

**Oracle® Retail Merchandise Financial Planning
Cost**
User Guide
Release 13.0.2

December 2008

Copyright © 2003, 2008, Oracle. All rights reserved.

Primary Author: Melody Crowley

The Programs (which include both the software and documentation) contain proprietary information; they are provided under a license agreement containing restrictions on use and disclosure and are also protected by copyright, patent, and other intellectual and industrial property laws. Reverse engineering, disassembly, or decompilation of the Programs, except to the extent required to obtain interoperability with other independently created software or as specified by law, is prohibited.

The information contained in this document is subject to change without notice. If you find any problems in the documentation, please report them to us in writing. This document is not warranted to be error-free. Except as may be expressly permitted in your license agreement for these Programs, no part of these Programs may be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose.

If the Programs are delivered to the United States Government or anyone licensing or using the Programs on behalf of the United States Government, the following notice is applicable:

U.S. GOVERNMENT RIGHTS Programs, software, databases, and related documentation and technical data delivered to U.S. Government customers are "commercial computer software" or "commercial technical data" pursuant to the applicable Federal Acquisition Regulation and agency-specific supplemental regulations. As such, use, duplication, disclosure, modification, and adaptation of the Programs, including documentation and technical data, shall be subject to the licensing restrictions set forth in the applicable Oracle license agreement, and, to the extent applicable, the additional rights set forth in FAR 52.227-19, Commercial Computer Software—Restricted Rights (June 1987). Oracle Corporation, 500 Oracle Parkway, Redwood City, CA 94065

The Programs are not intended for use in any nuclear, aviation, mass transit, medical, or other inherently dangerous applications. It shall be the licensee's responsibility to take all appropriate fail-safe, backup, redundancy and other measures to ensure the safe use of such applications if the Programs are used for such purposes, and we disclaim liability for any damages caused by such use of the Programs.

Oracle, JD Edwards, PeopleSoft, and Siebel are registered trademarks of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.

The Programs may provide links to Web sites and access to content, products, and services from third parties. Oracle is not responsible for the availability of, or any content provided on, third-party Web sites. You bear all risks associated with the use of such content. If you choose to purchase any products or services from a third party, the relationship is directly between you and the third party. Oracle is not responsible for: (a) the quality of third-party products or services; or (b) fulfilling any of the terms of the agreement with the third party, including delivery of products or services and warranty obligations related to purchased products or services. Oracle is not responsible for any loss or damage of any sort that you may incur from dealing with any third party.

Value-Added Reseller (VAR) Language

Oracle Retail VAR Applications

The following restrictions and provisions only apply to the programs referred to in this section and licensed to you. You acknowledge that the programs may contain third party software (VAR applications) licensed to Oracle. Depending upon your product and its version number, the VAR applications may include:

- (i) the software component known as **ACUMATE** developed and licensed by Lucent Technologies Inc. of Murray Hill, New Jersey, to Oracle and imbedded in the Oracle Retail Predictive Application Server – Enterprise Engine, Oracle Retail Category Management, Oracle Retail Item Planning, Oracle Retail Merchandise Financial Planning, Oracle Retail Advanced Inventory Planning and Oracle Retail Demand Forecasting applications.
- (ii) the **MicroStrategy** Components developed and licensed by MicroStrategy Services Corporation (MicroStrategy) of McLean, Virginia to Oracle and imbedded in the MicroStrategy for Oracle Retail Data Warehouse and MicroStrategy for Oracle Retail Planning & Optimization applications.
- (iii) the **SeeBeyond** component developed and licensed by Sun Microsystems, Inc. (Sun) of Santa Clara, California, to Oracle and imbedded in the Oracle Retail Integration Bus application.
- (iv) the **Wavelink** component developed and licensed by Wavelink Corporation (Wavelink) of Kirkland, Washington, to Oracle and imbedded in Oracle Retail Store Inventory Management.
- (v) the software component known as **Crystal Enterprise Professional and/or Crystal Reports Professional** licensed by Business Objects Software Limited (“Business Objects”) and imbedded in Oracle Retail Store Inventory Management.
- (vi) the software component known as **Access Via**TM licensed by Access Via of Seattle, Washington, and imbedded in Oracle Retail Signs and Oracle Retail Labels and Tags.
- (vii) the software component known as **Adobe Flex**TM licensed by Adobe Systems Incorporated of San Jose, California, and imbedded in Oracle Retail Promotion Planning & Optimization application.
- (viii) the software component known as **Style Report**TM developed and licensed by InetSoft Technology Corp. of Piscataway, New Jersey, to Oracle and imbedded in the Oracle Retail Value Chain Collaboration application.
- (ix) the software component known as **DataBeacon**TM developed and licensed by Cognos Incorporated of Ottawa, Ontario, Canada, to Oracle and imbedded in the Oracle Retail Value Chain Collaboration application.

Contents

Preface	ix
Audience	ix
Related Documents.....	ix
Customer Support.....	ix
Review Patch Documentation.....	ix
Oracle Retail Documentation on the Oracle Technology Network.....	x
Conventions.....	x
1 Introduction	1
Overview	1
MFP Cost Planning Process.....	1
Role Planning Overview	3
Merchandise Financial Planning Cost Components and Key Processes.....	4
Workbooks.....	5
Worksheets	5
Planning Roles.....	10
Plan Versions.....	11
Plan Reconciliation	12
MFP Cost Custom Menu Options	13
2 Mapping Setup Workbook	15
Overview	15
Mapping Setup Wizard.....	15
Mapping Tab	16
Mapping Worksheet.....	16
3 Top Down Role Workbook	17
Overview	17
Top Down Role Wizard	18
Getting Started Tab.....	22
1. Initialize Worksheet.....	22
2. Target Overview Worksheet	23
3. Original Plan Overview Worksheet	24
4. Current Plan Overview Worksheet.....	26
Sales Tab.....	28
Sales Worksheet	28
Rec / Inv Tab	30
1. Rec/Inv Value Plan Worksheet	30
2. Rec/Inv Unit Plan Worksheet.....	31
Profit Tab.....	33
Profit Worksheet	33
Open to Buy Tab	35
Open to Buy Worksheet.....	35

Review / Publish Targets Tab.....	37
1. Review Plan Worksheet	37
2. Publish Targets Worksheet.....	38
3. Original Plan Summary Worksheet	39
4. Current Plan Summary Worksheet	41
All Measures Tab	43
All Measures Worksheet.....	43
4 Middle Out Role Workbook.....	45
Overview.....	45
Middle Out Role Wizard.....	46
Getting Started Tab.....	50
1. Initialize Worksheet.....	50
2. Target Overview Worksheet	51
3. Original Plan Overview Worksheet	52
4. Current Plan Overview Worksheet.....	53
Sales Tab.....	55
Sales Worksheet	55
Rec / Inv Tab	57
1. Rec/Inv Value Plan Worksheet	57
2. Rec/Inv Unit Plan Worksheet.....	58
Profit Tab.....	60
Profit Worksheet	60
Open to Buy Tab	62
Open to Buy Worksheet.....	62
Reconcile / Publish Targets Tab	64
1. Review Plan Worksheet	64
2. Reconcile Targets Worksheet	65
3. Publish Targets Worksheet.....	66
Review/Approve Plan Tab	67
1. Review Submitted Plan Worksheet.....	67
2. Approve Plan Worksheet.....	68
3. Original Plan Summary Worksheet	69
4. Current Plan Summary Worksheet	71
All Measures Tab	73
All Measures Worksheet.....	73
5 Bottom Up Role Workbook.....	75
Overview.....	75
Bottom Up Role Wizard	76
Getting Started Tab.....	80
1. Initialize Worksheet.....	80
2. Target Overview Worksheet	81
3. Original Plan Overview Worksheet	82

