculates at each higher level of the hierarchy where the Avg Inv C value was modified. |
| Cp TO Cr | Read | |
| Ly TO Cr | Read | |
| Wp Avg Inv C | Read | Calculated with a change to TO. |
| Cp Avg Inv C | Read | |
| Wp Avg Inv var Cp C % | Read | Recalculates with any change to Avg Inv C. |
| Ly Avg Inv C | Read | |
| Wp Avg Inv var Ly C % | Read | Recalculates with any change to Avg Inv C. |
| Wp GMROI C | Read | Recalculates with any change to GM R or Avg Inv C. |
| Cp GMROI C | Read | |
| Ly GMROI C | Read | |

Original Plan Worksheet

The Executive uses the Original Plan worksheet to monitor and review the progress in-season to the Original and Current plans. If necessary, the Executive can adjust monthly targets for any non-elapsed time periods. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. Updated Current Plan values are made available to the Executive each time managers approve a plan in-season.

Original Plan Worksheet Measure List

| Measure | Access | Result |
|---------------------|--------|--|
| Wp Sales R | Write | Sales var Ly R %, GM R, GM R %, recalculate. |
| Op Sales R | Read | |
| Wp Sales var Op R % | Write | Wp Sales R is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op R % will copy Wp Sls Op R to Wp Sales R. |
| Ly Sales R | Read | |
| Wp Sales C | Write | Sales var Ly C %, Avg Inv recalculate. |
| Op Sales C | Read | |
| Wp Sales var Op C % | Write | Wp Sales C is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op C % will copy Wp Sls Op R to Wp Sales C. |
| Ly Sales C | Read | |
| Wp GM R | Read | Calculated via an edit to GM R %. |
| Wp GM R % | Read | GM R recalculates. |

| Measure | Access | Result |
|------------------|--------|--|
| Op GM R | Read | |
| Op GM R % | Read | |
| Wp GM var Op R % | Read | GM R recalculates based on the % entered. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp Avg Inv C | Read | Updated with an edit to TO. |
| Op Avg Inv C | Read | |
| Ly Avg Inv C | Read | |
| Wp TO Cr | Read | Recalculates Avg Inv C. |
| Op TO Cr | Read | |
| Ly TO Cr | Read | |
| Wp GMROI C | Read | Recalculates with any edit to GM R or Avg Inv C. |
| Op GMROI C | Read | |
| Ly GMROI C | Read | |

Publish Worksheet

This worksheet contains the measures the Executive role uses to publish their plan targets.

Steps for Publishing Targets

1. Mark the "Publish" checkbox for the time periods, products, and channels for which targets should be published, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the "Publish" option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods as what is being published In-Season will be overwritten when the publish process is run.

Publish Worksheet Measure List

| Measure | Access | Result |
|-----------------|--------|---|
| Publish | Write | Does not affect other measures. |
| Publish Comment | Write | Does not affect other measures. |
| Publish Date | Read | Populated with the current date upon successful completion of the rule group execution. |

In-Season Extra Measures

Measures in the following table are available within Executive in-season worksheets, but must be added via Show/Hide. See the *RPAS Online Help* or *RPAS RPAS User Guide* for more information on adding measures to worksheets.

Executive Role Extra Measures

| Measure | Access |
|-------------------------|--------|
| Tgt Avg Inv C | Read |
| Tgt GM R | Read |
| Tgt GM R % | Read |
| Tgt MMU R | Read |
| Tgt MMU R % | Read |
| Tgt Sales C | Read |
| Tgt Sales R | Read |
| Tgt TO Cr | Read |
| Wp Avg Inv var Op C % | Read |
| Wp MMU var LY R | Read |
| Wp Sales Build Rate C % | Read |
| Wp Sales Build Rate Rr | Read |

Financial Planning

Financial planning is the workhorse of the product planning process. Multiple users perform their planning duties using the financial planning workbooks. Pre-season and in-season processes are supported with sales and profit projections, Open to Buy (OTB) management, and full value and unit calculations. The process brings the plans together through reconciliation and, ultimately, plan approval. This ensures that one version of the plan is approved and used as a foundation against which the company manages its business.

Both Managers and Planners create Financial Plans. Managers create an initial plan using Targets from the Executive, a generated Sales Demand Forecast, and Last Year data. Key parts of the manager's plan are made available to the planner in the form of targets. Planners then manipulate and adjust their plan numbers and submit their plan to the Manager for approval. The planning activities, performed by the Manager and Planner, are nearly identical, except for the plan approval process. This chapter describes Merchandise Financial Planning Cost functionality for both the planner and the manager.

Pre-Season Financial Planning Process

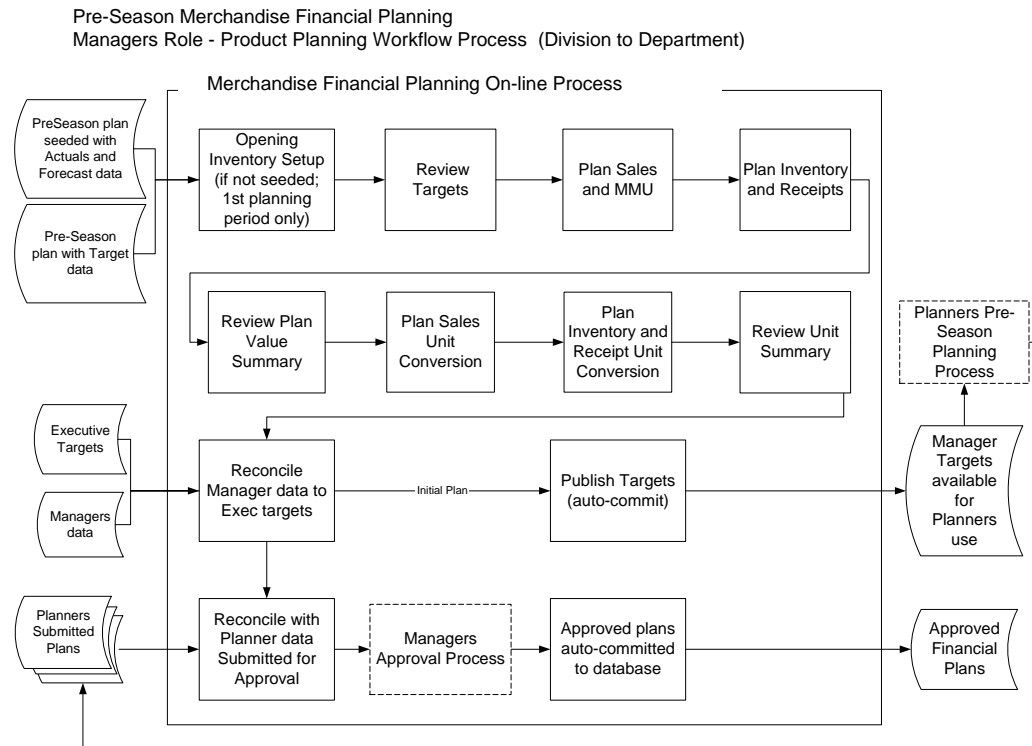
The pre-season financial plan is used to develop a plan before the selling period begins. This process begins with the Executive's Strategic Plan and continues with the Manager's Financial Plan. The Manager performs some initial planning, and passes those numbers down to the Planners as targets.

Manager's Process

The Manager's Financial Plan is comprised of the following elements:

- **Product Hierarchy:** Division, Group, Department
- **Time Hierarchy:** Total Time, Year to Week
- **Measures:** Values and units
- **Plan Versions:** Working Plan, Original Plan, Current Plan, Last Year, Target, Waiting for Approval, Pre-Season Forecast

The following diagram shows the process steps covered by the Manager Pre-Season Planning process:



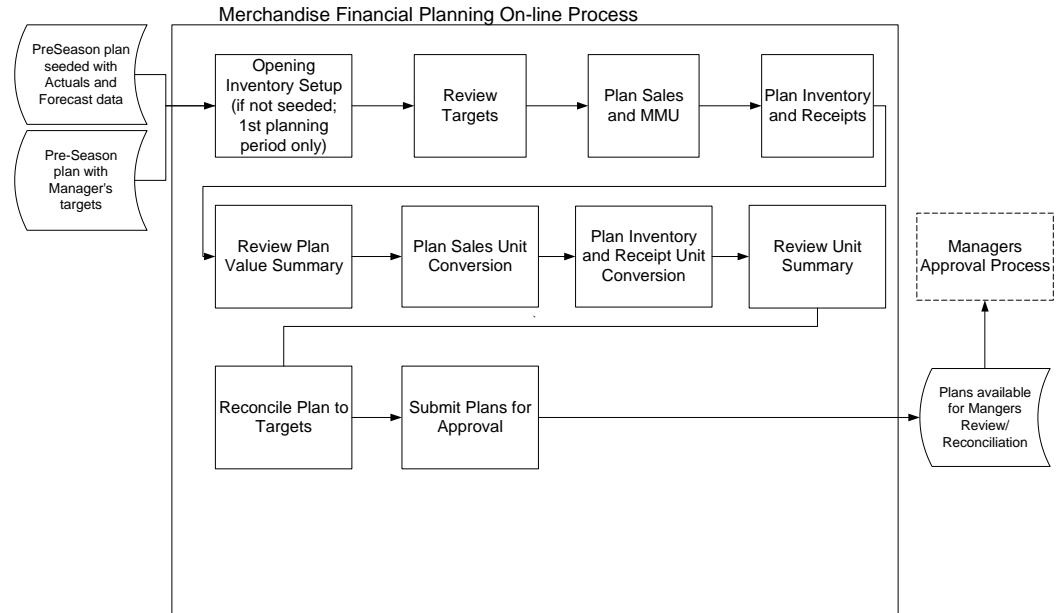
Planner's Process

Once the Manager sets the initial plan values, these numbers are made available to the planners as Targets when the Manager commits the data to the database. The Planner uses the Financial Plan Workbook to plan and adjust both values and units for the season. Characteristics of this plan are nearly identical to that used by the manager and include:

- **Product Hierarchy:** Department to Sub-Class
- **Time Hierarchy:** Total Time, Year to Week
- **Measures:** Values and units
- **Plan Versions:** Working Plan, Original Plan, Current Plan, Last Year, Target, Pre-Season Forecast, Waiting for Approval

The following diagram shows the Planner's steps in the Planner Pre-Season Financial Planning process:

Pre-Season Merchandise Financial Planning
Planners Role - Product Planning Workflow Process (Department to Subclass)



Pre-Season Financial Plan Worksheets

The Pre-Season Financial Plan workbook contains the following worksheets that support the financial planning process:

- Approval
- Inv_Rcpt Unit Conversion
- Inventory and Receipts
- Opening Inventory
- Reconcile
- Reconcile Submitted Plan
- Reconcile Targets
- Sales Unit Conversion
- Sales and MMU
- Unit Summary
- Value Summary
- View Targets

Note: A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Assumptions

- Seeding has taken place for LY measures. Measures that are seeded for the Manager and Planner roles are:
- Sales (all sales components)
- Receipts
- LY measures are read-only and cannot be updated.
- Demand Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting (RDF).

Opening Inventory Worksheet

A manager or planner uses the Opening Inventory worksheet to populate initial inventory values in the plan workbook. In certain instances, these initial values are available from an external system (such as RMS). If so, then they can be extracted from that system and fed into Merchandise Financial Planning Cost into the initial inventory values. Initial inventory values may also be copied from the prior Merchandise Financial Planning Cost planning period's ending inventory plan. If either of these two methods is used, then the values will display on this worksheet. If the values are not available, they must be entered using this worksheet.

Use this worksheet to set initial BOP cost and unit inventory values for the Pre-Season.

Usage Notes

- The Calendar hierarchy must be displayed in Outline mode with the ALL [Calendar] dimension displayed to view the Beginning of Season (BOS) measures.
- A change to any one of the BOS value measures in this worksheet performed at the All Calendar rollup results in the following data movement to the lower levels of the time hierarchy:
- The changed value is replicated down to the Year, 1st Season in the year, 1st qtr in the season, 1st month in the qtr, and 1st week in that month contained within the All Calendar period.
- BOS C, BOS U, BOS AUC are all writable measures that are synchronized to their BOP measure counterparts. Because of the solution's rule design, not all BOP measures are editable.

Opening Inventory Worksheet Measure List

| Measure | Access | Result |
|----------------|---------------------------------------|---|
| Wp BOS Inv C | Write (All Calendar time period only) | BOS Inv C is copied to BOP Inv C for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods. |
| Wp BOS Inv AUC | Write (All Calendar time period only) | BOS Inv U calculates. |
| Wp BOS Inv U | Write (All Calendar time period only) | BOS Inv U is copied to BOP Inv U for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods. |
| Wp BOP Inv C | Write | Populated via edit to BOS Inv C. |
| Wp BOP Inv U | Read | Populated via edit to BOS Inv U. |
| WP BOP Inv AUC | Read | Calculated via change to BOP Inv R. |

View Targets Worksheet

Use the View Targets worksheet to review the goals and targets created by the Executive (if Manager) or Manager (if Planner). You may use this worksheet to compare Working Plan to Targets, Last Year, or Forecast.

Usage Notes

- Manager's target values (Ex Tgt measures) are displayed only if the Group product dimension (or higher) and Month (or higher) time dimension are displayed.
- Planner's target values (Tgt measures) are displayed only if the Department product dimension (or higher) is displayed.

View Targets Worksheet Measure List

| Measure | Access | Result |
|----------------------------|--------|---|
| FrcPr Demand R | Read | Updated from external feed from Forecasting System or the automatically generated sales forecast from RDF embedded in Merchandise Financial Planning Cost. |
| Wp Demand var Tg Sales R % | Read | |
| Ex Tgt Sales R | Read | Updated by Executive (for manager role). Updated by Manager (for planner role). |
| Wp Sales R | Write | Sls var Demand R %, Sls var Ly R %, Sls var Tgt R % recalculate to reflect the change to Sls R. |
| Wp Sales var Tgt R% | Write | Wp Sales R is recalculated to reflect the % to Tgt value entered. Entering 0 into the field var Tgt RWp Sales var Tgt R% will copy Wp Sales Tgt R to Wp Sales R. |
| Ly Sales R | Read | |
| Ex Tgt Sales C | Read | Updated by Executive (for manager role) Updated by Manager (for planner role) |
| Wp Sales C | Write | EOP C recalculates TO recalculates. Avg Inv recalculates. Sls var Ly C %, Sls var Tgt C % recalculate to reflect the change to Sls C. |
| Wp Sales Var Tgt C % | Write | Wp Sales C is recalculated to reflect the % to Tgt value entered. Entering 0 into the field var Tgt CWp Sales var Tgt C% will copy Wp Sales Tgt C to Wp Sales C. |
| LY Sales C | Read | |
| Ex Tgt GM R | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Ex Tgt GM R % | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wp GM R | Read | Updated via changes to Wp Sales R, Wp Sales C or Receipts C. |
| Wp GM R % | Read | Updated via changes to Wp GM R. |

| Measure | Access | Result |
|-------------------|--------|--|
| Wp GM var Tgt R % | Read | Recalculates with a change to GM R or Tgt GM R. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Ex Tgt Avg Inv C | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wp Avg Inv C | Read | Updated via changes to BOP or EOP. |
| Ly Avg Inv C | Read | |
| Ex Tgt To Cr | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wp TO Cr | Read | Updated via changes to Sls C or Avg Inv C. |
| Ly To Cr | Read | |

Sales and MMU Worksheet

Use the Sales worksheet to plan Sales and Sales Types in the Pre-Season Planning process. This worksheet includes variances and other sales analysis measures such as contribution to time and contribution to product.

A Manager may initially set a plan for a defined product, location, and time period. Usually the manager will set plans for aggregate levels of the hierarchy, such as season/month, and department/class. A Planner is typically responsible for setting the detailed month/week and class/sub-class plans.

Usage Notes

- Sales R is the sum of Regular, Promo and Clearance Sales R values.
- Sales C is the sum of Regular, Promo and Clearance Sales C values.
- Edits made to Sales R and Sales C when one or more of the sales types is 0 will spread the changed amount only to those sales types that are non-zero (for example, Merchandise Financial Planning Cost will not change a component markdown value from 0 to non-zero when spreading a number entered at a total level).
- An edit made to Sales R and Sales C when the sales types are all equal to 0 place the value into Regular Sales.
- Sales contribution to Time % reflects that period's contribution to the YEAR, or the highest aggregate time period in the workbook.
- Sales contribution to Product % is used to calculate Sales contribution of SubClass, Class, Department, Group, Division to the highest dimension of the product hierarchy in the workbook.

Sales and MMU Worksheet Measure List

| Measure | Access | Result |
|-----------------------------------|--------|--|
| FrcPr Demand R | Read | Updated from external feed from Forecasting System or the automatically generated sales forecast from RDF embedded in Merchandise Financial Planning Cost. |
| Wp Sales R | Write | <p>Sales var Demand Pre-Season R %, Sls var LY R %, Sales Contribution to Time R %, Sales Contribution to Product R %, Sls var Tgt R %, , are recalculated.</p> <p>Sales R is spread proportionally to Reg, Promo, Clr Sales if they are populated (at the lower level hierarchy), and reaggregated.</p> <p>If Reg, Promo and Clr Sales are not populated, Sales R will spread to Reg Sales R by default.</p> <p>Regular, Promo, Clearance Sales var LY R % are recalculated.</p> <p>Regular, Promo, Clearance Sales contribution to Sales R % are recalculated.</p> |
| Ly Sales R | Read | |
| Wp Sales var Ly R % | Write | <p>Wp Sales R is recalculated to reflect the % to Ly value entered.</p> <p>Entering 0 into the field Wp Sales var Ly R % will copy Wp Sls Ly R to Wp Sales R.</p> |
| Wp Regular Sales R | Write | <p>Sales R is updated to reflect the change to Regular Sales.</p> <p>Regular Sales cont Sales R, Regular Sales var Ly R % recalculate.</p> |
| Wp Promo Sales R | Write | Same result as for Regular Sales above, except the Promo Sales contribution and variances are recalculated. |
| Wp Clearance Sales R | Write | Same result as for Regular Sales above, except the Clearance Sales contribution and variances are recalculated. |
| Ly Regular Sales R | Read | |
| Ly Promo Sales R | Read | |
| Ly Clearance Sales R | Read | |
| Wp Sales Contribution to Time R % | Read | Sales Contribution to Time R % is recalculated a the lower and higher levels with edits to Sales R. |
| Wp Sales C | Write | <p>Sls varLY C %, Sales Contribution to Time C %, Sales Contribution to Product C %, Sls var Tgt C %, , are recalculated.</p> <p>Sales C is spread proportionally to Reg, Prom, Clr Sales (at the lower level hierarchy), and reaggregated.</p> <p>Regular, Promo, Clearance Sales var LY C % are recalculated.</p> <p>Regular, Promo, Clearance Sales contribution to Sales C % are recalculated.</p> |
| Ly Sales C | Read | |

| Measure | Access | Result |
|--|--------|---|
| Wp Sales var Ly C % | Write | Wp Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly C % will copy Wp Sls Ly C to Wp Sales C. |
| Wp Regular Sales C | Write | Sales C is updated to reflect the change to Regular Sales. Regular Sales contribution to Sales C %, Regular Sales var Ly C % recalculate. |
| Wp Promo Sales C | Write | Same result as for Regular Sales above, except the Promo Sales contribution and variances are recalculated. |
| Wp Clearance Sales C | Write | Same result as for Regular Sales above, except the Clearance Sales contribution and variances are recalculated. |
| Ly Regular Sales C | Read | |
| Ly Promo Sales C | Read | |
| Ly Clearance Sales C | Read | |
| Wp Regular Sales Contribution to Sales C % | Write | Regular Sales C recalculates to reflect the % of sales cost (Sls C) entered. Promo Sales contribution to Sales C %, Clearance Sales contribution to Sales C % recalculate. |
| Wp Promo Sales Contribution to Sales C % | Write | Same result as for Regular Sales contribution to Sales above, except changes are made to the Promo Sales C, Promo contribution, and Promo variances recalculate. |
| Wp Clearance Sales Contribution to Sales C % | Write | Same result as for Regular Sales contribution to Sales above, except changes are made to the Clearance Sales C, Clearance contribution, and Clearance variances recalculate. |
| Wp Sales Contribution to Product C % | Read | Sales Contribution to Product C % is recalculated at lower and higher levels with edits to Sales C. |
| Wp Sales Contribution to Time C % | Read | Sales Contribution to Time C % is recalculated at lower and higher levels with edits to Sales C. |
| Wp MMU R | Read | Recalculates with an edit to Sales R or Sales C. |
| WP MMU R % | Write | Sales R recalculates with an edit to MMU R %. |
| LY MMU R% | Read | |

Inventory and Receipts Worksheet

Plan pre-season Receipts C and Inventory C using this worksheet. Additionally, plan other measures that affect the EOP Inv C position including RTV C, Transfers In and Out C, Inventory Adjustments C.

Usage Notes

- An edit made to EOP Inv C will shift Receipts C between the period the edit is made and the following period. The current period's Forward Cover C is recalculated.
- Edits to BOP Inv C will also shift Receipts C between the period the edit is made and the prior period. The prior periods EOP C adjusts to match the BOP C edit, the prior periods Forward Cover C recalculates and Receipts C for the current and prior periods adjusts.
- Edits to Sales C, Inv Adj C, RTV C, Transfer In/Out C, Reclass In/Out C, will recalculate EOP Inv C and all subsequent BOP Inv C and EOP Inv C.
- When input as a positive number, the following measures will reduce the value in EOP Inv C:
 - Sales C
 - Returns to Vendor C
 - Reclass Out C
 - Transfer Out C
 - Inv Adj C
- When input as a positive number, the following measures will **increase** the value in EOP Inv C:
 - Receipts C
 - Reclass In C
 - Transfer In C
- When input as a negative number, the following measures will **increase** the value in EOP Inv C:
 - Inv Adj C

Inventory and Receipts Worksheet Measure List

| Measure | Access | Result |
|---------------------------|--------|---|
| Wp BOP Inv C | Write | Prior period EOP Inv C and Receipts in the prior and current period changes to reflect the change to BOP in all periods except the first period of the workbook. In the first period, an edit to BOP Inv C changes BOS Inv C. |
| Ly BOP Inv C | Read | |
| WP Sales C | Write | EOP Inv C recalculates. GM R and GM R % recalculate. Sales variance %'s recalculate. |
| Ly Sales C | Read | |
| Wp Receipts C | Write | EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates. GM R and GM R % recalculate based on the change to Receipts C. |
| Ly Receipts C | Read | |
| Wp Receipts var Ly C % | Write | Receipts C updated to reflect the % var to LY entered. |

| Measure | Access | Result |
|---------------------------|--------|--|
| Wp Freight C | Write | GM R and GM R % recalculate with an edit to Freight C. |
| Wp Freight C % | Write | Updates Freight C; GM R and GM R % recalculate. |
| Ly Freight C % | Read | |
| Wp Cash Discount C | Write | GM R and GM R % recalculate with an edit to Cash Discount C. |
| Wp Cash Discount C % | Write | Updates Cash Discount C; GM R and GM R % recalculate. |
| Ly Cash Discount C % | Read | |
| Wp Return to Vendor C | Write | EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates. |
| Ly Return to Vendor C | Read | |
| Wp Inventory Adjustment C | Write | EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates. |
| WP EOP Inv C | Write | Receipts C for the current and next periods recalc and shift to accommodate the new EOP C. Avg Inv and TO recalculate. Forward Cover C recalculates. |
| Ly EOP Inv C | Read | |
| Wp EOP Inv var Ly C % | Write | EOP Inv C recalculates. Recalculates with a change to EOP. |
| Wp Avg Inv C | Read | Recalculates with a change to Sales C, BOP Inv C or EOP Inv C. |
| Ly Avg Inv C | Read | |
| Wp TO Cr | Read | Recalculates with a change to Wp Avg Inv C or Sales C. |
| Ly TO Cr | Read | |
| Wp Forward Cover C | Write | Recalculates EOP Inv C in the period that the edit is made. Recalculates Receipts C in the period the edit is made and the following period. |
| Ly Forward Cover C | Read | |
| Wp GM R | Read | Calculated with edits to Sales R, Sales C, Freight C, Cash Discount C or Workroom C. |
| Wp GM R % | Read | GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp GM var Ly R % | Read | |

| Measure | Access | Result |
|------------|--------|---|
| Wp GMROI C | Read | Updated with a change to GM C, Avg Inv C. |
| Ly GMROI C | Read | |

Value Summary Worksheet

You may use the Value Summary worksheet to review plan values and adjust measures as needed. This worksheet is a summary of measures that are planned in more detail on the Sales, Markdowns, Receipts, and Gross Margin worksheets.

Value Summary Worksheet Measure List

| Measure | Access | Result |
|------------------------|--------|---|
| Wp Sales R | Write | GM R and GM R % recalculate. Sales variance %'s recalculate. |
| Ly Sales R | Read | |
| Wp Sales var Ly R % | Write | Sls R recalculates based on the % entered. |
| Wp BOP Inv C | Write | Prior period EOP Inv C and Receipts in the prior and current period changes to reflect the change to BOP in all periods except the first period of the workbook. In the first period, an edit to BOP Inv C changes BOS Inv C. |
| Ly Bop Inv C | Read | |
| Wp BOP Inv var Ly C % | Read | |
| WP Sales C | Write | EOP Inv C recalculates. GM C and GM C % recalculate. Sales variance %s recalculate. |
| Ly Sales C | Read | |
| Wp Sales var Ly C % | Write | Sales C recalculates based on the % entered. |
| Wp Receipts C | Write | EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates. GM R and GM R % recalculate. |
| Ly Receipts C | Read | |
| Wp Receipts var Ly C % | Write | Receipts C recalculates based on the % entered. |
| Wp EOP Inv C | Write | Receipts C for the current and next periods recal and shift to accommodate the new EOP C. Avg Inv and TO recalculate. Forward Cover C recalculates. |
| Ly EOP Inv C | Read | |
| Wp EOP Inv var Ly C % | Read | Recalculates EOP Inv C based on the % entered. Recalculates with a change to EOP. |

| Measure | Access | Result |
|------------------|-----------------------|--|
| Wp Avg Inv C | Read | Recalculates with a change to Sales C, BOP Inv C or EOP Inv C. |
| Ly Avg Inv C | Read | |
| Wp TO Cr | Read | Recalculates with a change to Wp Avg Inv C or Sales C. |
| Ly TO Cr | Read | |
| Wp GM R | Read | Recalculates with a change to Sales R, Sales C, Freight, Cash Discount or Workroom C. |
| Wp GM R % | Read | GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Wp GM var Ly R % | Read | Recalculates with a change to GM R. |
| Wp GMROI C | Planner Only: Read | Updated with a change to GM R or Avg Inv C. |
| Ly GMROI C | Planner Only: Read | |

Sales Unit Conversion Worksheet

You may use this worksheet to convert the sales-related measure values to their corresponding unit value. You may also and enter/view Average Unit Cost (AUC) for certain measures. The measures on this worksheet are represented in three forms, Cost, AUC, and Units.

Usage Notes

- A change made to the Unit measure will result in the corresponding AUC being updated.
- An update to Cost will result in Units being recalculated. AUC will not change.
- A change made to the AUC measure will result in the corresponding Unit being updated.

Sales Unit Conversion Worksheet Measure List

| Measure | Access | Result |
|------------|--------|--|
| Wp Sales C | Write | Recalculates Sales U and Sales AUC. Recalculates Regular, Promo, Clear. Sales C and U (AUCs do not change). EOP Inv C, EOP Inv U and EOP AUC recalculate. |
| Wp Sales U | Write | Recalculates Sales AUC, Sales C is unchanged. Recalculates Regular, Promo and Clearance Sales U and corresponding AUCs. Recalculates Sales AUR. Recalculates EOP U, EOP AUR. |

| Measure | Access | Result |
|------------------------|--------|---|
| Ly Sales U | Read | |
| Wp Sales var Ly U % | Write | Recalculates Sales U based on the % entered. Recalculates with a change to Sales U. |
| Wp Sales AUC | Read | Recalculates with an edit to Sales U. Sales C does not change. |
| Ly Sales AUC | Read | |
| Wp Regular Sales C | Write | Sales C, Sales U, Sales AUC recalculate. Recalculates Reg Sales U, Reg Sales AUC is unchanged. |
| Wp Regular Sales U | Write | Recalculates Reg Sales AUC. Sales AUC is updated based on the update to Reg Sales AUC. Sales U is updated based on the update to Reg Sales U. |
| Wp Regular Sales AUC | Read | Recalculates with an edit to Reg Sales U. |
| Wp Promo Sales C | Write | Recalculates Sales C, Sales U, Sales AUC. Recalculates Promo Sales U, Promo Sales AUC is unchanged. |
| Wp Promo Sales U | Write | Recalculates Promo Sales AUC. Sales AUC is updated based on the update to Promo Sales AUC. Sales U is updated based on the update to Promo Sales U. |
| Wp Promo Sales AUC | Read | Recalculates with an edit to Promo Sales U. |
| Wp Clearance Sales C | Write | Recalculates Sales C, Sales U, Sales AUC. Recalculates Clr Sales U, Clr Sales AUC is unchanged. |
| Wp Clearance Sales U | Write | Recalculates Clearance Sales AUC. Sales AUC is updated based on the update to Clearance Sales AUC. Sales U is updated based on the update to Clearance Sales U. |
| Wp Clearance Sales AUC | Read | Recalculates with an edit to Clearance Sales U. |
| Ly Regular Sales U | Read | |
| Ly Regular Sales AUC | Read | |
| Ly Promo Sales U | Read | |
| Ly Promo Sales AUC | Read | |
| Ly Clearance Sales U | Read | |
| Ly Clearance Sales AUC | Read | |
| Wp Sales R | Write | Sales AUR is updated. |
| Wp Sales AUR | Read | Recalculates with an edit to Sales U. |
| Ly Sales AUR | Read | |

| Measure | Access | Result |
|------------------------|--------|--|
| Wp Regular Sales R | Write | Sales R Sales AUR and Regular Sales AUR recalculate. |
| Wp Regular Sales AUR | Read | Recalculates with a change to Reg Sales U. |
| Ly Regular Sales AUR | Read | |
| Wp Promo Sales R | Write | Recalculates Sls R, Sales AUR and Promo Sales AUR. |
| Wp Promo Sales AUR | Read | Recalculates with a change to Promo Sales U. |
| Ly Promo Sales AUR | Read | |
| Wp Clearance Sales R | Write | Recalculates Sls R, Sales AUR and Clearance Sales AUR. |
| Wp Clearance Sales AUR | Read | Recalculates with an edit to Clr Sales U. |
| Ly Clearance Sales AUR | Read | |

Inv_Rcpt Unit Conversion Worksheet

You may use this worksheet to convert the inventory and receipts-related measure values to their corresponding unit value. You may also enter/view Average Unit Cost (AUC) for certain measures. The measures on this worksheet are represented in three forms, Cost, AUC, and Units.

Usage Notes

- Cost values and AUCs may be entered without Units being present.
- A change made to the Unit measure will result in the corresponding AUC being updated. The Cost value will not change.
- An update to Cost will result in Units being recalculated. AUC will not change.
- A change made to the AUC measure will result in the corresponding Unit being updated.
- BOP Inv U and EOP U result from a unit balance set calculation and are not editable. BOP Inv AUC and EOP AUC are calculated based on their cost and unit measures.

Inv_Rcpt Unit Conversion Worksheet Measure List

| Measure | Access | Result |
|----------------|--------|---|
| Wp BOP Inv U | Read | Initial BOP Inv Unots are set at the ALL time level on Opening Inventory worksheet. |
| Wp BOP Inv C | Write | |
| Wp BOP Inv AUC | Read | |
| Ly BOP Inv U | Read | |
| Ly BOP Inv C | Read | |
| Ly BOP Inv AUC | Read | |

| Measure | Access | Result |
|-------------------------|--------|--|
| Wp Sales C | Write | Recalculates Sales U and Sales AUC. Recalculates Regular, Promo, Clear Sales C and U (AUCs do not change). EOP Inv C, EOP Inv U and EOP Inv AUC recalculate. |
| Wp Sales U | Write | Recalculates Sales AUC, SlS C is unchanged. Recalculates Reg Sales U, Promo Sales U and Clr Sales U. Recalculates Reg Sales AUC, Promo Sales AUC and Clr Sales AUC. Recalculates EOP Inv U and EOP Inv AUC. Updates AvgInv U, TO U , SellThru U, Forward Cover U. |
| Wp Sales AUC | Read | Recalculates with an edit to Sales U, |
| Ly Sales C | Read | |
| Ly Sales U | Read | |
| Ly Sales AUC | Read | |
| Wp Receipts C | Write | Recalculates Receipts U. Recalculates EOP Inv C, EOP Inv U and EOP Inv AUC. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %. |
| Wp Receipts U | Write | Recalculates Receipts AUC. Recalculated with change to AUC. |
| Wp Receipts AUC | Write | Recalculates Receipts U. Recalculated with a change to Receipts U. |
| Ly Receipts C | Read | |
| Ly Receipts U | Read | |
| Ly Receipts AUC | Read | |
| Wp Receipts var Ly U % | Write | Recalculates Receipts U based on the % entered. |
| Wp Return to Vendor C | Write | Recalculates Return to Vendor U. Recalculates EOP Inv C, EOP Inv U and EOP Inv AUC. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %. |
| Wp Return to Vendor U | Write | RTV AUC is recalculated, RTV C is unchanged. EOP Inv U and EOP Inv AUC recalculate. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %. |
| Wp Return to Vendor AUC | Write | Recalculates RTV AUC. Recalculated with a change to RTV U. |
| Ly Return to Vendor C | Read | |
| Ly Return to Vendor U | Read | |

| Measure | Access | Result |
|---------------------------|--------|--|
| Ly Return to Vendor AUC | Read | |
| Wp Inventory Adjustment C | Write | Recalculates EOP Inv C and EOP Inv AUC. |
| Wp Inventory Adjustment U | Write | Recalculates EOP Inv U and EOP Inv AUC. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %. |
| Wp EOP Inv C | Write | Receipts C for the current and following periods recalculate and shift to accommodate the new EOP C. Receipts U, EOP U and EOP AUC recalculate. |
| Wp EOP Inv U | Read | Recalculates based on the balance set |
| Wp EOP Inv AUC | Read | Recalculates with a change to EOP Inv C or EOP Inv U. |
| Ly EOP Inv C | Read | |
| Ly EOP Inv U | Read | |
| Ly EOP Inv AUC | Read | |
| Wp EOP Inv var Ly U % | Read | |
| Wp Avg Inv U | Read | Recalculates with a change to BOP Inv U or EOP U. |
| Ly Avg Inv U | Read | |
| Wp TO Ur | Read | Recalculates with a change to Sales U or Avg Inv U. |
| Ly TO Ur | Read | |
| Wp Forward Cover U | Read | |
| Ly Forward Cover U | Read | |
| Wp Sell Thru U % | Read | Updated by an edit to Sales U, BOP Inv U, Receipt U, |
| Ly Sell Thru U % | Read | |

Unit Summary Worksheet

The Unit Summary worksheet allows you to review plan units and AUC with the ability to adjust numbers if needed. This worksheet is a summary of measures that are planned in more detail on the Units/AUC worksheet.

Unit Summary Worksheet Measure List

| Measure | Access | Result |
|-----------------------|--------|--|
| Wp BOP Inv U | Read | Set at Year time level on Opening Inventory worksheet. |
| Ly BOP Inv U | Read | |
| Wp BOP Inv var Ly U % | Read | |
| Wp BOP Inv AUC | Read | |
| Ly BOP Inv AUC | Read | |

| Measure | Access | Result |
|------------------------|--------|---|
| Wp Sales U | Write | Recalculates Sales AUR, Sls R is unchanged. Recalculates Receipt U and Receipt AUR. Updates AvgInv U, Stk/Sales U, SellThru U, WOS U. |
| Ly Sales U | Read | |
| Wp Sales var Ly U % | Write | Recalculates with a change to Sales U. |
| Wp Sales AUC | Read | Recalculate Sales U. Recalculated with a change to Sales U. |
| Ly Sales AUC | Read | |
| Wp Sales AUR | Read | Recalculates Sales U, Sales R does not change. Recalculates Proj. Receipt U, AUR. |
| Ly Sales AUR | Read | |
| Wp Receipts U | Write | Recalculates Receipts AUC. Recalculated with change to AUC. |
| Ly Receipts U | Read | |
| Wp Receipts var Ly U % | Write | |
| Wp Receipts AUC | Write | Recalculates Receipts U. Recalculated with a change to Receipts U. |
| Ly Receipts AUC | Read | |
| Wp EOP Inv U | Read | Recalculates based on the balance set. |
| Ly EOP Inv U | Read | |
| Wp EOP Inv var Ly U % | Read | |
| Wp EOP Inv AUC | Read | Recalculates with a change to EOP Inv U. |
| Ly EOP Inv AUC | Read | |
| Wp Avg Inv U | Read | Recalculates with a change to BOP Inv U or EOP U. |
| Ly Avg Inv U | Read | |
| Wp TO Ur | Read | Recalculates with a change to Sales U or Avg Inv U. |
| Ly TO Ur | Read | |

Reconcile Targets Worksheet

Managers use this worksheet to compare Plan to Targets and Last Year versions during the Pre-season Planning process.