4. Current Plan Overview Worksheet.....	83
Sales Tab.....	85
Sales Worksheet	85
Rec / Inv Tab.....	87
1. Rec/Inv Value Plan Worksheet	87
2. Rec/Inv Unit Plan Worksheet.....	88
Profit Tab.....	90
Profit Worksheet	90
Open to Buy Tab	91
Open to Buy Worksheet.....	91
Reconcile / Review MFP Plan Tab	93
1. Reconcile Targets Worksheet	93
2. Original Plan Summary Worksheet	95
3. Current Plan Summary Worksheet	97
Review Item Plan Tab.....	99
1. Review Item Plan Op Plan Worksheet.....	99
2. Review Item Plan Cp Plan Worksheet	101
Approval Tab.....	103
Approval Worksheet	103
All Measures Tab	104
All Measures Worksheet.....	104
6 VAT Admin Workbook.....	105
Overview	105
VAT Admin Wizard	105
VAT Setup Tab	109
VAT Setup Worksheet.....	109
7 Data Load Validation Workbook.....	111
Overview	111
Data Load Validation Wizard	111
Bottom Up Working Plan Tab.....	115
Bottom Up Working Plan Worksheet	115
Middle Out Working Plan Tab.....	116
Middle Out Working Plan Worksheet.....	116
Top Down Working Plan Tab	117
Top Down Working Plan Worksheet.....	117
Misc. Measures Tab	119
Misc. Measures Worksheet.....	119

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 13.0.2 documentation set:

- *Oracle Retail Merchandise Financial Planning Release Notes*
- *Oracle Retail Merchandise Financial Planning Retail Installation Guide*
- *Oracle Retail Merchandise Financial Planning Cost Installation Guide*
- *Oracle Retail Merchandise Financial Planning Retail User Guide*
- *Oracle Retail Merchandise Financial Planning Operations Guide*

For more information on the Fashion Planning Bundle applications, see the following documents:

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

If you are installing the application for the first time, you install either a base release (for example, 13.0) or a later patch release (for example, 13.0.2). If you are installing a software version other than the base release, be sure to read the documentation for each patch release (since the base release) before you begin installation. Patch documentation can contain critical information related to the base release 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

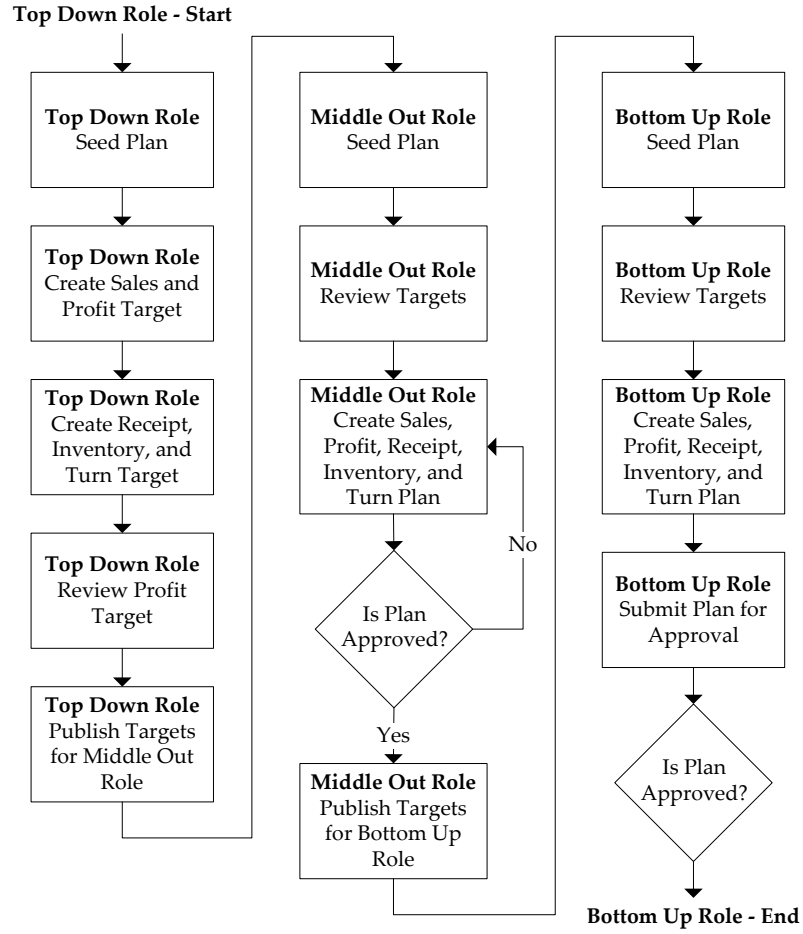
Oracle Retail Merchandise Financial Planning (MFP) Cost is part of the Oracle Retail Predictive Planning Suite. MFP Cost provides strategic and financial product planning functions. These functions support industry planning standards for pre-season and in-season processes. Functions and processes that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

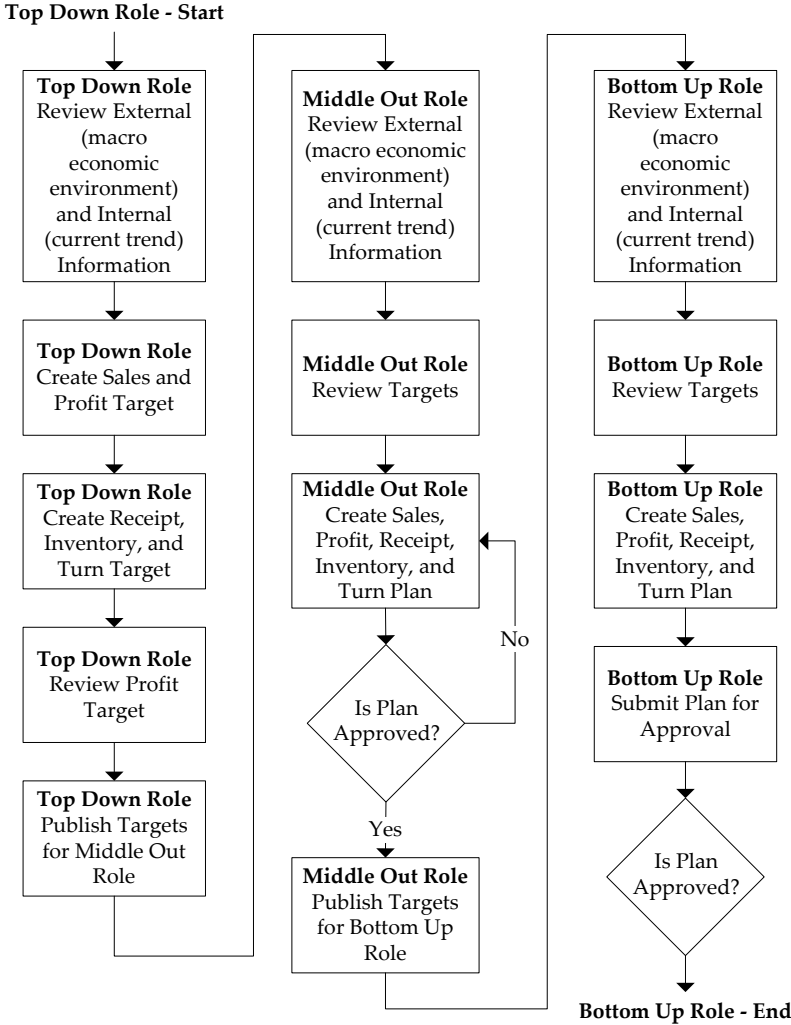
MFP Cost Planning Process

The MFP Cost Planning Process can be separated into two sub processes: Pre Season Planning and In Season Planning. Pre Season Planning will focus on creating the Original Plan against which to benchmark In Season process. In the Pre Season Process, the plan will be initialized by being seeded from either LY or adjusted LY. This seeding will give the user a curve of demand against which to prorate their new plan. The user will then plan sales, profit, receipt inventory, and turn measures. The targets will be passed to subsequent roles; Top Down will pass to Middle Out, and Middle Out will pass to Bottom Up. As targets are approved by superior levels they will be published to the subsequent level.

Once the plan period has begun, the process of in season planning will begin. The objective of in season planning is to identify opportunity and risk for the original plan. This will be accomplished through comparing the current plan to the original plan.



MFP Cost Pre Season Planning Process Diagram

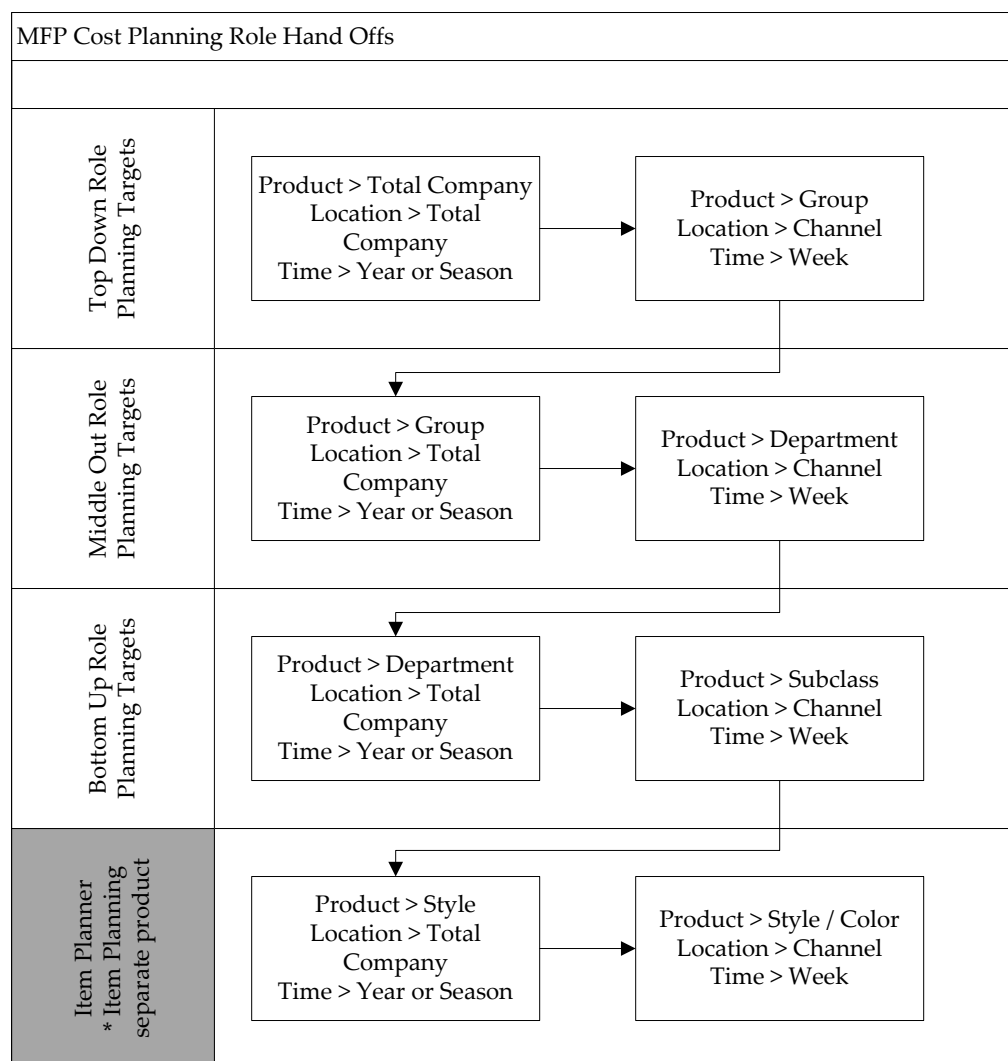


MFP Cost In Season Planning Process Diagram

Role Planning Overview

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

The Top Down user will pass targets to the Middle Out user, who will pass targets to the Bottom Up user. The Bottom Up user’s targets can be made visible to an Item Planner using a separate product, Oracle Retail Item Planning.



MFP Cost Planning Role Hand Offs Diagram

Merchandise Financial Planning Cost Components and Key Processes

The key components and features of MFP Cost provide the basis for standard processes and activities that are necessary for a planner to perform his or her planning functions.

The key components 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 MFP 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**
MFP 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 to 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.

Workbooks

A MFP 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** – such as Department, Class, and Sub-Class for the Men’s Sweater Department.
- **Time levels and members** – such as Season, Month, and Week for the Spring 2004 Season.
- **Location levels and members** – these members may reflect multiple channels within an organization at their aggregate level, such as total Brick & Mortar divisions, Catalog, and /or e-Commerce.
- **Plan versions** – such as Working Plan (Wp), Original Plan (Op), Current Plan (Cp), and Last Year (Ly).
- **Measures and corresponding business rules** – such as Sales, Receipts, Markdowns, Inventory.

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.

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.

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.

Aggregation Methods

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

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

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

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

If you 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

If you 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

If you 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

If you 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 the following purposes:

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

Each role is part of a bottom-up 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 has access when building a plan. The planning role defines the range of planning responsibilities and also controls the measures shown in planning worksheets and accessibility of those measures.

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 MFP 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 MFP 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	

The 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 or her own published targets.

The following sections describe each plan version in more detail.

Working Plan (Wp)

- The plan version that is editable for a particular 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.

MFP Cost Custom Menu Options

A custom menu for MFP named **Planning Actions** is available on the menu bar for some workbooks.

File Edit View Format Window Planning Actions Help

RPAS Client Menu Bar with the Planning Actions Custom Menu

The **Planning Action** drop-down menu options will vary depending on the currently open workbook:

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

Note: Usage descriptions of these custom menu options are provided in “Planning Action” sections throughout this guide.

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 MFP Cost through an interface program.

Plan Approval

In MFP Cost, the Manager and Planner roles participate in the plan approval process.

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 uses their approval worksheet to approve or reject the submitted plans.

Submit for approval functionality is available through a custom menu option named “Planning Actions”. Under this menu, the “Submit” option allows a user to submit the plan and move the data to the Wa version.

Publishing Targets

In MFP 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 tab to update their target measures with the data in their plan. The data is committed to the database automatically when they invoke the "Planning Actions" custom menu option "Publish Targets". Then managers have access to these target values in their workbooks.

Mapping Setup Workbook

Overview

The Week Mapping workbook is used by the Administrator only to adjust historical sales to accommodate calendar shifts. The adjusted sales then appear in the Merchandise Cost Planning workbook templates for reference while planning. This functionality is helpful when events shift from one week to another or when there are different numbers of weeks from one calendar year to another.

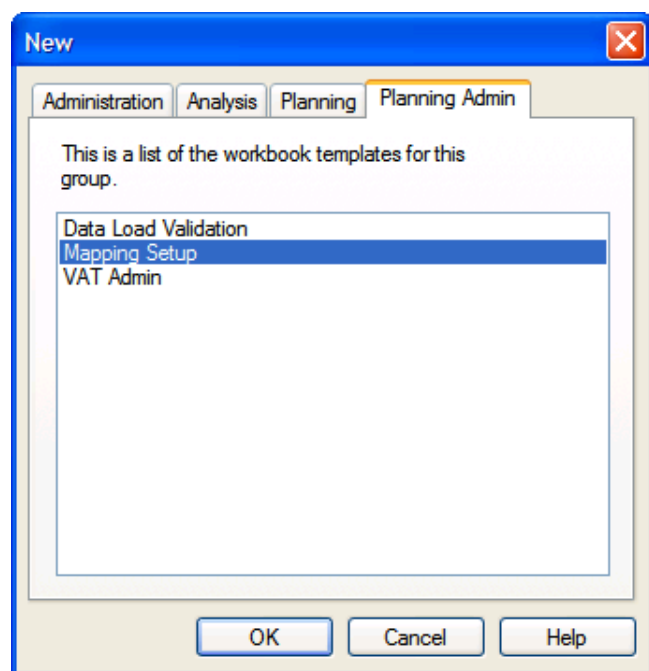
The Mapping Setup workbook contains the following tabs and worksheets:

- Mapping Tab
 - Mapping Worksheet

Mapping Setup Wizard

To open a Mapping Setup workbook:

1. Select **File – New**, or click on the **New** button.
2. On the **Planning Admin** tab, select “Mapping Setup”, and click **OK**.



Creating a New Mapping Setup Workbook

The Mapping Setup workbook is built.

Mapping Tab

The following sections describe the worksheets available under the Mapping Tab:

- Mapping Worksheet

Mapping Worksheet

The screenshot shows a window titled "Mapping" with a table containing the following data:

	Week Mapping Adjusted L	Week Mapping Last Year	Measure
2/10/2007	W01_2008	W01	_2008
2/17/2007	W02_2008	W02	_2008
2/24/2007	W03_2008	W03	_2008
3/3/2007	W04_2008	W04	_2008
3/10/2007	W05_2008	W05	_2008
3/17/2007	W06_2008	W06	_2008
3/24/2007	W07_2008	W07	_2008
3/31/2007	W08_2008	W08	_2008
4/7/2007	W09_2008	W09	_2008
4/14/2007	W10_2008	W10	_2008
4/21/2007	W11_2008	W11	_2008
4/28/2007	W12_2008	W12	_2008
5/5/2007	W13_2008	W13	_2008
5/12/2007	W14_2008	W14	_2008
5/19/2007	W15_2008	W15	_2008

Mapping Worksheet

The following table lists the measures available on this worksheet.