Managers reconcile their data to the Executive Strategic Targets using the Ex Tgt (Target) plan version.

Usage Notes: The Executive sets targets for the Manager Role. The Manager sets targets for the Planner Role.

Reconcile Targets Worksheet Measure List

The Reconcile Targets worksheet contains the following measures displayed in the table below. Op measures are visible only in the Managers workbook; Wa measures are visible only in the Planner's workbook. Not all Tgt measures are available in the Managers workbook because the Executive does not set Targets for the full set of planning metrics. For descriptions of these measures, see Chapter 5 – Merchandise Financial Planning Cost Measures List.

| Measure | Access | Result |
|----------------------|---------------|--|
| Ex Tgt Sales R | Read | Updated by Executive (if manager role). |
| Wp Sales R | Write | All Sales R variances recalculate. |
| Wp Sales var Tgt R % | Write | Recalculates with an edit to Sales R. Calculates Sales R based on the var Tgt R % entered. |
| Ly Sales R | Read | |
| Ex Tgt Sales C | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| WP Sales C | Write | EOP Inv C recalculates all Sales C variances recalculate. |
| Wp Sales var Tgt C % | Write | Recalculates with an edit to Sales C. Calculates Sales C based on the var Tgt C % entered. |
| Ly Sales C | Read | |
| Ex Tgt GM R | Read | |
| Ex Tgt GM R % | Read | |
| Wp GM R | Read | Recalculates with a change to Sales R, Sales C, Receipts, Freight, Workroom or Cash Discounts. |
| Wp GM R % | Read | Recalculates with a change to GM R, Sales C or Sales R. |
| Wp GM var Tgt R % | Read | Recalculates with a change to GM R or Tgt GM R. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Ex Tgt Avg Inv C | Read | |
| Wp Avg Inv C | Read | Recalculates with a change to BOP Inv C or EOP Inv C. |
| Ly Avg Inv C | Read | |
| Ex Tgt TO Cr | Read | |
| Wp TO Cr | Read | Recalculates with a change to Avg. Inv or Sales C. |
| Ly TO Cr | Read | |
| Wp GMROI C | Read | Recalculates with a change to GM R or Avg Inv C. |
| Ly GMROI C | Read | |

Reconcile Submitted Plan Worksheet

Managers may use this worksheet to compare the targets, which they passed to the planner, to the plan values submitted by the planner for approval. Last year plan values are also displayed for informational purposes.

Managers reconcile the Planners' data using the Summary (waiting for approval) version and the (Executive) Strategic Targets using their Tgt plan version.

Usage Notes

- Wa measures are updated via the Planner submitting those measures for approval.
- The Mg role portion of the measure label is displayed here to distinguish the Executive Target measures from the Manager target measures in the manager workbooks.

Reconcile Submitted Plan Worksheet Measure List

| Measure | Access | Result |
|----------------|--------|--|
| Tgt Sales R | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wa Sales R | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly Sales R | Read | |
| Tgt BOP Inv C | Read | Updated by Manager (if planner role). |
| Wa BOP Inv C | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly BOP Inv C | Read | |
| Tgt Sales C | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wa Sales C | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly Sales C | Read | |
| Tgt Receipts C | Read | Updated by Manager (if planner role). |
| Wa Receipts C | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly Receipts C | Read | |
| Tgt EOP Inv C | Read | Updated by Manager (if planner role). |
| Wa EOP Inv C | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly EOP Inv C | Read | |
| Tgt Avg Inv C | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wa Avg Inv C | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly Avg Inv C | Read | |
| Tgt TO Cr | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wa TO Cr | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly TO Cr | Read | |

| Measure | Access | Result |
|-------------|--------|--|
| Tgt GM R | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Tgt GM R % | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wa GM R | Read | Updated by Planner when a new plan is submitted for approval. |
| Wa GM R % | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Tgt GMROI C | Read | Updated by Executive (if manager role). Updated by Manager (if planner role). |
| Wa GMROI C | Read | Updated by Planner when a new plan is submitted for approval. |
| Ly GMROI C | Read | |

Reconcile Worksheet

Planners may use this worksheet to compare Plan to Targets and Last Year versions during the Pre-season Planning process.

Planners reconcile their data to the Managers Targets using the Tgt (Target) plan version.

Assumptions

- The Manager sets targets for the Planner Role.

Reconcile Worksheet Measure List

The Reconcile worksheet contains the following measures displayed in the table below. Op measures are only in the Managers workbook; Wa measures are only in the Planner's workbook. For descriptions of these measures, see Chapter 5 – Merchandise Financial Planning Cost Measures List.

| Measure | Access | Result |
|----------------------|--------|---|
| Tgt Sales R | Read | Updated by Manager. |
| Wp Sales R | Write | All Sales R variances recalculate. |
| Wp Sales var Tgt R % | Write | Recalculates with an edit to Sales R Calculates Sales R based on the var Tgt R % entered |
| Ly Sales R | Read | |
| Tgt Sales C | Read | Updated by Manager |
| Wp Sales C | Write | Recalculates EOP Inv C. All Sales C variances recalculate. |
| Wp Sales var Tgt C % | Write | Recalculates with an edit to Sales C. Calculates Sales C based on the var Tgt C % entered. |
| Ly Sales C | Read | |
| Tgt GM R | Read | Updated by Manager. |
| Tgt GM R % | Read | Updated by Manager. |

| Measure | Access | Result |
|-------------------------|--------|--|
| Wp GM R | Read | Recalculates with a change to Sales R, Sales C, Freight C, Workroom C, Cash Discounts C. |
| Wp GM R % | Read | Recalculates with a change to GM R, Sales C or Sales R. |
| Wp GM var Tgt R % | Read | Recalculates with a change to GM R or Tgt GM R. |
| Ly GM R | Read | |
| Ly GM R % | Read | |
| Tgt BOP Inv C | Read | Updated by Manager. |
| Wp BOP Inv C | Write | Recalculates Receipts C in the prior and current periods, adjusts prior period EOP Inv C. |
| Ly BOP Inv C | Read | |
| Tgt Receipts C | Read | Updated by Manager |
| Wp Receipts C | Write | Recalculates EOP. |
| Wp Receipts var Tgt C % | Write | Recalculates EOP Inv C. |
| Ly Receipts C | Read | |
| Tgt EOP Inv C | Read | Updated by Manager. |
| Wp EOP Inv C | Write | Receipts C for the prior and current periods recalculate and shift to accommodate the new EOP C. |
| Wp EOP Inv var Tgt C % | Read | |
| Ly EOP Inv C | Read | |
| Tgt Avg Inv C | Read | Updated by Manager. |
| Wp Avg Inv C | Read | Recalculates with a change to BOP Inv C or EOP Inv C. |
| Ly Avg Inv C | Read | |
| Tgt TO Cr | Read | Updated by Manager. |
| Wp TO Cr | Read | Recalculates with a change to Avg Inv or Sales C. |
| Ly TO Cr | Read | |
| Tgt GMROI C | Read | Updated by Manager. |
| Wp GMROI C | Read | Recalculates with a change to GM R or Avg Inv C. |
| Ly GMROI C | Read | |

Approval Worksheet

The planning role determines which actions are allowed on this worksheet. Planners use this worksheet to submit plans for approval and view the status of submitted plans. Managers use the Approval worksheet to approve or reject submitted plans. The manager also uses a separate worksheet on this Tab to publish their targets to the planner.

If the workbook is a pre-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) to both Original Plan (Op) and Current Plan (Cp). If the workbook is an in-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) only to Current Plan (Cp). The Original Plan approved during the pre-season planning process is considered the locked “plan of record” and no changes are allowed. The frequency of the approval process can be different for each season – usually once for pre-season and monthly or as desired for in-season.

Manager Processes

Steps for Publishing Targets

1. Mark the “Publish” checkbox for the time periods, products, and channels for which targets should be published, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the “Publish” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Measure List – Manager Publish Window

The Manager’s Approval Worksheet contains two separate windows, one that contains the measures related to the publish targets process, the other that contains the approval measures. These measures are used for publishing targets.

| Measure | Access | Result |
|--------------------|--------|--|
| Wp Publish | Write | Tgt measures are updated for the time periods, products, channels that are selected. |
| Wp Publish Comment | Write | None. |
| Wp Publish Date | Read | Updated when the publish target process completes. |

Steps for Approving the Plan

1. Select “Approve” in the measure “Approve/Reject” for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the “Approve Plan” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Approval Notes

- The manager can approve the plan only after the planner has submitted the plan. The measure “Submitted Version” must be “WA” prior the manager approving the plan. If the submitted version is not set to WA, then the Op/Cp plans will not be updated.
- When the approval process is complete, the Submitted Version will change to Wp for the approved components of the plan.
- To reject a plan that has been submitted for approval, select the “Reject” value instead of “Approve” from the measure “Approve/Reject.”

Measure List – Manager – Approve Plan Window

| Measure | Access | Result |
|----------------------|--------|--|
| Wp Submitted Version | Read | <p>If a plan has not been submitted for approval, the Version will display WP.</p> <p>If a plan has been submitted and is waiting for approval, the Version will display WA.</p> <p>If the plan is approved or rejected, the Version will change back to WP.</p> |
| Wp Submitted By | Read | <p>User ID of the planner who submitted the plan is displayed.</p> <p>Automatically updated when the planner submits the plan and commits the data to the database.</p> |
| Wp Submit Comment | Read | <p>Any entered comments are stored and displayed to the user. These are comments entered by the planner and are read only in the manager workbook.</p> |
| Wp Submitted Date | Read | <p>System populates with current date when planner submits plan for approval. Automatically updated when the planner submits the plan and commits the data to the database.</p> |

| Measure | Access | Result |
|---------------------|--------|---|
| Wp Approve/Reject | Write | Selected from a drop-down list by the manager: "Approve" for those time periods or departments approved by the manager. "Reject" for those time periods or departments rejected by the manager. |
| Wp Submitted Date | Read | System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Approval Comment | Write | Optionally entered when the plan is approved or rejected. |
| Wp Approved By | Read | Manager's Merchandise Financial Planning Cost ID is displayed for those values approved by the manager Automatically updated with the manager's Merchandise Financial Planning Cost ID when the manager approves or rejects the plan. |
| Wp Approve Date | Read | System populates with current date when manager approves the plan. |
| Wp Reject Date | Read | System populates with current date when manager Rejects the plan. |
| Wp Approval Comment | Write | Optionally entered when the plan is approved or rejected. |

Planner Processes

Steps for Submitting a Plan for Approval

1. Select "Approve" in the measure "Approve/Reject" for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the "Approve Plan" option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Submit Notes

- The planner can submit the plan only if the planning periods have not been submitted previously, or if the manager has either rejected or approved the plan. The measure "Submitted Version" must be "WP" before the plan can be submitted. If the submitted version is not set to WP then the planner data will not move to the Wa version.

Note: Currently there is no functionality in Merchandise Financial Planning Cost that will prevent the user from attempting to submit the plan when the Submitted Version is Wa. Although it appears as if the submit process works, the data does not actually move to the Wa version. Data only moves from Planner Wp to Wa when the Submitted version equals Wp.

- When the submit process is complete, the Submitted Version will change to WA for the submitted components of the plan.

Measure List - Planner

The Planner's Approval Worksheet contains the following measures.

| Measure | Access | Result |
|----------------------|--------|--|
| Wp Submit | Write | Checked items are submitted to the manager for approval when the planner commits the data to the database. |
| Wp Submit Comment | Write | Optionally entered when the plan is submitted for approval. Any comments the planner enters are stored and displayed in this measure. This is read only in the manager workbook |
| Wp Submitted By | Read | User ID of the planner who submitted the plan is displayed Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Submitted Date | Read | System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Submitted Version | Read | If a plan has not been submitted for approval or has been approved or rejected, the Submitted Version will display WP. If a plan has been submitted and is waiting for approval, the Submitted Version will display WA. |
| Wp Approve/Reject | Read | Populated with "Approve" for those time periods or departments approved by the manager. Populated with "Reject" for those time periods or departments rejected by the manager. |
| Wp Approval Comment | Read | Optionally entered when the plan is approved or rejected. This measure is writable only in the manager workbook. |
| Wp Approved By | Read | The userid of the person who approved/rejected the plan. |
| Wp Approval Comment | Read | Optionally entered when the plan is approved or rejected. This measure is writable only in the manager workbook. |
| Wp Approve Date | Read | Automatically updated when the manager approves the plan. |
| Wp Reject Date | Read | Automatically updated when the manager rejects the plan. |

Pre-Season Extra Measures

Measures in the following table are available within pre-season worksheets, but must be added via Show/Hide. See the *RPAS Online Help* or *RPAS RPAS User Guide* for more information on adding measures to worksheets.

Manager Role Extra Measures

| Measure | Access |
|--|--------|
| Ly Avg Store Inv C | Read |
| Ly Avg Store Inv U | Read |
| Ly Avg Store Sales C | Read |
| Ly Avg Store Sales R | Read |
| Ly Avg Store Sales U | Read |
| Ly BOP Inv C | Read |
| Ly BOP Inv U | Read |
| Ly Cash Discount C | Read |
| Ly Clearance Sales Contribution to Sales C % | Read |
| Ly Clearance Sales Contribution to Sales R % | Read |
| Ly Clearance Sales Contribution to Sales U % | Read |
| Ly COGS C | Read |
| Ly Commitments C | Read |
| Ly Commitments U | Read |
| Ly Cost Adjustment C | Read |
| Ly Cost Adjustment C % | Read |
| Ly Cost Variance C | Read |
| Ly Customer Returns AUC | Read |
| Ly Customer Returns C | Read |
| Ly Customer Returns C % | Read |
| Ly Customer Returns R | Read |
| Ly Customer Returns R % | Read |
| Ly Customer Returns U | Read |
| Ly Customer Returns U % | Read |
| Ly Event Information Text | Read |
| Ly Freight C | Read |
| Ly Gross Sales AUC | Read |
| Ly Gross Sales C | Read |
| Ly Gross Sales R | Read |
| Ly Gross Sales U | Read |
| Ly In Transit C | Read |

| Measure | Access |
|--|---------------|
| Ly In Transit U | Read |
| Ly Inventory Adjustment C | Read |
| Ly Inventory Adjustment U | Read |
| Ly Inventory Comments Text | Read |
| Ly MMU R | Read |
| Ly On Order C | Read |
| Ly On Order Cxl C | Read |
| Ly On Order Cxl U | Read |
| Ly On Order U | Read |
| Ly OTB C | Read |
| Ly OTB U | Read |
| Ly Outbound Freight C | Read |
| Ly Outbound Freight C % | Read |
| Ly Profitability Comments Text | Read |
| Ly Promo Sales Contribution to Sales C % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Promo Sales Contribution to Sales U % | Read |
| Ly Reclass In AUC | Read |
| Ly Reclass In U | Read |
| Ly Reclass Out AUC | Read |
| Ly Reclass Out U | Read |
| Ly Regular Sales Contribution to Sales C % | Read |
| Ly Regular Sales Contribution to Sales R % | Read |
| Ly Regular Sales Contribution to Sales U % | Read |
| Ly Return Process Fee per Unit C | Read |
| Ly Sales Comment Text | Read |
| Ly Sales Comment Text | Read |
| Ly Sales Contribution to Product U % | Read |
| Ly Sales Contribution to Time U % | Read |
| Ly Sell Thru C % | Read |
| Ly Selling Store On Hand C | Read |
| Ly Selling Store On Hand U | Read |
| Ly Stk/Sls Cr | Read |
| Ly Stk/Sls Ur | Read |
| Ly Stock Adjustment C | Read |
| Ly Stock Adjustment U | Read |

| Measure | Access |
|--------------------------|---------------|
| Ly Stock On Hand C | Read |
| Ly Stock On Hand U | Read |
| Ly Transfer In AUC | Read |
| Ly Transfer In C | Read |
| Ly Transfer In U | Read |
| Ly Transfer Out AUC | Read |
| Ly Transfer Out C | Read |
| Ly Transfer Out U | Read |
| Ly Ttl RTV Process Fee C | Read |
| Ly Wkrm / Other Costs C | Read |
| Ly WOH Cr | Read |
| Ly WOH Ur | Read |
| Op Avg Inv U | Read |
| Op Avg Store Inv C | Read |
| Op Avg Store Inv U | Read |
| Op Avg Store Sales C | Read |
| Op Avg Store Sales R | Read |
| Op Avg Store Sales U | Read |
| Op BOP Inv AUC | Read |
| Op BOP Inv C | Read |
| Op BOP Inv U | Read |
| Op Cash Discount C | Read |
| Op Cash Discount C % | Read |
| Op Clearance Sales AUC | Read |
| Op Clearance Sales AUR | Read |
| Op Clearance Sales C | Read |
| Op Clearance Sales R | Read |
| Op Clearance Sales U | Read |
| Op COGS C | Read |
| Op Commitments C | Read |
| Op Commitments U | Read |
| Op Cost Adjustment C | Read |
| Op Cost Adjustment C % | Read |
| Op Customer Returns AUC | Read |
| Op Customer Returns C | Read |
| Op Customer Returns C % | Read |

| Measure | Access |
|---------------------------|---------------|
| Op Customer Returns R | Read |
| Op Customer Returns R % | Read |
| Op Customer Returns U | Read |
| Op Customer Returns U % | Read |
| Op EOP Inv AUC | Read |
| Op EOP Inv C | Read |
| Op EOP Inv U | Read |
| Op Forward Cover C | Read |
| Op Forward Cover U | Read |
| Op Freight C | Read |
| Op Freight C % | Read |
| Op Gross Sales AUC | Read |
| Op Gross Sales C | Read |
| Op Gross Sales R | Read |
| Op Gross Sales U | Read |
| Op In Transit C | Read |
| Op In Transit U | Read |
| Op Inventory Adjustment C | Read |
| Op Inventory Adjustment U | Read |
| Op MMU R | Read |
| Op MMU R % | Read |
| Op MMU R % | Read |
| Op Promo Sales AUC | Read |
| Op Promo Sales AUR | Read |
| Op Promo Sales C | Read |
| Op Promo Sales R | Read |
| Op Promo Sales U | Read |
| Op Receipts AUC | Read |
| Op Receipts C | Read |
| Op Receipts U | Read |
| Op Reclass In AUC | Read |
| Op Reclass In C | Read |
| Op Reclass In U | Read |
| Op Reclass Out AUC | Read |
| Op Reclass Out C | Read |
| Op Reclass Out U | Read |

| Measure | Access |
|--------------------------------------|---------------|
| Op Regular Sales AUC | Read |
| Op Regular Sales AUR | Read |
| Op Regular Sales C | Read |
| Op Regular Sales R | Read |
| Op Regular Sales U | Read |
| Op Return Process Fee per Unit C | Read |
| Op Return to Vendor AUC | Read |
| Op Return to Vendor C | Read |
| Op Return to Vendor U | Read |
| Op Sales AUC | Read |
| Op Sales AUR | Read |
| Op Sales Contribution to Product C % | Read |
| Op Sales Contribution to Product R % | Read |
| Op Sales Contribution to Product U % | Read |
| Op Sales Contribution to Time C % | Read |
| Op Sales Contribution to Time R % | Read |
| Op Sales Contribution to Time U % | Read |
| Op Sales U | Read |
| Op Sales var Ly C % | Read |
| Op Sales var Ly R % | Read |
| Op Sell Thru C % | Read |
| Op Sell Thru U % | Read |
| Op Selling Store On Hand C | Read |
| Op Selling Store On Hand U | Read |
| Op Stk/Sls Cr | Read |
| Op Stk/Sls Ur | Read |
| Op Stock Adjustment C | Read |
| Op Stock Adjustment U | Read |
| Op Stock On Hand C | Read |
| Op Stock On Hand U | Read |
| Op TO Cr | Read |
| Op TO Ur | Read |
| Op Transfer In AUC | Read |
| Op Transfer In C | Read |
| Op Transfer In U | Read |
| Op Transfer Out AUC | Read |

| Measure | Access |
|--------------------------|---------------|
| Op Transfer Out C | Read |
| Op Transfer Out U | Read |
| Op Ttl RTV Process Fee C | Read |
| Op Wkrm / Other Costs C | Read |
| Op WOH Cr | Read |
| Op WOH Ur | Read |
| Tgt Avg Store Inv C | Read |
| Tgt Avg Store Inv U | Read |
| Tgt Avg Store Sales C | Read |
| Tgt Avg Store Sales R | Read |
| Tgt Avg Store Sales U | Read |
| Tgt Cash Discount C | Read |
| Tgt Cash Discount C % | Read |
| Tgt Clearance Sales AUC | Read |
| Tgt Clearance Sales C | Read |
| Tgt Clearance Sales R | Read |
| Tgt Clearance Sales U | Read |
| Tgt COGS C | Read |
| Tgt Commitments C | Read |
| Tgt Commitments U | Read |
| Tgt Cost Adjustment C | Read |
| Tgt Cost Adjustment C % | Read |
| Tgt Customer Returns C | Read |
| Tgt Customer Returns C % | Read |
| Tgt Customer Returns R | Read |
| Tgt Customer Returns R % | Read |
| Tgt Customer Returns U | Read |
| Tgt Customer Returns U % | Read |
| Tgt EOP Inv U | Read |
| Tgt Freight C | Read |
| Tgt Freight C % | Read |
| Tgt Gross Sales C | Read |
| Tgt Gross Sales R | Read |
| Tgt Gross Sales U | Read |
| Tgt MMU R | Read |
| Tgt MMU R | Read |

| Measure | Access |
|-----------------------------------|---------------|
| Tgt MMU R % | Read |
| Tgt MMU R % | Read |
| Tgt Outbound Freight C | Read |
| Tgt Outbound Freight C % | Read |
| Tgt Promo Sales C | Read |
| Tgt Promo Sales R | Read |
| Tgt Promo Sales U | Read |
| Tgt Receipts U | Read |
| Tgt Reclass In C | Read |
| Tgt Reclass In U | Read |
| Tgt Reclass Out C | Read |
| Tgt Reclass Out U | Read |
| Tgt Regular Sales C | Read |
| Tgt Regular Sales R | Read |
| Tgt Regular Sales U | Read |
| Tgt Return Process Fee per Unit C | Read |
| Tgt Return to Vendor C | Read |
| Tgt Return to Vendor U | Read |
| Tgt Sales AUC | Read |
| Tgt Sales AUR | Read |
| Tgt Sales U | Read |
| Tgt TO Ur | Read |
| Tgt Transfer In C | Read |
| Tgt Transfer Out C | Read |
| Tgt Transfer Out U | Read |
| Tgt Wkrm / Other Costs C | Read |
| Tgt WOH Cr | Read |
| Tgt WOH Ur | Read |
| Wa Avg Inv U | Read |
| Wa Avg Store Inv C | Read |
| Wa Avg Store Inv U | Read |
| Wa Avg Store Sales C | Read |
| Wa Avg Store Sales R | Read |
| Wa Avg Store Sales U | Read |
| Wa BOP Inv U | Read |
| Wa Cash Discount C | Read |

| Measure | Access |
|---------------------------|---------------|
| Wa Cash Discount C % | Read |
| Wa Clearance Sales AUC | Read |
| Wa Clearance Sales AUR | Read |
| Wa Clearance Sales C | Read |
| Wa Clearance Sales R | Read |
| Wa Clearance Sales U | Read |
| Wa COGS C | Read |
| Wa Cost Adjustment C | Read |
| Wa Cost Adjustment C % | Read |
| Wa Cost Variance C % | Read |
| Wa Customer Returns C | Read |
| Wa Customer Returns C % | Read |
| Wa Customer Returns R | Read |
| Wa Customer Returns R % | Read |
| Wa Customer Returns U | Read |
| Wa Customer Returns U % | Read |
| Wa EOP Inv AUC | Read |
| Wa EOP Inv U | Read |
| Wa Forward Cover C | Read |
| Wa Forward Cover U | Read |
| Wa Freight C | Read |
| Wa Freight C % | Read |
| Wa Gross Sales C | Read |
| Wa Gross Sales R | Read |
| Wa Gross Sales U | Read |
| Wa In Transit C | Read |
| Wa In Transit U | Read |
| Wa Inventory Adjustment C | Read |
| Wa Inventory Adjustment U | Read |
| Wa MMU R | Read |
| Wa MMU R % | Read |
| Wa Outbound Freight C | Read |
| Wa Outbound Freight C % | Read |
| Wa Promo Sales AUR | Read |
| Wa Promo Sales R | Read |
| Wa Promo Sales U | Read |

| Measure | Access |
|----------------------------------|---------------|
| Wa Receipts AUC | Read |
| Wa Receipts U | Read |
| Wa Reclass In AUC | Read |
| Wa Reclass In C | Read |
| Wa Reclass In U | Read |
| Wa Reclass Out AUC | Read |
| Wa Reclass Out C | Read |
| Wa Reclass Out U | Read |
| Wa Regular Sales AUC | Read |
| Wa Regular Sales AUR | Read |
| Wa Regular Sales C | Read |
| Wa Regular Sales R | Read |
| Wa Regular Sales U | Read |
| Wa Return Process Fee per Unit C | Read |
| Wa Return to Vendor AUC | Read |
| Wa Return to Vendor C | Read |
| Wa Return to Vendor U | Read |
| Wa Sales AUC | Read |
| Wa Sales AUR | Read |
| Wa Sales U | Read |
| Wa Sales var Ly C % | Read |
| Wa Sales var Ly R % | Read |
| Wa Selling Store On Hand C | Read |
| Wa Selling Store On Hand U | Read |
| Wa Stock Adjustment C | Read |
| Wa Stock Adjustment U | Read |
| Wa TO Ur | Read |
| Wa Transfer In C | Read |
| Wa Transfer In U | Read |
| Wa Transfer Out C | Read |
| Wa Transfer Out U | Read |
| Wa Ttl RTV Process Fee C | Read |
| Wa Wkrm / Other Costs C | Read |
| Wa WOH Cr | Read |
| Wa WOH Ur | Read |
| Wp Avg Inv var Ly C % | Read |

| Measure | Access |
|--|---------------|
| Wp Avg Inv var Ly U % | Read |
| Wp Avg Inv var Op C % | Read |
| Wp Avg Inv var Op U % | Read |
| Wp Avg Inv var Tgt C % | Read |
| Wp Avg Inv var Wa C % | Read |
| Wp Avg Store Inv C | Read |
| Wp Avg Store Inv U | Read |
| Wp Avg Store Sales C | Read |
| Wp Avg Store Sales R | Read |
| Wp Avg Store Sales U | Read |
| Wp BOP Inv C | Write |
| Wp BOP Inv C | Write |
| Wp BOP Inv var Op C % | Read |
| Wp Clearance Sales Contribution to Sales R % | Write |
| Wp Clearance Sales Contribution to Sales U % | Write |
| Wp Clearance Sales var Ly C % | Write |
| Wp Clearance Sales var Ly R % | Write |
| Wp Clearance Sales var Ly U % | Write |
| Wp COGS C | Read |
| Wp Cost Adjustment C | Read |
| Wp Cost Adjustment C | Write |
| Wp Cost Adjustment C % | Write |
| Wp Cost Variance C | Read |
| Wp Customer Returns AUC | Write |
| Wp Customer Returns C | Read |
| Wp Customer Returns C % | Write |
| Wp Customer Returns R | Read |
| Wp Customer Returns R % | Write |
| Wp Customer Returns U | Read |
| Wp Customer Returns U % | Write |
| Wp EOP Inv var Op C % | Read |
| Wp EOP Inv var Tgt C % | Read |
| Wp EOP Inv var Wa C % | Read |
| Wp Event Information Text | Write |
| Wp Freight var Ly C % | Read |
| Wp GM var Op R % | Read |

| Measure | Access |
|--|---------------|
| Wp GM var Wa R % | Read |
| Wp Gross Sales AUC | Read |
| Wp Gross Sales C | Read |
| Wp Gross Sales R | Read |
| Wp Gross Sales U | Read |
| Wp In Transit C | Read |
| Wp In Transit U | Read |
| Wp Inventory Comments Text | Write |
| Wp MMU var LY R % | Read |
| Wp Outbound Freight C | Write |
| Wp Outbound Freight C % | Write |
| Wp Outbound Freight var LY C % | Read |
| Wp Profitability Comments Text | Write |
| Wp Promo Sales Contribution to Sales R % | Write |
| Wp Promo Sales Contribution to Sales R % | Write |
| Wp Promo Sales Contribution to Sales U % | Write |
| Wp Promo Sales var Ly C % | Read |
| Wp Promo Sales var Ly R % | Write |
| Wp Promo Sales var Ly U % | Write |
| Wp Receipts var Op C % | Write |
| Wp Receipts var Tgt C % | Write |
| Wp Receipts var Wa C % | Write |
| Wp Reclass In AUC | Write |
| Wp Reclass Out AUC | Write |
| Wp Regular Sales Contribution to Sales R % | Write |
| Wp Regular Sales Contribution to Sales U % | Write |
| Wp Regular Sales var Ly C % | Write |
| Wp Regular Sales var Ly R % | Write |
| Wp Regular Sales var Ly U % | Write |
| Wp Return Process Fee per Unit C | Write |
| Wp Sales Comment Text | Write |
| Wp Sales Contribution to Product R % | Write |
| Wp Sales Contribution to Product U % | Write |
| Wp Sales Contribution to Time U % | Write |
| Wp Sales U | Write |
| Wp Sales var Op C % | Write |

| Measure | Access |
|----------------------------|---------------|
| Wp Sales var Op R % | Write |
| Wp Sales var Wa C % | Write |
| Wp Sales var Wa R % | Write |
| Wp Sell Thru C % | Write |
| Wp Selling Store On Hand C | Read |
| Wp Selling Store On Hand U | Read |
| Wp Stk/Sls Cr | Read |
| Wp Stk/Sls Ur | Read |
| Wp Stock Adjustment C | Read |
| Wp Stock Adjustment U | Read |
| Wp Stock On Hand C | Read |
| Wp Stock On Hand U | Read |
| Wp Transfer In AUC | Write |
| Wp Transfer In C | Write |
| Wp Transfer In U | Write |
| Wp Transfer Out AUC | Write |
| Wp Transfer Out C | Write |
| Wp Transfer Out U | Write |
| Wp Ttl RTV Process Fee C | Read |
| Wp WOH Cr | Read |
| Wp WOH Ur | Read |

Planner Role Extra Measures

Measures in the following table are available within Planner pre-season worksheets, but must be added via Show/Hide. See the *RPAS Online Help* or *RPAS RPAS User Guide* for more information on adding measures to worksheets.

| Planner Role Extra Measures | |
|--|---------------|
| Measure | Access |
| Ly Avg Store Inv C | Read |
| Ly Avg Store Inv U | Read |
| Ly Avg Store Sales C | Read |
| Ly Avg Store Sales R | Read |
| Ly Avg Store Sales U | Read |
| Ly Cash Discount C | Read |
| Ly Clearance Sales Contribution to Sales C % | Read |
| Ly Clearance Sales Contribution to Sales R % | Read |

Planner Role Extra Measures

| Measure | Access |
|--|---------------|
| Ly Clearance Sales Contribution to Sales U % | Read |
| Ly COGS C | Read |
| Ly Commitments C | Read |
| Ly Commitments U | Read |
| Ly Cost Adjustment C | Read |
| Ly Cost Adjustment C | Read |
| Ly Cost Adjustment C % | Read |
| Ly Cost Variance C | Read |
| Ly Customer Returns AUC | Read |
| Ly Customer Returns C | Read |
| Ly Customer Returns C % | Read |
| Ly Customer Returns R | Read |
| Ly Customer Returns R % | Read |
| Ly Customer Returns U | Read |
| Ly Customer Returns U % | Read |
| Ly Event Information Text | Read |
| Ly Freight C | Read |
| Ly Gross Sales AUC | Read |
| Ly Gross Sales C | Read |
| Ly Gross Sales R | Read |
| Ly Gross Sales U | Read |
| Ly In Transit C | Read |
| Ly In Transit U | Read |
| Ly Inventory Adjustment C | Read |
| Ly Inventory Adjustment U | Read |
| Ly Inventory Comments Text | Read |
| Ly MMU R | Read |
| Ly On Order C | Read |
| Ly On Order Cxl C | Read |
| Ly On Order Cxl U | Read |
| Ly On Order U | Read |
| Ly OTB C | Read |
| Ly OTB U | Read |
| Ly Outbound Freight C | Read |
| Ly Outbound Freight C % | Read |

Planner Role Extra Measures

| Measure | Access |
|--|---------------|
| Ly Profitability Comments Text | Read |
| Ly Promo Sales Contribution to Sales C % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Promo Sales Contribution to Sales U % | Read |
| Ly Reclass In AUC | Read |
| Ly Reclass In U | Read |
| Ly Reclass Out AUC | Read |
| Ly Reclass Out U | Read |
| Ly Regular Sales Contribution to Sales C % | Read |
| Ly Regular Sales Contribution to Sales R % | Read |
| Ly Regular Sales Contribution to Sales U % | Read |
| Ly Return Process Fee per Unit C | Read |
| Ly Sales Comment Text | Read |
| Ly Sales Contribution to Product U % | Read |
| Ly Sales Contribution to Time U % | Read |
| Ly Sell Thru C % | Read |
| Ly Selling Store On Hand C | Read |
| Ly Selling Store On Hand U | Read |
| Ly Stk/Sls Cr | Read |
| Ly Stk/Sls Ur | Read |
| Ly Stock Adjustment C | Read |
| Ly Stock Adjustment U | Read |
| Ly Stock On Hand C | Read |
| Ly Stock On Hand U | Read |
| Ly Transfer In AUC | Read |
| Ly Transfer In C | Read |
| Ly Transfer In U | Read |
| Ly Transfer Out AUC | Read |
| Ly Transfer Out C | Read |
| Ly Transfer Out U | Read |
| Ly Ttl RTV Process Fee C | Read |
| Ly Wkrm / Other Costs C | Read |
| Ly WOH Cr | Read |
| Ly WOH Ur | Read |

Planner Role Extra Measures

| Measure | Access |
|-------------------------|---------------|
| Op Avg Inv U | Read |
| Op Avg Store Inv C | Read |
| Op Avg Store Inv U | Read |
| Op Avg Store Sales C | Read |
| Op Avg Store Sales R | Read |
| Op Avg Store Sales U | Read |
| Op BOP Inv AUC | Read |
| Op BOP Inv C | Read |
| Op BOP Inv U | Read |
| Op Cash Discount C | Read |
| Op Cash Discount C % | Read |
| Op Clearance Sales AUC | Read |
| Op Clearance Sales AUR | Read |
| Op Clearance Sales C | Read |
| Op Clearance Sales R | Read |
| Op Clearance Sales U | Read |
| Op COGS C | Read |
| Op Commitments C | Read |
| Op Commitments U | Read |
| Op Cost Adjustment C | Read |
| Op Cost Adjustment C % | Read |
| Op Customer Returns AUC | Read |
| Op Customer Returns C | Read |
| Op Customer Returns C % | Read |
| Op Customer Returns R | Read |
| Op Customer Returns R % | Read |
| Op Customer Returns U | Read |
| Op Customer Returns U % | Read |
| Op EOP Inv AUC | Read |
| Op EOP Inv C | Read |
| Op EOP Inv U | Read |
| Op Forward Cover C | Read |
| Op Forward Cover U | Read |
| Op Freight C | Read |
| Op Freight C % | Read |