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

Top Down Role Workbook

Overview

The Top Down Role is usually associated with Senior Management in the Merchandise Planning organization. The Top Down Role provides the top down plan targets to the Planning Manager (Middle out Role) who will then pass these targets down to the Merchandise Planner (Bottom up Role). In this workbook, the Top Down Role initializes the plan and sets top down targets for available measures. The user of this workbook can also review the plan, both current and original, as well as maintain in season open to buy.

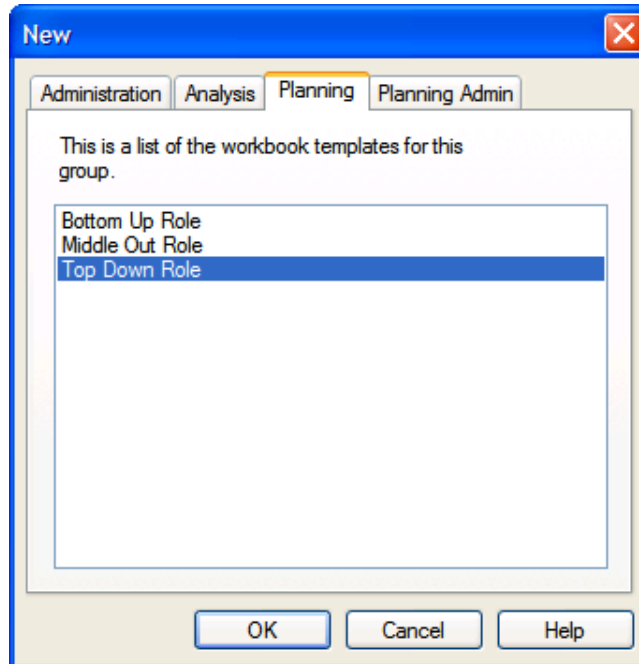
The Top Down Role workbook contains the following tabs and worksheets:

- Getting Started Tab
 - 1. Initialize Worksheet
 - 2. Target Overview Worksheet
 - 3. Original Plan Overview Worksheet
 - 4. Current Plan Overview Worksheet
- Sales Tab
 - Sales Worksheet
- Rec / Inv Tab
 - 1. Rec/Inv Value Plan Worksheet
 - 2. Rec/Inv Unit Plan Worksheet
- Profit Tab
 - Profit Worksheet
- Open to Buy Tab
 - Open to Buy Worksheet
- Review / Publish Targets Tab
 - 1. Review Plan Worksheet
 - 2. Publish Targets Worksheet
 - 3. Original Plan Summary Worksheet
 - 4. Current Plan Summary Worksheet
- All Measures Tab
 - All Measures Worksheet

Top Down Role Wizard

To open a Top Down Role workbook:

1. Select **File – New**, or click on the **New** button.
2. On the **Planning** tab, select “Top Down Role”, and click **OK**.



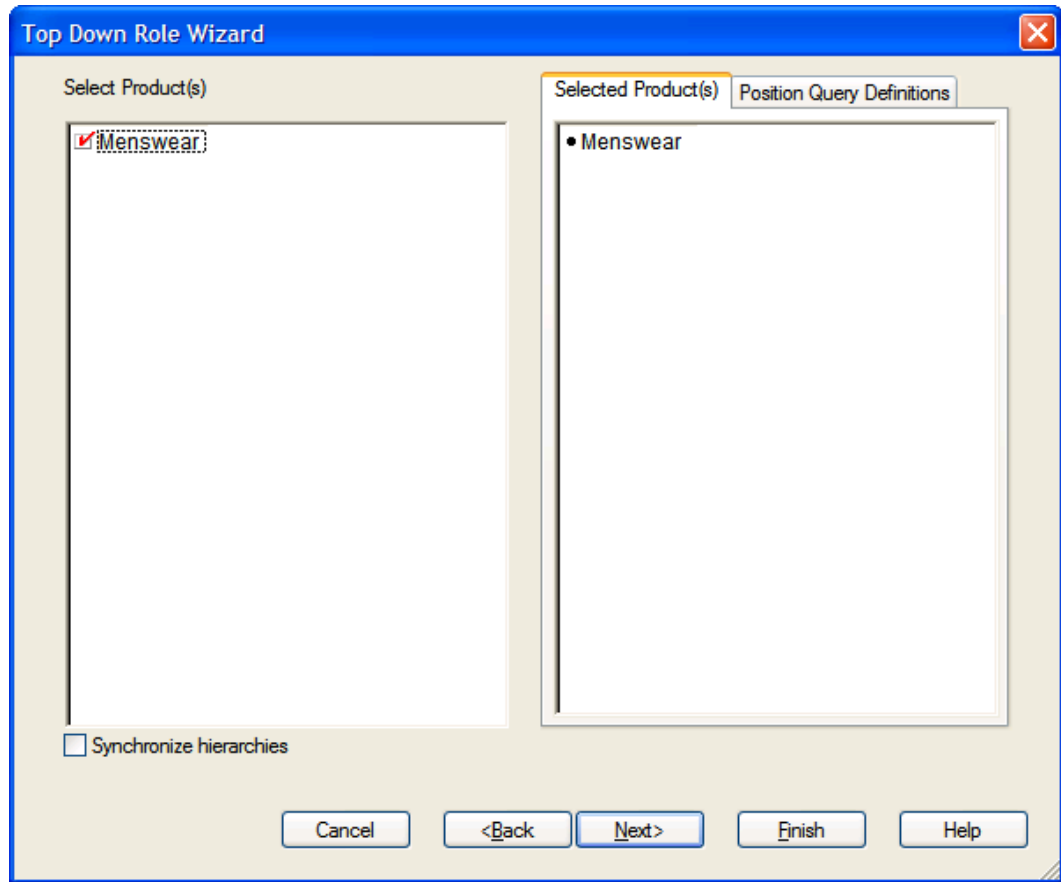
Creating a New Top Down Role Workbook

3. The **Select a Season** screen will display. Select the season you would like to examine, and click **Next**.

The screenshot shows the 'Top Down Role Wizard' window. The 'Select a Season' pane on the left contains a list of seasons with checkboxes. 'Sprg FY2009' is selected. The 'Selected Season' pane on the right shows 'Sprg FY2009' as the selected season. The 'Synchronize hierarchies' checkbox is unchecked. The navigation buttons at the bottom are 'Cancel', '<Back', 'Next>', 'Finish', and 'Help'.

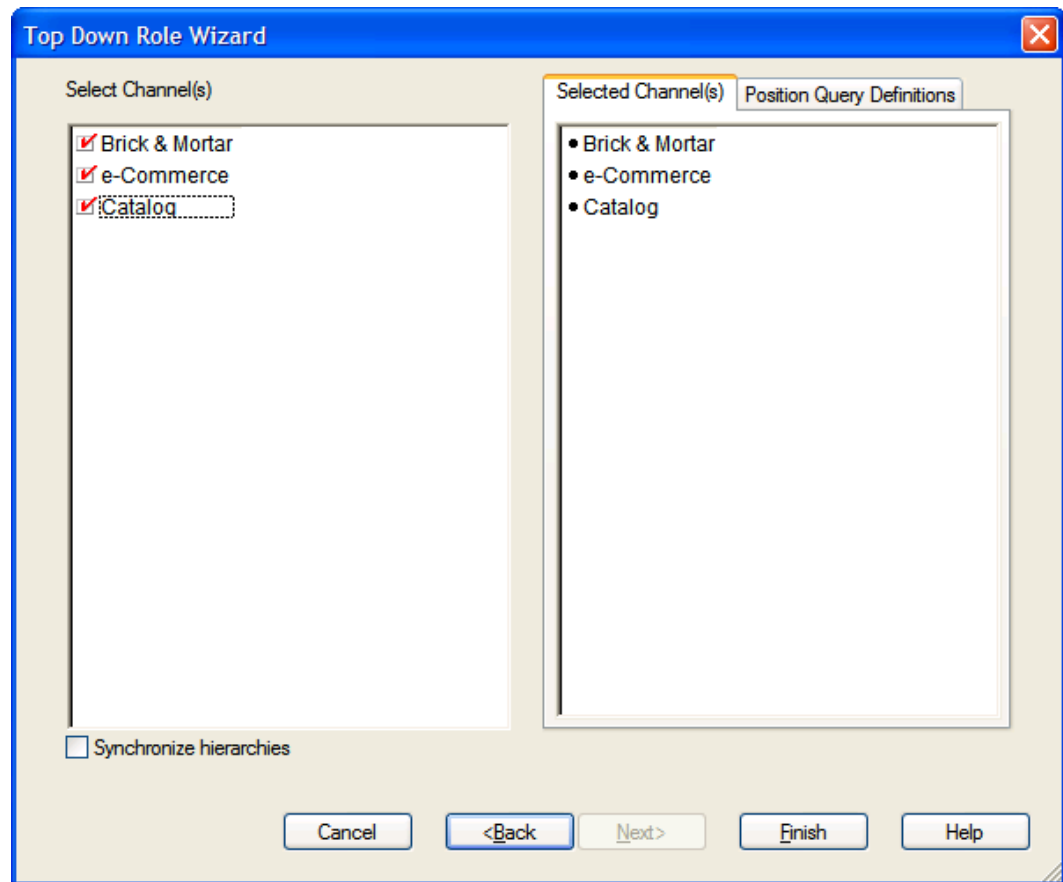
Top Down Role Wizard – Select a Season Screen

4. The **Select Product(s)** screen will display. Select the products you would like to examine, and click **Next**.



Top Down Role Wizard – Select Product(s) Screen

5. The **Select Channel(s)** screen will display. Select the channels you would like to examine, and click **Finish**.



Top Down Role Wizard – Select Channel(s) Screen

The Top Down Role workbook is built.

Getting Started Tab

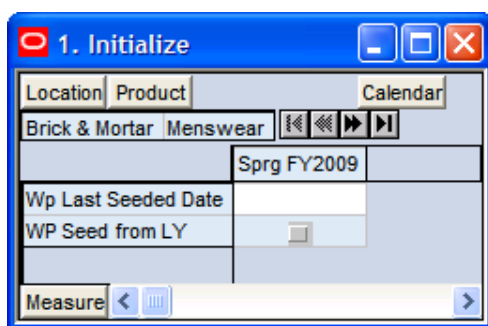
The following sections describe the worksheets available under the Getting Started Tab:

- 1. Initialize Worksheet
- 2. Target Overview Worksheet
- 3. Original Plan Overview Worksheet
- 4. Current Plan Overview Worksheet

1. Initialize Worksheet

Planning – Seed

The **Planning – Seed** custom menu option will allow the plan to be seeded with LY (Last Year) sales to create a demand curve on which to spread the new plan's initial targets.



1. Initialize Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Last Seeded Date	The last time the WP Plan was seeded.
WP Seed from LY	The user's ability to check this option to seed plan from LY.

2. Target Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly Diary Info					
Ly GPROI	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Ly Sales R	0.00	0.00	0.00	0.00	0.00
TD Tgt Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
TD Tgt Cum Turn C	0.00	0.00	0.00	0.00	0.00
TD Tgt GPROI	0.00	0.00	0.00	0.00	0.00
TD Tgt Gross Profit	0.00	0.00	0.00	0.00	0.00
TD Tgt Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
TD Tgt Sales C	0.00	0.00	0.00	0.00	0.00
TD Tgt Sales R	0.00	0.00	0.00	0.00	0.00

2. Target Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly Diary Info	Last Year Diary Input.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
TD Tgt Cum Avg Inv C	Top Down Target Cumulative Average Inventory Cost.
TD Tgt Cum Turn C	Top Down Target Cumulative Turn Cost.
TD Tgt GPROI	Top Down Target Gross Profit Return on Investment.
TD Tgt Gross Profit	Top Down Target Gross Profit.
TD Tgt Gross Profit %	Top Down Target Gross Profit Rate.
TD Tgt Sales C	Top Down Target Sales Cost.
TD Tgt Sales R	Top Down Target Sales Retail.

3. Original Plan Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Op BOP Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Turn C	0.00	0.00	0.00	0.00	0.00
Op Diary Info					
Op EOP Inv C	0.00	0.00	0.00	0.00	0.00
Op GPROI	0.00	0.00	0.00	0.00	0.00
Op Gross Profit	0.00	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Op Receipts C	0.00	0.00	0.00	0.00	0.00
Op Sales C	0.00	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %

3. Original Plan Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost Value.
Op Cum Avg Inv C	Original Plan Cumulative Average Inventory Cost.
Op Cum Turn C	Original Plan Cumulative Turn Cost.
Op Diary Info	Original Plan Diary.
Op EOP Inv C	Original Plan End Of Period Inventory Cost.
Op GPROI	Original Plan Gross Profit Return on Investment.
Op Gross Profit	Original Plan Gross Profit.
Op Gross Profit %	Original Plan Gross Profit %.
Op Receipts C	Original Plan Receipts Cost Value.
Op Sales C	Original Plan Sales Cost Value.
Op Sales C var Ly %	Original Plan Sales Cost variance to Last Year expressed as a rate.
Op Sales R	Original Plan Sales Retail Value.
Op Sales R var Ly %	Original Plan Sales Retail variance to Last Year expressed as a rate.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp EOP Inv C var Op %	Working Plan End Of Period Inventory Cost variance to Original Plan expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit .
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Gross Profit var Op %	Working Plan Gross Profit variance to Original Plan.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Op %	Working Plan Receipts Cost variance to Original Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales C var Op %	Working Plan Sales Cost variance to Original Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales R var Op %	Working Plan Sales Retail variance to Original Plan expressed as a rate.

4. Current Plan Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Turn C	0.00	0.00	0.00	0.00	0.00
Cp Diary Info					
Cp EOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp GPROI	0.00	0.00	0.00	0.00	0.00
Cp Gross Profit	0.00	0.00	0.00	0.00	0.00
Cp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts C	0.00	0.00	0.00	0.00	0.00
Cp Sales C	0.00	0.00	0.00	0.00	0.00
Cp Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %

4. Current Plan Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost Value.
Cp Cum Avg Inv C	Current Plan Cumulative Average Inventory Cost.
Cp Cum Turn C	Current Plan Cumulative Turn Cost.
Cp Diary Info	Current Plan Diary.
Cp EOP Inv C	Current Plan End Of Period Inventory Cost.
Cp GPROI	Current Plan Gross Profit Return on Investment.
Cp Gross Profit	Current Plan Gross Profit.
Cp Gross Profit %	Current Plan Gross Profit Rate.
Cp Receipts C	Current Plan Receipt Cost.
Cp Sales C	Current Plan Sales Cost Value.
Cp Sales C var Ly %	Current Plan Sales Cost variance to Last Year expressed as a rate.
Cp Sales R	Current Plan Sales Retail Value.
Cp Sales R var Ly %	Current Plan Sales Retail variance to Last Year expressed as a rate.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp EOP Inv C var Op %	Working Plan End Of Period Inventory Cost variance to Original Plan expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Gross Profit var Op %	Working Plan Gross Profit variance to Original Plan.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Op %	Working Plan Receipts Cost variance to Original Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales C var Op %	Working Plan Sales Cost variance to Original Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales R var Op %	Working Plan Sales Retail variance to Original Plan expressed as a rate.

Sales Tab

The following sections describe the worksheets available under the Sales Tab:

- Sales Worksheet

Sales Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Sales AUC		0.00	0.00	0.00	0.00	0.00
Ly Sales AUR		0.00	0.00	0.00	0.00	0.00
Ly Sales C		0.00	0.00	0.00	0.00	0.00
Ly Sales R		0.00	0.00	0.00	0.00	0.00
Ly Sales U		0	0	0	0	0
Wp Demand Pre-Ssn R		0.00	0.00	0.00	0.00	0.00
Wp Gross Profit		0.00	0.00	0.00	0.00	0.00
Wp Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales AUC		0.00	0.00	0.00	0.00	0.00
Wp Sales AUR		0.00	0.00	0.00	0.00	0.00
Wp Sales C		0.00	0.00	0.00	0.00	0.00
Wp Sales C var Ly %		-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales contrib Prod C %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales contrib Time C %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales R		0.00	0.00	0.00	0.00	0.00
Wp Sales R var Ly %		-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales U		0	0	0	0	0
Wp Sales var Demand Pre-Ssn R %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Sales Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Wp Demand Pre-Ssn R	Working Plan Forecasted Sales Demand Pre season Retail.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Wp Sales C	Working Plan Sales Cost Value.