Planner Role Extra Measures

| Measure | Access |
|---------------------------|---------------|
| Op Gross Sales AUC | Read |
| Op Gross Sales C | Read |
| Op Gross Sales R | Read |
| Op Gross Sales U | Read |
| Op In Transit C | Read |
| Op In Transit U | Read |
| Op Inventory Adjustment C | Read |
| Op Inventory Adjustment U | Read |
| Op MMU R | Read |
| Op MMU R | Read |
| Op MMU R % | Read |
| Op MMU R % | Read |
| Op On Order C | Read |
| Op On Order Cxl C | Read |
| Op On Order Cxl U | Read |
| Op On Order U | Read |
| Op OTB C | Read |
| Op OTB U | Read |
| Op Outbound Freight C | Read |
| Op Outbound Freight C % | Read |
| Op Promo Sales AUC | Read |
| Op Promo Sales AUR | Read |
| Op Promo Sales C | Read |
| Op Promo Sales R | Read |
| Op Promo Sales U | Read |
| Op Receipts AUC | Read |
| Op Receipts C | Read |
| Op Receipts U | Read |
| Op Reclass In AUC | Read |
| Op Reclass In C | Read |
| Op Reclass In U | Read |
| Op Reclass Out AUC | Read |
| Op Reclass Out C | Read |
| Op Reclass Out U | Read |
| Op Regular Sales AUC | Read |

Planner Role Extra Measures

| Measure | Access |
|--------------------------------------|---------------|
| Op Regular Sales AUR | Read |
| Op Regular Sales C | Read |
| Op Regular Sales R | Read |
| Op Regular Sales U | Read |
| Op Return Process Fee per Unit C | Read |
| Op Return to Vendor AUC | Read |
| Op Return to Vendor C | Read |
| Op Return to Vendor U | Read |
| Op Sales AUC | Read |
| Op Sales AUR | Read |
| Op Sales Contribution to Product C % | Read |
| Op Sales Contribution to Product R % | Read |
| Op Sales Contribution to Product U % | Read |
| Op Sales Contribution to Time C % | Read |
| Op Sales Contribution to Time R % | Read |
| Op Sales Contribution to Time U % | Read |
| Op Sales R | Read |
| Op Sales U | Read |
| Op Sales var Ly C % | Read |
| Op Sales var Ly R % | Read |
| Op Sell Thru C % | Read |
| Op Sell Thru U % | Read |
| Op Selling Store On Hand C | Read |
| Op Selling Store On Hand U | Read |
| Op Stk/Sls Cr | Read |
| Op Stk/Sls Ur | Read |
| Op Stock Adjustment C | Read |
| Op Stock Adjustment U | Read |
| Op Stock On Hand C | Read |
| Op Stock On Hand U | Read |
| Op TO Cr | Read |
| Op TO Ur | Read |
| Op Transfer In AUC | Read |
| Op Transfer In C | Read |
| Op Transfer In U | Read |

Planner Role Extra Measures

| Measure | Access |
|--------------------------|---------------|
| Op Transfer Out AUC | Read |
| Op Transfer Out C | Read |
| Op Transfer Out U | Read |
| Op Ttl RTV Process Fee C | Read |
| Op Wkrm / Other Costs C | Read |
| Op WOH Cr | Read |
| Op WOH Ur | Read |
| Tgt Avg Store Inv C | Read |
| Tgt Avg Store Inv U | Read |
| Tgt Avg Store Sales C | Read |
| Tgt Avg Store Sales R | Read |
| Tgt Avg Store Sales U | Read |
| Tgt Cash Discount C | Read |
| Tgt Cash Discount C % | Read |
| Tgt Clearance Sales AUC | Read |
| Tgt Clearance Sales C | Read |
| Tgt Clearance Sales R | Read |
| Tgt Clearance Sales U | Read |
| Tgt COGS C | Read |
| Tgt Commitments C | Read |
| Tgt Commitments U | Read |
| Tgt Cost Adjustment C | Read |
| Tgt Cost Adjustment C % | Read |
| Tgt Customer Returns C | Read |
| Tgt Customer Returns C % | Read |
| Tgt Customer Returns R | Read |
| Tgt Customer Returns R % | Read |
| Tgt Customer Returns U | Read |
| Tgt Customer Returns U % | Read |
| Tgt EOP Inv U | Read |
| Tgt Freight C | Read |
| Tgt Freight C % | Read |
| Tgt Gross Sales C | Read |
| Tgt Gross Sales R | Read |
| Tgt Gross Sales U | Read |

| Planner Role Extra Measures | |
|------------------------------------|---------------|
| Measure | Access |
| Tgt MMU R | Read |
| Tgt MMU R % | Read |
| Tgt Outbound Freight C | Read |
| Tgt Outbound Freight C % | Read |
| Tgt Promo Sales C | Read |
| Tgt Promo Sales R | Read |
| Tgt Promo Sales U | Read |
| Tgt Receipts U | Read |
| Tgt Reclass In C | Read |
| Tgt Reclass In U | Read |
| Tgt Reclass Out C | Read |
| Tgt Reclass Out U | Read |
| Tgt Regular Sales C | Read |
| Tgt Regular Sales R | Read |
| Tgt Regular Sales U | Read |
| Tgt Return Process Fee per Unit C | Read |
| Tgt Return to Vendor C | Read |
| Tgt Return to Vendor U | Read |
| Tgt Sales AUC | Read |
| Tgt Sales AUR | Read |
| Tgt Sales U | Read |
| Tgt TO Ur | Read |
| Tgt Transfer In C | Read |
| Tgt Transfer Out C | Read |
| Tgt Transfer Out U | Read |
| Tgt Wkrm / Other Costs C | Read |
| Tgt WOH Cr | Read |
| Tgt WOH Ur | Read |
| Wa Avg Inv U | Read |
| Wa Avg Store Inv C | Read |
| Wa Avg Store Inv U | Read |
| Wa Avg Store Sales C | Read |
| Wa Avg Store Sales R | Read |
| Wa Avg Store Sales U | Read |
| Wa BOP Inv U | Read |

Planner Role Extra Measures

| Measure | Access |
|---------------------------|---------------|
| Wa Cash Discount C | Read |
| Wa Cash Discount C % | Read |
| Wa Clearance Sales AUC | Read |
| Wa Clearance Sales AUR | Read |
| Wa Clearance Sales C | Read |
| Wa Clearance Sales R | Read |
| Wa Clearance Sales U | Read |
| Wa COGS C | Read |
| Wa Cost Adjustment C | Read |
| Wa Cost Adjustment C % | Read |
| Wa Cost Variance C % | Read |
| Wa Customer Returns C | Read |
| Wa Customer Returns C % | Read |
| Wa Customer Returns R | Read |
| Wa Customer Returns R % | Read |
| Wa Customer Returns U | Read |
| Wa Customer Returns U % | Read |
| Wa EOP Inv AUC | Read |
| Wa EOP Inv U | Read |
| Wa Forward Cover C | Read |
| Wa Forward Cover U | Read |
| Wa Freight C | Read |
| Wa Freight C % | Read |
| Wa GMROI C | Read |
| Wa Gross Sales C | Read |
| Wa Gross Sales R | Read |
| Wa Gross Sales U | Read |
| Wa In Transit C | Read |
| Wa In Transit U | Read |
| Wa Inventory Adjustment C | Read |
| Wa Inventory Adjustment U | Read |
| Wa MMU R | Read |
| Wa MMU R % | Read |
| Wa Outbound Freight C | Read |
| Wa Outbound Freight C % | Read |

| Planner Role Extra Measures | |
|------------------------------------|---------------|
| Measure | Access |
| Wa Promo Sales AUR | Read |
| Wa Promo Sales R | Read |
| Wa Promo Sales U | Read |
| Wa Receipts AUC | Read |
| Wa Receipts C | Read |
| Wa Receipts U | Read |
| Wa Reclass In AUC | Read |
| Wa Reclass In C | Read |
| Wa Reclass In U | Read |
| Wa Reclass Out AUC | Read |
| Wa Reclass Out C | Read |
| Wa Reclass Out U | Read |
| Wa Regular Sales AUC | Read |
| Wa Regular Sales AUR | Read |
| Wa Regular Sales C | Read |
| Wa Regular Sales R | Read |
| Wa Regular Sales U | Read |
| Wa Return Process Fee per Unit C | Read |
| Wa Return to Vendor AUC | Read |
| Wa Return to Vendor C | Read |
| Wa Return to Vendor U | Read |
| Wa Sales AUC | Read |
| Wa Sales AUR | Read |
| Wa Sales C | Read |
| Wa Sales R | Read |
| Wa Sales U | Read |
| Wa Sales var Ly C % | Read |
| Wa Sales var Ly R % | Read |
| Wa Selling Store On Hand C | Read |
| Wa Selling Store On Hand U | Read |
| Wa Stock Adjustment C | Read |
| Wa Stock Adjustment U | Read |
| Wa TO Cr | Read |
| Wa TO Ur | Read |
| Wa Transfer In C | Read |

Planner Role Extra Measures

| Measure | Access |
|--|---------------|
| Wa Transfer In U | Read |
| Wa Transfer Out C | Read |
| Wa Transfer Out U | Read |
| Wa Ttl RTV Process Fee C | Read |
| Wa Wkrm / Other Costs C | Read |
| Wa WOH Cr | Read |
| Wa WOH Ur | Read |
| Wp Avg Inv var Ly C % | Read |
| Wp Avg Inv var Ly U % | Read |
| Wp Avg Inv var Op C % | Read |
| Wp Avg Inv var Op U % | Read |
| Wp Avg Inv var Tgt C % | Read |
| Wp Avg Inv var Tgt U % | Read |
| Wp Avg Store Inv C | Read |
| Wp Avg Store Inv U | Read |
| Wp Avg Store Sales C | Read |
| Wp Avg Store Sales R | Read |
| Wp Avg Store Sales U | Read |
| Wp BOP Inv var Op C % | Read |
| Wp Clearance Sales Contribution to Sales R % | Write |
| Wp Clearance Sales Contribution to Sales U % | Write |
| Wp Clearance Sales var Ly C % | Write |
| Wp Clearance Sales var Ly R % | Write |
| Wp Clearance Sales var Ly U % | Write |
| Wp COGS C | Read |
| Wp Cost Adjustment C | Read |
| Wp Cost Adjustment C | Write |
| Wp Cost Adjustment C % | Write |
| Wp Cost Variance C | Read |
| Wp Customer Returns AUC | Write |
| Wp Customer Returns C | Write |
| Wp Customer Returns C % | Write |
| Wp Customer Returns R | Write |
| Wp Customer Returns R % | Write |
| Wp Customer Returns U | Write |

Planner Role Extra Measures

| Measure | Access |
|--|---------------|
| Wp Customer Returns U % | Write |
| Wp EOP Inv var Op C % | Read |
| Wp EOP Inv var Op U % | Read |
| Wp EOP Inv var Tgt U % | Read |
| Wp Event Information Text | Write |
| Wp Freight var Ly C % | Read |
| Wp GM var Op R % | Read |
| Wp Gross Sales AUC | Read |
| Wp Gross Sales C | Read |
| Wp Gross Sales R | Read |
| Wp Gross Sales U | Read |
| Wp In Transit C | Write |
| Wp In Transit U | Write |
| Wp Inventory Comments Text | Write |
| Wp KP BOP Inv Contribution to TP C % | Read |
| Wp KP BOP Inv Contribution to TP U % | Read |
| Wp KP EOP Inv Contribution to TP C% C % | Read |
| Wp KP EOP Inv Contribution to TP C% U % | Read |
| Wp KP EOP Inv Contribution to TP R% C % | Read |
| Wp KP EOP Inv Contribution to TP R% U % | Read |
| Wp KP EOP Inv Contribution to TP U% C % | Read |
| Wp KP EOP Inv Contribution to TP U% U % | Read |
| Wp KP Sales Contribution to TP C% C % | Read |
| Wp KP Sales Contribution to TP C% U % | Read |
| Wp KP Sales Contribution to TP R% C % | Read |
| Wp KP Sales Contribution to TP R% U % | Read |
| Wp KP Sales Contribution to TP U% C % | Read |
| Wp KP Sales Contribution to TP U% U % | Read |
| Wp MMU var LY R % | Read |
| Wp Outbound Freight C | Write |
| Wp Outbound Freight C % | Write |
| Wp Outbound Freight var LY C % | Write |
| Wp Profitability Comments Text | Write |
| Wp Promo Sales Contribution to Sales R % | Write |
| Wp Promo Sales Contribution to Sales R % | Write |

Planner Role Extra Measures

| Measure | Access |
|--|---------------|
| Wp Promo Sales Contribution to Sales U % | Write |
| Wp Promo Sales var Ly C % | Write |
| Wp Promo Sales var Ly R % | Write |
| Wp Promo Sales var Ly U % | Write |
| Wp Receipts var Op C % | Write |
| Wp Reclass In AUC | Write |
| Wp Reclass Out AUC | Write |
| Wp Regular Sales Contribution to Sales R % | Write |
| Wp Regular Sales Contribution to Sales U % | Write |
| Wp Regular Sales var Ly C % | Write |
| Wp Regular Sales var Ly R % | Write |
| Wp Regular Sales var Ly U % | Write |
| Wp Return Process Fee per Unit C | Write |
| Wp Sales Comment Text | Write |
| Wp Sales Contribution to Product R % | Write |
| Wp Sales Contribution to Product U % | Write |
| Wp Sales Contribution to Time U % | Write |
| Wp Sales var Op C % | Write |
| Wp Sales var Op R % | Write |
| Wp Sales var Tgt U % | Write |
| Wp Sell Thru C % | Read |
| Wp Selling Store On Hand C | Read |
| Wp Selling Store On Hand U | Read |
| Wp Stk/Sls Cr | Read |
| Wp Stk/Sls Ur | Read |
| Wp Stock Adjustment C | Read |
| Wp Stock Adjustment U | Read |
| Wp Stock On Hand C | Read |
| Wp Stock On Hand U | Read |
| Wp Store Close Date Date | Read |
| Wp Store Open Date Date | Read |
| Wp Transfer In AUC | Write |
| Wp Transfer In C | Write |
| Wp Transfer In U | Write |
| Wp Transfer Out AUC | Write |

Planner Role Extra Measures

| Measure | Access |
|--------------------------|---------------|
| Wp Transfer Out C | Write |
| Wp Transfer Out U | Write |
| Wp Ttl RTV Process Fee C | Read |
| Wp WOH Cr | Read |
| Wp WOH Ur | Read |

In-Season Financial Planning Process

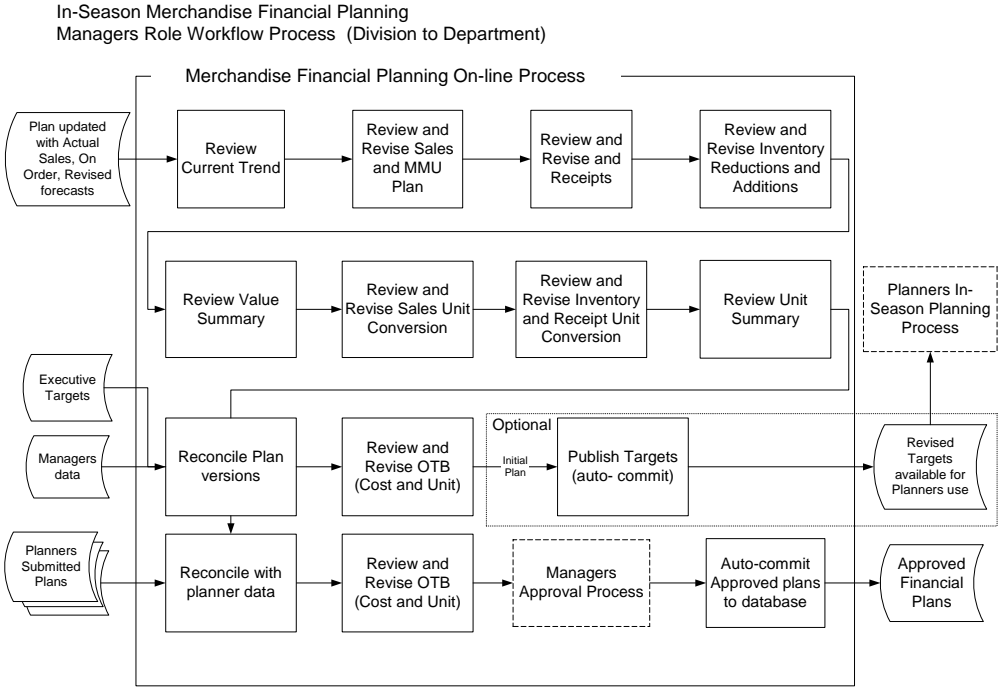
Once the selling period begins, you use the In-Season Planning worksheets to review progress against the plan and make adjustments to the plan.

In-season financial planning is performed using the In-Season Financial Plan workbook. The worksheets in this workbook include measures that show how the selling season is performing relative to plan. This workbook includes all worksheets that are part of the Pre-Season workbook, and two additional ones. Two Open-To-Buy (OTB) worksheets are available to assist you in controlling OTB and to identify opportunities and actions.

Two plan versions are updated with data as during the In-Season Planning process. Many Working Plan (Wp) measures (such as Sales and Receipts) are updated weekly with Actual data. A regenerated demand sales forecast (Fcst) is updated to take into account the loaded actuals. Using the loaded data and the current plan, a user may adjust the Working plan measures for future time periods (for example, non-elapsed time). When the new plan is approved, the Current Plan (Cp) measures are updated with the changed data. The Original Plan approved during the Pre-Season planning process is never changed.

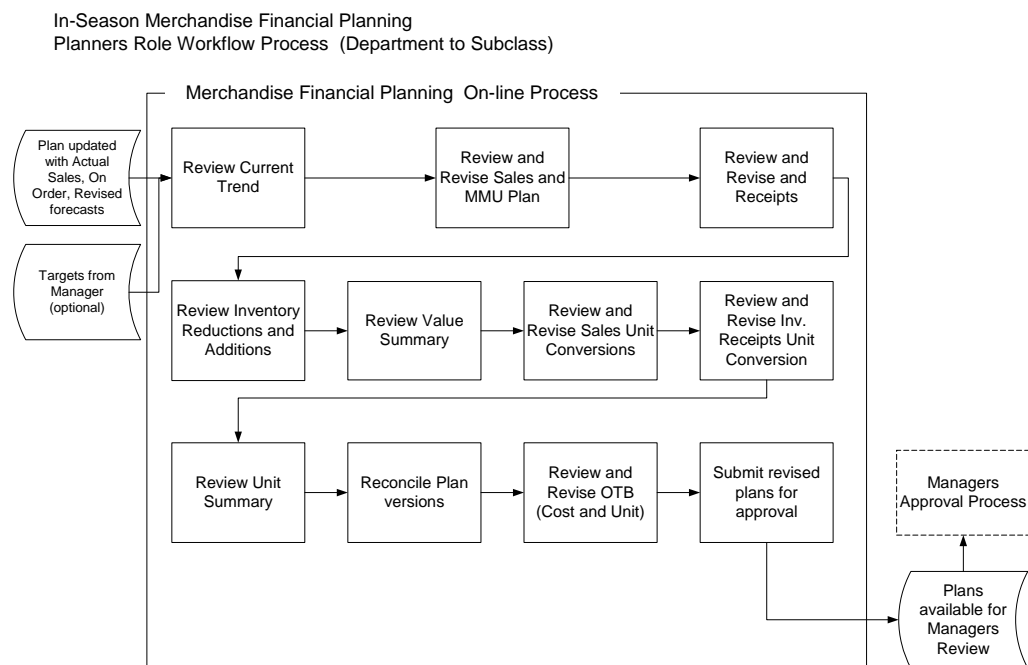
Manager's Process

The following diagram shows the manager's steps in the In-Season Planning process:



Planner's Process

The following diagram shows the planner's steps in the In-Season Planning process:



In-Season Financial Plan Worksheets

The In-Season Financial Plan workbook contains the following worksheets:

- Review Trend – Inv_Rcpt Unit Conversion
- Sales and MMU – Unit Summary
- Receipts – Reconcile Submitted Plan (manager only)
- Reconcile (planner only)
- Inventory – Cost OTB
- Value Summary – Unit OTB
- Sales Unit Conversion – Approval

The workbook can be initially created as part of the regular automated workbook build process. The workbook can also be built manually by running the Planning Workbook Wizard.

A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Note: If during the workbook build process you do not select a time period that contains the current date, the entire workbook will be read-only. The application must have the current date included in the workbook to determine the “elapsed” weeks in an In-Season workbook.

Assumptions

- The In-Season plan is automatically seeded with Current Plan data as a starting point for key planning metrics such as Sales Receipts.
- The Working Plan and Current Plan versions are automatically updated with Actual data for elapsed time periods and cannot be changed.
- Current Plan values cannot be changed directly on the worksheet. Current Plan is updated when the Working Plan is submitted for approval and approved by the manager.
- If a value or variance is changed at a time level that includes historical data (Actual), the data in the Actual time periods will not change. The aggregate changed value will be spread/replicated to non-expired time only.

Review Trend Worksheet

You may use the Review Trend worksheet to review current values for sales, receipts, inventory (including turn), and gross margin, and compare them to the Current Plan and forecasted sales. This worksheet provides you with a snapshot of the current state of many of the key planning performance indicators including variances to LY and Current Plan (CP). This worksheet is similar to the View Targets – Pre-Season worksheet, except the comparisons in this worksheet are primarily to the Current Plan instead of Target.

Measure List

The Review Trend worksheet contains the following measures. See the measure list for View Targets Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

| Measure | Access |
|-----------------------------------|--------|
| FrcIn Demand R | Read |
| Wp Sales var Demand In-Season R % | Write |
| Wp Sales R | Write |
| Cp Sales R | Read |
| Wp Sales var Cp R % | Write |
| Ly Sales R | Read |
| Wp Sales var Ly R % | Write |
| Wp Sales C | Write |
| Cp Sales C | Read |
| Wp Sales var Cp C % | Write |
| Ly Sales C | Read |
| Wp Sales var Ly C % | Write |
| Wp GM R | Read |
| Wp GM R % | Read |
| Cp GM R | Read |
| Cp GM R % | Read |
| Wp GM var CP R % | Read |
| Ly GM R | Read |

| Measure | Access |
|------------------|--------|
| Ly GM R % | Read |
| Wp GM var Ly R % | Read |
| Wp Avg Inv C | Read |
| Cp Avg Inv C | Read |
| Ly Avg Inv C | Read |
| Tgt TO Cr | Read |
| Wp TO Cr | Read |
| Cp TO Cr | Read |
| Ly TO Cr | Read |

Sales and MMU Worksheet

On the Sales and MMU worksheet, you may review values and change variances or change sales values for any forward time period in the workbook. You may use the Sales worksheet to view actual Sales and Sales Type values and variances to the current plan. This worksheet includes variances and other sales analysis measures such as contribution to time and contribution to product, and sales build rate.

Assumptions

- The plan is automatically seeded with Current Plan data as a starting point for key planning metrics such as Sales, Receipts.
- The Working Plan and Current versions are automatically updated with Actual data for elapsed time periods and cannot be changed.
- If a value or variance is changed at a time level that includes historical data (Actual), the data in the Actual time periods will not change. The aggregate changed value will be spread/replicated to non-expired time only.

Measure List

The Sales and MMU worksheet contains the following measures. Refer to the measure list for Sales and MMU Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

| Measure | Access |
|-----------------------------------|--------|
| FrcIn Demand R | Read |
| Wp Sales var Demand In-Season R % | Write |
| Wp Sales R | Write |
| Cp Sales R | Read |
| Wp Sales var Cp R % | Write |
| Ly Sales R | Read |
| Wp Sales var Ly R % | Write |
| Wp Regular Sales R | Write |
| Wp Promo Sales R | Write |
| Wp Clearance Sales R | Write |

| Measure | Access |
|--|---------------|
| Cp Regular Sales R | Read |
| Cp Promo Sales R | Read |
| Cp Clearance Sales R | Read |
| Ly Regular Sales R | Read |
| Ly Promo Sales R | Read |
| Ly Clearance Sales R | Read |
| Wp Regular Sales Contribution to Sales R | Write |
| Wp Promo Sales Contribution to Sales R | Write |
| Wp Clearance Sales Contribution to Sales R | Write |
| Cp Regular Sales Contribution to Sales R | Read |
| Cp Promo Sales Contribution to Sales R | Read |
| Cp Clearance Sales Contribution to Sales R | Read |
| Wp Sales Contribution to Product R % | Read |
| Cp Sales Contribution to Product R % | Read |
| Wp Sales Contribution to Time R % | Read |
| Cp Sales Contribution to Time R % | Read |
| Wp Sales C | Write |
| Cp Sales C | Read |
| Wp Sales var Cp C % | Write |
| Ly Sales C | Read |
| Wp Sales var Ly C % | Write |
| Wp Regular Sales C | Write |
| Wp Promo Sales C | Write |
| Wp Clearance Sales C | Write |
| Cp Regular Sales C | Read |
| Cp Promo Sales C | Read |
| Cp Clearance Sales C | Read |
| Ly Regular Sales C | Read |
| Ly Promo Sales C | Read |
| Ly Clearance Sales C | Read |
| Wp Regular Sales Contribution to Sales C % | Write |
| Wp Promo Sales Contribution to Sales C % | Write |
| Wp Clearance Sales Contribution to Sales C % | Write |
| Cp Regular Sales Contribution to Sales C % | Read |
| Cp Promo Sales Contribution to Sales C % | Read |
| Cp Clearance Sales Contribution to Sales C % | Read |

| Measure | Access |
|--------------------------------------|--------|
| Wp Sales Contribution to Product C % | Read |
| Cp Sales Contribution to Product C % | Read |
| Wp Sales Contribution to Time C % | Read |
| Cp Sales Contribution to Time C % | Read |
| Wp MMU R | Read |
| Wp MMU R % | Write |
| Cp MMU R | Read |
| Cp MMU R % | Read |
| Ly MMU R | Read |
| Ly MMU R % | Read |

Receipts Worksheet

You may use the Receipts worksheet to review actual values for Receipts and On-Order in the In-Season Planning process. Receipts are editable for future time periods so you can manipulate and balance the stock/sales position. You may edit Commitments and On-Order Cancel measures so that an accurate On-Order value may be achieved.

Commitments are used to account for orders that have been approved in the purchase order system. On-Order Cancel is used to account for orders cancelled since the last on-order file was loaded. Changes to Commitments and On Order Cancel will affect the amount of Open to Buy available; they do not impact Receipts.

Assumptions

- The plan is automatically seeded with Ly data as a starting point for key planning metrics such as Sales, Receipts.
- The Working Plan and Current Plan versions are automatically updated with Actual data for elapsed time periods and cannot be changed.

Note: If a value or variance is changed at a time level that includes historical data (Actual), the data in the Actual time periods will not change. The aggregate changed value will be spread/replicated to non-expired time only.

Measure List

The Receipts worksheet contains the following measures. See the measure list for Inventory/Receipt Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

| Measure | Access |
|---------------|--------|
| Wp Sales C | Write |
| Cp Sales C | Read |
| Ly Sales C | Read |
| Wp Receipts C | Write |
| Cp Receipts C | Read |

| Measure | Access |
|-------------------------|---------------|
| Ly Receipts C | Read |
| Wp On Order C | Read |
| Cp On Order C | Read |
| Wp Commitments C | Write |
| Cp Commitments C | Read |
| Wp On Order Cxl C | Read |
| Cp On Order Cxl C | Read |
| Wp Freight C | Read |
| Wp Freight C % | Write |
| Cp Freight C % | Write |
| Ly Freight C % | Read |
| Wp Cash Discount C | Write |
| Wp Cash Discount C % | Write |
| Cp Cash Discount C % | Read |
| Ly Cash Discount C % | Read |
| Wp Wkrm / Other Costs C | Write |
| Cp Wkrm / Other Costs C | Read |
| Ly Wkrm / Other Costs C | Read |
| Wp GM R | Read |
| Wp GM R % | Read |
| Cp GM R | Read |
| Cp GM R % | Read |
| Wp GM var Ly R % | Read |
| Ly GM R | Read |

Inventory Worksheet

You may review inventory and receipt values using the Inventory worksheet. BOP inventory, EOP inventory, Receipts, and the forward cover are editable for future time periods. Additional inventory additions and reduction measures are available. When changed, they will affect EOP: Returns to Vendor, Transfers In, Transfers Out, Reclassifications In and Reclassifications Out.

Receipt changes will flow through to all forward EOP Cs and BOP C's. Editing EOP C has a smoothing effect on Receipts in that they are shifted between the period the edit is made and the following period. Edits to BOP C will also shift Receipts between the period the edit is made and the prior period provided the prior period is not expired time.

Measure List

The Inventory worksheet contains the following measures. See the measure list for Inventory/Receipt Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

| Measure | Access |
|---------------------------|---------------|
| Wp BOP Inv C | Write |
| Cp BOP Inv C | Read |
| Wp BOP Inv var Cp C % | Read |
| Ly BOP Inv C | Read |
| Wp Sales C | Write |
| Cp Sales C | Read |
| Wp Sales var Cp C % | Write |
| Ly Sales C | Read |
| Wp Receipts C | Write |
| Cp Receipts C | Read |
| Wp Receipts var Cp C % | Write |
| Ly Receipts C | Read |
| Wp Return to Vendor C | Write |
| Cp Return to Vendor C | Read |
| Ly Return to Vendor C | Read |
| Wp Transfer In C | Write |
| Cp Transfer In C | Read |
| Wp Transfer Out C | Write |
| Cp Transfer Out C | Read |
| Wp Inventory Adjustment C | Write |
| Cp Inventory Adjustment C | Read |
| Wp EOP Inv C | Write |
| Cp EOP Inv C | Read |
| Ly EOP Inv C | Read |
| Wp Avg Inv C | Read |
| Cp Avg Inv C | Read |
| Ly Avg Inv C | Read |
| Wp TO Cr | Read |
| Cp TO Cr | Read |
| Ly TO Cr | Read |
| Wp Forward Cover C | Write |
| Cp Forward Cover C | Read |
| Ly Forward Cover C | Read |

| Measure | Access |
|------------|--------|
| Wp GMROI C | Read |
| Cp GMROI C | Read |
| Ly GMROI C | Read |

Value Summary Worksheet

You may review all values using the Summary Values worksheet. This worksheet is similar to the Plan Summary – Values worksheet for pre-season planning except it includes the Current Plan (Cp) version. You may compare plan variances to Current Plan (Cp) and LY.

Measure List

The Value Summary worksheet contains the following measures. See the measure list for Value Summary Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

| Measure | Access |
|------------------------|--------|
| Wp Sales R | Write |
| Cp Sales R | Read |
| Wp Sales var Cp R % | Write |
| Ly Sales R | Read |
| Wp Sales var Ly R % | Write |
| Wp BOP Inv C | Write |
| Cp BOP Inv C | Read |
| Wp BOP Inv var Cp C % | Read |
| Ly BOP Inv C | Read |
| Wp BOP Inv var Ly C % | Read |
| Wp Sales C | Write |
| Cp Sales C | Read |
| Wp Sales var Cp C % | Write |
| Ly Sales C | Read |
| Wp Sales var Ly C % | Write |
| Wp Receipts C | Write |
| Cp Receipts C | Read |
| Wp Receipts var Cp C % | Read |
| Ly Receipts C | Read |
| Wp Receipts var Ly C % | Read |
| Wp EOP Inv C | Read |
| Cp EOP Inv C | Read |
| Wp EOP Inv var Cp C % | Read |

| Measure | Access |
|-----------------------|---------------|
| Ly EOP Inv C | Read |
| Wp EOP Inv var Ly C % | Read |
| Wp Avg Inv C | Read |
| Cp Avg Inv C | Read |
| Ly Avg Inv C | Read |
| Wp TO Cr | Read |
| Cp TO Cr | Read |
| Ly TO Cr | Read |
| Wp GM R | Read |
| Wp GM R % | Read |
| Cp GM R | Read |
| Cp GM R % | Read |
| Wp GM var Cp R % | Read |
| Ly GM R | Read |
| Ly GM R % | Read |
| Wp GM var Ly R % | Read |
| Wp GMROI C | Read |
| Cp GMROI C | Read |
| Ly GMROI C | Read |

Sales Unit Conversion Worksheet

Using the Sales Units worksheet, you may review actual values, units and Average Unit Cost (AUC). You may change future Cost values, which will recalculate future units, or you may adjust unit amounts to recalculate the AUC. If you edit units, the cost values will remain unchanged.

Measure List

The Sales Unit Conversion worksheet contains the following measures. Refer to the measure list for Sales Unit Conversion Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

| Measure | Access |
|---------------------|---------------|
| Wp Sales C | Write |
| Wp Sales U | Write |
| Cp Sales U | Read |
| Wp Sales var Cp U % | Write |
| Ly Sales U | Read |
| Wp Sales var Ly U % | Write |
| Wp Sales AUC | Read |

| Measure | Access |
|------------------------|---------------|
| Cp Sales AUC | Read |
| Ly Sales AUC | Read |
| Wp Regular Sales C | Write |
| Wp Regular Sales U | Write |
| Wp Regular Sales AUC | Read |
| Wp Promo Sales C | Write |
| Wp Promo Sales U | Write |
| Wp Promo Sales AUC | Write |
| Wp Clearance Sales C | Write |
| Wp Clearance Sales U | Write |
| Wp Clearance Sales AUC | Read |
| Cp Regular Sales C | Read |
| Cp Regular Sales U | Read |
| Cp Regular Sales AUC | Read |
| Cp Promo Sales C | Read |
| Cp Promo Sales U | Read |
| Cp Promo Sales AUC | Read |
| Cp Clearance Sales C | Read |
| Cp Clearance Sales U | Read |
| Cp Clearance Sales AUC | Read |
| Ly Regular Sales U | Read |
| Ly Regular Sales AUC | Read |
| Ly Promo Sales U | Read |
| Ly Promo Sales AUC | Read |
| Ly Clearance Sales U | Read |
| Ly Clearance Sales AUC | Read |
| Wp Sales R | Write |
| Wp Sales AUR | Read |
| Cp Sales AUR | Read |
| Ly Sales AUR | Read |
| Wp Regular Sales R | Write |
| Wp Regular Sales AUR | Read |
| Cp Regular Sales AUR | Read |
| Ly Regular Sales AUR | Read |
| Wp Promo Sales R | Write |
| Wp Promo Sales AUR | Read |

| Measure | Access |
|------------------------|---------------|
| Cp Promo Sales AUR | Read |
| Ly Promo Sales AUR | Read |
| Wp Clearance Sales R | Write |
| Wp Clearance Sales AUR | Write |
| Cp Clearance Sales AUR | Read |
| Ly Clearance Sales AUR | Read |

Inv_Rcpt Unit Conversion Worksheet

You may use this worksheet to convert the inventory and receipts-related measure values to their corresponding unit value. You may also enter/view Average Unit Cost (AUC) for certain measures. The measures on this worksheet are represented in three forms, Cost, AUC, and Units.

Measure List

The Inv_Rcpt Conversion worksheet contains the following measures. Refer to the measure list for Inv_Rcpt Conversion Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

| Measure | Read |
|-----------------|-------------|
| Wp BOP Inv C | Write |
| Wp BOP Inv U | Read |
| Wp BOP Inv AUC | Read |
| Cp BOP Inv C | Read |
| Cp BOP Inv U | Read |
| Cp BOP Inv AUC | Read |
| Ly BOP Inv U | Read |
| Ly BOP Inv AUC | Read |
| Wp Sales C | Write |
| Wp Sales U | Write |
| Wp Sales AUC | Read |
| Cp Sales C | Read |
| Cp Sales U | Read |
| Cp Sales AUC | Read |
| Ly Sales U | Read |
| Ly Sales AUC | Read |
| Wp Receipts C | Write |
| Wp Receipts U | Write |
| Wp Receipts AUC | Write |
| Cp Receipts C | Read |

| Measure | Read |
|---------------------------|-------------|
| Cp Receipts U | Read |
| Cp Receipts AUC | Read |
| Ly Receipts U | Read |
| Ly Receipts AUC | Read |
| Wp Return to Vendor C | Write |
| Wp Return to Vendor U | Write |
| Wp Return to Vendor AUC | Write |
| Cp Return to Vendor C | Read |
| Cp Return to Vendor U | Read |
| Cp Return to Vendor AUC | Read |
| Ly Return to Vendor U | Read |
| Ly Return to Vendor AUC | Read |
| Wp Inventory Adjustment U | Write |
| Cp Inventory Adjustment U | Read |
| Wp EOP Inv C | Write |
| Wp EOP Inv U | Read |
| Wp EOP Inv AUC | Read |
| Cp EOP Inv C | Read |
| Cp EOP Inv U | Read |
| Cp EOP Inv AUC | Read |
| Ly EOP Inv U | Read |
| Ly EOP Inv AUC | Read |
| Wp Avg Inv U | Read |
| Cp Avg Inv U | Read |
| Ly Avg Inv U | Read |
| Wp TO U | Read |
| Cp TO U | Read |
| Ly TO U | Read |
| Wp Forward Cover U | Read |
| Cp Forward Cover U | Read |
| Ly Forward Cover U | Read |
| Wp Sell Thru U % | Read |
| Cp Sell Thru U % | Read |
| Ly Sell Thru U % | Read |

Unit Summary Worksheet

Using the Unit Summary worksheet, you may review the adjusted unit plan and variances.