Measure	Description
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales contrib Prod C %	Working Plan Sales contribution to Sales at the ALL product level (all products in the workbook) Cost Percent.
Wp Sales contrib Time C %	Working Plan Sales contribution to Sales at the ALL calendar level (all periods in the workbook) Cost Percent.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales U	Working Plan Sales Units.
Wp Sales var Demand Pre-Ssn R %	Working Plan Sales variance to Sales Demand Pre season Retail Percent.

Rec / Inv Tab

The following sections describe the worksheets available under the Rec / Inv Tab:

- 1. Rec/Inv Value Plan Worksheet
- 2. Rec/Inv Unit Plan Worksheet

1. Rec/Inv Value Plan Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly EOP Inv C	0.00	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00	0.00
Ly Receipts C	0.00	0.00	0.00	0.00	0.00
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Wp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Wp BOS Inv AUC					
Wp BOS Inv C					
Wp BOS Inv U					
Wp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00

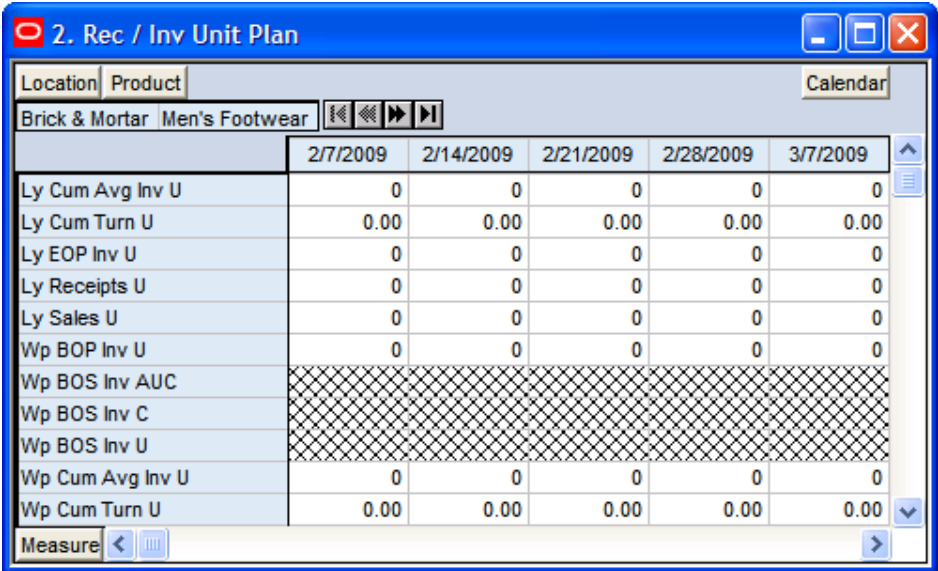
1. Rec/Inv Value Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Ly Forward Cover C	Last Year The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv AUC	Working Plan Beginning of Period Inventory Average Unit Cost.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Devaluation C	Working Plan devaluation Cost.
Wp Devaluation C %	Working Plan devaluation Cost rate.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp Forward Cover C	Working Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wp Inventory Adjustments C	Working Plan Inventory Adjustments Cost.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sell Thru C %	Working Plan Percent of total available inventory cost value sold for a period of time.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink C %	Working Plan Shrink Cost Rate.
Wp Stock to Sales C Ratio	Working Plan Stock to Sales Cost Ratio.

2. Rec/Inv Unit Plan Worksheet



2. Rec/Inv Unit Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv U	Last Year Cumulative Average Inventory Units.
Ly Cum Turn U	Last Year Cumulative Turn Units.
Ly EOP Inv U	Last Year End Of Period Inventory Units.

Measure	Description
Ly Receipts U	Last Year Receipts Units.
Ly Sales U	Last Year Sales Units.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp BOP Inv AUC	Working Plan Beginning of Period Inventory Average Unit Cost.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Turn U	Working Plan Cumulative Turn Units.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Inventory Adjustments U	Working Plan Inventory Adjustments Units.
Wp Misc In AUC	Working Plan miscellaneous In Average Unit Cost.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out AUC	Working Plan miscellaneous Out Average Unit Cost.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp Receipts AUC	Working Plan Receipts Average Unit Cost.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales U	Working Plan Sales Units.
Wp Shrink AUC	Working Plan Average Unit Cost.
Wp Shrink U	Working Plan Shrink Units.

Profit Tab

The following sections describe the worksheets available under the Profit Tab:

- Profit Worksheet

Profit Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly EOP Inv AUC		0.00	0.00	0.00	0.00	0.00
Ly GPROI		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales AUC		0.00	0.00	0.00	0.00	0.00
Ly Sales AUR		0.00	0.00	0.00	0.00	0.00
Ly Sales C		0.00	0.00	0.00	0.00	0.00
Ly Sales R		0.00	0.00	0.00	0.00	0.00
Ly Sales U		0	0	0	0	0
Wp EOP Inv AUC		0.00	0.00	0.00	0.00	0.00
Wp GPROI		0.00	0.00	0.00	0.00	0.00
Wp Gross Profit		0.00	0.00	0.00	0.00	0.00
Wp Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales AUC		0.00	0.00	0.00	0.00	0.00
Wp Sales AUR		0.00	0.00	0.00	0.00	0.00
Wp Sales C		0.00	0.00	0.00	0.00	0.00
Wp Sales R		0.00	0.00	0.00	0.00	0.00
Wp Sales U		0	0	0	0	0

Profit Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly EOP Inv AUC	Last Year End of Period Inventory Average Unit Cost.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Wp GPROI	Working Plan Gross Profit Return on Investment.

Measure	Description
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales U	Working Plan Sales Units.

Open to Buy Tab

The following sections describe the worksheets available under the Open to Buy Tab:

- Open to Buy Worksheet

Open to Buy Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp Receipts U		0	0	0	0	0
Wp BOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp BOP Inv U		0	0	0	0	0
Wp EOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp EOP Inv U		0	0	0	0	0
Wp Net On Order C		0.00	0.00	0.00	0.00	0.00
Wp Net On Order U		0	0	0	0	0
Wp On Order Adj C		0.00	0.00	0.00	0.00	0.00
Wp On Order Adj U		0	0	0	0	0
Wp On Order C		0.00	0.00	0.00	0.00	0.00
Wp On Order U		0	0	0	0	0
Wp OTB C		0.00	0.00	0.00	0.00	0.00
Wp OTB U		0	0	0	0	0
Wp Receipts C		0.00	0.00	0.00	0.00	0.00
Wp Receipts U		0	0	0	0	0
Wp Sales C		0.00	0.00	0.00	0.00	0.00
Wp Sales U		0	0	0	0	0

Open to Buy Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp Receipts U	Current Plan Receipts Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Net On Order C	Working Plan Net On Order Cost.
Wp Net On Order U	Working Plan Net On Order Units.
Wp On Order Adj C	Working Plan On Order Adjusted Cost.
Wp On Order Adj U	Working Plan On Order Adjusted Units.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order U	Working Plan On Order Units.
Wp OTB C	Working Plan Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost.

Measure	Description
Wp OTB U	Working Plan Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales U	Working Plan Sales Units.

Review / Publish Targets Tab

The following sections describe the worksheets available under the Review / Publish Targets Tab:

- 1. Review Plan Worksheet
- 2. Publish Targets Worksheet
- 3. Original Plan Summary Worksheet
- 4. Current Plan Summary Worksheet

1. Review Plan Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly BOP Inv C		0.00	0.00	0.00	0.00	0.00
Ly Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C		0.00	0.00	0.00	0.00	0.00
Ly EOP Inv C		0.00	0.00	0.00	0.00	0.00
Ly GPROI		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts C		0.00	0.00	0.00	0.00	0.00
Ly Sales C		0.00	0.00	0.00	0.00	0.00
Ly Sales R		0.00	0.00	0.00	0.00	0.00

1. Review Plan Worksheet

The following table lists the measures available on this worksheet.