Measure List

The Unit Summary worksheet contains the following measures. Refer to the measure list for Unit Summary Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

| Measure | Access |
|------------------------|--------|
| Wp BOP Inv U | Read |
| Cp BOP Inv U | Read |
| Wp BOP Inv var Cp U % | Read |
| Ly BOP Inv U | Read |
| Wp BOP Inv AUC | Read |
| Cp BOP Inv AUC | Read |
| Ly BOP Inv AUC | Read |
| Wp Sales U | Write |
| Cp Sales U | Read |
| Wp Sales var Cp U % | Write |
| Ly Sales U | Read |
| Wp Sales var Ly U % | Write |
| Wp Sales AUC | Read |
| Cp Sales AUC | Read |
| Ly Sales AUC | Read |
| Cp Receipts AUC | Read |
| Wp Sales AUR | Read |
| Cp Sales AUR | Read |
| Ly Sales AUR | Read |
| Wp Receipts U | Write |
| Cp Receipts U | Read |
| Wp Receipts var Cp U % | Write |
| Ly Receipts U | Read |
| Wp Receipts var Ly U % | Write |
| Wp Receipts AUC | Write |
| Cp Receipts AUC | Read |
| Ly Receipts AUC | Read |
| Wp EOP Inv U | Read |
| Cp EOP Inv U | Read |
| Wp EOP Inv var Cp U % | Read |

| Measure | Access |
|-----------------------|---------------|
| Ly EOP Inv U | Read |
| Wp EOP Inv var Ly U % | Read |
| Wp EOP Inv AUC | Read |
| Cp EOP Inv AUC | Read |
| Ly EOP Inv AUC | Read |
| Wp Avg Inv U | Read |
| Cp Avg Inv U | Read |
| Ly Avg Inv U | Read |
| Wp TO U | Read |
| Cp TO U | Read |
| Ly TO U | Read |

Reconcile Submitted Plan Worksheet

Managers use this worksheet to compare their plan and Current Plan to the latest plan values submitted by the planner for approval. Last year plan values are also displayed for informational purposes.

Measure List

The Reconcile Submitted Plan worksheet contains the following measures. See the measure list for Reconcile Submitted Plan Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

| Measure | Access |
|----------------|---------------|
| Wp Sales R | Write |
| Wa Sales R | Read |
| Cp Sales R | Read |
| Ly Sales R | Read |
| Wp BOP Inv C | Write |
| Wa BOP Inv C | Read |
| Cp BOP Inv C | Read |
| Ly BOP Inv C | Read |
| Wp Sales C | Write |
| Wa Sales C | Read |
| Cp Sales C | Read |
| Ly Sales C | Read |
| Wp Receipts R | Write |
| Wa Receipts R | Read |
| Cp Receipts R | Read |
| Ly Receipts R | Read |

| Measure | Access |
|----------------|---------------|
| Wp EOP Inv R | Write |
| Wa EOP Inv R | Read |
| Cp EOP Inv R | Read |
| Ly EOP Inv R | Read |
| Wp Avg Inv R | Read |
| Wa Avg Inv R | Read |
| Cp Avg Inv R | Read |
| Ly Avg Inv R | Read |
| Wp TO R | Read |
| Wa TO R | Read |
| Cp TO R | Read |
| Ly TO R | Read |
| Wp GM R | Read |
| Wp GM R % | Read |
| Wa GM R | Read |
| Wa GM R % | Read |
| Cp GM R % | Read |
| Ly GM R % | Read |
| Wp GMROI R | Read |
| Wa GMROI R | Read |
| Cp GMROI R | Read |
| Ly GMROI R | Read |

Cost OTB Worksheet

You may use the Cost OTB worksheet during the In-Season Planning period to review cost measures and determine future Open to Buy (OTB) action.

The Open to Buy Cost measure is calculated by subtracting Wp On Order Cost and Wp Commitments Cost from Current Plan Receipts Cost, then adding back Wp On Order Cancellations Cost. Using this worksheet, you can determine further actions, such as whether to buy additional goods, shift future On Order, or add to On Order cancellations.

Measure List

The Cost OTB worksheet contains the following measures.

| Measure | Access |
|----------------|---------------|
| Wp Sales R | Write |
| Wp BOP Inv C | Read |
| Wp Sales C | Write |

| Measure | Access |
|---------------------------|---------------|
| Cp Sales C | Read |
| Wp Receipts C | Write |
| Cp Receipts C | Read |
| Wp On Order C | Read |
| Wp Commitments C | Write |
| Wp On Order Cxl C | Write |
| Wp Return to Vendor C | Write |
| Wp Transfer In C | Write |
| Wp Transfer Out C | Write |
| Wp Reclass In C | Write |
| Wp Reclass Out C | Write |
| Wp Inventory Adjustment C | Write |
| Wp EOP Inv C | Write |
| Cp EOP Inv C | Read |
| Wp OTB C | Read |

Unit OTB Worksheet

You may use the Unit OTB worksheet during the In-Season Planning period to review retail measures and determine future Open to Buy (OTB) action.

The Open to Buy Unit measure is calculated by subtracting Wp On Order Units and Wp Commitment Units from Current Plan Receipts Units and adding back Wp On Order Cancellations Units. Using this worksheet, you may determine further actions, such as whether to buy additional goods, shift future On Order or add to On Order cancellations.

Measure List

| Measure | Access |
|-----------------------|---------------|
| Wp BOP Inv U | Write |
| Wp Sales U | Write |
| Cp Sales U | Read |
| Wp Receipts U | Write |
| Cp Receipts U | Read |
| Wp On Order U | Read |
| Wp Commitments U | Write |
| Wp On Order Cxl U | Write |
| Wp Return to Vendor U | Write |
| Wp Transfer In U | Write |
| Wp Transfer Out U | Write |
| Wp Reclass In U | Write |

| Measure | Access |
|---------------------------|--------|
| Wp Reclass Out U | Write |
| Wp Inventory Adjustment U | Write |
| Wp EOP Inv U | Write |
| Cp EOP Inv U | Read |
| Wp OTB U | Read |

Approval Worksheet

The planning role determines the allowed actions on this worksheet. Planners use this worksheet to submit plans for approval and view the status of submitted plans. Managers use the Approval worksheet to approve or reject submitted plans. The manager also uses this worksheet to publish their targets to the planner.

If the workbook is a pre-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) to both Original Plan (Op) and Current Plan (Cp). If the workbook is an in-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) only to Current Plan (Cp). The Original Plan approved during the pre-season planning process is considered the locked “plan of record” and no changes are allowed. The frequency of the approval process can be different for each season – usually once for pre-season and monthly or as desired for in-season.

Steps for Publishing Targets

1. Mark the “Publish” checkbox for the time periods, products, and channels for which targets should be published, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.

Note: Only future time periods can be “published”

2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu), select the “Publish” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Measure List - Manager

The Manager's Approval Worksheet contains two separate windows, one that contains the measures related to the publish targets process, the other that contains the approval measures.

| Measure | Access | Result |
|----------------------|---------------|---|
| Wp Publish | Write | Tgt measures are updated for the time periods, products, channels that are selected. |
| Wp Publish Comment | Write | |
| Wp Publish Date | Read | Updated when the publish target process completes. |
| Wp Submitted Version | Read | If a plan has not been submitted for approval, the Version will display WP. If a plan has been submitted and is waiting for approval, the Version will display WA. If the plan is approved or rejected, the Version will change back to WP. |
| Wp Submitted By | Read | User ID of the planner who submitted the plan is displayed. Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Submit Comment | Read | Any comments the planner enters are stored and displayed in this measure. This is read only in the manager workbook. |
| Wp Submitted Date | Read | System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Approve/Reject | Write | Selected from a drop-down list by the manager: "Approve" for those time periods or departments approved by the manager. "Reject" for those time periods or departments rejected by the manager. |
| Wp Submitted Date | Read | System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Approval Comment | Write | Optionally entered when the plan is approved or rejected. |
| Wp Approved By | Read | Manager's Merchandise Financial Planning Cost ID is displayed for those values approved by the manager Automatically updated with the manager's Merchandise Financial Planning Cost ID when the manager approves or rejects the plan. |
| Wp Approve Date | Read | System populates with current date when manager approves the plan. |
| Wp Reject Date | Read | System populates with current date when manager Rejects the plan. |

| Measure | Access | Result |
|---------------------|--------|---|
| Wp Approval Comment | Write | Optionally entered when the plan is approved or rejected. |

Measure List - Planner

The Planner's Approval Worksheet contains the following measures.

| Measure | Access | Result |
|------------------------|-----------|---|
| Wp Submitted Version | Read | System updates the version once the planner marks the plan (or portion of the plan) to be approved, and commits the plan to the database |
| Wp Submit | Write | Checked items are submitted to the manager for approval when the planner commits the data to the database. |
| Wp Submit Comment Text | Write. | If a plan has not been submitted for approval, the Ad Version will display WP. If a plan has been submitted and is waiting for approval, the Ad Version will display WA. |
| Wp Submitted By | Read | User ID of the planner who submitted the plan is automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Submitted Date | Read | System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database. |
| Wp Submit Comment Text | Write. | If a plan has not been submitted for approval, the Ad Version will display WP. If a plan has been submitted and is waiting for approval, the Ad Version will display WA. |
| Wp Approve/Reject | Read Only | Populated with "Approve" for those time periods or departments approved by the manager. Populated with "Reject" for those time periods or departments rejected by the manager. |
| Wp Approved By | Read Only | The userid of the person who approved/rejected the plan |
| Wp Approval Comment | Read Only | Optionally entered when the plan is approved or rejected. |
| Wp Approve Date | Read Only | Automatically updated when the manager approves the plan |
| Wp Reject Date | Read Only | Automatically updated when the manager rejects the plan |

In-Season Extra Measures

Measures in the following table are available within in-season worksheets, but must be added via Show/Hide. See the *RPAS Online Help* or *RPAS User Guide* for more information on adding measures to worksheets.

Manager Role Extra Measures

| Measure | Access |
|--|--------|
| Cp Avg Store Inv C | Read |
| Cp Avg Store Inv U | Read |
| Cp Avg Store Sales C | Read |
| Cp Avg Store Sales R | Read |
| Cp Avg Store Sales U | Read |
| Cp Cash Discount C | Read |
| Cp Clearance Sales Contribution to Sales C % | Read |
| Cp Clearance Sales Contribution to Sales R % | Read |
| Cp Clearance Sales Contribution to Sales U % | Read |
| Cp COGS C | Read |
| Cp Commitments U | Read |
| Cp Cost Adjustment C | Read |
| Cp Cost Adjustment C % | Read |
| Cp Customer Returns AUC | Read |
| Cp Customer Returns C | Read |
| Cp Customer Returns C % | Read |
| Cp Customer Returns R | Read |
| Cp Customer Returns R % | Read |
| Cp Customer Returns U | Read |
| Cp Customer Returns U % | Read |
| Cp Freight C | Read |
| Cp Gross Sales AUC | Read |
| Cp Gross Sales C | Read |
| Cp Gross Sales R | Read |
| Cp Gross Sales U | Read |
| Cp In Transit C | Read |
| Cp In Transit U | Read |
| Cp KP BOP Inv Contribution to TP R % | Read |
| Cp KP EOP Inv Contribution to TP C% | Read |
| Cp KP EOP Inv Contribution to TP R% | Read |
| Cp KP EOP Inv Contribution to TP U% | Read |

| Measure | Access |
|--|---------------|
| Cp KP Receipt Contribution to TP C% | Read |
| Cp KP Receipt Contribution to TP C% | Read |
| Cp KP Receipt Contribution to TP C% | Read |
| Cp KP Receipt Contribution to TP R% | Read |
| Cp KP Receipt Contribution to TP R% | Read |
| Cp KP Receipt Contribution to TP R% | Read |
| Cp KP Receipt Contribution to TP U% | Read |
| Cp KP Receipt Contribution to TP U% | Read |
| Cp KP Receipt Contribution to TP U% | Read |
| Cp KP Sales Contribution to TP C% | Read |
| Cp KP Sales Contribution to TP R% | Read |
| Cp KP Sales Contribution to TP U% | Read |
| Cp On Order Cxl AUC | Read |
| Cp On Order Cxl U | Read |
| Cp On Order U | Read |
| Cp OTB C | Read |
| Cp OTB U | Read |
| Cp Outbound Freight C | Read |
| Cp Outbound Freight C % | Read |
| Cp Promo Sales AUR | Read |
| Cp Promo Sales Contribution to Sales C % | Read |
| Cp Promo Sales Contribution to Sales R % | Read |
| Cp Promo Sales Contribution to Sales U % | Read |
| Cp Reclass In AUC | Read |
| Cp Reclass In C | Read |
| Cp Reclass In U | Read |
| Cp Reclass Out AUC | Read |
| Cp Reclass Out C | Read |
| Cp Reclass Out U | Read |
| Cp Regular Sales Contribution to Sales C % | Read |
| Cp Regular Sales Contribution to Sales R % | Read |
| Cp Regular Sales Contribution to Sales U % | Read |
| Cp Return Process Fee per Unit C | Read |
| Cp Sales Build Rate C % | Read |
| Cp Sales Build Rate Rr | Read |
| Cp Sales Contribution to Product C % | Read |

| Measure | Access |
|--|---------------|
| Cp Sales Contribution to Product R % | Read |
| Cp Sales Contribution to Product U % | Read |
| Cp Sales Contribution to Time U % | Read |
| Cp Sales var Ly C % | Read |
| Cp Sales var Ly R % | Read |
| Cp Sell Thru C % | Read |
| Cp Selling Store On Hand C | Read |
| Cp Selling Store On Hand U | Read |
| Cp Stk/Sls Cr | Read |
| Cp Stk/Sls Ur | Read |
| Cp Stock Adjustment C | Read |
| Cp Stock Adjustment U | Read |
| Cp Stock On Hand C | Read |
| Cp Stock On Hand U | Read |
| Cp Transfer In AUC | Read |
| Cp Transfer In U | Read |
| Cp Transfer Out AUC | Read |
| Cp Transfer Out U | Read |
| Cp Ttl RTV Process Fee C | Read |
| Cp Wkrm / Other Costs C | Read |
| Cp WOH Cr | Read |
| Cp WOH Ur | Read |
| Ly Avg Store Inv C | Read |
| Ly Avg Store Inv U | Read |
| Ly Avg Store Sales C | Read |
| Ly Avg Store Sales R | Read |
| Ly Avg Store Sales U | Read |
| Ly BOP Inv C | Read |
| Ly BOP Inv U | Read |
| Ly Cash Discount C | Read |
| Ly Clearance Sales Contribution to Sales C % | Read |
| Ly Clearance Sales Contribution to Sales R % | Read |
| Ly Clearance Sales R | Read |
| Ly COGS C | Read |
| Ly Commitments C | Read |
| Ly Commitments U | Read |

| Measure | Access |
|--|---------------|
| Ly Cost Adjustment C | Read |
| Ly Cost Adjustment C % | Read |
| Ly Cost Variance C | Read |
| Ly Customer Returns AUC | Read |
| Ly Customer Returns C | Read |
| Ly Customer Returns C % | Read |
| Ly Customer Returns R | Read |
| Ly Customer Returns R % | Read |
| Ly Customer Returns U | Read |
| Ly Customer Returns U % | Read |
| Ly Event Information Text | Read |
| Ly Freight C | Read |
| Ly Gross Sales AUC | Read |
| Ly Gross Sales C | Read |
| Ly Gross Sales R | Read |
| Ly Gross Sales U | Read |
| Ly In Transit C | Read |
| Ly In Transit U | Read |
| Ly Inventory Adjustment U | Read |
| Ly Inventory Comments Text | Read |
| Ly On Order C | Read |
| Ly On Order Cxl C | Read |
| Ly On Order Cxl U | Read |
| Ly On Order U | Read |
| Ly OTB C | Read |
| Ly OTB U | Read |
| Ly Outbound Freight C | Read |
| Ly Outbound Freight C % | Read |
| Ly Profitability Comments Text | Read |
| Ly Promo Sales Contribution to Sales C % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Promo Sales R | Read |
| Ly Reclass In AUC | Read |
| Ly Reclass In C | Read |
| Ly Reclass In U | Read |

| Measure | Access |
|--|---------------|
| Ly Reclass Out AUC | Read |
| Ly Reclass Out C | Read |
| Ly Reclass Out U | Read |
| Ly Regular Sales Contribution to Sales C % | Read |
| Ly Regular Sales Contribution to Sales R % | Read |
| Ly Regular Sales Contribution to Sales U % | Read |
| Ly Return Process Fee per Unit C | Read |
| Ly Sales Comment Text | Read |
| Ly Sell Thru C % | Read |
| Ly Selling Store On Hand C | Read |
| Ly Selling Store On Hand U | Read |
| Ly Stk/Sls Cr | Read |
| Ly Stk/Sls Ur | Read |
| Ly Stock Adjustment C | Read |
| Ly Stock Adjustment U | Read |
| Ly Stock On Hand C | Read |
| Ly Stock On Hand U | Read |
| Ly Ttl RTV Process Fee C | Read |
| Ly Wkrm / Other Costs C | Read |
| Ly WOH Cr | Read |
| Ly WOH Ur | Read |
| Op Avg Inv U | Read |
| Op Avg Store Inv C | Read |
| Op Avg Store Inv U | Read |
| Op Avg Store Sales C | Read |
| Op Avg Store Sales R | Read |
| Op Avg Store Sales U | Read |
| Op BOP Inv AUC | Read |
| Op BOP Inv C | Read |
| Op BOP Inv U | Read |
| Op Cash Discount C | Read |
| Op Cash Discount C % | Read |
| Op Clearance Sales AUC | Read |
| Op Clearance Sales AUR | Read |
| Op Clearance Sales C | Read |
| Op Clearance Sales R | Read |

| Measure | Access |
|---------------------------|---------------|
| Op Clearance Sales U | Read |
| Op COGS C | Read |
| Op Commitments C | Read |
| Op Commitments U | Read |
| Op Cost Adjustment C | Read |
| Op Cost Adjustment C % | Read |
| Op Customer Returns AUC | Read |
| Op Customer Returns C | Read |
| Op Customer Returns C % | Read |
| Op Customer Returns R | Read |
| Op Customer Returns R % | Read |
| Op Customer Returns U | Read |
| Op Customer Returns U % | Read |
| Op EOP Inv AUC | Read |
| Op EOP Inv C | Read |
| Op EOP Inv U | Read |
| Op Forward Cover C | Read |
| Op Forward Cover U | Read |
| Op Freight C | Read |
| Op Freight C % | Read |
| Op Gross Sales AUC | Read |
| Op Gross Sales C | Read |
| Op Gross Sales R | Read |
| Op Gross Sales U | Read |
| Op In Transit C | Read |
| Op In Transit U | Read |
| Op Inventory Adjustment C | Read |
| Op Inventory Adjustment U | Read |
| Op MMU R | Read |
| Op MMU R % | Read |
| Op Promo Sales AUC | Read |
| Op Promo Sales AUR | Read |
| Op Promo Sales C | Read |
| Op Promo Sales R | Read |
| Op Promo Sales U | Read |
| Op Receipts AUC | Read |

| Measure | Access |
|--------------------------------------|---------------|
| Op Receipts C | Read |
| Op Receipts U | Read |
| Op Reclass In AUC | Read |
| Op Reclass In C | Read |
| Op Reclass In U | Read |
| Op Reclass Out AUC | Read |
| Op Reclass Out C | Read |
| Op Reclass Out U | Read |
| Op Regular Sales AUC | Read |
| Op Regular Sales AUR | Read |
| Op Regular Sales C | Read |
| Op Regular Sales R | Read |
| Op Regular Sales U | Read |
| Op Return Process Fee per Unit C | Read |
| Op Return to Vendor AUC | Read |
| Op Return to Vendor C | Read |
| Op Return to Vendor U | Read |
| Op Sales AUC | Read |
| Op Sales AUR | Read |
| Op Sales Contribution to Product C % | Read |
| Op Sales Contribution to Product R % | Read |
| Op Sales Contribution to Product U % | Read |
| Op Sales Contribution to Time C % | Read |
| Op Sales Contribution to Time R % | Read |
| Op Sales Contribution to Time U % | Read |
| Op Sales U | Read |
| Op Sales var Ly C % | Read |
| Op Sales var Ly R % | Read |
| Op Sell Thru C % | Read |
| Op Sell Thru U % | Read |
| Op Selling Store On Hand C | Read |
| Op Selling Store On Hand U | Read |
| Op Stk/Sls Cr | Read |
| Op Stk/Sls Ur | Read |
| Op Stock Adjustment C | Read |
| Op Stock Adjustment U | Read |

| Measure | Access |
|--------------------------|---------------|
| Op Stock On Hand C | Read |
| Op Stock On Hand U | Read |
| Op TO Cr | Read |
| Op TO Ur | Read |
| Op Transfer In AUC | Read |
| Op Transfer In C | Read |
| Op Transfer In U | Read |
| Op Transfer Out AUC | Read |
| Op Transfer Out C | Read |
| Op Transfer Out U | Read |
| Op Ttl RTV Process Fee C | Read |
| Op Wkrm / Other Costs C | Read |
| Op WOH Cr | Read |
| Op WOH Ur | Read |
| Tgt Avg Inv C | Read |
| Tgt Avg Store Inv C | Read |
| Tgt Avg Store Inv U | Read |
| Tgt Avg Store Sales C | Read |
| Tgt Avg Store Sales R | Read |
| Tgt Avg Store Sales U | Read |
| Tgt Cash Discount C | Read |
| Tgt Cash Discount C % | Read |
| Tgt Clearance Sales AUC | Read |
| Tgt Clearance Sales C | Read |
| Tgt Clearance Sales R | Read |
| Tgt Clearance Sales U | Read |
| Tgt COGS C | Read |
| Tgt Commitments C | Read |
| Tgt Commitments U | Read |
| Tgt Cost Adjustment C | Read |
| Tgt Cost Adjustment C % | Read |
| Tgt Customer Returns C | Read |
| Tgt Customer Returns C % | Read |
| Tgt Customer Returns R | Read |
| Tgt Customer Returns R % | Read |
| Tgt Customer Returns U | Read |

| Measure | Access |
|-----------------------------------|---------------|
| Tgt Customer Returns U % | Read |
| Tgt EOP Inv U | Read |
| Tgt Freight C | Read |
| Tgt Freight C % | Read |
| Tgt Gross Sales C | Read |
| Tgt Gross Sales R | Read |
| Tgt Gross Sales U | Read |
| Tgt MMU R | Read |
| Tgt MMU R % | Read |
| Tgt MMU R % | Read |
| Tgt Outbound Freight C | Read |
| Tgt Outbound Freight C % | Read |
| Tgt Promo Sales C | Read |
| Tgt Promo Sales R | Read |
| Tgt Promo Sales U | Read |
| Tgt Receipts U | Read |
| Tgt Reclass In C | Read |
| Tgt Reclass In U | Read |
| Tgt Reclass Out C | Read |
| Tgt Reclass Out U | Read |
| Tgt Regular Sales C | Read |
| Tgt Regular Sales R | Read |
| Tgt Regular Sales U | Read |
| Tgt Return Process Fee per Unit C | Read |
| Tgt Return to Vendor C | Read |
| Tgt Return to Vendor U | Read |
| Tgt Sales AUC | Read |
| Tgt Sales AUR | Read |
| Tgt Sales U | Read |
| Tgt TO Ur | Read |
| Tgt Transfer In C | Read |
| Tgt Transfer Out C | Read |
| Tgt Transfer Out U | Read |
| Tgt Wkrm / Other Costs C | Read |
| Tgt WOH Cr | Read |
| Tgt WOH Ur | Read |

| Measure | Access |
|-------------------------|---------------|
| Wa Avg Inv U | Read |
| Wa Avg Store Inv C | Read |
| Wa Avg Store Inv U | Read |
| Wa Avg Store Sales C | Read |
| Wa Avg Store Sales R | Read |
| Wa Avg Store Sales U | Read |
| Wa BOP Inv U | Read |
| Wa Cash Discount C | Read |
| Wa Cash Discount C % | Read |
| Wa Clearance Sales AUC | Read |
| Wa Clearance Sales AUR | Read |
| Wa Clearance Sales C | Read |
| Wa Clearance Sales R | Read |
| Wa Clearance Sales U | Read |
| Wa COGS C | Read |
| Wa Commitments C | Read |
| Wa Commitments U | Read |
| Wa Cost Adjustment C | Read |
| Wa Cost Adjustment C % | Read |
| Wa Cost Variance C % | Read |
| Wa Customer Returns C | Read |
| Wa Customer Returns C % | Read |
| Wa Customer Returns R | Read |
| Wa Customer Returns R % | Read |
| Wa Customer Returns U | Read |
| Wa Customer Returns U % | Read |
| Wa EOP Inv AUC | Read |
| Wa EOP Inv U | Read |
| Wa Forward Cover C | Read |
| Wa Forward Cover U | Read |
| Wa Freight C | Read |
| Wa Freight C % | Read |
| Wa Gross Sales C | Read |
| Wa Gross Sales R | Read |
| Wa Gross Sales U | Read |
| Wa In Transit C | Read |

| Measure | Access |
|----------------------------------|---------------|
| Wa In Transit U | Read |
| Wa Inventory Adjustment C | Read |
| Wa Inventory Adjustment U | Read |
| Wa MMU R | Read |
| Wa MMU R % | Read |
| Wa On Order C | Read |
| Wa On Order Cxl AUC | Read |
| Wa On Order Cxl C | Read |
| Wa On Order Cxl U | Read |
| Wa On Order U | Read |
| Wa OTB C | Read |
| Wa OTB U | Read |
| Wa Outbound Freight C | Read |
| Wa Outbound Freight C % | Read |
| Wa Promo Sales AUR | Read |
| Wa Promo Sales R | Read |
| Wa Promo Sales U | Read |
| Wa Receipts AUC | Read |
| Wa Receipts U | Read |
| Wa Reclass In AUC | Read |
| Wa Reclass In C | Read |
| Wa Reclass In U | Read |
| Wa Reclass Out AUC | Read |
| Wa Reclass Out C | Read |
| Wa Reclass Out U | Read |
| Wa Regular Sales AUC | Read |
| Wa Regular Sales AUR | Read |
| Wa Regular Sales C | Read |
| Wa Regular Sales R | Read |
| Wa Regular Sales U | Read |
| Wa Return Process Fee per Unit C | Read |
| Wa Return to Vendor AUC | Read |
| Wa Return to Vendor C | Read |
| Wa Return to Vendor U | Read |
| Wa Sales AUC | Read |
| Wa Sales AUR | Read |

| Measure | Access |
|--|---------------|
| Wa Sales U | Read |
| Wa Sales var Ly C % | Read |
| Wa Sales var Ly R % | Read |
| Wa Selling Store On Hand C | Read |
| Wa Selling Store On Hand U | Read |
| Wa Stock Adjustment C | Read |
| Wa Stock Adjustment U | Read |
| Wa TO Ur | Read |
| Wa Transfer In C | Read |
| Wa Transfer In U | Read |
| Wa Transfer Out C | Read |
| Wa Transfer Out U | Read |
| Wa Ttl RTV Process Fee C | Read |
| Wa Wkrm / Other Costs C | Read |
| Wa WOH Cr | Read |
| Wa WOH Ur | Read |
| Wp Avg Inv var Cp C % | Read |
| Wp Avg Inv var Cp U % | Read |
| Wp Avg Inv var Ly C % | Read |
| Wp Avg Inv var Ly U % | Read |
| Wp Avg Inv var Op C % | Read |
| Wp Avg Inv var Op U % | Read |
| Wp Avg Inv var Tgt C % | Read |
| Wp Avg Inv var Wa C % | Read |
| Wp Avg Store Inv C | Read |
| Wp Avg Store Inv U | Read |
| Wp Avg Store Sales C | Read |
| Wp Avg Store Sales R | Read |
| Wp Avg Store Sales U | Read |
| Wp BOP Inv C | Write |
| Wp BOP Inv C | Write |
| Wp BOP Inv var Ly C % | Read |
| Wp BOP Inv var Op C % | Read |
| Wp Clearance Sales Contribution to Sales R % | Write |
| Wp Clearance Sales Contribution to Sales U % | Write |
| Wp Clearance Sales var Ly C % | Write |

| Measure | Access |
|--|---------------|
| Wp Clearance Sales var Ly R % | Write |
| Wp Clearance Sales var Ly U % | Write |
| Wp COGS C | Read |
| Wp Cost Adjustment C | Write |
| Wp Cost Adjustment C % | Write |
| Wp Cost Variance C | Read |
| Wp Customer Returns AUC | Write |
| Wp Customer Returns C | Read |
| Wp Customer Returns C % | Write |
| Wp Customer Returns R | Read |
| Wp Customer Returns R % | Write |
| Wp Customer Returns U | Read |
| Wp Customer Returns U % | Write |
| Wp EOP Inv var Ly C % | Read |
| Wp EOP Inv var Op C % | Read |
| Wp EOP Inv var Tgt C % | Read |
| Wp EOP Inv var Wa C % | Read |
| Wp Event Information Text | Write |
| Wp GM var Op R % | Read |
| Wp GM var Wa R % | Read |
| Wp Gross Sales AUC | Read |
| Wp Gross Sales C | Read |
| Wp Gross Sales R | Read |
| Wp Gross Sales U | Read |
| Wp In Transit C | Read |
| Wp In Transit U | Read |
| Wp Inventory Comments Text | Write |
| Wp MMU variance to Cp R % | Read |
| Wp On Order AUC | Read |
| Wp On Order Cxl AUC | Write |
| Wp Outbound Freight C | Write |
| Wp Outbound Freight C % | Write |
| Wp Outbound Freight var LY C % | Read |
| Wp Profitability Comments Text | Write |
| Wp Promo Sales Contribution to Sales R % | Write |
| Wp Promo Sales Contribution to Sales U % | Write |

| Measure | Access |
|--|---------------|
| Wp Promo Sales var Ly C % | Write |
| Wp Promo Sales var Ly R % | Write |
| Wp Promo Sales var Ly U % | Write |
| Wp Receipts var Op C % | Write |
| Wp Receipts var Tgt C % | Write |
| Wp Receipts var Wa C % | Write |
| Wp Reclass In AUC | Write |
| Wp Reclass In C | Write |
| Wp Reclass Out AUC | Write |
| Wp Reclass Out C | Write |
| Wp Regular Sales Contribution to Sales R % | Write |
| Wp Regular Sales Contribution to Sales U % | Write |
| Wp Regular Sales var Ly C % | Write |
| Wp Regular Sales var Ly C % | Write |
| Wp Regular Sales var Ly R % | Write |
| Wp Regular Sales var Ly U % | Write |
| Wp Return Process Fee per Unit C | Write |
| Wp Sales Comment Text | Write |
| Wp Sales Contribution to Product C % | Read |
| Wp Sales Contribution to Product R % | Write |
| Wp Sales Contribution to Product U % | Write |
| Wp Sales Contribution to Time U % | Write |
| Wp Sales var Cp C % | Write |
| Wp Sales var Cp R % | Write |
| Wp Sales var Op C % | Write |
| Wp Sales var Op R % | Write |
| Wp Sales var Wa C % | Write |
| Wp Sales var Wa R % | Write |
| Wp Sell Thru C % | Read |
| Wp Selling Store On Hand C | Read |
| Wp Selling Store On Hand U | Read |
| Wp Stk/Sls Cr | Read |
| Wp Stk/Sls Ur | Read |
| Wp Stock Adjustment C | Read |
| Wp Stock Adjustment U | Read |
| Wp Stock On Hand C | Read |

| Measure | Access |
|--------------------------|---------------|
| Wp Stock On Hand U | Read |
| Wp Transfer In AUC | Write |
| Wp Transfer In C | Write |
| Wp Transfer Out AUC | Write |
| Wp Transfer Out C | Write |
| Wp Ttl RTV Process Fee C | Read |
| Wp WOH Cr | Read |
| Wp WOH Ur | Read |

Planner Role Extra Measures

Measures in the following table are available within Planner in-season worksheets, but must be added via Show/Hide. See the *RPAS Online Help* or *RPAS User Guide* for more information on adding measures to worksheets.

| Measure | Access |
|--|---------------|
| Cp Avg Store Inv C | Read |
| Cp Avg Store Inv U | Read |
| Cp Avg Store Sales C | Read |
| Cp Avg Store Sales R | Read |
| Cp Avg Store Sales U | Read |
| Cp Cash Discount C | Read |
| Cp Clearance Sales Contribution to Sales C % | Read |
| Cp Clearance Sales Contribution to Sales R % | Read |
| Cp Clearance Sales Contribution to Sales U % | Read |
| Cp COGS C | Read |
| Cp Commitments U | Read |
| Cp Cost Adjustment C | Read |
| Cp Cost Adjustment C % | Read |
| Cp Customer Returns AUC | Read |
| Cp Customer Returns C | Read |
| Cp Customer Returns C % | Read |
| Cp Customer Returns R | Read |
| Cp Customer Returns R % | Read |
| Cp Customer Returns U | Read |
| Cp Customer Returns U % | Read |
| Cp Freight C | Read |
| Cp Gross Sales AUC | Read |
| Cp Gross Sales C | Read |

| Measure | Access |
|--|---------------|
| Cp Gross Sales R | Read |
| Cp Gross Sales U | Read |
| Cp In Transit C | Read |
| Cp In Transit U | Read |
| Cp KP BOP Inv Contribution to TP R % | Read |
| Cp KP EOP Inv Contribution to TP C% R % | Read |
| Cp KP EOP Inv Contribution to TP R% R % | Read |
| Cp KP EOP Inv Contribution to TP U% R % | Read |
| Cp KP Receipt Contribution to TP C% C % | Read |
| Cp KP Receipt Contribution to TP C% R % | Read |
| Cp KP Receipt Contribution to TP C% U % | Read |
| Cp KP Receipt Contribution to TP R% C % | Read |
| Cp KP Receipt Contribution to TP R% R % | Read |
| Cp KP Receipt Contribution to TP R% U % | Read |
| Cp KP Receipt Contribution to TP U% C % | Read |
| Cp KP Receipt Contribution to TP U% R % | Read |
| Cp KP Receipt Contribution to TP U% U % | Read |
| Cp KP Sales Contribution to TP C% R % | Read |
| Cp KP Sales Contribution to TP R% R % | Read |
| Cp KP Sales Contribution to TP U% R % | Read |
| Cp On Order Cxl AUC | Read |
| Cp On Order Cxl U | Read |
| Cp On Order U | Read |
| Cp OTB C | Read |
| Cp OTB U | Read |
| Cp Outbound Freight C | Read |
| Cp Outbound Freight C % | Read |
| Cp Promo Sales Contribution to Sales C % | Read |
| Cp Promo Sales Contribution to Sales R % | Read |
| Cp Promo Sales Contribution to Sales U % | Read |
| Cp Reclass In AUC | Read |
| Cp Reclass In C | Read |
| Cp Reclass In U | Read |
| Cp Reclass Out AUC | Read |
| Cp Reclass Out C | Read |
| Cp Reclass Out U | Read |

| Measure | Access |
|--|---------------|
| Cp Regular Sales Contribution to Sales C % | Read |
| Cp Regular Sales Contribution to Sales R % | Read |
| Cp Regular Sales Contribution to Sales U % | Read |
| Cp Return Process Fee per Unit C | Read |
| Cp Sales Build Rate C % | Read |
| Cp Sales Build Rate Rr | Read |
| Cp Sales Contribution to Product C % | Read |
| Cp Sales Contribution to Product R % | Read |
| Cp Sales Contribution to Product U % | Read |
| Cp Sales Contribution to Time U % | Read |
| Cp Sales var Ly C % | Read |
| Cp Sales var Ly R % | Read |
| Cp Sell Thru C % | Read |
| Cp Selling Store On Hand C | Read |
| Cp Selling Store On Hand U | Read |
| Cp Stk/Sls Cr | Read |
| Cp Stk/Sls Ur | Read |
| Cp Stock Adjustment C | Read |
| Cp Stock Adjustment U | Read |
| Cp Stock On Hand C | Read |
| Cp Stock On Hand U | Read |
| Cp Transfer In AUC | Read |
| Cp Transfer In U | Read |
| Cp Transfer Out AUC | Read |
| Cp Transfer Out U | Read |
| Cp Ttl RTV Process Fee C | Read |
| Cp Wkrm / Other Costs C | Read |
| Cp WOH Cr | Read |
| Cp WOH Ur | Read |
| Ly Avg Store Inv C | Read |
| Ly Avg Store Inv U | Read |
| Ly Avg Store Sales C | Read |
| Ly Avg Store Sales R | Read |
| Ly Avg Store Sales U | Read |
| Ly BOP Inv C | Read |
| Ly Cash Discount C | Read |

| Measure | Access |
|--|---------------|
| Ly Clearance Sales Contribution to Sales C % | Read |
| Ly Clearance Sales Contribution to Sales R % | Read |
| Ly COGS C | Read |
| Ly Commitments C | Read |
| Ly Commitments U | Read |
| Ly Cost Adjustment C | Read |
| Ly Cost Adjustment C | Read |
| Ly Cost Adjustment C % | Read |
| Ly Cost Variance C | Read |
| Ly Customer Returns AUC | Read |
| Ly Customer Returns C | Read |
| Ly Customer Returns C % | Read |
| Ly Customer Returns R | Read |
| Ly Customer Returns R % | Read |
| Ly Customer Returns U | Read |
| Ly Customer Returns U % | Read |
| Ly Event Information Text | Read |
| Ly Freight C | Read |
| Ly GM R | Read |
| Ly Gross Sales AUC | Read |
| Ly Gross Sales C | Read |
| Ly Gross Sales R | Read |
| Ly Gross Sales U | Read |
| Ly In Transit C | Read |
| Ly In Transit U | Read |
| Ly Inventory Adjustment U | Read |
| Ly Inventory Comments Text | Read |
| Ly On Order C | Read |
| Ly On Order Cxl C | Read |
| Ly On Order Cxl U | Read |
| Ly On Order U | Read |
| Ly OTB C | Read |
| Ly OTB U | Read |
| Ly Outbound Freight C | Read |
| Ly Outbound Freight C % | Read |
| Ly Profitability Comments Text | Read |

| Measure | Access |
|--|---------------|
| Ly Promo Sales Contribution to Sales C % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Promo Sales Contribution to Sales R % | Read |
| Ly Reclass In AUC | Read |
| Ly Reclass In C | Read |
| Ly Reclass In U | Read |
| Ly Reclass Out AUC | Read |
| Ly Reclass Out C | Read |
| Ly Reclass Out U | Read |
| Ly Regular Sales Contribution to Sales C % | Read |
| Ly Regular Sales Contribution to Sales R % | Read |
| Ly Return Process Fee per Unit C | Read |
| Ly Sales Comment Text | Read |
| Ly Sell Thru C % | Read |
| Ly Selling Store On Hand C | Read |
| Ly Selling Store On Hand U | Read |
| Ly Stk/Sls Cr | Read |
| Ly Stk/Sls Ur | Read |
| Ly Stock Adjustment C | Read |
| Ly Stock Adjustment U | Read |
| Ly Stock On Hand C | Read |
| Ly Stock On Hand U | Read |
| Ly Ttl RTV Process Fee C | Read |
| Ly Wkrm / Other Costs C | Read |
| Ly WOH Cr | Read |
| Ly WOH Ur | Read |
| Op Avg Inv U | Read |
| Op Avg Store Inv C | Read |
| Op Avg Store Inv U | Read |
| Op Avg Store Sales C | Read |
| Op Avg Store Sales R | Read |
| Op Avg Store Sales U | Read |
| Op BOP Inv AUC | Read |
| Op BOP Inv C | Read |
| Op BOP Inv U | Read |
| Op Cash Discount C | Read |

| Measure | Access |
|---------------------------|---------------|
| Op Cash Discount C % | Read |
| Op Clearance Sales AUC | Read |
| Op Clearance Sales AUR | Read |
| Op Clearance Sales C | Read |
| Op Clearance Sales R | Read |
| Op Clearance Sales U | Read |
| Op COGS C | Read |
| Op Commitments C | Read |
| Op Commitments U | Read |
| Op Cost Adjustment C | Read |
| Op Cost Adjustment C % | Read |
| Op Customer Returns AUC | Read |
| Op Customer Returns C | Read |
| Op Customer Returns C % | Read |
| Op Customer Returns R | Read |
| Op Customer Returns R % | Read |
| Op Customer Returns U | Read |
| Op Customer Returns U % | Read |
| Op EOP Inv AUC | Read |
| Op EOP Inv C | Read |
| Op EOP Inv U | Read |
| Op Forward Cover C | Read |
| Op Forward Cover U | Read |
| Op Freight C | Read |
| Op Freight C % | Read |
| Op Gross Sales AUC | Read |
| Op Gross Sales C | Read |
| Op Gross Sales R | Read |
| Op Gross Sales U | Read |
| Op In Transit C | Read |
| Op In Transit U | Read |
| Op Inventory Adjustment C | Read |
| Op Inventory Adjustment U | Read |
| Op MMU R | Read |
| Op MMU R | Read |
| Op MMU R % | Read |

| Measure | Access |
|--------------------------------------|---------------|
| Op MMU R % | Read |
| Op On Order C | Read |
| Op On Order Cxl C | Read |
| Op On Order Cxl U | Read |
| Op On Order U | Read |
| Op OTB C | Read |
| Op OTB U | Read |
| Op Outbound Freight C | Read |
| Op Outbound Freight C % | Read |
| Op Promo Sales AUC | Read |
| Op Promo Sales AUR | Read |
| Op Promo Sales C | Read |
| Op Promo Sales R | Read |
| Op Promo Sales U | Read |
| Op Receipts AUC | Read |
| Op Receipts C | Read |
| Op Receipts U | Read |
| Op Reclass In AUC | Read |
| Op Reclass In C | Read |
| Op Reclass In U | Read |
| Op Reclass Out AUC | Read |
| Op Reclass Out C | Read |
| Op Reclass Out U | Read |
| Op Regular Sales AUC | Read |
| Op Regular Sales AUR | Read |
| Op Regular Sales C | Read |
| Op Regular Sales R | Read |
| Op Regular Sales U | Read |
| Op Return Process Fee per Unit C | Read |
| Op Return to Vendor AUC | Read |
| Op Return to Vendor C | Read |
| Op Return to Vendor U | Read |
| Op Sales AUC | Read |
| Op Sales AUR | Read |
| Op Sales Contribution to Product C % | Read |
| Op Sales Contribution to Product R % | Read |

| Measure | Access |
|--------------------------------------|---------------|
| Op Sales Contribution to Product U % | Read |
| Op Sales Contribution to Time C % | Read |
| Op Sales Contribution to Time R % | Read |
| Op Sales Contribution to Time U % | Read |
| Op Sales R | Read |
| Op Sales U | Read |
| Op Sales var Ly C % | Read |
| Op Sales var Ly R % | Read |
| Op Sell Thru C % | Read |
| Op Sell Thru U % | Read |
| Op Selling Store On Hand C | Read |
| Op Selling Store On Hand U | Read |
| Op Stk/Sls Cr | Read |
| Op Stk/Sls Ur | Read |
| Op Stock Adjustment C | Read |
| Op Stock Adjustment U | Read |
| Op Stock On Hand C | Read |
| Op Stock On Hand U | Read |
| Op TO Cr | Read |
| Op TO Ur | Read |
| Op Transfer In AUC | Read |
| Op Transfer In C | Read |
| Op Transfer In U | Read |
| Op Transfer Out AUC | Read |
| Op Transfer Out C | Read |
| Op Transfer Out U | Read |
| Op Ttl RTV Process Fee C | Read |
| Op Wkrm / Other Costs C | Read |
| Op WOH Cr | Read |
| Op WOH Ur | Read |
| Tgt Avg Store Inv C | Read |
| Tgt Avg Store Inv U | Read |
| Tgt Avg Store Sales C | Read |
| Tgt Avg Store Sales R | Read |
| Tgt Avg Store Sales U | Read |
| Tgt Cash Discount C | Read |

| Measure | Access |
|--------------------------|---------------|
| Tgt Cash Discount C % | Read |
| Tgt Clearance Sales AUC | Read |
| Tgt Clearance Sales C | Read |
| Tgt Clearance Sales R | Read |
| Tgt Clearance Sales U | Read |
| Tgt COGS C | Read |
| Tgt Commitments C | Read |
| Tgt Commitments U | Read |
| Tgt Cost Adjustment C | Read |
| Tgt Cost Adjustment C % | Read |
| Tgt Customer Returns C | Read |
| Tgt Customer Returns C % | Read |
| Tgt Customer Returns R | Read |
| Tgt Customer Returns R % | Read |
| Tgt Customer Returns U | Read |
| Tgt Customer Returns U % | Read |
| Tgt EOP Inv U | Read |
| Tgt Freight C | Read |
| Tgt Freight C % | Read |
| Tgt Gross Sales C | Read |
| Tgt Gross Sales R | Read |
| Tgt Gross Sales U | Read |
| Tgt MMU R | Read |
| Tgt MMU R % | Read |
| Tgt Outbound Freight C | Read |
| Tgt Outbound Freight C % | Read |
| Tgt Promo Sales C | Read |
| Tgt Promo Sales R | Read |
| Tgt Promo Sales U | Read |
| Tgt Receipts U | Read |
| Tgt Reclass In C | Read |
| Tgt Reclass In U | Read |
| Tgt Reclass Out C | Read |
| Tgt Reclass Out U | Read |
| Tgt Regular Sales C | Read |
| Tgt Regular Sales R | Read |

| Measure | Access |
|-----------------------------------|---------------|
| Tgt Regular Sales U | Read |
| Tgt Return Process Fee per Unit C | Read |
| Tgt Return to Vendor C | Read |
| Tgt Return to Vendor U | Read |
| Tgt Sales AUC | Read |
| Tgt Sales AUR | Read |
| Tgt Sales U | Read |
| Tgt TO Ur | Read |
| Tgt Transfer In C | Read |
| Tgt Transfer Out C | Read |
| Tgt Transfer Out U | Read |
| Tgt Wkrm / Other Costs C | Read |
| Tgt WOH Cr | Read |
| Tgt WOH Ur | Read |
| Wa Avg Inv U | Read |
| Wa Avg Store Inv C | Read |
| Wa Avg Store Inv U | Read |
| Wa Avg Store Sales C | Read |
| Wa Avg Store Sales R | Read |
| Wa Avg Store Sales U | Read |
| Wa BOP Inv U | Read |
| Wa Cash Discount C | Read |
| Wa Cash Discount C % | Read |
| Wa Clearance Sales AUC | Read |
| Wa Clearance Sales AUR | Read |
| Wa Clearance Sales C | Read |
| Wa Clearance Sales R | Read |
| Wa Clearance Sales U | Read |
| Wa COGS C | Read |
| Wa Commitments C | Read |
| Wa Commitments U | Read |
| Wa Cost Adjustment C | Read |
| Wa Cost Adjustment C % | Read |
| Wa Cost Variance C % | Read |
| Wa Customer Returns C | Read |
| Wa Customer Returns C % | Read |

| Measure | Access |
|---------------------------|---------------|
| Wa Customer Returns R | Read |
| Wa Customer Returns R % | Read |
| Wa Customer Returns U | Read |
| Wa Customer Returns U % | Read |
| Wa EOP Inv AUC | Read |
| Wa EOP Inv U | Read |
| Wa Forward Cover C | Read |
| Wa Forward Cover U | Read |
| Wa Freight C | Read |
| Wa Freight C % | Read |
| Wa GMROI C | Read |
| Wa Gross Sales C | Read |
| Wa Gross Sales R | Read |
| Wa Gross Sales U | Read |
| Wa In Transit C | Read |
| Wa In Transit U | Read |
| Wa Inventory Adjustment C | Read |
| Wa Inventory Adjustment U | Read |
| Wa MMU R | Read |
| Wa MMU R % | Read |
| Wa On Order C | Read |
| Wa On Order Cxl AUC | Read |
| Wa On Order Cxl C | Read |
| Wa On Order Cxl U | Read |
| Wa On Order U | Read |
| Wa OTB C | Read |
| Wa OTB U | Read |
| Wa Outbound Freight C | Read |
| Wa Outbound Freight C % | Read |
| Wa Promo Sales AUR | Read |
| Wa Promo Sales R | Read |
| Wa Promo Sales U | Read |
| Wa Receipts AUC | Read |
| Wa Receipts C | Read |
| Wa Receipts U | Read |
| Wa Reclass In AUC | Read |

| Measure | Access |
|----------------------------------|---------------|
| Wa Reclass In C | Read |
| Wa Reclass In U | Read |
| Wa Reclass Out AUC | Read |
| Wa Reclass Out C | Read |
| Wa Reclass Out U | Read |
| Wa Regular Sales AUC | Read |
| Wa Regular Sales AUR | Read |
| Wa Regular Sales C | Read |
| Wa Regular Sales R | Read |
| Wa Regular Sales U | Read |
| Wa Return Process Fee per Unit C | Read |
| Wa Return to Vendor AUC | Read |
| Wa Return to Vendor C | Read |
| Wa Return to Vendor U | Read |
| Wa Sales AUC | Read |
| Wa Sales AUR | Read |
| Wa Sales C | Read |
| Wa Sales R | Read |
| Wa Sales U | Read |
| Wa Sales var Ly C % | Read |
| Wa Sales var Ly R % | Read |
| Wa Selling Store On Hand C | Read |
| Wa Selling Store On Hand U | Read |
| Wa Stock Adjustment C | Read |
| Wa Stock Adjustment U | Read |
| Wa TO Cr | Read |
| Wa TO Ur | Read |
| Wa Transfer In C | Read |
| Wa Transfer In U | Read |
| Wa Transfer Out C | Read |
| Wa Transfer Out U | Read |
| Wa Ttl RTV Process Fee C | Read |
| Wa Wkrm / Other Costs C | Read |
| Wa WOH Cr | Read |
| Wa WOH Ur | Read |
| Wp Avg Inv var Cp C % | Read |

| Measure | Access |
|--|---------------|
| Wp Avg Inv var Cp U % | Read |
| Wp Avg Inv var Ly C % | Read |
| Wp Avg Inv var Ly U % | Read |
| Wp Avg Inv var Op C % | Read |
| Wp Avg Inv var Op U % | Read |
| Wp Avg Inv var Tgt C % | Read |
| Wp Avg Inv var Tgt U % | Read |
| Wp Avg Store Inv C | Read |
| Wp Avg Store Inv U | Read |
| Wp Avg Store Sales C | Read |
| Wp Avg Store Sales R | Read |
| Wp Avg Store Sales U | Read |
| Wp BOP Inv C | Write |
| Wp BOP Inv var Ly C % | Read |
| Wp BOP Inv var Op C % | Read |
| Wp Clearance Sales Contribution to Sales R % | Write |
| Wp Clearance Sales Contribution to Sales U % | Write |
| Wp Clearance Sales var Ly C % | Write |
| Wp Clearance Sales var Ly R % | Write |
| Wp Clearance Sales var Ly U % | Write |
| Wp COGS C | Read |
| Wp Cost Adjustment C | Read |
| Wp Cost Adjustment C | Write |
| Wp Cost Adjustment C % | Write |
| Wp Cost Variance C | Read |
| Wp Customer Returns AUC | Write |
| Wp Customer Returns C | Write |
| Wp Customer Returns C % | Write |
| Wp Customer Returns R | Write |
| Wp Customer Returns R % | Write |
| Wp Customer Returns U | Write |
| Wp Customer Returns U % | Write |
| Wp EOP Inv var Op C % | Read |
| Wp EOP Inv var Op U % | Read |
| Wp EOP Inv var Tgt U % | Read |
| Wp Event Information Text | Write |

| Measure | Access |
|--|---------------|
| Wp GM var Op R % | Read |
| Wp Gross Sales AUC | Read |
| Wp Gross Sales C | Read |
| Wp Gross Sales R | Read |
| Wp Gross Sales U | Read |
| Wp In Transit C | Write |
| Wp In Transit U | Write |
| Wp Inventory Comments Text | Write |
| Wp KP BOP Inv Contribution to TP C % | Read |
| Wp KP BOP Inv Contribution to TP U % | Read |
| Wp KP EOP Inv Contribution to TP C% C % | Read |
| Wp KP EOP Inv Contribution to TP C% U % | Read |
| Wp KP EOP Inv Contribution to TP R% C % | Read |
| Wp KP EOP Inv Contribution to TP R% U % | Read |
| Wp KP EOP Inv Contribution to TP U% C % | Read |
| Wp KP EOP Inv Contribution to TP U% U % | Read |
| Wp KP Sales Contribution to TP C% C % | Read |
| Wp KP Sales Contribution to TP C% U % | Read |
| Wp KP Sales Contribution to TP R% C % | Read |
| Wp KP Sales Contribution to TP R% U % | Read |
| Wp KP Sales Contribution to TP U% C % | Read |
| Wp KP Sales Contribution to TP U% U % | Read |
| Wp MMU variance to Cp R % | Read |
| Wp On Order AUC | Read |
| Wp On Order Cxl AUC | Write |
| Wp Outbound Freight C | Write |
| Wp Outbound Freight C % | Write |
| Wp Profitability Comments Text | Write |
| Wp Promo Sales Contribution to Sales R % | Write |
| Wp Promo Sales Contribution to Sales R % | Write |
| Wp Promo Sales Contribution to Sales U % | Write |
| Wp Promo Sales var Ly C % | Write |
| Wp Promo Sales var Ly R % | Write |
| Wp Promo Sales var Ly U % | Write |
| Wp Receipts var Op C % | Write |
| Wp Reclass In AUC | Write |

| Measure | Access |
|--|---------------|
| Wp Reclass Out AUC | Write |
| Wp Regular Sales Contribution to Sales R % | Write |
| Wp Regular Sales Contribution to Sales U % | Write |
| Wp Regular Sales var Ly C % | Write |
| Wp Regular Sales var Ly R % | Write |
| Wp Regular Sales var Ly U % | Write |
| Wp Return Process Fee per Unit C | Write |
| Wp Sales Comment Text | Write |
| Wp Sales Contribution to Product C % | Write |
| Wp Sales Contribution to Product R % | Write |
| Wp Sales var Op C % | Write |
| Wp Sales var Op R % | Write |
| Wp Sales var Tgt U % | Write |
| Wp Sell Thru C % | Read |
| Wp Selling Store On Hand C | Read |
| Wp Selling Store On Hand U | Read |
| Wp Stk/Sls Cr | Read |
| Wp Stk/Sls Ur | Read |
| Wp Stock Adjustment C | Read |
| Wp Stock Adjustment U | Read |
| Wp Stock On Hand C | Read |
| Wp Stock On Hand U | Read |
| Wp Store Close Date Date | Read |
| Wp Store Open Date Date | Read |
| Wp Transfer In AUC | Write |
| Wp Transfer Out AUC | Write |
| Wp Ttl RTV Process Fee C | Read |
| Wp WOH Cr | Read |
| Wp WOH Ur | Read |

Measure Calculations

This chapter provides a summary of specific measure calculations and a summary of common, repeated calculations that are contained within the Merchandise Financial Planning Cost solution. Some measures in Merchandise Financial Planning Cost can be calculated one of two ways, depending on the specific edit made. You can view which calculation is in effect for a measure by right-clicking on the measure and selecting Show Measure Status after an edit is made but before calculating.

The goal of this chapter is to document some key measure calculations and repeatedly used calculations, not to document every calculation for every rule in the solution.

Commonly Used Calculations

| Measure Type | Primary Calculation Method | Example |
|---|---|---|
| AUC measures | Calculated by dividing the corresponding Cost measure by the Unit Measure | Sales AUC = Sales C / Sales U |
| AUR measures | Calculated by dividing the corresponding Retail measure by the Unit Measure | Sales AUR = Sales R / Sales U |
| Wp variance measures | Calculated by subtracting the designated variance version measure from the Wp measure and dividing by the Wp measure | Wp Sales var Ly C% = (Wp Sales C – Ly Sales C) / Wp Sales C |
| Contribution to Product % or Contribution to Time % | Calculated by taking a measure at a specific product or time period and determining it's % contribution to the highest product or time period in the workbook | Sales contribution to Time C % (at a week level) = Sales C (at that week) / Sales C (at the year) * 100 |
| MMU R measures | Calculated as the difference between the Retail measure less the Cost measure | MMU R = Sales R – Sales C |
| MMU R% measures | Calculated by dividing the MMU R value by Sales Retail. An edit to the MMU R% will recalculate Sales R. | MMU R% = MMU R / Sales R |
| Cumulative measures | The values displayed at base time periods represent calculations from the beginning of the workbook through and including the current period. The beginning and end point for the cumulative calculation cannot extend outside the workbook. | Avg Inv – calculates for the current time period using BOS as the starting point. |
| KeyPlan contribution measures | Calculated by taking the Current Plan KeyPlan measure divided by the Current Plan Merchandise Financial Planning Cost measure | Cp KP contrib TP BOP C % = KCp BOP C / MCp BOP C |

Specific Measure Calculations

Units of measure have been removed to simplify the following table. In many instances, there are Cost and Unit versions of the measures (for example, Avg Inv C and Avg Inv U). Unless noted, the basic calculation is the same for both the retail and unit measures.

| Measure | Calculation |
|--------------------------------------|---|
| Avg Inv | Executive Role: Sales / Turn Over Manager and Planner Roles: (BOP + cumulative EOP) / (# periods + 1) |
| Avg Store Inv | (EOP / Store Count #) |
| Avg Store Sales | (Sales / Store Count #) |
| BOP | Lag (EOP) |
| Cash Discount C | (Cash Discount C % * Receipts C) |
| Cash Discount C % | (Cash Discount C / Receipts C) |
| COGS C | (BOP Inv C + Receipts C – RTV C + Transfer In C – Transfer Out C + Reclass On C – Reclass In C – Inv Adj C - EOP Inv C) |
| Customer Returns | (Customer Returns % * Sales) |
| Customer Returns % | (Customer Returns / Sales) |
| EOP | (BOP + Receipts - Sales - RTV + Transfer In- Transfer Out + Reclass In - Reclass Out- Inv Adj) |
| Forward Cover | (EOP / (Sum of forward period Sales for the number of periods that the EOP will cover)) |
| Freight C (Inbound Freight C) | (Receipts C * Freight C %) |
| Freight C % (Inbound Freight C %) | (Freight C / Receipts C) |
| GM % | (Gross Margin R / Sales R) |
| GM R | Executive Role: (Gross Margin % * Sales R) Manager and Planner Roles: (MMU R – Freight C – Workroom C + Cash Discount C) |
| GMROI | (Gross Margin R / Average Inventory C) |
| Gross Sales | (Sales+ Customer Returns) |
| In Transit | (BOP – Selling Store On Hand) |
| OTB | (Cp Receipts – On Order - Commitments + On Order Cancel) |
| Outbound Freight C | (Return to Vendor C * Outbound Freight C%) |
| Outbound Freight C % | (Outbound Freight C/ Returns to Vendor C) |
| Receipts | If EOP is edited, Receipts is calculated from the following rule: (EOP – BOP + Sales + Return to Vendor – Reclass In + Reclass Out – Receipts - Transfer In + Transfer Out - Inv Adj) |
| Sell Thru % | (Sales / (BOP + Receipts)) |
| Sales | (Regular Sales + Promo Sales + Clearance Sales) |

| Measure | Calculation |
|-------------------------------------|---|
| Regular Sales contribution to Sales | (Regular Sales / Sales) |
| Promo Sales contribution to Sales | (Promo Sales / Sales) |
| Clear Sales contribution to Sales | (Clear Sales / Sales) |
| Stock Adjustment | (BOP – Stock On Hand) |
| Stk/Sales | (BOP Inv / Sales) |
| TO | Sales / Avg Inv |
| Ttl Ret Process Fee C | (Return To Vendor U * Ret Process Fee C) |
| WOS | (BOP Inv / (Sales / number of weeks in period)) |

Merchandise Financial Planning Cost Measures List

About Merchandise Financial Planning Cost Measures

The following table contains a complete list of the measures that are delivered with Merchandise Financial Planning Cost. Every measure has four components: Role, Version, Metric, and Unit of Measure.

| Measure Name | Measure Label | Measure Description | Access |
|-------------------|------------------------------------|--|--------|
| CopSlsR | Ch Op Sales R | Channel Planning Original Plan Sales Value | Read |
| ETgAvgInvC | Tgt Avg Inv C | Average Inventory Cost | Read |
| ETgGMR | Tgt GM R | Gross Margin Value | Read |
| ETgGMRp | Tgt GM R % | Gross Margin expressed as a percentage of Sales | Read |
| ETgSlsMMUR | Tgt MMU R | Sales Retail Markup Value | Read |
| ETgSlsMMURp | Tgt MMU R % | Retail Markup value as a percent of retail sales | Read |
| ETgSlsC | Tgt Sales C | Sales Cost Value | Read |
| ETgSlsR | Tgt Sales R | Sales Retail Value | Read |
| ETgTOCr | Tgt TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |
| EWpAvgInvC | Wp Avg Inv C | Average Inventory Cost | Read |
| EWpAvgInnvCpCp | Wp Avg Inv var Cp C % | Percentage increase or decrease in Average Inventory value over the current approved plan | Read |
| EWpAvgInnvLyCp | Wp Avg Inv var Ly C % | Percentage increase or decrease in Average Inventory value this year over last year. | Read |
| EWpAvgInnvOpCp | Wp Avg Inv var Op C % | Percentage increase or decrease in Average Inventory value over the original approved plan | Read |
| EWpDemandvLySlsRp | Wp Demand variance to LY Sales R % | Percentage difference between Working Plan and Last Year Retail Sales Demand | Read |
| EWpGMR | Wp GM R | Gross Margin Value | Read |
| EWpGMRp | Wp GM R % | Gross Margin expressed as a percentage of Sales | Write |
| EWpGMvCpRp | Wp GM var CP R % | Percentage difference between Working Plan and Current Plan Gross Margin | Read |
| EWpGMvLyRp | Wp GM var Ly R % | Percentage difference between Working Plan and Last Year Gross Margin | Read |
| EWpGMvOpRp | Wp GM var Op R % | Percentage difference between Working Plan and Original Plan Gross Margin | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--------------------------------------|---|--------|
| EWpGMROIC | Wp GMROI C | Gross Margin Return on Investment | Read |
| EWpSlSMMUR | Wp MMU R | Sales Retail Markup Value | Read |
| EWpSlSMMURp | Wp MMU R % | Retail Markup value as a percent of retail sales | Write |
| EWpSlSMMUvLyR | Wp MMU var LY R | Retail Markup value variance to LY markup value | Read |
| EWpSlSMMUvLyRp | Wp MMU var LY R % | Percentage difference between Working Plan and Last Year Retail Markup dollars | Read |
| EWpSlSMMUvCpRp | Wp MMU variance to Cp R % | Percentage difference between Working Plan and Current Plan Retail Markup dollars | Read |
| EWpSlfAppB | Wp Publish | Publish Targets | Write |
| EWpSlfAppTxtTx | Wp Publish Comment Text | Publish Comment | Write |
| EWpSlfAppDteD | Wp Publish Date Date | The date and time the user last published targets. | Read |
| EWpSlSc | Wp Sales C | Sales Cost Value | Write |
| EWpSlSR | Wp Sales R | Sales Retail Value | Write |
| EWpSlSbdrtCp | Wp Sales Build Rate C % | Ratio of Sales Cost for this period to Sales Cost for prior displayed period | Read |
| EWpSlSbdrtRr | Wp Sales Build Rate Rr | Ratio of Sales Retail for this period to Sales Retail for prior displayed period | Read |
| EWpSlScPrdCp | Wp Sales Contribution to Product C % | The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro | Write |
| EWpSlScPrdRp | Wp Sales Contribution to Product R % | The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest | Write |
| EWpSlScTmeCp | Wp Sales Contribution to Time C % | The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p | Write |
| EWpSlScTmeRp | Wp Sales Contribution to Time R % | The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti | Write |
| EWpSlsvCpCp | Wp Sales var Cp C % | Percentage difference between Working Plan and Current Plan Sales Cost Value | Write |
| EWpSlsvCpRp | Wp Sales var Cp R % | Percentage difference between Working Plan and Current Plan Sales Cost Value | Write |
| EWpSlsvLyCp | Wp Sales var Ly C % | Percentage difference between Working Plan and Last Year Sales Cost Value | Write |
| EWpSlsvLyRp | Wp Sales var Ly R % | Percentage difference between Working Plan and Last Year Sales Retail Value | Write |
| EWpSlsvOpCp | Wp Sales var Op C % | Percentage difference between Working Plan and Original Plan Sales Cost Value | Write |
| EWpSlsvOpRp | Wp Sales var Op R % | Percentage difference between Working Plan and Original Plan Sales Cost Value | Write |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|--|--------|
| EWpTOCr | Wp TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Write |
| MCpAvgInvC | Cp Avg Inv C | Average Inventory Cost | Read |
| MCpAvgInvU | Cp Avg Inv U | Average Inventory Units | Read |
| MCpAvgSInvC | Cp Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| MCpAvgSInvU | Cp Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| MCpAvgSSlsC | Cp Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| MCpAvgSSlsR | Cp Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| MCpAvgSSlsU | Cp Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| MCpBOPAc | Cp BOP Inv AUC | Beginning of Period Inventory Average Unit Cost | Read |
| MCpBOPC | Cp BOP Inv C | Beginning of Period Inventory Cost Value | Read |
| MCpBOPU | Cp BOP Inv U | Beginning of Period Inventory Units | Read |
| MCpCashDC | Cp Cash Discount C | Earned Cash Discounts | Read |
| MCpCashDCp | Cp Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Read |
| MCpSlsClrAc | Cp Clearance Sales AUC | Clearance Sales Unit Cost value | Read |
| MCpSlsClrAr | Cp Clearance Sales AUR | Clearance Sales Average Unit Retail value | Read |
| MCpSlsClrC | Cp Clearance Sales C | Clearance Sales Cost Value | Read |
| MCpSlsClrR | Cp Clearance Sales R | Clearance Sales Retail Value | Read |
| MCpSlsClrU | Cp Clearance Sales U | Clearance Sales Units | Read |
| MCpSlsClrcSICp | Cp Clearance Sales Contribution to Sales C % | Clearance Sales Cost value % contribution to Sales Cost value | Read |
| MCpSlsClrcSIRp | Cp Clearance Sales Contribution to Sales C % | Clearance Sales Retail value % contribution to Sales Retail value | Read |
| MCpSlsClrcSIUp | Cp Clearance Sales Contribution to Sales C % | Clearance Sales Units % contribution to Sales Units | Read |
| MCpCOGSC | Cp COGS C | Cost of goods sold | Read |
| MCpCmtsC | Cp Commitments C | Cost Value of orders placed but not approved in the purchase order system | Read |
| MCpCmtsU | Cp Commitments U | Unit Value of orders placed but not approved in the purchase order system | Read |
| MCpCostAdjC | Cp Cost Adjustment C | Cost Adjustments | Read |
| MCpCostAdjCp | Cp Cost Adjustment C % | Cost Adjustments as a percentage of Total Receipts Cost | Read |
| MCpCustRetAc | Cp Customer Returns AUC | Customer Returns Average Unit Cost | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|---------------------------|---|--------|
| MCpCustRetC | Cp Customer Returns C | Customer Returns Cost | Read |
| MCpCustRetCp | Cp Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Read |
| MCpCustRetR | Cp Customer Returns R | Customer Returns Retail Value | Read |
| MCpCustRetRp | Cp Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Read |
| MCpCustRetU | Cp Customer Returns U | Customer Returns Units | Read |
| MCpCustRetUp | Cp Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Read |
| MCpEOPAc | Cp EOP Inv AUC | End of Period Inventory Average Unit Cost | Read |
| MCpEOPC | Cp EOP Inv C | End Of Period Inventory Cost | Read |
| MCpEOPC | Cp EOP Inv C | End Of Period Inventory Cost | Read |
| MCpEOPU | Cp EOP Inv U | End Of Period Inventory Units | Read |
| MCpEOPU | Cp EOP Inv U | End Of Period Inventory Units | Read |
| MCpFwdCvrC | Cp Forward Cover C | The number of future periods' Cost Sales the current End of Period Inventory will cover | Read |
| MCpFwdCvrU | Cp Forward Cover U | The number of future periods' Unit Sales the current End of Period Inventory will cover | Read |
| MCpFreightC | Cp Freight C | Freight Cost (Inbound) | Read |
| MCpFreightCp | Cp Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Read |
| MCpGMR | Cp GM R | Gross Margin Value | Read |
| MCpGMRp | Cp GM R % | Gross Margin expressed as a percentage of Sales | Read |
| MCpGMROI C | Cp GMROI C | Gross Margin Return on Investment | Read |
| MCpGrssSlsAc | Cp Gross Sales AUC | Gross Sales Average Unit Cost (exclusive of returns) | Read |
| MCpGrssSlsC | Cp Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |
| MCpGrssSlsR | Cp Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| MCpGrssSlsU | Cp Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| MCpInTransC | Cp In Transit C | In-Transit Inventory Cost Value | Read |
| MCpInTransU | Cp In Transit U | In-Transit Units | Read |
| MCpInvAdjC | Cp Inventory Adjustment C | Inventory Adjustment Cost | Read |
| MCpInvAdjU | Cp Inventory Adjustment U | Inventory Adjustment Units | Read |
| MCpSlsMMUR | Cp MMU R | Sales Retail Markup Value | Read |
| MCpSlsMMURp | Cp MMU R % | Retail Markup value as a percent of retail sales | Read |
| MCpOnOrderC | Cp On Order C | On Order Cost Value | Read |
| MCpOnOrderU | Cp On Order U | On Order Units | Read |
| MCpOnOrdCxAc | Cp On Order Cxl AUC | Cancelled On Order Average Unit Cost | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| MCpOnOrdCxC | Cp On Order Cxl C | Cancelled On Order Cost Value | Read |
| MCpOnOrdCxU | Cp On Order Cxl U | Cancelled On Order Units | Read |
| MCpOTBC | Cp OTB C | Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost | Read |
| MCpOTBU | Cp OTB U | Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units | Read |
| MCpOFreightC | Cp Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Read |
| MCpOFreightCp | Cp Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Read |
| MCpSlsProAc | Cp Promo Sales AUC | Promotional Sales Average Unit Cost | Read |
| MCpSlsProAr | Cp Promo Sales AUR | Promotional Sales Average Unit Retail | Read |
| MCpSlsProC | Cp Promo Sales C | Promotional Sales Cost Value | Read |
| MCpSlsProR | Cp Promo Sales R | Promotional Sales Retail Value | Read |
| MCpSlsProU | Cp Promo Sales U | Promotional Sales Retail Value | Read |
| MCpSlsProcSlCp | Cp Promo Sales Contribution to Sales C % | Promotional Sales Cost value percent contribution to Sales Cost | Read |
| MCpSlsProcSlRp | Cp Promo Sales Contribution to Sales R % | Promotional Sales Retail Value percent contribution to Sales Retail | Read |
| MCpSlsProcSlUp | Cp Promo Sales Contribution to Sales U % | Promotional Sale Units percent contribution to Sales Units | Read |
| MCpRcptAc | Cp Receipts AUC | Receipts Average Unit Cost | Read |
| MCpRcptC | Cp Receipts C | Receipts Cost Value | Read |
| MCpRcptC | Cp Receipts C | Receipts Cost Value | Read |
| MCpRcptU | Cp Receipts U | Receipts Units | Read |
| MCpRcptU | Cp Receipts U | Receipts Units | Read |
| MCpRclsInAc | Cp Reclass In AUC | Inventory Re-Classification additions Average Unit Cost | Read |
| MCpRclsInC | Cp Reclass In C | Inventory Re-Classification additions Cost Value | Read |
| MCpRclsInU | Cp Reclass In U | Inventory Re-Classification additions Units | Read |
| MCpRclsOutAc | Cp Reclass Out AUC | Inventory Re-Classification subtractions Average Unit Cost | Read |
| MCpRclsOutC | Cp Reclass Out C | Inventory Re-Classification subtractions Cost Value | Read |
| MCpRclsOutU | Cp Reclass Out U | Inventory Re-Classification subtractions Units | Read |
| MCpSlsRegAc | Cp Regular Sales AUC | Regular Sales Average Unit Cost | Read |
| MCpSlsRegAr | Cp Regular Sales AUR | Regular Sales Average Unit Retail | Read |
| MCpSlsRegC | Cp Regular Sales C | Regular Sales Cost Value | Read |
| MCpSlsRegR | Cp Regular Sales R | Regular Sales Retail Value | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| MCpSlsRegU | Cp Regular Sales U | Regular Sales Units | Read |
| MCpSlsRegcSlCp | Cp Regular Sales Contribution to Sales C % | Regular Sales Cost value contribution to Sales Cost | Read |
| MCpSlsRegcSlRp | Cp Regular Sales Contribution to Sales R % | Regular Sales Retail value contribution to Sales Retail | Read |
| MCpSlsRegcSlUp | Cp Regular Sales Contribution to Sales U % | Regular Sales Unit value contribution to Sales Units | Read |
| MCpRTVPFeeC | Cp Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Read |
| MCpRTVAc | Cp Return to Vendor AUC | Average Unit Cost of merchandise returned to vendors | Read |
| MCpRTVC | Cp Return to Vendor C | Cost Value of merchandise returned to vendor | Read |
| MCpRTVU | Cp Return to Vendor U | Number of Units of merchandise returned to vendor | Read |
| MCpSlsAc | Cp Sales AUC | Sales Average Unit Cost | Read |
| MCpSlsAr | Cp Sales AUR | Sales Average Unit Retail | Read |
| MCpSlsC | Cp Sales C | Sales Cost Value | Read |
| MCpSlsC | Cp Sales C | Sales Cost Value | Read |
| MCpSlsR | Cp Sales R | Sales Retail Value | Read |
| MCpSlsU | Cp Sales U | Sales Units | Read |
| MCpSlsU | Cp Sales U | Sales Units | Read |
| MCpSlsbdrtCp | Cp Sales Build Rate C % | Ratio of Sales Cost for this period to Sales Cost for prior displayed period | Read |
| MCpSlsbdrtRr | Cp Sales Build Rate Rr | Ratio of Sales Retail for this period to Sales Retail for prior displayed period | Read |
| MCpSlsCPrdCp | Cp Sales Contribution to Product C % | The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro | Read |
| MCpSlsCPrdRp | Cp Sales Contribution to Product R % | The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest | Read |
| MCpSlsCPrdUp | Cp Sales Contribution to Product U % | The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro | Read |
| MCpSlsCtmeCp | Cp Sales Contribution to Time C % | The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p | Read |
| MCpSlsCtmeRp | Cp Sales Contribution to Time R % | The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti | Read |
| MCpSlsCtmeUp | Cp Sales Contribution to Time U % | The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|----------------------------|---|--------|
| MCpSlsvLyCp | Cp Sales var Ly C % | Percentage difference between Working Plan and Last Year Sales Cost Value | Read |
| MCpSlsvLyRp | Cp Sales var Ly R % | Percentage difference between Working Plan and Last Year Sales Retail Value | Read |
| MCpSelThrCp | Cp Sell Thru C % | Percent of total available inventory cost value sold for a period of time | Read |
| MCpSelThrUp | Cp Sell Thru U % | Percent of total available inventory units sold for a period of time | Read |
| MCpSellStOHC | Cp Selling Store On Hand C | Selling Store Cost Value of merchandise on hand | Read |
| MCpSellStOHU | Cp Selling Store On Hand U | Selling Store Units on hand | Read |
| MCpStkSlsCr | Cp Stk/Sls Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value | Read |
| MCpStkSlsUr | Cp Stk/Sls Ur | Ratio of Beginning of Period Inventory Units to Sales Units | Read |
| MCpStkAdjC | Cp Stock Adjustment C | Stock Adjustment Cost Value | Read |
| MCpStkAdjU | Cp Stock Adjustment U | Stock Adjustment Units | Read |
| MCpSOHC | Cp Stock On Hand C | Stock On-hand Cost Value | Read |
| MCpSOHU | Cp Stock On Hand U | Stock On-hand Units | Read |
| MCpTOCr | Cp TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |
| MCpTOUr | Cp TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| MCpTrnsInAc | Cp Transfer In AUC | Transfers into inventory Average Unit Cost | Read |
| MCpTrnsInC | Cp Transfer In C | Transfers into inventory Cost Value | Read |
| MCpTrnsInU | Cp Transfer In U | Transfers into inventory Units | Read |
| MCpTrnsOutAc | Cp Transfer Out AUC | Transfers out of inventory Average Unit Cost | Read |
| MCpTrnsOutC | Cp Transfer Out C | Transfers out of inventory Cost Value | Read |
| MCpTrnsOutU | Cp Transfer Out U | Transfers out of inventory Units | Read |
| MCpTtlRPFeeC | Cp Ttl RTV Process Fee C | Return to Vendor Processing Fee Cost Value | Read |
| MCpWkrmC | Cp Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Read |
| MCpWkrmCp | Cp Wkrm / Other Costs C % | Workroom Cost expressed as a percent of Total Receipts at Cost | Read |
| MCpWOHCr | Cp WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |
| MCpWOHUr | Cp WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |
| MLyEvtTxtTx | Ly Event Information Text | Promotional Event Comments | Read |
| MLyInvTxtTx | Ly Inventory Comments Text | Inventory Comments | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|--------------------------------|---|--------|
| MLyPrfTxFtTx | Ly Profitability Comments Text | Profitability Comments | Read |
| MLySlsTxFtTx | Ly Sales Comment Text | Sales Text | Read |
| MOpAvgInvC | Op Avg Inv C | Average Inventory Cost | Read |
| MOpAvgInvU | Op Avg Inv U | Average Inventory Units | Read |
| MOpAvgSInvC | Op Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| MOpAvgSInvU | Op Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| MOpAvgSSlsC | Op Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| MOpAvgSSlsR | Op Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| MOpAvgSSlsU | Op Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| MOpBOPAc | Op BOP Inv AUC | Beginning of Period Inventory Average Unit Cost | Read |
| MOpBOPC | Op BOP Inv C | Beginning of Period Inventory Cost Value | Read |
| MOpBOPU | Op BOP Inv U | Beginning of Period Inventory Units | Read |
| MOpCashDC | Op Cash Discount C | Earned Cash Discounts | Read |
| MOpCashDCp | Op Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Read |
| MOpSlsClrAc | Op Clearance Sales AUC | Clearance Sales Unit Cost value | Read |
| MOpSlsClrAr | Op Clearance Sales AUR | Clearance Sales Average Unit Retail value | Read |
| MOpSlsClrC | Op Clearance Sales C | Clearance Sales Cost Value | Read |
| MOpSlsClrR | Op Clearance Sales R | Clearance Sales Retail Value | Read |
| MOpSlsClrU | Op Clearance Sales U | Clearance Sales Units | Read |
| MOpCOGSC | Op COGS C | Cost of goods sold | Read |
| MOpCmtsC | Op Commitments C | Cost Value of orders placed but not approved in the purchase order system | Read |
| MOpCmtsU | Op Commitments U | Unit Value of orders placed but not approved in the purchase order system | Read |
| MOpCostAdjC | Op Cost Adjustment C | Cost Adjustments | Read |
| MOpCostAdjCp | Op Cost Adjustment C % | Cost Adjustments as a percentage of Total Receipts Cost | Read |
| MOpCustRetAc | Op Customer Returns AUC | Customer Returns Average Unit Cost | Read |
| MOpCustRetC | Op Customer Returns C | Customer Returns Cost | Read |
| MOpCustRetCp | Op Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Read |
| MOpCustRetR | Op Customer Returns R | Customer Returns Retail Value | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|---------------------------|---|--------|
| MOpCustRetRp | Op Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Read |
| MOpCustRetU | Op Customer Returns U | Customer Returns Units | Read |
| MOpCustRetUp | Op Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Read |
| MOpEOPAc | Op EOP Inv AUC | End of Period Inventory Average Unit Cost | Read |
| MOpEOPC | Op EOP Inv C | End Of Period Inventory Cost | Read |
| MOpEOPU | Op EOP Inv U | End Of Period Inventory Units | Read |
| MOpFwdCvrC | Op Forward Cover C | The number of future periods' Cost Sales the current End of Period Inventory will cover | Read |
| MOpFwdCvrU | Op Forward Cover U | The number of future periods' Unit Sales the current End of Period Inventory will cover | Read |
| MOpFreightC | Op Freight C | Freight Cost (Inbound) | Read |
| MOpFreightCp | Op Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Read |
| MOpGMR | Op GM R | Gross Margin Value | Read |
| MOpGMRp | Op GM R % | Gross Margin expressed as a percentage of Sales | Read |
| MOpGMROI C | Op GMROI C | Gross Margin Return on Investment | Read |
| MOpGrssSlsAc | Op Gross Sales AUC | Gross Sales Average Unit Cost (exclusive of returns) | Read |
| MOpGrssSlsC | Op Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |
| MOpGrssSlsR | Op Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| MOpGrssSlsU | Op Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| MOpInTransC | Op In Transit C | In-Transit Inventory Cost Value | Read |
| MOpInTransU | Op In Transit U | In-Transit Units | Read |
| MOpInvAdjC | Op Inventory Adjustment C | Inventory Adjustment Cost | Read |
| MOpInvAdjU | Op Inventory Adjustment U | Inventory Adjustment Units | Read |
| MOpSlsMMUR | Op MMU R | Sales Retail Markup Value | Read |
| MOpSlsMMUR | Op MMU R | Retail Markup value as a percent of retail sales | Read |
| MOpSlsMMUR | Op MMU R % | Retail Markup value as a percent of retail sales | Read |
| MOpSlsMMUR | Op MMU R % | Sales Retail Markup Value | Read |
| MOpOnOrderC | Op On Order C | On Order Cost Value | Read |
| MOpOnOrderU | Op On Order U | On Order Units | Read |
| MOpOnOrdCx C | Op On Order Cxl C | Cancelled On Order Cost Value | Read |
| MOpOnOrdCxU | Op On Order Cxl U | Cancelled On Order Units | Read |
| MOpOTBC | Op OTB C | Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost | Read |