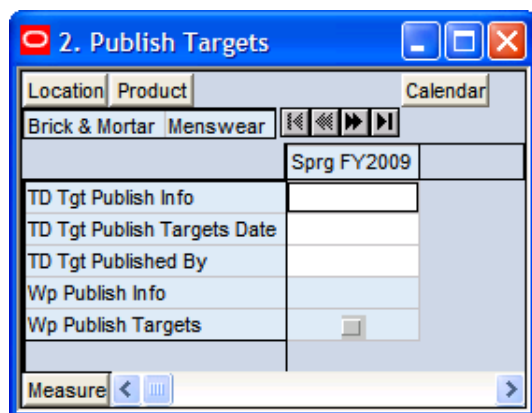
Measure	Description
Ly BOP Inv C	Last Year Beginning of Period Inventory Cost Value.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
WI GPROI	need input for WI.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.

Measure	Description
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit .
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.

2. Publish Targets Worksheet

Planning – Publish Targets

The **Planning – Publish Targets** custom menu option will allow the user to publish targets to the Middle Out Role.



2. Publish Targets Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
TD Tgt Publish Info	Top Down Target Publish Information.
TD Tgt Publish Targets Date	Top Down Target Publish Targets Date.
TD Tgt Published By	Top Down Target Published by.
Wp Publish Info	Working Plan Publish Information.
Wp Publish Targets	Working Plan Publish Targets.

3. Original Plan Summary Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly BOP Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Avg Inv U	0	0	0	0	0
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn U	0.00	0.00	0.00	0.00	0.00
Ly EOP Inv C	0.00	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00	0.00
Ly GPROI	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00

3. Original Plan Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly BOP Inv C	Last Year Beginning of Period Inventory Cost Value.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Avg Inv U	Last Year Cumulative Average Inventory Units.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly Cum Turn U	Last Year Cumulative Turn Units.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Ly Forward Cover C	Last Year The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Receipts AUC	Last Year Receipts Average Unit Cost.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Receipts U	Last Year Receipts Units.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Ly Stock to Sales C ratio	Last Year Stock to Sales Cost Ratio.
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost Value.
Op Cum Avg Inv C	Original Plan Cumulative Average Inventory Cost.

Measure	Description
Op Cum Avg Inv U	Original Plan Cumulative Average Inventory Units.
Op Cum Turn C	Original Plan Cumulative Turn Cost.
Op Cum Turn U	Original Plan Cumulative Turn Units.
Op EOP Inv C	Original Plan End Of Period Inventory Cost.
Op Forward Cover C	Original Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Op GPROI	Original Plan Gross Profit Return on Investment.
Op Gross Profit	Original Plan Gross Profit.
Op Gross Profit %	Original Plan Gross Profit %.
Op Receipts C	Original Plan Receipts Cost Value.
Op Receipts U	Original Plan Receipts Units.
Op Sales AUC	Original Plan Sales Average Unit Cost.
Op Sales AUR	Original Plan Sales Average Unit Retail.
Op Sales C	Original Plan Sales Cost Value.
Op Sales C var Ly %	Original Plan Sales Cost variance to Last Year expressed as a rate.
Op Sales R	Original Plan Sales Retail Value.
Op Sales R var Ly %	Original Plan Sales Retail variance to Last Year expressed as a rate.
Op Sales U	Original Plan Sales Units.
Op Stock to Sales C ratio	Original Plan Stock to Sales Ratio.

4. Current Plan Summary Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv U	0	0	0	0	0
Cp Cum Turn C	0.00	0.00	0.00	0.00	0.00
Cp Cum Turn U	0.00	0.00	0.00	0.00	0.00
Cp EOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp Forward Cover C	0.00	0.00	0.00	0.00	0.00
Cp GPROI	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Gross Profit	0.00	0.00	0.00	0.00	0.00

4. Current Plan Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost Value.
Cp Cum Avg Inv C	Current Plan Cumulative Average Inventory Cost.
Cp Cum Avg Inv U	Current Plan Cumulative Average Inventory Units.
Cp Cum Turn C	Current Plan Cumulative Turn Cost.
Cp Cum Turn U	Current Plan Cumulative Turn Units.
Cp EOP Inv C	Current Plan End Of Period Inventory Cost.
Cp Forward Cover C	Current Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Cp GPROI	Current Plan Gross Profit Return on Investment.
Cp Gross Profit	Current Plan Gross Profit.
Cp Gross Profit %	Current Plan Gross Profit Rate.
Cp Receipts C	Current Plan Receipt Cost.
Cp Receipts U	Current Plan Receipts Units.
Cp Sales AUC	Current Plan Sales Average Unit Cost.
Cp Sales AUR	Current Plan Sales Average Unit Retail.
Cp Sales C	Current Plan Sales Cost Value.
Cp Sales C var Ly %	Current Plan Sales Cost variance to Last Year expressed as a rate.
Cp Sales R	Current Plan Sales Retail Value.
Cp Sales R var Ly %	Current Plan Sales Retail variance to Last Year expressed as a rate.
Cp Sales U	Current Plan Sales Units.
Cp Stock to Sales C ratio	Current Plan Stock to Sales Cost Ratio.

Measure	Description
Ly BOP Inv C	Last Year Beginning of Period Inventory Cost Value.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Avg Inv U	Last Year Cumulative Average Inventory Units.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly Cum Turn U	Last Year Cumulative Turn Units.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Ly Forward Cover C	Last Year The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Receipts U	Last Year Receipts Units.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Ly Stock to Sales C ratio	Last Year Stock to Sales Cost Ratio.

All Measures Tab

The following sections describe the worksheets available under the All Measures Tab:

- All Measures Worksheet

All Measures Worksheet

The screenshot shows a window titled "All Measures" with a blue header. Below the header, there are fields for "Location" (Brick & Mortar) and "Product" (Men's Footwear), along with a "Calendar" button and navigation arrows. A data table is displayed with the following content:

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Wp Sales R	0.00	0.00	0.00	0.00	0.00

At the bottom of the window, there is a "Measure" dropdown menu with a left arrow and a right arrow.

All Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Sales R	Working Plan Sales Retail Value.

Middle Out Role Workbook

Overview

The Middle Out Role is usually associated with middle management in the Merchandise Planning organization. The Middle Out Role provides the top down plan targets to the Merchandise Planner (Bottom up Role). In this workbook, the Middle Out Role will be Initializing the plan and setting top down targets for available measures. The user of this workbook will also be able to review the plan, both current and original, as well as maintain in season open to buy.

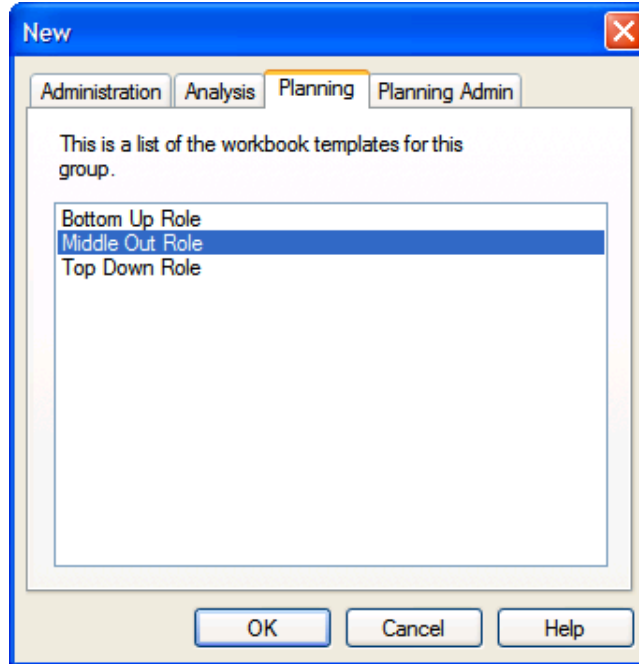
The Middle Out Role workbook contains the following tabs and worksheets:

- Getting Started Tab
 - 1. Initialize Worksheet
 - 2. Target Overview Worksheet
 - 3. Original Plan Overview Worksheet
 - 4. Current Plan Overview Worksheet
- Sales Tab
 - Sales Worksheet
- Rec / Inv Tab
 - 1. Rec/Inv Value Plan Worksheet
 - 2. Rec/Inv Unit Plan Worksheet
- Profit Tab
 - Profit Worksheet
- Open to Buy Tab
 - Open to Buy Worksheet
- Reconcile / Publish Targets Tab
 - 1. Review Plan Worksheet
 - 2. Reconcile Targets Worksheet
 - 3. Publish Targets Worksheet
- Review/Approve Plan Tab
 - 1. Review Submitted Plan Worksheet
 - 2. Approve Plan Worksheet
 - 3. Original Plan Summary Worksheet
 - 4. Current Plan Summary Worksheet
- All Measures Tab
 - All Measures Worksheet

Middle Out Role Wizard

To open a Middle Out Role workbook:

1. Select **File – New**, or click on the **New** button.
2. On the **Planning** tab, select “Middle Out Role”, and click **OK**.