| Measure Name | Measure Label | Measure Description | Access |
|---------------|----------------------------------|--|--------|
| MOpOTBU | Op OTB U | Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units | Read |
| MOpOFreightC | Op Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Read |
| MOpOFreightCp | Op Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Read |
| MOpSlsProAc | Op Promo Sales AUC | Promotional Sales Average Unit Cost | Read |
| MOpSlsProAr | Op Promo Sales AUR | Promotional Sales Average Unit Retail | Read |
| MOpSlsProC | Op Promo Sales C | Promotional Sales Cost Value | Read |
| MOpSlsProR | Op Promo Sales R | Promotional Sales Retail Value | Read |
| MOpSlsProU | Op Promo Sales U | Promotional Sales Retail Value | Read |
| MOpRcptAc | Op Receipts AUC | Receipts Average Unit Cost | Read |
| MOpRcptC | Op Receipts C | Receipts Cost Value | Read |
| MOpRcptU | Op Receipts U | Receipts Units | Read |
| MOpRclsInAc | Op Reclass In AUC | Inventory Re-Classification additions Average Unit Cost | Read |
| MOpRclsInC | Op Reclass In C | Inventory Re-Classification additions Cost Value | Read |
| MOpRclsInU | Op Reclass In U | Inventory Re-Classification additions Units | Read |
| MOpRclsOutAc | Op Reclass Out AUC | Inventory Re-Classification subtractions Average Unit Cost | Read |
| MOpRclsOutC | Op Reclass Out C | Inventory Re-Classification subtractions Cost Value | Read |
| MOpRclsOutU | Op Reclass Out U | Inventory Re-Classification subtractions Units | Read |
| MOpSlsRegAc | Op Regular Sales AUC | Regular Sales Average Unit Cost | Read |
| MOpSlsRegAr | Op Regular Sales AUR | Regular Sales Average Unit Retail | Read |
| MOpSlsRegC | Op Regular Sales C | Regular Sales Cost Value | Read |
| MOpSlsRegR | Op Regular Sales R | Regular Sales Retail Value | Read |
| MOpSlsRegU | Op Regular Sales U | Regular Sales Units | Read |
| MOpRTVPFeeC | Op Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Read |
| MOpRTVAc | Op Return to Vendor AUC | Average Unit Cost of merchandise returned to vendors | Read |
| MOpRTVC | Op Return to Vendor C | Cost Value of merchandise returned to vendor | Read |
| MOpRTVU | Op Return to Vendor U | Number of Units of merchandise returned to vendor | Read |
| MOpSlsAc | Op Sales AUC | Sales Average Unit Cost | Read |
| MOpSlsAr | Op Sales AUR | Sales Average Unit Retail | Read |
| MOpSlsC | Op Sales C | Sales Cost Value | Read |
| MOpSlsR | Op Sales R | Sales Retail Value | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|--------------------------------------|---|--------|
| MOpSlsU | Op Sales U | Sales Units | Read |
| MOpSlsbdrtCp | Op Sales Build Rate C % | Ratio of Sales Cost for this period to Sales Cost for prior displayed period | Read |
| MOpSlsbdrtRr | Op Sales Build Rate Rr | Ratio of Sales Retail for this period to Sales Retail for prior displayed period | Read |
| MOpSlsCPrdCp | Op Sales Contribution to Product C % | The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro | Read |
| MOpSlsCPrdRp | Op Sales Contribution to Product R % | The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest | Read |
| MOpSlsCPrdUp | Op Sales Contribution to Product U % | The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro | Read |
| MOpSlsCTmeCp | Op Sales Contribution to Time C % | The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p | Read |
| MOpSlsCTmeRp | Op Sales Contribution to Time R % | The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti | Read |
| MOpSlsCTmeUp | Op Sales Contribution to Time U % | The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p | Read |
| MOpSlsvLyCp | Op Sales var Ly C % | Percentage difference between Working Plan and Last Year Sales Cost Value | Read |
| MOpSlsvLyRp | Op Sales var Ly R % | Percentage difference between Working Plan and Last Year Sales Retail Value | Read |
| MOpSelThrCp | Op Sell Thru C % | Percent of total available inventory cost value sold for a period of time | Read |
| MOpSelThrUp | Op Sell Thru U % | Percent of total available inventory units sold for a period of time | Read |
| MOpSellStOHC | Op Selling Store On Hand C | Selling Store Cost Value of merchandise on hand | Read |
| MOpSellStOHU | Op Selling Store On Hand U | Selling Store Units on hand | Read |
| MOpStkSlsCr | Op Stk/Sls Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value | Read |
| MOpStkSlsUr | Op Stk/Sls Ur | Ratio of Beginning of Period Inventory Units to Sales Units | Read |
| MOpStkAdjC | Op Stock Adjustment C | Stock Adjustment Cost Value | Read |
| MOpStkAdjU | Op Stock Adjustment U | Stock Adjustment Units | Read |
| MOpSOHC | Op Stock On Hand C | Stock On-hand Cost Value | Read |
| MOpSOHU | Op Stock On Hand U | Stock On-hand Units | Read |
| MOpTOCr | Op TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|--------------------------|---|--------|
| MOpTOUr | Op TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| MOpTrnsInAc | Op Transfer In AUC | Transfers into inventory Average Unit Cost | Read |
| MOpTrnsInC | Op Transfer In C | Transfers into inventory Cost Value | Read |
| MOpTrnsInU | Op Transfer In U | Transfers into inventory Units | Read |
| MOpTrnsOutAc | Op Transfer Out AUC | Transfers out of inventory Average Unit Cost | Read |
| MOpTrnsOutC | Op Transfer Out C | Transfers out of inventory Cost Value | Read |
| MOpTrnsOutU | Op Transfer Out U | Transfers out of inventory Units | Read |
| MOpTtlRPFeeC | Op Ttl RTV Process Fee C | Return to Vendor Processing Fee Cost Value | Read |
| MOpWkrmC | Op Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Read |
| MOpWOHCr | Op WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |
| MOpWOHUr | Op WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |
| MTgAvgInvC | Tgt Avg Inv C | Average Inventory Cost | Read |
| MTgAvgSInvC | Tgt Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| MTgAvgSInvU | Tgt Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| MTgAvgSSlsC | Tgt Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| MTgAvgSSlsR | Tgt Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| MTgAvgSSlsU | Tgt Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| MTgBOPC | Tgt BOP Inv C | Beginning of Period Inventory Cost Value | Read |
| MTgCashDC | Tgt Cash Discount C | Earned Cash Discounts | Read |
| MTgCashDCp | Tgt Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Read |
| MTgSlsClrAc | Tgt Clearance Sales AUC | Clearance Sales Unit Cost value | Read |
| MTgSlsClrC | Tgt Clearance Sales C | Clearance Sales Cost Value | Read |
| MTgSlsClrR | Tgt Clearance Sales R | Clearance Sales Retail Value | Read |
| MTgSlsClrU | Tgt Clearance Sales U | Clearance Sales Units | Read |
| MTgCOGSC | Tgt COGS C | Cost of goods sold | Read |
| MTgCmtsC | Tgt Commitments C | Cost Value of orders placed but not approved in the purchase order system | Read |
| MTgCmtsU | Tgt Commitments U | Unit Value of orders placed but not approved in the purchase order system | Read |
| MTgCostAdjC | Tgt Cost Adjustment C | Cost Adjustments | Read |

| Measure Name | Measure Label | Measure Description | Access |
|---------------|--------------------------|---|--------|
| MTgCostAdjCp | Tgt Cost Adjustment C % | Cost Adjustments as a percentage of Total Receipts Cost | Read |
| MTgCustRetC | Tgt Customer Returns C | Customer Returns Average Unit Retail | Read |
| MTgCustRetCp | Tgt Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Read |
| MTgCustRetR | Tgt Customer Returns R | Customer Returns Retail Value | Read |
| MTgCustRetRp | Tgt Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Read |
| MTgCustRetU | Tgt Customer Returns U | Customer Returns Units | Read |
| MTgCustRetUp | Tgt Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Read |
| MTgEOPC | Tgt EOP Inv C | End Of Period Inventory Cost | Read |
| MTgEOPU | Tgt EOP Inv U | End Of Period Inventory Units | Read |
| MTgFreightC | Tgt Freight C | Freight Cost (Inbound) | Read |
| MTgFreightCp | Tgt Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Read |
| MTgGMR | Tgt GM R | Gross Margin Value | Read |
| MTgGMRp | Tgt GM R % | Gross Margin expressed as a percentage of Sales | Read |
| MTgGMROIC | Tgt GMROI C | Gross Margin Return on Investment | Read |
| MTgGrssSlsC | Tgt Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |
| MTgGrssSlsR | Tgt Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| MTgGrssSlsU | Tgt Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| MTgSlsMMUR | Tgt MMU R | Sales Retail Markup Value | Read |
| MTgSlsMMURp | Tgt MMU R % | Retail Markup value as a percent of retail sales | Read |
| MTgOFreightC | Tgt Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Read |
| MTgOFreightCp | Tgt Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Read |
| MTgSlsProC | Tgt Promo Sales C | Promotional Sales Cost Value | Read |
| MTgSlsProR | Tgt Promo Sales R | Promotional Sales Retail Value | Read |
| MTgSlsProU | Tgt Promo Sales U | Promotional Sales Retail Value | Read |
| MTgRcptC | Tgt Receipts C | Receipts Cost Value | Read |
| MTgRcptU | Tgt Receipts U | Receipts Units | Read |
| MTgRclsInC | Tgt Reclass In C | Inventory Re-Classification additions Cost Value | Read |
| MTgRclsInU | Tgt Reclass In U | Inventory Re-Classification additions Units | Read |
| MTgRclsOutC | Tgt Reclass Out C | Inventory Re-Classification subtractions Cost Value | Read |
| MTgRclsOutU | Tgt Reclass Out U | Inventory Re-Classification subtractions Units | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|-----------------------------------|--|--------|
| MTgSlsRegC | Tgt Regular Sales C | Regular Sales Cost Value | Read |
| MTgSlsRegR | Tgt Regular Sales R | Regular Sales Retail Value | Read |
| MTgSlsRegU | Tgt Regular Sales U | Regular Sales Units | Read |
| MTgRTVPFeeC | Tgt Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Read |
| MTgRTVC | Tgt Return to Vendor C | Cost Value of merchandise returned to vendor | Read |
| MTgRTVU | Tgt Return to Vendor U | Number of Units of merchandise returned to vendor | Read |
| MTgSlsAc | Tgt Sales AUC | Sales Average Unit Cost | Read |
| MTgSlsAr | Tgt Sales AUR | Sales Average Unit Retail | Read |
| MTgSlsC | Tgt Sales C | Sales Cost Value | Read |
| MTgSlsR | Tgt Sales R | Sales Retail Value | Read |
| MTgSlsU | Tgt Sales U | Sales Units | Read |
| MTgTOCr | Tgt TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |
| MTgTOUr | Tgt TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| MTgTrnsInC | Tgt Transfer In C | Transfers into inventory Cost Value | Read |
| MTgTrnsOutC | Tgt Transfer Out C | Transfers out of inventory Cost Value | Read |
| MTgTrnsOutU | Tgt Transfer Out U | Transfers out of inventory Units | Read |
| MTgWkrmC | Tgt Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Read |
| MTgWOHCr | Tgt WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |
| MTgWOHUr | Tgt WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |
| MWpAppComTx | Wp Approval Comment Text | Visibility to the Comments that a Manager made while approving or rejecting the last plan submitted for approval | Write |
| MWpAppDteD | Wp Approve Date Date | Visibility to the Date and Time that the last plan submitted for approval was approved or rejected | Read |
| MWpAppRejTx | Wp Approve/Reject Text | Visibility to see if the last plan submitted for approval was Approved or Rejected by the Manager | Write |
| MWpAppByTx | Wp Approved By Text | Visibility to the Manager that approved or rejected the last submitted plan | Read |
| MWpAvgInvC | Wp Avg Inv C | Average Inventory Cost | Read |
| MWpAvgInvU | Wp Avg Inv U | Average Inventory Units | Read |
| MWpAvgInnvCpCp | Wp Avg Inv var Cp C % | Percentage increase or decrease in Average Inventory value over the current approved plan | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|------------------------|--|--------|
| MWpAvgInvvCpUp | Wp Avg Inv var Cp U % | Percentage increase or decrease in Average Inventory value over the current approved plan | Read |
| MWpAvgInvvLyCp | Wp Avg Inv var Ly C % | Percentage increase or decrease in Average Inventory value this year over last year. | Read |
| MWpAvgInvvLyUp | Wp Avg Inv var Ly U % | Percentage increase or decrease in average inventory units this year over last year. | Read |
| MWpAvgInvvOpCp | Wp Avg Inv var Op C % | Percentage increase or decrease in Average Inventory value over the original approved plan | Read |
| MWpAvgInvvOpUp | Wp Avg Inv var Op U % | Percentage increase or decrease in Average Inventory units over the original approved plan | Read |
| MWpAvgInvvTgCp | Wp Avg Inv var Tgt C % | Percentage increase or decrease in Average Inventory value over superior's plan Target | Read |
| MWpAvgInvvTgUp | Wp Avg Inv var Tgt U % | Percentage increase or decrease in Average Inventory units over superior's plan Target | Read |
| MWpAvgInvvWaCp | Wp Avg Inv var Wa C % | Percentage increase or decrease in Average Inventory value over the waiting for approval plan | Read |
| MWpAvgInvvWaUp | Wp Avg Inv var Wa U % | Percentage increase or decrease in Average Inventory units over the waiting for approval plan | Read |
| MWpAvgSInvC | Wp Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| MWpAvgSInvU | Wp Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| MWpAvgSSlsC | Wp Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| MWpAvgSSlsR | Wp Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| MWpAvgSSlsU | Wp Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| MWpBOPAc | Wp BOP Inv AUC | Beginning of Period Inventory Average Unit Cost | Read |
| MWpBOPC | Wp BOP Inv C | Beginning of Period Inventory Cost Value | Write |
| MWpBOPU | Wp BOP Inv U | Beginning of Period Inventory Units | Read |
| MWpBOPU | Wp BOP Inv U | Beginning of Period Inventory Units | Read |
| MWpBOPvCpCp | Wp BOP Inv var Cp C % | Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Cost value | Read |
| MWpBOPvCpUp | Wp BOP Inv var Cp U % | Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Units | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| MWpBOPvLyCp | Wp BOP Inv var Ly C % | Percentage difference between Working Plan and Last Year Beginning of Period Inventory Cost value | Read |
| MWpBOPvLyUp | Wp BOP Inv var Ly U % | Percentage difference between Working Plan and Last Year Beginning of Period Inventory Units | Read |
| MWpBOPvOpCp | Wp BOP Inv var Op C % | Percentage difference between Working Plan and Original Plan Beginning of Period Inventory Cost value | Read |
| MWpBOSAc | Wp BOS Inv AUC | Initializes the first period's Beginning of Period Inventory Average Unit Cost | Write |
| MWpBOSC | Wp BOS Inv C | Initializes the first period's Beginning of Period Inventory Cost value | Write |
| MWpBOSU | Wp BOS Inv U | Initializes the first period's Beginning of Period Inventory Units | Write |
| MWpCashDC | Wp Cash Discount C | Earned Cash Discounts | Write |
| MWpCashDCp | Wp Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Write |
| MWpSlsClrAc | Wp Clearance Sales AUC | Clearance Sales Unit Cost value | Read |
| MWpSlsClrAr | Wp Clearance Sales AUR | Clearance Sales Average Unit Retail value | Read |
| PWpSlsClrAr | Wp Clearance Sales AUR | Clearance Sales Average Unit Retail value | Read |
| MWpSlsClrC | Wp Clearance Sales C | Clearance Sales Cost Value | Write |
| MWpSlsClrR | Wp Clearance Sales R | Clearance Sales Retail Value | Write |
| MWpSlsClrU | Wp Clearance Sales U | Clearance Sales Units | Write |
| MWpSlsClrcSlCp | Wp Clearance Sales Contribution to Sales C % | Clearance Sales Cost value % contribution to Sales Cost value | Write |
| MWpSlsClrcSlRp | Wp Clearance Sales Contribution to Sales R % | Clearance Sales Retail value % contribution to Sales Retail value | Write |
| MWpSlsClrcSlUp | Wp Clearance Sales Contribution to Sales U % | Clearance Sales Retail value % contribution to Sales Retail value | Write |
| MWpSlsClrvLyCp | Wp Clearance Sales var Ly C % | Percentage difference between Working Plan and Last Year Clearance Sales Cost value | Write |
| MWpSlsClrvLyRp | Wp Clearance Sales var Ly R % | Percentage difference between Working Plan and Last Year Clearance Sales Retail value | Write |
| MWpSlsClrvLyUp | Wp Clearance Sales var Ly U % | Percentage difference between Working Plan and Last Year Clearance Sales Units | Write |
| MWpCOGSC | Wp COGS C | Cost of goods sold | Read |
| MWpCmtsC | Wp Commitments C | Cost Value of orders placed but not approved in the purchase order system | Write |
| MWpCmtsU | Wp Commitments U | Unit Value of orders placed but not approved in the purchase order system | Write |
| MWpCostAdjC | Wp Cost Adjustment C | Cost Adjustments | Write |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|---------------------------|--|--------|
| MWpCostAdjCp | Wp Cost Adjustment C % | Cost Adjustments as a percentage of Total Receipts Cost | Write |
| MWpCostVarC | Wp Cost Variance C | Cost Variance | Read |
| MWpCustRetAc | Wp Customer Returns AUC | Customer Returns Average Unit Cost | Write |
| MWpCustRetC | Wp Customer Returns C | Customer Returns Cost | Read |
| MWpCustRetCp | Wp Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Write |
| MWpCustRetR | Wp Customer Returns R | Customer Returns Retail Value | Read |
| MWpCustRetRp | Wp Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Write |
| MWpCustRetU | Wp Customer Returns U | Customer Returns Units | Read |
| MWpCustRetUp | Wp Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Write |
| MWpEOPAc | Wp EOP Inv AUC | End of Period Inventory Average Unit Cost | Read |
| MWpEOPC | Wp EOP Inv C | End Of Period Inventory Cost | Write |
| MWpEOPU | Wp EOP Inv U | End Of Period Inventory Units | Read |
| MWpEOPvCpCp | Wp EOP Inv var Cp C % | Percentage difference between Working Plan and Current Plan End of Period Inventory Cost Value | Write |
| MWpEOPvLyCp | Wp EOP Inv var Ly C % | Percentage difference between Working Plan and Last Year End of Period Inventory Cost Value | Write |
| MWpEOPvLyUp | Wp EOP Inv var Ly U % | Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value | Read |
| MWpEOPvOpCp | Wp EOP Inv var Op C % | Percentage difference between Working Plan and Original Plan End of Period Inventory Cost Value | Write |
| MWpEOPvOpUp | Wp EOP Inv var Op U % | Percentage difference between Working Plan and Original Plan End of Period Inventory Units | Read |
| MWpEOPvTgCp | Wp EOP Inv var Tgt C % | Percentage difference between Working Plan and Target End of Period Inventory Cost Value | Write |
| MWpEOPvWaCp | Wp EOP Inv var Wa C % | Percentage difference between Working Plan and Waiting for Approval End of Period Inventory Cost Value | Write |
| MWpEOPvWaUp | Wp EOP Inv var Wa U % | Percentage difference between Working Plan and Waiting for Approval End of Period InventoryUnits | Read |
| MWpEvtTxtTx | Wp Event Information Text | Promotional Event Comments | Write |
| MWpFwdCvrC | Wp Forward Cover C | The number of future periods' Cost Sales the current End of Period Inventory will cover | Write |
| MWpFwdCvrU | Wp Forward Cover U | The number of future periods' Unit Sales the current End of Period Inventory will cover | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|----------------------------|---|--------|
| MWpFreightC | Wp Freight C | Freight Cost (Inbound) | Write |
| MWpFreightCp | Wp Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Write |
| MWpFrtvLyCp | Wp Freight var Ly C % | Percentage difference between Working Plan and Last Year Freight (Inbound) Cost | Read |
| MWpGMR | Wp GM R | Gross Margin Value | Read |
| MWpGMRp | Wp GM R % | Gross Margin expressed as a percentage of Sales | Read |
| MWpGMvCpRp | Wp GM var CP R % | Percentage difference between Working Plan and Current Plan Gross Margin | Read |
| MWpGMvLyRp | Wp GM var Ly R % | Percentage difference between Working Plan and Last Year Gross Margin | Read |
| MWpGMvOpRp | Wp GM var Op R % | Percentage difference between Working Plan and Original Plan Gross Margin | Read |
| MWpGMvTgRp | Wp GM var Tgt R % | Percentage difference between Working Plan and Target Gross Margin | Read |
| MWpGMvWaRp | Wp GM var Wa R % | Percentage difference between Working Plan and Waiting for Approval Gross Margin | Read |
| MWpGMROI C | Wp GMROI C | Gross Margin Return on Investment | Read |
| MWpGrssSlsAc | Wp Gross Sales AUC | Gross Sales Average Unit Cost (exclusive of returns) | Read |
| MWpGrssSlsC | Wp Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |
| MWpGrssSlsR | Wp Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| MWpGrssSlsU | Wp Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| MWpInTransC | Wp In Transit C | In-Transit Inventory Cost Value | Write |
| MWpInTransU | Wp In Transit U | In-Transit Units | Write |
| MWpInvAdjC | Wp Inventory Adjustment C | Inventory Adjustment Cost | Write |
| MWpInvAdjU | Wp Inventory Adjustment U | Inventory Adjustment Units | Write |
| MWpInvTxtTx | Wp Inventory Comments Text | Inventory Comments | Write |
| MWpSlsMMUR | Wp MMU R | Sales Retail Markup Value | Read |
| MWpSlsMMURp | Wp MMU R % | Retail Markup value as a percent of retail sales | Write |
| MWpSlsMMUvLyRp | Wp MMU var LY R % | Percentage difference between Working Plan and Last Year Retail Markup dollars | Read |
| MWpSlsMMUvCpRp | Wp MMU variance to Cp R % | Percentage difference between Working Plan and Current Plan Retail Markup dollars | Read |
| MWpOnOrderAc | Wp On Order AUC | On Order Average Unit Cost | Read |
| MWpOnOrderC | Wp On Order C | On Order Cost Value | Read |
| MWpOnOrderU | Wp On Order U | On Order Units | Read |
| MWpOnOrdCxAc | Wp On Order Cxl AUC | Cancelled On Order Average Unit Cost | Write |
| MWpOnOrdCx C | Wp On Order Cxl C | Cancelled On Order Cost Value | Write |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| MWpOnOrdCxU | Wp On Order Cxl U | Cancelled On Order Units | Write |
| MWpOTBC | Wp OTB C | Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost | Read |
| MWpOTBU | Wp OTB U | Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units | Read |
| MWpOFreightC | Wp Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Write |
| MWpOFreightCp | Wp Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Write |
| MWpOFrtvLyCp | Wp Outbound Freight var LY C % | Percentage difference between Working Plan and Last Year Outgoing Freight Cost | Read |
| MWpPrfTxtTx | Wp Profitability Comments Text | Profitability Text | Write |
| MWpSlsProAc | Wp Promo Sales AUC | Promotional Sales Average Unit Cost | Read |
| MWpSlsProAr | Wp Promo Sales AUR | Promotional Sales Average Unit Retail | Read |
| MWpSlsProC | Wp Promo Sales C | Promotional Sales Cost Value | Write |
| MWpSlsProR | Wp Promo Sales R | Promotional Sales Retail Value | Write |
| MWpSlsProU | Wp Promo Sales U | Promotional Sales Retail Value | Write |
| MWpSlsProcSlCp | Wp Promo Sales Contribution to Sales C % | Promotional Sales Cost value percent contribution to Sales Cost | Write |
| MWpSlsProcSlRp | Wp Promo Sales Contribution to Sales R % | Promotional Sales Retail value percent contribution to Sales Retail | Write |
| MWpSlsProcSlRp | Wp Promo Sales Contribution to Sales R % | Promotional Sale Units percent contribution to Sales Units | Write |
| MWpSlsProcSlUp | Wp Promo Sales Contribution to Sales U % | Promotional Sale Units percent contribution to Sales Units | Write |
| MWpSlsProvLyCp | Wp Promo Sls var Ly C % | Percentage difference between Working Plan and Last Year Promotional Sales Cost | Write |
| MWpSlsProvLyRp | Wp Promo Sls var Ly R % | Percentage difference between Working Plan and Last Year Promotional Sales Retail | Write |
| MWpSlsProvLyUp | Wp Promo Sls var Ly U % | Percentage difference between Working Plan and Last Year Promotional Sales Retail | Write |
| MWpSlfAppB | Wp Publish | Publish Targets | Write |
| MWpSlfAppTxtTx | Wp Publish Comment Text | Publish Comment | Write |
| MWpSlfAppDteD | Wp Publish Date Date | The date and time the user last published targets. | Read |
| MWpRcptAc | Wp Receipts AUC | Receipts Average Unit Cost | Write |
| MWpRcptC | Wp Receipts C | Receipts Cost Value | Write |
| MWpRcptU | Wp Receipts U | Receipts Units | Write |
| MWpRcptvCpCp | Wp Receipts var Cp C % | Percentage difference between Working Plan and Current Plan Receipts Cost Value | Write |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|--|--------|
| MWpRcptvCpUp | Wp Receipts var Cp U % | Percentage difference between Working Plan and Current Plan Receipts Units | Write |
| MWpRcptvLyCp | Wp Receipts var Ly C % | Percentage difference between Working Plan and Last Year Receipts Cost Value | Write |
| MWpRcptvLyUp | Wp Receipts var Ly U % | Percentage difference between Working Plan and Last Year Receipts Units | Write |
| MWpRcptvOpCp | Wp Receipts var Op C % | Percentage difference between Working Plan and Original Plan Receipts Cost Value | Write |
| MWpRcptvTgCp | Wp Receipts var Tgt C % | Percentage difference between Working Plan and Target Receipts Cost Value | Write |
| MWpRcptvWaCp | Wp Receipts var Wa C % | Percentage difference between Working Plan and Waiting for Approval Receipts Cost Value | Write |
| MWpRclsInAc | Wp Reclass In AUC | Inventory Re-Classification additions Average Unit Cost | Write |
| MWpRclsInC | Wp Reclass In C | Inventory Re-Classification additions Cost Value | Write |
| MWpRclsInU | Wp Reclass In U | Inventory Re-Classification additions Units | Write |
| MWpRclsOutAc | Wp Reclass Out AUC | Inventory Re-Classification subtractions Average Unit Cost | Write |
| MWpRclsOutC | Wp Reclass Out C | Inventory Re-Classification subtractions Cost Value | Write |
| MWpRclsOutU | Wp Reclass Out U | Inventory Re-Classification subtractions Units | Write |
| MWpSlsRegAc | Wp Regular Sales AUC | Regular Sales Average Unit Cost | Read |
| MWpSlsRegAr | Wp Regular Sales AUR | Regular Sales Average Unit Retail | Read |
| MWpSlsRegC | Wp Regular Sales C | Regular Sales Cost Value | Write |
| MWpSlsRegR | Wp Regular Sales R | Regular Sales Retail Value | Write |
| MWpSlsRegU | Wp Regular Sales U | Regular Sales Units | Write |
| MWpSlsRegcSlCp | Wp Regular Sales Contribution to Sales C % | Regular Sales Cost value contribution to Sales Cost | Write |
| MWpSlsRegcSlRp | Wp Regular Sales Contribution to Sales R % | Regular Sales Retail value contribution to Sales Retail | Write |
| MWpSlsRegcSlUp | Wp Regular Sales Contribution to Sales U % | Regular Sales Unit value contribution to Sales Units | Write |
| MWpSlsRegvLyCp | Wp Regular Sales var Ly C % | Percentage difference between Working Plan and Last Year Regular Sales Cost | Write |
| MWpSlsRegvLyRp | Wp Regular Sales var Ly R % | Percentage difference between Working Plan and Last Year Regular Sales Retail | Write |
| MWpSlsRegvLyUp | Wp Regular Sales var Ly U % | Percentage difference between Working Plan and Last Year Regular Sales Units | Write |
| MWpRejDteD | Wp Reject Date Date | Visibility to the Date and Time that the last plan submitted for approval was approved or rejected | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|--------------------------------------|---|--------|
| MWpRTVPFeeC | Wp Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Write |
| MWpRTVAc | Wp Return to Vendor AUC | Average Unit Cost of merchandise returned to vendors | Write |
| MWpRTVC | Wp Return to Vendor C | Cost Value of merchandise returned to vendor | Write |
| MWpRTVU | Wp Return to Vendor U | Number of Units of merchandise returned to vendor | Write |
| MWpSlSAc | Wp Sales AUC | Sales Average Unit Cost | Read |
| MWpSlSAr | Wp Sales AUR | Sales Average Unit Retail | Read |
| MWpSlSC | Wp Sales C | Sales Cost Value | Write |
| MWpSlSR | Wp Sales R | Sales Retail Value | Write |
| MWpSlSU | Wp Sales U | Sales Units | Write |
| MWpSlSbdrtCp | Wp Sales Build Rate C % | Ratio of Sales Cost for this period to Sales Cost for prior displayed period | Read |
| MWpSlSbdrtRr | Wp Sales Build Rate Rr | Ratio of Sales Retail for this period to Sales Retail for prior displayed period | Read |
| MWpSlSTxtTx | Wp Sales Comment Text | Sales Text | Write |
| MWpSlScPrdCp | Wp Sales Contribution to Product C % | The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro | Write |
| MWpSlScPrdRp | Wp Sales Contribution to Product R % | The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest | Write |
| MWpSlScPrdUp | Wp Sales Contribution to Product U % | The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro | Write |
| MWpSlScTmeCp | Wp Sales Contribution to Time C % | The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p | Write |
| MWpSlScTmeRp | Wp Sales Contribution to Time R % | The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti | Write |
| MWpSlScTmeUp | Wp Sales Contribution to Time U % | The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p | Write |
| MWpSlsvCpCp | Wp Sales var Cp C % | Percentage difference between Working Plan and Current Plan Sales Cost Value | Write |
| MWpSlsvCpRp | Wp Sales var Cp R % | Percentage difference between Working Plan and Current Plan Sales Retail Value | Write |
| MWpSlsvCpUp | Wp Sales var Cp U % | Percentage difference between Working Plan and Current Plan Sales Units | Write |
| MWpSlsvLyCp | Wp Sales var Ly C % | Percentage difference between Working Plan and Last Year Sales Cost Value | Write |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|----------------------------|--|--------|
| MWpSlsvLyRp | Wp Sales var Ly R % | Percentage difference between Working Plan and Last Year Sales Retail Value | Write |
| MWpSlsvLyUp | Wp Sales var Ly U % | Percentage difference between Working Plan and Last Year Sales Units | Write |
| MWpSlsvOpCp | Wp Sales var Op C % | Percentage difference between Working Plan and Current Plan Sales Cost Value | Write |
| MWpSlsvOpRp | Wp Sales var Op R % | Percentage difference between Working Plan and Current Plan Sales Retail Value | Write |
| MWpSlsvTgCp | Wp Sales var Tgt C % | Percentage difference between Working Plan and Target Sales Cost Value | Write |
| MWpSlsvTgRp | Wp Sales var Tgt R % | Percentage difference between Working Plan and Target Sales Retail Value | Write |
| MWpSlsvWaCp | Wp Sales var Wa C % | Percentage difference between Working Plan and Waiting for Approval Sales Cost Value | Write |
| MWpSlsvWaRp | Wp Sales var Wa R % | Percentage difference between Working Plan and Waiting for Approval Sales Retail Value | Write |
| MWpSlsvWaUp | Wp Sales var Wa U % | Percentage difference between Working Plan and Waiting for Approval Sales Units | Write |
| MWpSelThrCp | Wp Sell Thru C % | Percent of total available inventory cost value sold for a period of time | Read |
| MWpSelThrUp | Wp Sell Thru U % | Percent of total available inventory units sold for a period of time | Read |
| MWpSellStOHC | Wp Selling Store On Hand C | Selling Store Cost Value of merchandise on hand | Read |
| MWpSellStOHU | Wp Selling Store On Hand U | Selling Store Units on hand | Read |
| MWpStkSlsCr | Wp Stk/Sls Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value | Read |
| MWpStkSlsUr | Wp Stk/Sls Ur | Ratio of Beginning of Period Inventory Units to Sales Units | Read |
| MWpStkAdjC | Wp Stock Adjustment C | Stock Adjustment Cost Value | Read |
| MWpStkAdjU | Wp Stock Adjustment U | Stock Adjustment Units | Read |
| MWpSOHC | Wp Stock On Hand C | Stock On-hand Cost Value | Read |
| MWpSOHU | Wp Stock On Hand U | Stock On-hand Units | Read |
| MWpSubComTx | Wp Submit Comment Text | Comments regarding the Plan being Submitted for Approval | Read |
| MWpSubByTx | Wp Submitted By Text | The Planner that submitted the plan for approval | Read |
| MWpSubDteD | Wp Submitted Date Date | The date and time the Planner last submitted the plan for approval. | Read |
| MWpCurVsnTx | Wp Submitted Version Text | The plan version the Planner is working on. | Read |
| MWpTOCr | Wp TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |

| Measure Name | Measure Label | Measure Description | Access |
|---------------|---|---|--------|
| MWpTOUr | Wp TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| MWpTrnsInAc | Wp Transfer In AUC | Transfers into inventory Average Unit Cost | Write |
| MWpTrnsInC | Wp Transfer In C | Transfers into inventory Cost Value | Write |
| MWpTrnsInU | Wp Transfer In U | Transfers into inventory Units | Write |
| MWpTrnsOutAc | Wp Transfer Out AUC | Transfers out of inventory Average Unit Cost | Write |
| MWpTrnsOutC | Wp Transfer Out C | Transfers out of inventory Cost Value | Write |
| MWpTrnsOutU | Wp Transfer Out U | Transfers out of inventory Units | Write |
| MWpTtlRPFeeC | Wp Ttl RTV Process Fee C | Return to Vendor Processing Fee Cost Value | Read |
| MWpWkrmC | Wp Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Write |
| MWpWOHCr | Wp WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |
| MWpWOHUr | Wp WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |
| MCpBOPContRp | Cp KP BOP Inv Contribution to TP R % | Key Plan BOP Retail percent to TopPlan BOP Retail | Read |
| MCpEOPContRp | Cp KP EOP Inv Contribution to TP C% R % | Key Plan EOP Retail percent to TopPlan EOP Retail | Read |
| MCpEOPContRp | Cp KP EOP Inv Contribution to TP R% R % | Key Plan EOP Retail percent to TopPlan EOP Retail | Read |
| MCpEOPContRp | Cp KP EOP Inv Contribution to TP U% R % | Key Plan EOP Retail percent to TopPlan EOP Retail | Read |
| MCpRcptContCp | Cp KP Receipt Contribution to TP C% C % | KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value | Read |
| MCpRcptContRp | Cp KP Receipt Contribution to TP C% R % | KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value | Read |
| MCpRcptContUp | Cp KP Receipt Contribution to TP C% U % | KeyPlan Receipt Units percent to TopPlan Receipt Units Value | Read |
| MCpRcptContCp | Cp KP Receipt Contribution to TP R% C % | KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value | Read |
| MCpRcptContRp | Cp KP Receipt Contribution to TP R% R % | KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value | Read |
| MCpRcptContUp | Cp KP Receipt Contribution to TP R% U % | KeyPlan Receipt Units percent to TopPlan Receipt Units Value | Read |
| MCpRcptContCp | Cp KP Receipt Contribution to TP U% C % | KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value | Read |
| MCpRcptContRp | Cp KP Receipt Contribution to TP U% R % | KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value | Read |
| MCpRcptContUp | Cp KP Receipt Contribution to TP U% U % | KeyPlan Receipt Units percent to TopPlan Receipt Units Value | Read |
| MCpSlsContRp | Cp KP Sales Contribution to TP C% R % | KeyPlan Sales Retail percent of TopPlan Sales Retail | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| MCpSlsContRp | Cp KP Sales Contribution to TP R% R % | KeyPlan Sales Retail percent of TopPlan Sales Retail | Read |
| MCpSlsContRp | Cp KP Sales Contribution to TP U% R % | KeyPlan Sales Retail percent of TopPlan Sales Retail | Read |
| PFiDemandR | Fi Demand R | Retail Sales Demand InSeason | Read |
| PFpDemandR | Fp Demand R | Retail Sales Demand PreSeason | Read |
| PLyAvgInvC | Ly Avg Inv C | Average Inventory Cost | Read |
| PLyAvgInvU | Ly Avg Inv U | Average Inventory Units | Read |
| PLyAvgSInvC | Ly Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| PLyAvgSInvU | Ly Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| PLyAvgSSlsC | Ly Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| PLyAvgSSlsR | Ly Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| PLyAvgSSlsU | Ly Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| PLyBOPAc | Ly BOP Inv AUC | Beginning of Period Inventory Average Unit Cost | Read |
| PLyBOPC | Ly BOP Inv C | Beginning of Period Inventory Cost Value | Read |
| PLyBOPU | Ly BOP Inv U | Beginning of Period Inventory Units | Read |
| PLyCashDC | Ly Cash Discount C | Earned Cash Discounts | Read |
| PLyCashDCp | Ly Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Read |
| PLySlsClrAc | Ly Clearance Sales AUC | Clearance Sales Unit Cost value | Read |
| PLySlsClrAr | Ly Clearance Sales AUR | Clearance Sales Average Unit Retail value | Read |
| PLySlsClrC | Ly Clearance Sales C | Clearance Sales Cost Value | Read |
| PLySlsClrR | Ly Clearance Sales R | Clearance Sales Retail Value | Read |
| PLySlsClrU | Ly Clearance Sales U | Clearance Sales Units | Read |
| PLySlsClrcSICp | Ly Clearance Sales Contribution to Sales C % | Clearance Sales Cost value % contribution to Sales Cost value | Read |
| PLySlsClrcSIRp | Ly Clearance Sales Contribution to Sales R % | Clearance Sales Retail value % contribution to Sales Retail value | Read |
| PLySlsClrcSIUp | Ly Clearance Sales Contribution to Sales U % | Clearance Sales Units % contribution to Sales Units | Read |
| PLyCOGSC | Ly COGS C | Cost of goods sold | Read |
| PLyCmtsC | Ly Commitments C | Cost Value of orders placed but not approved in the purchase order system | Read |
| PLyCmtsU | Ly Commitments U | Unit Value of orders placed but not approved in the purchase order system | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|----------------------------|---|--------|
| PLyCostAdjC | Ly Cost Adjustment C | Cost Adjustments | Read |
| PLyCostAdjCp | Ly Cost Adjustment C % | Cost Adjustments as a percentage of Total Receipts Cost | Read |
| PLyCostVarC | Ly Cost Variance C | Cost Variance | Read |
| PLyCustRetAc | Ly Customer Returns AUC | Customer Returns Average Unit Cost | Read |
| PLyCustRetC | Ly Customer Returns C | Customer Returns Cost | Read |
| PLyCustRetCp | Ly Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Read |
| PLyCustRetR | Ly Customer Returns R | Customer Returns Retail Value | Read |
| PLyCustRetRp | Ly Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Read |
| PLyCustRetU | Ly Customer Returns U | Customer Returns Units | Read |
| PLyCustRetUp | Ly Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Read |
| PLyEOPAc | Ly EOP Inv AUC | End of Period Inventory Average Unit Cost | Read |
| PLyEOPC | Ly EOP Inv C | End Of Period Inventory Cost | Read |
| PLyEOPU | Ly EOP Inv U | End Of Period Inventory Units | Read |
| PLyEvtTxtTx | Ly Event Information Text | Promotional Event Comments | Read |
| PLyFwdCvrC | Ly Forward Cover C | The number of future periods' Cost Sales the current End of Period Inventory will cover | Read |
| PLyFwdCvrU | Ly Forward Cover U | The number of future periods' Unit Sales the current End of Period Inventory will cover | Read |
| PLyFreightC | Ly Freight C | Freight Cost (Inbound) | Read |
| PLyFreightCp | Ly Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Read |
| PLyGMR | Ly GM R | Gross Margin Value | Read |
| PLyGMRp | Ly GM R % | Gross Margin expressed as a percentage of Sales | Read |
| PLyGMROI C | Ly GMROI C | Gross Margin Return on Investment | Read |
| PLyGrssSlsAc | Ly Gross Sales AUC | Gross Sales Average Unit Cost (exclusive of returns) | Read |
| PLyGrssSlsC | Ly Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |
| PLyGrssSlsR | Ly Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| PLyGrssSlsU | Ly Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| PLyInTransC | Ly In Transit C | In-Transit Inventory Cost Value | Read |
| PLyInTransU | Ly In Transit U | In-Transit Units | Read |
| PLyInvAdjC | Ly Inventory Adjustment C | Inventory Adjustment Cost | Read |
| PLyInvAdjU | Ly Inventory Adjustment U | Inventory Adjustment Units | Read |
| PLyInvTxtTx | Ly Inventory Comments Text | Inventory Comments | Read |

| Measure Name | Measure Label | Measure Description | Access |
|-----------------|--|---|--------|
| PLySlsMMUR | Ly MMU R | Sales Retail Markup Value | Read |
| PLySlsMMURp | Ly MMU R % | Retail Markup value as a percent of retail sales | Read |
| PLyOnOrderC | Ly On Order C | On Order Cost Value | Read |
| PLyOnOrderU | Ly On Order U | On Order Units | Read |
| PLyOnOrdCxC | Ly On Order Cxl C | Cancelled On Order Cost Value | Read |
| PLyOnOrdCxU | Ly On Order Cxl U | Cancelled On Order Units | Read |
| PLyOTBC | Ly OTB C | Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost | Read |
| PLyOTBU | Ly OTB U | Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units | Read |
| PLyOfFreightC | Ly Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Read |
| PLyOfFreightCp | Ly Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Read |
| PLyPrfTxtTx | Ly Profitability Comments Text | Profitability Comments | Read |
| PLySlsProAc | Ly Promo Sales AUC | Promotional Sales Average Unit Cost | Read |
| PLySlsProAr | Ly Promo Sales AUR | Promotional Sales Average Unit Retail | Read |
| PLySlsProC | Ly Promo Sales C | Promotional Sales Cost Value | Read |
| PLySlsProR | Ly Promo Sales R | Promotional Sales Retail Value | Read |
| PLySlsProU | Ly Promo Sales U | Promotional Sales Retail Value | Read |
| PLySlsProcSlCp | Ly Promo Sales Contribution to Sales C % | Promotional Sales Cost value percent contribution to Sales Cost | Read |
| PLySlsProcSlRp | Ly Promo Sales Contribution to Sales R % | Promotional Sales Retail value percent contribution to Sales Retail | Read |
| PLySlsProcSlRUp | Ly Promo Sales Contribution to Sales R % | Promotional Sale Units percent contribution to Sales Units | Read |
| PLySlsProcSlUp | Ly Promo Sales Contribution to Sales U % | Promotional Sale Units percent contribution to Sales Units | Read |
| PLyRcptAc | Ly Receipts AUC | Receipts Average Unit Cost | Read |
| PLyRcptC | Ly Receipts C | Receipts Cost Value | Read |
| PLyRcptU | Ly Receipts U | Receipts Units | Read |
| PLyRclsInAc | Ly Reclass In AUC | Inventory Re-Classification additions Average Unit Cost | Read |
| PLyRclsInC | Ly Reclass In C | Inventory Re-Classification additions Cost Value | Read |
| PLyRclsInU | Ly Reclass In U | Inventory Re-Classification additions Units | Read |
| PLyRclsOutAc | Ly Reclass Out AUC | Inventory Re-Classification subtractions Average Unit Cost | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| PLyRclsOutC | Ly Reclass Out C | Inventory Re-Classification subtractions Cost Value | Read |
| PLyRclsOutU | Ly Reclass Out U | Inventory Re-Classification subtractions Units | Read |
| PLySlsRegAc | Ly Regular Sales AUC | Regular Sales Average Unit Cost | Read |
| PLySlsRegAr | Ly Regular Sales AUR | Regular Sales Average Unit Retail | Read |
| PLySlsRegC | Ly Regular Sales C | Regular Sales Cost Value | Read |
| PLySlsRegR | Ly Regular Sales R | Regular Sales Retail Value | Read |
| PLySlsRegU | Ly Regular Sales U | Regular Sales Units | Read |
| PLySlsRegcSlCp | Ly Regular Sales Contribution to Sales C % | Regular Sales Cost value contribution to Sales Cost | Read |
| PLySlsRegcSlRp | Ly Regular Sales Contribution to Sales R % | Regular Sales Retail value contribution to Sales Retail | Read |
| PLySlsRegcSlUp | Ly Regular Sales Contribution to Sales U % | Regular Sales Unit value contribution to Sales Units | Read |
| PLyRTVPFeeC | Ly Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Read |
| PLyRTVAc | Ly Return to Vendor AUC | Average Unit Cost of merchandise returned to vendors | Read |
| PLyRTVC | Ly Return to Vendor C | Cost Value of merchandise returned to vendor | Read |
| PLyRTVU | Ly Return to Vendor U | Number of Units of merchandise returned to vendor | Read |
| PLySlsAc | Ly Sales AUC | Sales Average Unit Cost | Read |
| PLySlsAr | Ly Sales AUR | Sales Average Unit Retail | Read |
| PLySlsC | Ly Sales C | Sales Cost Value | Read |
| PLySlsR | Ly Sales R | Sales Retail Value | Read |
| PLySlsU | Ly Sales U | Sales Units | Read |
| PLySlsbdrCp | Ly Sales Build Rate C % | Ratio of Sales Cost for this period to Sales Cost for prior displayed period | Read |
| PLySlsbdrRr | Ly Sales Build Rate Rr | Ratio of Sales Retail for this period to Sales Retail for prior displayed period | Read |
| PLySlsTxfTx | Ly Sales Comment Text | Sales Text | Read |
| PLySlsCPrdCp | Ly Sales Contribution to Product C % | The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro | Read |
| PLySlsCPrdRp | Ly Sales Contribution to Product R % | The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest | Read |
| PLySlsCPrdUp | Ly Sales Contribution to Product U % | The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|-----------------------------------|---|--------|
| PLySlscTmeCp | Ly Sales Contribution to Time C % | The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p | Read |
| PLySlscTmeRp | Ly Sales Contribution to Time R % | The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti | Read |
| PLySlscTmeUp | Ly Sales Contribution to Time U % | The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p | Read |
| PLySelThrCp | Ly Sell Thru C % | Percent of total available inventory cost value sold for a period of time | Read |
| PLySelThrUp | Ly Sell Thru U % | Percent of total available inventory units sold for a period of time | Read |
| PLySellStOHC | Ly Selling Store On Hand C | Selling Store Cost Value of merchandise on hand | Read |
| PLySellStOHU | Ly Selling Store On Hand U | Selling Store Units on hand | Read |
| PLyStkSlcCr | Ly Stk/Sls Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value | Read |
| PLyStkSlcUr | Ly Stk/Sls Ur | Ratio of Beginning of Period Inventory Units to Sales Units | Read |
| PLyStkAdjC | Ly Stock Adjustment C | Stock Adjustment Cost Value | Read |
| PLyStkAdjU | Ly Stock Adjustment U | Stock Adjustment Units | Read |
| PLySOHC | Ly Stock On Hand C | Stock On-hand Cost Value | Read |
| PLySOHU | Ly Stock On Hand U | Stock On-hand Units | Read |
| PLyTOCr | Ly TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |
| PLyTOUr | Ly TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| PLyTrnsInAc | Ly Transfer In AUC | Transfers into inventory Average Unit Cost | Read |
| PLyTrnsInC | Ly Transfer In C | Transfers into inventory Cost Value | Read |
| PLyTrnsInU | Ly Transfer In U | Transfers into inventory Units | Read |
| PLyTrnsOutAc | Ly Transfer Out AUC | Transfers out of inventory Average Unit Cost | Read |
| PLyTrnsOutC | Ly Transfer Out C | Transfers out of inventory Cost Value | Read |
| PLyTrnsOutU | Ly Transfer Out U | Transfers out of inventory Units | Read |
| PLyTtlRPFeeC | Ly Ttl RTV Process Fee C | Return to Vendor Processing Fee Cost Value | Read |
| PLyWkrmC | Ly Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Read |
| PLyWkrmCp | Ly Wkrm / Other Costs C % | Workroom Cost expressed as a percent of Total Receipts at Cost | Read |
| PLyWOHCr | Ly WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|-------------------------|---|--------|
| PLyWOHUr | Ly WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |
| PWaAvgInvC | Wa Avg Inv C | Average Inventory Cost | Read |
| PWaAvgInvU | Wa Avg Inv U | Average Inventory Units | Read |
| PWaAvgSInvC | Wa Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| PWaAvgSInvU | Wa Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| PWaAvgSSlsC | Wa Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| PWaAvgSSlsR | Wa Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| PWaAvgSSlsU | Wa Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| PWaBOPC | Wa BOP Inv C | Beginning of Period Inventory Cost Value | Read |
| PWaBOPU | Wa BOP Inv U | Beginning of Period Inventory Units | Read |
| PWaCashDC | Wa Cash Discount C | Earned Cash Discounts | Read |
| PWaCashDCp | Wa Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Read |
| PWaSlsClrAc | Wa Clearance Sales AUC | Clearance Sales Unit Cost value | Read |
| PWaSlsClrAr | Wa Clearance Sales AUR | Clearance Sales Average Unit Retail value | Read |
| PWaSlsClrC | Wa Clearance Sales C | Clearance Sales Cost Value | Read |
| PWaSlsClrR | Wa Clearance Sales R | Clearance Sales Retail Value | Read |
| PWaSlsClrU | Wa Clearance Sales U | Clearance Sales Units | Read |
| PWaCOGSC | Wa COGS C | Cost of goods sold | Read |
| PWaCmtsC | Wa Commitments C | Cost Value of orders placed but not approved in the purchase order system | Read |
| PWaCmtsU | Wa Commitments U | Unit Value of orders placed but not approved in the purchase order system | Read |
| PWaCostAdjC | Wa Cost Adjustment C | Cost Adjustments | Read |
| PWaCostVarCp | Wa Cost Variance C % | Cost Adjustments as a percentage of Total Receipts Cost | Read |
| PWaCustRetC | Wa Customer Returns C | Customer Returns Cost | Read |
| PWaCustRetCp | Wa Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Read |
| PWaCustRetR | Wa Customer Returns R | Customer Returns Retail Value | Read |
| PWaCustRetRp | Wa Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Read |
| PWaCustRetU | Wa Customer Returns U | Customer Returns Units | Read |
| PWaCustRetUp | Wa Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Read |

| Measure Name | Measure Label | Measure Description | Access |
|---------------|---------------------------|---|--------|
| PWaEOPAc | Wa EOP Inv AUC | End of Period Inventory Average Unit Cost | Read |
| PWaEOPC | Wa EOP Inv C | End Of Period Inventory Cost | Read |
| PWaEOPU | Wa EOP Inv U | End Of Period Inventory Units | Read |
| PWaFwdCvrC | Wa Forward Cover C | The number of future periods' Cost Sales the current End of Period Inventory will cover | Read |
| PWaFwdCvrU | Wa Forward Cover U | The number of future periods' Unit Sales the current End of Period Inventory will cover | Read |
| PWaFreightC | Wa Freight C | Freight Cost (Inbound) | Read |
| PWaFreightCp | Wa Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Read |
| PWaGMR | Wa GM R | Gross Margin Value | Read |
| PWaGMRp | Wa GM R % | Gross Margin expressed as a percentage of Sales | Read |
| PWaGMROIC | Wa GMROI C | Gross Margin Return on Investment | Read |
| PWaGrssSlsC | Wa Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |
| PWaGrssSlsR | Wa Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| PWaGrssSlsU | Wa Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| PWaInTransC | Wa In Transit C | In-Transit Inventory Cost Value | Read |
| PWaInTransU | Wa In Transit U | In-Transit Units | Read |
| PWaInvAdjC | Wa Inventory Adjustment C | Inventory Adjustment Cost | Read |
| PWaInvAdjU | Wa Inventory Adjustment U | Inventory Adjustment Units | Read |
| PWaSlsMMUR | Wa MMU R | Sales Retail Markup Value | Read |
| PWaSlsMMURp | Wa MMU R % | Retail Markup value as a percent of retail sales | Read |
| PWaOnOrderC | Wa On Order C | On Order Cost Value | Read |
| PWaOnOrderU | Wa On Order U | On Order Units | Read |
| PWaOnOrdCxAc | Wa On Order Cxl AUC | Cancelled On Order Average Unit Cost | Read |
| PWaOnOrdCxC | Wa On Order Cxl C | Cancelled On Order Cost Value | Read |
| PWaOnOrdCxU | Wa On Order Cxl U | Cancelled On Order Units | Read |
| PWaOTBC | Wa OTB C | Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost | Read |
| PWaOTBU | Wa OTB U | Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units | Read |
| PWaOFreightC | Wa Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Read |
| PWaOFreightCp | Wa Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Read |
| PWaSlsProAr | Wa Promo Sales AUR | Promotional Sales Average Unit Retail | Read |
| PWaSlsProR | Wa Promo Sales R | Promotional Sales Retail Value | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|----------------------------------|---|--------|
| PWaSlSProU | Wa Promo Sales U | Promotional Sales Retail Value | Read |
| PWaRcptAc | Wa Receipts AUC | Receipts Average Unit Cost | Read |
| PWaRcptC | Wa Receipts C | Receipts Cost Value | Read |
| PWaRcptU | Wa Receipts U | Receipts Units | Read |
| PWaRclsInAc | Wa Reclass In AUC | Inventory Re-Classification additions Average Unit Cost | Read |
| PWaRclsInC | Wa Reclass In C | Inventory Re-Classification additions Cost Value | Read |
| PWaRclsInU | Wa Reclass In U | Inventory Re-Classification additions Units | Read |
| PWaRclsOutAc | Wa Reclass Out AUC | Inventory Re-Classification subtractions Average Unit Cost | Read |
| PWaRclsOutC | Wa Reclass Out C | Inventory Re-Classification subtractions Cost Value | Read |
| PWaRclsOutU | Wa Reclass Out U | Inventory Re-Classification subtractions Units | Read |
| PWaSlSRegAc | Wa Regular Sales AUC | Regular Sales Average Unit Cost | Read |
| PWaSlSRegAr | Wa Regular Sales AUR | Regular Sales Average Unit Retail | Read |
| PWaSlSRegC | Wa Regular Sales C | Regular Sales Cost Value | Read |
| PWaSlSRegR | Wa Regular Sales R | Regular Sales Retail Value | Read |
| PWaSlSRegU | Wa Regular Sales U | Regular Sales Units | Read |
| PWaRTVPFeeC | Wa Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Read |
| PWaRTVAc | Wa Return to Vendor AUC | Average Unit Cost of merchandise returned to vendors | Read |
| PWaRTVC | Wa Return to Vendor C | Cost Value of merchandise returned to vendor | Read |
| PWaRTVU | Wa Return to Vendor U | Number of Units of merchandise returned to vendor | Read |
| PWaSlSAc | Wa Sales AUC | Sales Average Unit Cost | Read |
| PWaSlSAr | Wa Sales AUR | Sales Average Unit Retail | Read |
| PWaSlSC | Wa Sales C | Sales Cost Value | Read |
| PWaSlSR | Wa Sales R | Sales Retail Value | Read |
| PWaSlSU | Wa Sales U | Sales Units | Read |
| PWaSlsvLyCp | Wa Sales var Ly C % | Percentage difference between Working Plan and Last Year Sales Cost Value | Read |
| PWaSlsvLyRp | Wa Sales var Ly R % | Percentage difference between Working Plan and Last Year Sales Retail Value | Read |
| PWaSellStOHC | Wa Selling Store On Hand C | Selling Store Cost Value of merchandise on hand | Read |
| PWaSellStOHU | Wa Selling Store On Hand U | Selling Store Units on hand | Read |
| PWaStkAdjC | Wa Stock Adjustment C | Stock Adjustment Cost Value | Read |
| PWaStkAdjU | Wa Stock Adjustment U | Stock Adjustment Units | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--------------------------|--|--------|
| PWaTOCr | Wa TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |
| PWaTOUr | Wa TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| PWaTrnsInC | Wa Transfer In C | Transfers into inventory Cost Value | Read |
| PWaTrnsInU | Wa Transfer In U | Transfers into inventory Units | Read |
| PWaTrnsOutC | Wa Transfer Out C | Transfers out of inventory Cost Value | Read |
| PWaTrnsOutU | Wa Transfer Out U | Transfers out of inventory Units | Read |
| PWaTtlRPFeeC | Wa Ttl RTV Process Fee C | Return to Vendor Processing Fee Cost Value | Read |
| PWaWkrmC | Wa Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Read |
| PWaWOHCr | Wa WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |
| PWaWOHUr | Wa WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |
| PWpAppComTx | Wp Approval Comment Text | Visibility to the Comments that a Manager made while approving or rejecting the last plan submitted for approval | Read |
| PWpAppDteD | Wp Approve Date Date | Visibility to the Date and Time that the last plan submitted for approval was approved or rejected | Read |
| PWpAppRejTx | Wp Approve/Reject Text | Visibility to see if the last plan submitted for approval was Approved or Rejected by the Manager | Read |
| PWpAppByTx | Wp Approved By Text | Visibility to the Manager that approved or rejected the last submitted plan | Read |
| PWpAvgInvC | Wp Avg Inv C | Average Inventory Cost | Read |
| PWpAvgInvU | Wp Avg Inv U | Average Inventory Units | Read |
| PWpAvgInnvCpCp | Wp Avg Inv var Cp C % | Percentage increase or decrease in Average Inventory value over the current approved plan | Read |
| PWpAvgInnvCpUp | Wp Avg Inv var Cp U % | Percentage increase or decrease in Average Inventory value over the current approved plan | Read |
| PWpAvgInnvLyCp | Wp Avg Inv var Ly C % | Percentage increase or decrease in Average Inventory value this year over last year. | Read |
| PWpAvgInnvLyUp | Wp Avg Inv var Ly U % | Percentage increase or decrease in average inventory units this year over last year. | Read |
| PWpAvgInnvOpCp | Wp Avg Inv var Op C % | Percentage increase or decrease in Average Inventory value over the original approved plan | Read |
| PWpAvgInnvOpUp | Wp Avg Inv var Op U % | Percentage increase or decrease in Average Inventory units over the original approved plan | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|------------------------|---|--------|
| PWpAvgInvvTgCp | Wp Avg Inv var Tgt C % | Percentage increase or decrease in Average Inventory value over superior's plan Target | Read |
| PWpAvgInvvTgUp | Wp Avg Inv var Tgt U % | Percentage increase or decrease in Average Inventory units over superior's plan Target | Read |
| PWpAvgSInvC | Wp Avg Store Inv C | End of Period Inventory Cost value averaged by the number of stores | Read |
| PWpAvgSInvU | Wp Avg Store Inv U | End of Period Inventory Unit value averaged by the number of stores | Read |
| PWpAvgSSlsC | Wp Avg Store Sls C | Cost Sales value averaged by the number of stores. | Read |
| PWpAvgSSlsR | Wp Avg Store Sls R | Retail Sales value averaged by the number of stores. | Read |
| PWpAvgSSlsU | Wp Avg Store Sls U | Unit Sales value averaged by the number of stores. | Read |
| PWpBOPAc | Wp BOP Inv AUC | Beginning of Period Inventory Average Unit Cost | Read |
| PWpBOPC | Wp BOP Inv C | Beginning of Period Inventory Cost Value | Write |
| PWpBOPU | Wp BOP Inv U | Beginning of Period Inventory Units | Read |
| PWpBOPU | Wp BOP Inv U | Beginning of Period Inventory Units | Read |
| PWpBOPvCpCp | Wp BOP Inv var Cp C % | Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Cost value | Read |
| PWpBOPvCpUp | Wp BOP Inv var Cp U % | Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Units | Read |
| PWpBOPvLyCp | Wp BOP Inv var Ly C % | Percentage difference between Working Plan and Last Year Beginning of Period Inventory Cost value | Read |
| PWpBOPvLyUp | Wp BOP Inv var Ly U % | Percentage difference between Working Plan and Last Year Beginning of Period Inventory Units | Read |
| PWpBOPvOpCp | Wp BOP Inv var Op C % | Percentage difference between Working Plan and Original Plan Beginning of Period Inventory Cost value | Read |
| PWpBOSAc | Wp BOS Inv AUC | Initializes the first period's Beginning of Period Inventory Average Unit Cost | Write |
| PWpBOSC | Wp BOS Inv C | Initializes the first period's Beginning of Period Inventory Cost value | Write |
| PWpBOSU | Wp BOS Inv U | Initializes the first period's Beginning of Period Inventory Units | Write |
| PWpCashDC | Wp Cash Discount C | Earned Cash Discounts | Write |
| PWpCashDCp | Wp Cash Discount C % | Cash Discounts expressed as a percent of Total Receipts at Cost | Write |
| PWpSlsClrAc | Wp Clearance Sales AUC | Clearance Sales Unit Cost value | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|--|--------|
| PWpSlsClrC | Wp Clearance Sales C | Clearance Sales Cost Value | Write |
| PWpSlsClrR | Wp Clearance Sales R | Clearance Sales Retail Value | Write |
| PWpSlsClrU | Wp Clearance Sales U | Clearance Sales Units | Write |
| PWpSlsClrcSICp | Wp Clearance Sales Contribution to Sales C % | Clearance Sales Cost value % contribution to Sales Cost value | Write |
| PWpSlsClrcSIRp | Wp Clearance Sales Contribution to Sales R % | Clearance Sales Retail value % contribution to Sales Retail value | Write |
| PWpSlsClrcSIUp | Wp Clearance Sales Contribution to Sales U % | Clearance Sales Units % contribution to Sales Units | Write |
| PWpSlsClrvLyCp | Wp Clearance Sales var Ly C % | Percentage difference between Working Plan and Last Year Clearance Sales Cost value | Write |
| PWpSlsClrvLyRp | Wp Clearance Sales var Ly R % | Percentage difference between Working Plan and Last Year Clearance Sales Retail value | Write |
| PWpSlsClrvLyUp | Wp Clearance Sales var Ly U % | Percentage difference between Working Plan and Last Year Clearance Sales Units | Write |
| PWpCOGSC | Wp COGS C | Cost of goods sold | Read |
| PWpCmtsC | Wp Commitments C | Cost Value of orders placed but not approved in the purchase order system | Write |
| PWpCmtsU | Wp Commitments U | Unit Value of orders placed but not approved in the purchase order system | Write |
| PWpCostAdjC | Wp Cost Adjustment C | Cost Adjustments | Write |
| PWpCostAdjCp | Wp Cost Adjustment C % | Cost Adjustments as a percentage of Total Receipts Cost | Write |
| PWpCostVarC | Wp Cost Variance C | Cost Variance | Read |
| PWpCustRetAc | Wp Customer Returns AUC | Customer Returns Average Unit Cost | Write |
| PWpCustRetC | Wp Customer Returns C | Customer Returns Cost | Write |
| PWpCustRetCp | Wp Customer Returns C % | Customer Returns Retail value expressed as a percentage of Sales Cost value | Write |
| PWpCustRetR | Wp Customer Returns R | Customer Returns Retail Value | Write |
| PWpCustRetRp | Wp Customer Returns R % | Customer Returns Retail value expressed as a percentage of Sales Retail value | Write |
| PWpCustRetU | Wp Customer Returns U | Customer Returns Units | Write |
| PWpCustRetUp | Wp Customer Returns U % | Customer Returns Unit value expressed as a percentage of Sales Unit value | Write |
| PWpEOPAc | Wp EOP Inv AUC | End of Period Inventory Average Unit Cost | Read |
| PWpEOPC | Wp EOP Inv C | End Of Period Inventory Cost | Write |
| PWpEOPU | Wp EOP Inv U | End Of Period Inventory Units | Read |
| PWpEOPvCpCp | Wp EOP Inv var Cp C % | Percentage difference between Working Plan and Current Plan End of Period Inventory Cost Value | Write |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|---------------------------|---|--------|
| PWpEOPvCpUp | Wp EOP Inv var Cp U % | Percentage difference between Working Plan and Current Plan End of Period Inventory Units | Read |
| PWpEOPvLyCp | Wp EOP Inv var Ly C % | Percentage difference between Working Plan and Last Year End of Period Inventory Cost Value | Read |
| PWpEOPvLyUp | Wp EOP Inv var Ly U % | Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value | Read |
| PWpEOPvOpCp | Wp EOP Inv var Op C % | Percentage difference between Working Plan and Original Plan End of Period Inventory Cost Value | Write |
| PWpEOPvOpUp | Wp EOP Inv var Op U % | Percentage difference between Working Plan and Original Plan End of Period Inventory Units | Read |
| PWpEOPvTgCp | Wp EOP Inv var Tgt C % | Percentage difference between Working Plan and Target End of Period Inventory Cost Value | Write |
| PWpEOPvTgUp | Wp EOP Inv var Tgt U % | Percentage difference between Working Plan and Target End of Period Inventory Cost Value | Read |
| PWpEvtTtxtTx | Wp Event Information Text | Promotional Event Comments | Write |
| PWpFwdCvrC | Wp Forward Cover C | The number of future periods' Cost Sales the current End of Period Inventory will cover | Write |
| PWpFwdCvrU | Wp Forward Cover U | The number of future periods' Unit Sales the current End of Period Inventory will cover | Read |
| PWpFreightC | Wp Freight C | Freight Cost (Inbound) | Write |
| PWpFreightCp | Wp Freight C % | Freight (Inbound) expressed as a percent of Total Receipts Cost | Write |
| PWpFrtvLyCp | Wp Freight var Ly C % | Percentage difference between Working Plan and Last Year Freight (Inbound) Cost | Read |
| PWpGMR | Wp GM R | Gross Margin Value | Read |
| PWpGMRp | Wp GM R % | Gross Margin expressed as a percentage of Sales | Read |
| PWpGMvCpRp | Wp GM var CP R % | Percentage difference between Working Plan and Current Plan Gross Margin | Read |
| PWpGMvLyRp | Wp GM var Ly R % | Percentage difference between Working Plan and Last Year Gross Margin | Read |
| PWpGMvOpRp | Wp GM var Op R % | Percentage difference between Working Plan and Original Plan Gross Margin | Read |
| PWpGMvTgRp | Wp GM var Tgt R % | Percentage difference between Working Plan and Target Gross Margin | Read |
| PWpGMROI C | Wp GMROI C | Gross Margin Return on Investment | Read |
| PWpGrssSlsAc | Wp Gross Sales AUC | Gross Sales Average Unit Cost (exclusive of returns) | Read |
| PWpGrssSlsC | Wp Gross Sales C | Gross Sales Cost Value (exclusive of returns) | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|---|---|--------|
| PWpGrssSlsR | Wp Gross Sales R | Gross Sales Retail Value (exclusive of returns) | Read |
| PWpGrssSlsU | Wp Gross Sales U | Gross Sales Units (exclusive of returns) | Read |
| PWpInTransC | Wp In Transit C | In-Transit Inventory Cost Value | Write |
| PWpInTransU | Wp In Transit U | In-Transit Units | Write |
| PWpInvAdjC | Wp Inventory Adjustment C | Inventory Adjustment Cost | Write |
| PWpInvAdjU | Wp Inventory Adjustment U | Inventory Adjustment Units | Write |
| PWpInvTxtTx | Wp Inventory Comments Text | Inventory Comments | Write |
| PWpBOPContCp | Wp KP BOP Inv Contribution to TP C % | Key Plan BOP Cost percent to TopPlan BOP Cost | Read |
| PWpBOPContUp | Wp KP BOP Inv Contribution to TP U % | Key Plan BOP Units percent to TopPlan BOP Units | Read |
| PWpEOPContCp | Wp KP EOP Inv Contribution to TP C% C % | Key Plan EOP Cost percent to TopPlan EOP Cost | Read |
| PWpEOPContUp | Wp KP EOP Inv Contribution to TP C% U % | Key Plan EOP Units percent to TopPlan EOP Units | Read |
| PWpEOPContCp | Wp KP EOP Inv Contribution to TP R% C % | Key Plan EOP Cost percent to TopPlan EOP Cost | Read |
| PWpEOPContUp | Wp KP EOP Inv Contribution to TP R% U % | Key Plan EOP Units percent to TopPlan EOP Units | Read |
| PWpEOPContCp | Wp KP EOP Inv Contribution to TP U% C % | Key Plan EOP Cost percent to TopPlan EOP Cost | Read |
| PWpEOPContUp | Wp KP EOP Inv Contribution to TP U% U % | Key Plan EOP Units percent to TopPlan EOP Units | Read |
| PWpSlsContCp | Wp KP Sales Contribution to TP C% C % | KeyPlan Sales Cost percent of TopPlan Sales Cost | Read |
| PWpSlsContUp | Wp KP Sales Contribution to TP C% U % | KeyPlan Sales Units percent of TopPlan Sales Units | Read |
| PWpSlsContCp | Wp KP Sales Contribution to TP R% C % | KeyPlan Sales Cost percent of TopPlan Sales Cost | Read |
| PWpSlsContUp | Wp KP Sales Contribution to TP R% U % | KeyPlan Sales Units percent of TopPlan Sales Units | Read |
| PWpSlsContCp | Wp KP Sales Contribution to TP U% C % | KeyPlan Sales Cost percent of TopPlan Sales Cost | Read |
| PWpSlsContUp | Wp KP Sales Contribution to TP U% U % | KeyPlan Sales Units percent of TopPlan Sales Units | Read |
| PWpSlsMMUR | Wp MMU R | Sales Retail Markup Value | Read |
| PWpSlsMMURp | Wp MMU R % | Retail Markup dollars as a percent of retail sales | Write |
| PWpSlsMMUvLyRp | Wp MMU var LY R % | Percentage difference between Working Plan and Last Year Retail Markup dollars | Read |
| PWpSlsMMUvCpRp | Wp MMU variance to Cp R % | Percentage difference between Working Plan and Current Plan Retail Markup dollars | Read |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|---|--------|
| PWpOnOrderAc | Wp On Order AUC | On Order Average Unit Cost | Read |
| PWpOnOrderC | Wp On Order C | On Order Cost Value | Read |
| PWpOnOrderU | Wp On Order U | On Order Units | Read |
| PWpOnOrdCxAc | Wp On Order Cxl AUC | Cancelled On Order Average Unit Cost | Write |
| PWpOnOrdCxC | Wp On Order Cxl C | Cancelled On Order Cost Value | Write |
| PWpOnOrdCxU | Wp On Order Cxl U | Cancelled On Order Units | Write |
| PWpOTBC | Wp OTB C | Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost | Read |
| PWpOTBU | Wp OTB U | Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units | Read |
| PWpOFreightC | Wp Outbound Freight C | Outgoing Freight Cost for Returns to Vendor | Write |
| PWpOFreightCp | Wp Outbound Freight C % | Outgoing Freight Cost as a percent of Returns to Vendor Cost | Write |
| PWpOFrtvLyCp | Wp Outbound Freight var LY C % | Percentage difference between Working Plan and Last Year Outgoing Freight Cost | Read |
| PWpPrfTtxtTx | Wp Profitability Comments Text | Profitability Text | Write |
| PWpSlsProAc | Wp Promo Sales AUC | Promotional Sales Average Unit Cost | Read |
| PWpSlsProAr | Wp Promo Sales AUR | Promotional Sales Average Unit Retail | Read |
| PWpSlsProC | Wp Promo Sales C | Promotional Sales Cost Value | Write |
| PWpSlsProR | Wp Promo Sales R | Promotional Sales Retail Value | Write |
| PWpSlsProU | Wp Promo Sales U | Promotional Sales Retail Value | Write |
| PWpSlsProcSlCp | Wp Promo Sales Contribution to Sales C % | Promotional Sales Cost value percent contribution to Sales Cost | Write |
| PWpSlsProcSlRp | Wp Promo Sales Contribution to Sales R % | Promotional Sales Retail value percent contribution to Sales Retail | Write |
| PWpSlsProcSlRp | Wp Promo Sales Contribution to Sales R % | Promotional Sales Cost value percent contribution to Sales Cost | Write |
| PWpSlsProcSlUp | Wp Promo Sales Contribution to Sales U % | Promotional Sale Units percent contribution to Sales Units | Write |
| PWpSlsProvLyCp | Wp Promo Sls var Ly C % | Percentage difference between Working Plan and Last Year Promotional Sales Cost | Write |
| PWpSlsProvLyRp | Wp Promo Sls var Ly R % | Percentage difference between Working Plan and Last Year Promotional Sales Retail | Write |
| PWpSlsProvLyUp | Wp Promo Sls var Ly U % | Percentage difference between Working Plan and Last Year Promotional Sales Units | Write |
| PWpRcptAc | Wp Receipts AUC | Receipts Average Unit Cost | Write |
| PWpRcptC | Wp Receipts C | Receipts Cost Value | Write |
| PWpRcptU | Wp Receipts U | Receipts Units | Write |

| Measure Name | Measure Label | Measure Description | Access |
|----------------|--|--|--------|
| PWpRcptvCpCp | Wp Receipts var Cp C % | Percentage difference between Working Plan and Current Plan Receipts Cost Value | Write |
| PWpRcptvCpUp | Wp Receipts var Cp U % | Percentage difference between Working Plan and Current Plan Receipts Units | Write |
| PWpRcptvLyCp | Wp Receipts var Ly C % | Percentage difference between Working Plan and Last Year Receipts Cost Value | Write |
| PWpRcptvLyUp | Wp Receipts var Ly U % | Percentage difference between Working Plan and Last Year Receipts Units | Write |
| PWpRcptvOpCp | Wp Receipts var Op C % | Percentage difference between Working Plan and Original Plan Receipts Cost Value | Write |
| PWpRcptvTgCp | Wp Receipts var Tgt C % | Percentage difference between Working Plan and Target Receipts Cost Value | Write |
| PWpRclsInAc | Wp Reclass In AUC | Inventory Re-Classification additions Average Unit Cost | Write |
| PWpRclsInC | Wp Reclass In C | Inventory Re-Classification additions Cost Value | Write |
| PWpRclsInU | Wp Reclass In U | Inventory Re-Classification additions Units | Write |
| PWpRclsOutAc | Wp Reclass Out AUC | Inventory Re-Classification subtractions Average Unit Cost | Write |
| PWpRclsOutC | Wp Reclass Out C | Inventory Re-Classification subtractions Cost Value | Write |
| PWpRclsOutU | Wp Reclass Out U | Inventory Re-Classification subtractions Units | Write |
| PWpSlsRegAc | Wp Regular Sales AUC | Regular Sales Average Unit Cost | Read |
| PWpSlsRegAr | Wp Regular Sales AUR | Regular Sales Average Unit Retail | Read |
| PWpSlsRegC | Wp Regular Sales C | Regular Sales Cost Value | Write |
| PWpSlsRegR | Wp Regular Sales R | Regular Sales Retail Value | Write |
| PWpSlsRegU | Wp Regular Sales U | Regular Sales Units | Write |
| PWpSlsRegcSlCp | Wp Regular Sales Contribution to Sales C % | Regular Sales Cost value contribution to Sales Cost | Write |
| PWpSlsRegcSlRp | Wp Regular Sales Contribution to Sales R % | Regular Sales Retail value contribution to Sales Retail | Write |
| PWpSlsRegcSlUp | Wp Regular Sales Contribution to Sales U % | Regular Sales Unit value contribution to Sales Units | Write |
| PWpSlsRegvLyCp | Wp Regular Sales var Ly C % | Percentage difference between Working Plan and Last Year Regular Sales Cost | Read |
| PWpSlsRegvLyRp | Wp Regular Sales var Ly R % | Percentage difference between Working Plan and Last Year Regular Sales Retail | Write |
| PWpSlsRegvLyUp | Wp Regular Sales var Ly U % | Percentage difference between Working Plan and Last Year Regular Sales Units | Write |
| PWpRejDteD | Wp Reject Date Date | Visibility to the Date and Time that the last plan submitted for approval was approved or rejected | Read |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|--------------------------------------|---|--------|
| PWpRTVPFeeC | Wp Return Process Fee per Unit C | Per unit Return to Vendor Processing Fee Cost | Write |
| PWpRTVAc | Wp Return to Vendor AUC | Average Unit Cost of merchandise returned to vendors | Write |
| PWpRTVC | Wp Return to Vendor C | Cost Value of merchandise returned to vendor | Write |
| PWpRTVU | Wp Return to Vendor U | Number of Units of merchandise returned to vendor | Write |
| PWpSlsAc | Wp Sales AUC | Sales Average Unit Cost | Read |
| PWpSlsAr | Wp Sales AUR | Sales Average Unit Retail | Read |
| PWpSlsC | Wp Sales C | Sales Cost Value | Write |
| PWpSlsR | Wp Sales R | Sales Retail Value | Write |
| PWpSlsU | Wp Sales U | Sales Units | Write |
| PWpSlsbdrtCp | Wp Sales Build Rate C % | Ratio of Sales Cost for this period to Sales Cost for prior displayed period | Read |
| PWpSlsbdrtRr | Wp Sales Build Rate Rr | Ratio of Sales Retail for this period to Sales Retail for prior displayed period | Read |
| PWpSlsTtxtTx | Wp Sales Comment Text | Sales Text | Write |
| PWpSlsCPrdCp | Wp Sales Contribution to Product C % | The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro | Write |
| PWpSlsCPrdRp | Wp Sales Contribution to Product R % | The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest | Write |
| PWpSlsCPrdUp | Wp Sales Contribution to Product U % | The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro | Write |
| PWpSlsCtmeCp | Wp Sales Contribution to Time C % | The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p | Write |
| PWpSlsCtmeRp | Wp Sales Contribution to Time R % | The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti | Write |
| PWpSlsCtmeUp | Wp Sales Contribution to Time U % | The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p | Write |
| PWpSlsvCpCp | Wp Sales var Cp C % | Percentage difference between Working Plan and Current Plan Sales Cost Value | Write |
| PWpSlsvCpRp | Wp Sales var Cp R % | Percentage difference between Working Plan and Current Plan Sales Retail Value | Write |
| PWpSlsvCpUp | Wp Sales var Cp U % | Percentage difference between Working Plan and Current Plan Sales Units | Write |
| PWpSlsvLyCp | Wp Sales var Ly C % | Percentage difference between Working Plan and Last Year Sales Cost Value | Write |

| Measure Name | Measure Label | Measure Description | Access |
|--------------|----------------------------|--|--------|
| PWpSlsvLyRp | Wp Sales var Ly R % | Percentage difference between Working Plan and Last Year Sales Retail Value | Write |
| PWpSlsvLyUp | Wp Sales var Ly U % | Percentage difference between Working Plan and Last Year Sales Units | Write |
| PWpSlsvOpCp | Wp Sales var Op C % | Percentage difference between Working Plan and Current Plan Sales Cost Value | Write |
| PWpSlsvOpRp | Wp Sales var Op R % | Percentage difference between Working Plan and Current Plan Sales Retail Value | Write |
| PWpSlsvTgCp | Wp Sales var Tgt C % | Percentage difference between Working Plan and Target Sales Cost Value | Write |
| PWpSlsvTgRp | Wp Sales var Tgt R % | Percentage difference between Working Plan and Target Sales Retail Value | Write |
| PWpSlsvTgUp | Wp Sales var Tgt U % | Percentage difference between Working Plan and Target Sales Units | Write |
| PWpSelThrCp | Wp Sell Thru C % | Percent of total available inventory cost value sold for a period of time | Read |
| PWpSelThrUp | Wp Sell Thru U % | Percent of total available inventory units sold for a period of time | Read |
| PWpSellStOHC | Wp Selling Store On Hand C | Selling Store Cost Value of merchandise on hand | Read |
| PWpSellStOHU | Wp Selling Store On Hand U | Selling Store Units on hand | Read |
| PWpStkSlvCr | Wp Stk/Slv Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value | Read |
| PWpStkSlvUr | Wp Stk/Slv Ur | Ratio of Beginning of Period Inventory Units to Sales Units | Read |
| PWpStkAdjC | Wp Stock Adjustment C | Stock Adjustment Cost Value | Read |
| PWpStkAdjU | Wp Stock Adjustment U | Stock Adjustment Units | Read |
| PWpSOHC | Wp Stock On Hand C | Stock On-hand Cost Value | Read |
| PWpSOHU | Wp Stock On Hand U | Stock On-hand Units | Read |
| PWpStrCIDtD | Wp Store Close Date Date | The date a store is closed | Read |
| PWpStrOpDtD | Wp Store Open Date Date | The date a store is open for business | Read |
| PWpSubB | Wp Submit | Submit Plan for Approval | Write |
| PWpSubComTx | Wp Submit Comment Text | Comments regarding the Plan being Submitted for Approval | Write |
| PWpSubByTx | Wp Submitted By Text | The Planner that submitted the plan for approval | Read |
| PWpSubDteD | Wp Submitted Date Date | The date and time the Planner last submitted the plan for approval. | Read |
| PWpCurVsnTx | Wp Submitted Version Text | The plan version the Planner is working on. | Read |
| PWpTOCr | Wp TO Cr | The frequency with which inventory value is sold and replaced over a stated time period. | Read |

| Measure Name | Measure Label | Measure Description | Access |
|---------------------|--------------------------|---|---------------|
| PWpTOUr | Wp TO Ur | The frequency with which inventory units are sold and replaced over a stated time period. | Read |
| PWpTrnsInAc | Wp Transfer In AUC | Transfers into inventory Average Unit Cost | Write |
| PWpTrnsInC | Wp Transfer In C | Transfers into inventory Cost Value | Write |
| PWpTrnsInU | Wp Transfer In U | Transfers into inventory Units | Write |
| PWpTrnsOutAc | Wp Transfer Out AUC | Transfers out of inventory Average Unit Cost | Write |
| PWpTrnsOutC | Wp Transfer Out C | Transfers out of inventory Cost Value | Write |
| PWpTrnsOutU | Wp Transfer Out U | Transfers out of inventory Units | Write |
| PWpTtlRPFeeC | Wp Ttl RTV Process Fee C | Return to Vendor Processing Fee Cost Value | Read |
| PWpWkrmC | Wp Wkrm / Other Costs C | Workroom Cost or other Cost of Sales | Write |
| PWpWOHCr | Wp WOH Cr | Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time | Read |
| PWpWOHUr | Wp WOH Ur | Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time | Read |

Appendix: Merchandise Financial Planning Administration

Overview

Merchandise Financial Planning administration consists of two workbooks that allow the administrator to perform the following activities:

- **Inventory Initialization workbook** – Used once to establish Beginning of Period and End of Period inventory values in the domain using loaded Stock on Hand data.
- **Seeding Administration workbook** – Seeds the working financial plans with data from a selected version.
- **Merchandise Financial Planning Administration workbook** – Sets high-level store information, such as store counts and square footage. The administrator also uses this administration workbook to map time periods to account for holiday and other calendar shifts and for 52/53 week year mapping.

Inventory Initialization Workbook

The Inventory Initialization workbook is used once to calculate a beginning inventory position in the domain using the currently known stock on hand value.

Many times when a company implements a planning solution, historical data is loaded. The data that is usually available for loading is related to sales, markdowns, and/or receipts. However, historical inventory positions are typically not available to be loaded. If the current period stock on hand value is available, it can be loaded into the Merchandise Financial Planning domain and the historical inventory positions can be calculated. The Inventory Initialization workbook allows a company to set historical inventory values (beginning of period (BOP) and end of period (EOP)) for the domain using the current Stock on Hand value.

Usage Notes

This process is only performed once for a given domain. Once the historical inventory positions are calculated, this workbook does not need to be built again.

The time periods selected for this workbook include the current period for which the stock on hand is loaded and all previous (historical) time periods for which the inventory needs to be calculated.

Inventory Initialization Process

Before you begin, be sure to load the stock on hand value for the applicable time period using the Stock On Hand interface program.

Create an Inventory Initialization Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **Planning Administration** tab.
3. Select **Inventory Initialization**, and click **OK**. The Inventory Initialization wizard appears.
4. Select the desired channels, products, and time periods on the respective pages of the wizard. Select the last time period for which stock on hand was loaded. Click **Finish**. The Inventory Initialization workbook is created.

Note: No calculations or data edits are required.

The end of season measure (EOS) in the workbook is set equal to the Stock on Hand measure (not viewable in the workbook). The difference between EOS and the EOP is placed in the Stock On hand Adjustment measure and the EOP is recalculated for the last period to match the EOS/Stock on Hand value. All historical EOP and BOP values will recalculate when the last week's EOP is reset.

Seeding Administration Workbook

The Seeding Administration workbook allows users that have administration access to define the source of data for the Wp plan measures that will be seeded and to initiate the actual seeding process. This seeding process is typically done at the beginning of a Pre-Season planning period. Data for pre-defined measures are copied from the selected plan version to those same measures for the Wp plan version.

- Data are seeded from one product to that same product from one year to the next. Merchandise Financial Planning does not currently allow users to seed data across different products.
- The user must select the products, channels, and time periods that are to be seeded at the time the Seeding Administration workbook is built. If the time period to be seeded is the year 2004, the user must select the entire FY 2004 time period when building the workbook. The time period to be seeded from (such as 2003) does not need to be included in the workbook.
- Alternatively, actual users may initiate the seeding process from inside their workbooks, but they cannot select the data source that the measures are seeded from. That can only be executed in the System Administration workbook.

Seeding Process

Creating a Seeding Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **Planning Administration** tab.
3. Select **Seeding Administration**, and click **OK**. The Seeding Administration wizard appears.
4. Select the desired channels, products, and time periods on the respective pages of the wizard. Click **Finish**. The Seeding Administration workbook is created.

Setting up the Source Data

1. Select the **Source Setup** tab to display the Source Setup worksheet.
2. For each Product, select the plan version from which the data is to be copied into the Wp. Different sources may be selected for different time periods and for different products.

The available plan versions are:

- **Do nothing** – Data will not be seeded for Wp
- **Ly** – Last year data
- **Ly Op** – Last year, original plan data
- **Ly Cp** – Last year, current plan data

Note: A selection can be made at an aggregate time/product/channel level, and the selection replicates to the lower levels.

3. Once the selections are made, click **Calculate**. This replicates the selections to lower hierarchy dimension members.
4. From the File menu, select the **Commit Now** option. This will commit the seed data source selections to the database so they are available for planners when they opt to seed their plans from their workbooks.

OR

If the desire is to have all plans pre-seeded at one time by the System Administrator, the next step is executed:

5. From the main menu, select the **Merchandise Financial Planning – Seed**. A message will display that indicates the successful completion of the seeding process.

Note: This process automatically commits the data to the database.

Reviewing the Results of Seeding

Note: The procedure applies only if Step 5 in the previous procedure has been executed.

1. Select the **Seeding Results** tab to review the Seeding Results worksheet. The measures for the first product are displayed.
2. Scroll through the list of products to view the measures for each successive product.
3. Repeat the seeding process if necessary.

Merchandise Financial Planning Administration Workbook

The Merchandise Financial Planning Administration workbook allows users that have administration access to set the values for certain measures and to set up week mappings to account for calendar and other holiday shifts and 53-week years. This process is typically done at the beginning of a Pre-Season planning period, but it can be done In-Season as well.

Note: Data cannot be changed for historical time periods (elapsed time).

Establishing Store Counts

There are three Store Count measures that can be set in the Merchandise Financial Planning Administration workbook:

- Store Count
- Non-Comp Store Count
- Comp Store Count

Store Count is used to calculate the following measures:

- Average Store Sales
- Average Store Inventory (EOP)

There is no relationship defined between Store Count and the Comp and Non-Comp Store count measures. If the administrator chooses to utilize all three measures, all three values must be entered.

Comp and Non-Comp Store Counts are used for informational purposes only. They are available to the planning users in the planning workbooks as read-only measures. They are not used in any calculations.

Note: The values for Comp and Non-Comp Store Sales are assumed to be loaded measures and are not calculated or determined in the solution.

Product is not available in this workbook. The store count value entered here applies to the entire product hierarchy. To view the store count in a financial plan workbook, the hierarchy dimension [All Product] must be displayed.

The channel hierarchy is available in this workbook. A store count value may be entered for each channel location.

The calendar hierarchy is available in this workbook. Different store counts may be entered for different time periods in the workbook. Store counts may also be entered for historical time periods. A store count viewed at an aggregate time period (month) reflects the value in the last child time period belonging to the aggregate parent.

Store Count Process

Creating a Merchandise Financial Planning Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select **Planning Administration** tab.
3. Select Merchandise Financial Planning Administration, and click **OK**. The Merchandise Financial Planning Administration wizard appears.
4. Select the desired channels and time periods on the respective pages of the wizard. Click **Finish**. The Merchandise Financial Planning Administration workbook is created.

Setting Up the Store Counts

1. Select the **Store Counts** tab to display the Store Counts worksheet.
2. Enter the applicable store counts. Store counts may not be entered at aggregate time periods. The Edit – Fill option is available to enter one store count value for all time periods.

| | | Calendar | | | | | | |
|----------------|-------------------------|--------------|-----------------|-------------|----------|-----------|-----------|----------|
| | | Sprg, FY2008 | 1st Qtr, FY2008 | Feb, FY2008 | 2/9/2008 | 2/16/2008 | 2/23/2008 | 3/1/2008 |
| Brick & Mortar | Wp Comp Store Count | 50 | 50 | 60 | 50 | 50 | 50 | 60 |
| | Wp Non-Comp Store Count | 75 | 75 | 75 | 75 | 75 | 75 | 75 |
| | Wp Store Count | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Catalog | Wp Comp Store Count | 50 | 50 | 50 | 50 | 50 | 50 | 50 |
| | Wp Non-Comp Store Count | 75 | 75 | 75 | 75 | 75 | 75 | 75 |
| | Wp Store Count | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| E-Commerce | Wp Comp Store Count | 50 | 50 | 50 | 50 | 50 | 50 | 50 |
| | Wp Non-Comp Store Count | 75 | 75 | 75 | 75 | 75 | 75 | 75 |
| | Wp Store Count | 100 | 100 | 100 | 100 | 100 | 100 | 100 |

Store Counts Worksheet

Note: In the above example, store counts are protected at aggregate levels. You must manually enter a value for each week or use Edit – Fill to enter multiple weekly values at one time. Additionally the value for Brick and Mortar, Comp Store Count for February reflects the last value in the month, which is 60.

Mapping Time Periods

The History Map worksheet sets the value of a measure called History Map (PWPLAGMAP). This measure is used to calculate the Adjusted Last Year Sales Measure (Adj Ly Sales R) that is viewable in the planning workbooks. The Adj Ly Sales R measure uses the History Map measure to pull last year sales from a time period other than 52 weeks in the past (the default for all LY measures).

History Mapping is an “all or none” concept; the procedure applies to all products. The Merchandise Financial Planning solution contains only one mapped measure called Adj Ly Sales R. However, you can create multiple mapped measures (for example Adj Ly Markdowns R) from the same LAGMAP measure. If two adjusted measures are created from the same LAGMAP measure, they will reflect the same week to week mapping created in this mapping workbook. If different week to week mappings are required for different measures, a separate LAGMAP measure must be created in the configuration and added to the mapping workbook template.

For more information on adding new measures, refer to the *RPAS Configuration Tools User Guide*.

There are two situations that may occur during the year or planning cycle that may require a history map to be created:

- Holiday or key planning time periods shift (typically Easter or Hanukkah)
- There are 53 weeks in the planning period or in the current or last year.

Holiday Period Shifts

It is common for certain key holiday periods to shift by weeks or even a month from year to year. If a planner views the measure Ly Sales R in a current year, that value represents the Sales R value from 52 weeks prior. So a planner trying to plan sales for Easter this year, may not have an accurate LY Sales R value that reflects Easter from last year. Therefore, the LAGMAP measure is used to specify which week should be used, and it places the corresponding value in Adj LY Sales R.

53-Week Years

A 53-week year occurs when a company utilizes a 4-5-4 or 4-4-5 financial calendar. 53-week years occur approximately once every six years. When the planning cycle moves from a 53-week to a 52-week year, the History Mapping worksheet can be used to account for the extra week.

Note: The current History Mapping worksheet cannot be used to map weeks when moving from a 52-week to a 53-week year. See Appendix B for more information on how to handle this scenario.

Mapping Time Periods Process

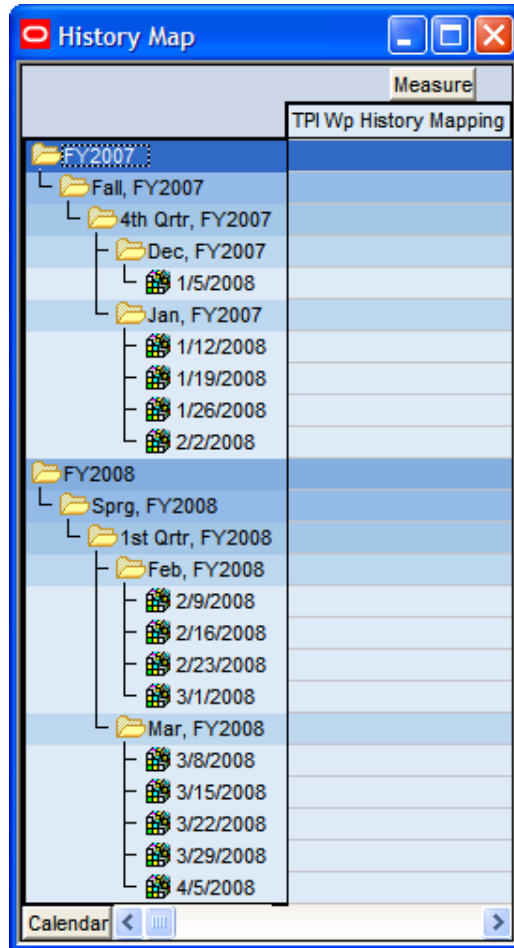
Creating a Merchandise Financial Planning Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **Planning Administration** tab.
3. Select **Merchandise Financial Planning Administration**, and click **OK**. The Merchandise Financial Planning Administration wizard appears.
4. Select the desired channels and time periods on the respective pages of the wizard. Both the year to be mapped and the year being mapped from need to be selected. Click **Finish**. The Merchandise Financial Planning Administration workbook is created.

Note: Although a channel page is displayed in the wizard, it is not used in the history mapping process. It is used only for setting the store counts.

Setting Up the History Map

1. Select the **History Map** tab to display the History Map worksheet.
2. Select the Year time period and Outline mode to produce the following layout:



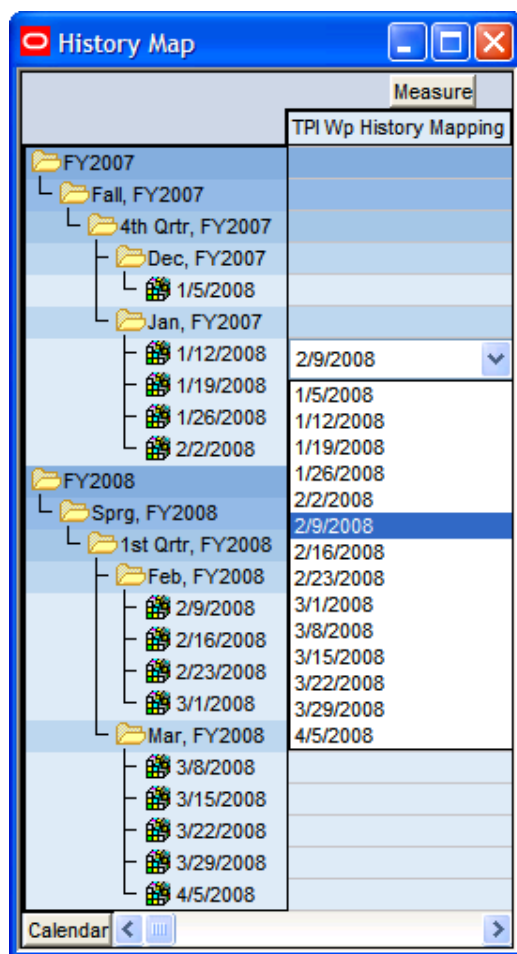
History Map Worksheet

The weeks that are displayed as rows on the worksheet represent the weeks to be used as the source of the data (essentially the "Last Year" being pulled from). The measure TPI History Mapping is a pick list that represents the destination week, (essentially the "map to" week).

Note: The pick list is populated from the weeks that were selected on the calendar page of the wizard when the workbook was built.

3. Select the week to be mapped to for each week in the outline. As specific weeks are selected, a pick list appears that displays all of the weeks in the time periods that were previously selected during the initial workbook build selection process.

In the screenshot below, week 1/12/2007 is being mapped to week 2/9/2008. Once this mapping is committed to the database, the value in Adj Ly Sales R for week ending 2/9/2008 will be equal to the Sales R value in week 1/12/2007.



History Map Worksheet

4. After mapping the time periods, commit the data to the database.
5. Build a new Financial Plan workbook and view the Adj LY Sales R measure to see the effects of the mapping.

User Administration and Security

For information on user administration and security, refer to the *RPAS Administration Guide*.

Appendix: 52-Week to 53-Week Year History Mapping

The Merchandise Financial Planning History Map worksheet (located in the Merchandise Financial Planning Administration workbook) allows users to map history from year to year, as well as to map weeks when moving from a 53- to 52-week year. However, the functionality does not allow users to create a mapping when moving from a 52-week to a 53-week year. This particular year to year mapping must be set up by the system administrator who manipulates the data directly in the database.

In Merchandise Financial Planning GA, the fiscal calendar runs from February to January, so weeks 52 and 53 would typically be part of January. In this example, FY2003 has 52 weeks and FY2004 has 53 weeks. To account for the extra week in the 53 week year, the administrator must decide from which week the data should be pulled in order to populate the 53rd week. In this example, the administrator replicates the week52 data for week53. The mappings for the rest of the weeks map 1 to 1 (week1 to week1 through week51). Week52 of FY2003 is mapped to week52 of FY2004 and to week53 of FY2004.

Note: The administrator uses the History Map worksheet (Merchandise Financial Planning Administration workbook) to map all weeks up to and including week51 for FY2003.

To complete the 52- to 53-week mapping, an Administrator must load the PWpLagMap measure via the load measure RPAS utility. The content of a load file, based on the above scenario, is given below:

w52_2003w52_2004 w53_2003 (note the space before w53)

where w52_2003 is the source, and w52_2004 and w53_2004 are the destination weeks.

Refer to the *RPAS Administration Guide* for information regarding loading measures.