Creating a New Middle Out Role Workbook

3. The **Select a Season** screen will display. Select the season you would like to examine, and click **Next**.

Middle Out Role Wizard

Select a Season

- Sprg FY2007
- Fall FY2007
- Sprg FY2008
- Fall FY2008
- Sprg FY2009
- Fall FY2009
- Sprg FY2010
- Fall FY2010

Synchronize hierarchies

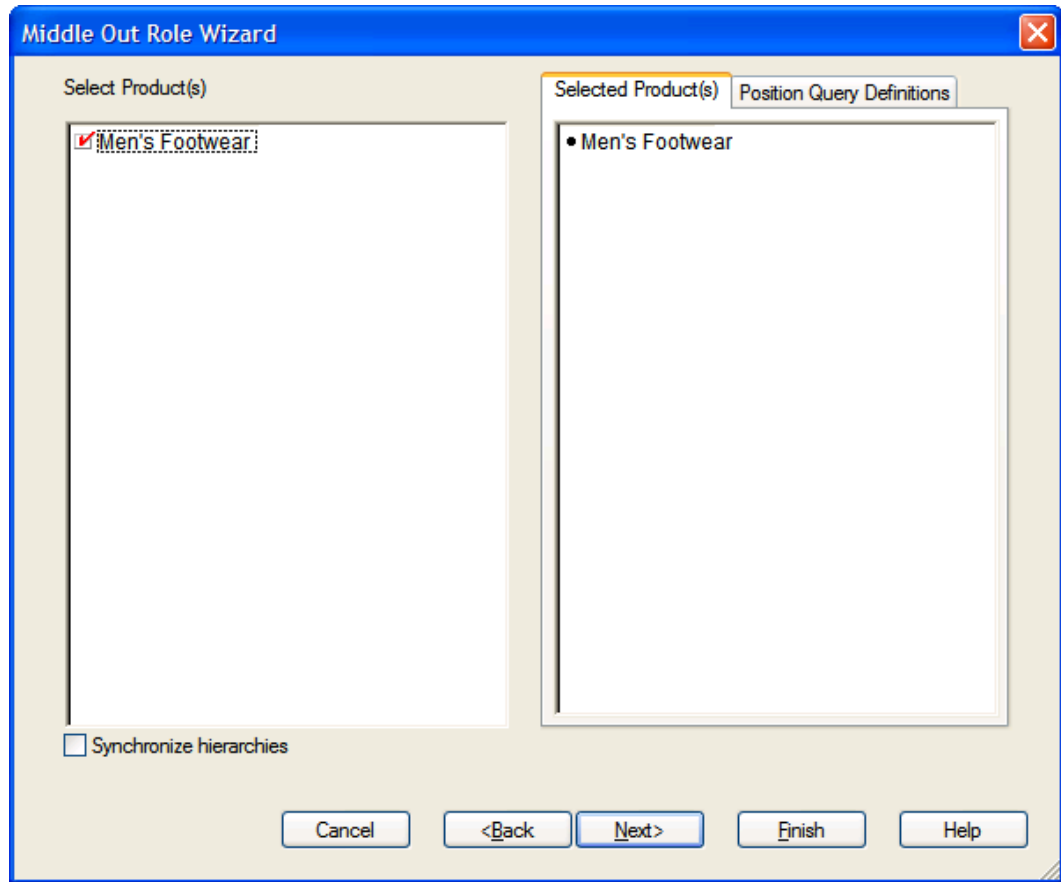
Selected Season Position Query Definitions

- Sprg FY2009

Cancel <Back Next> Finish Help

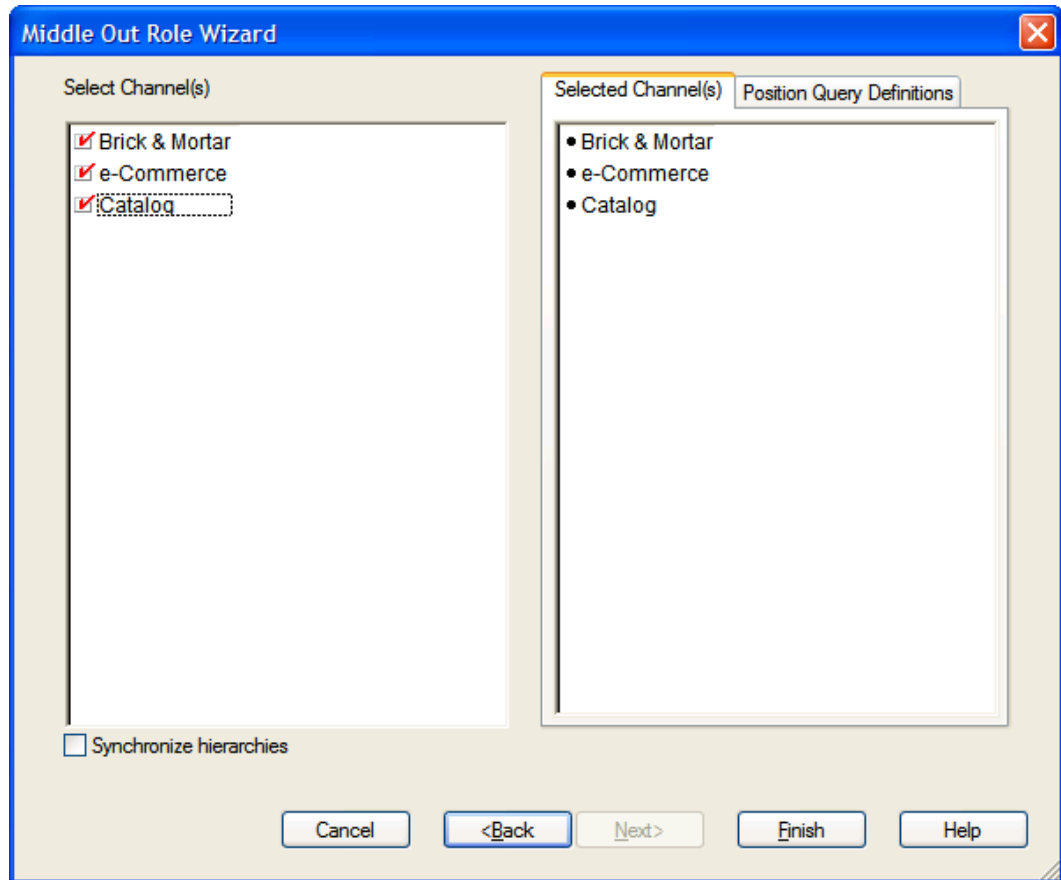
Middle Out Role Wizard – Select a Season Screen

4. The **Select Product(s)** screen will display. Select the products you would like to examine, and click **Next**.



Middle Out Role Wizard – Select Product(s) Screen

5. The **Select Channel(s)** screen will display. Select the channels you would like to examine, and click **Finish**.



Middle Out Role Wizard – Select Product(s) Screen

The Middle Out Role workbook is built.

Getting Started Tab

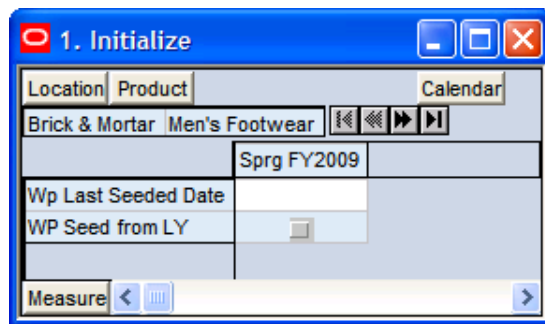
The following sections describe the worksheets available under the Getting Started Tab:

- 1. Initialize Worksheet
- 2. Target Overview Worksheet
- 3. Original Plan Overview Worksheet
- 4. Current Plan Overview Worksheet

1. Initialize Worksheet

Planning – Seed

The **Planning – Seed** custom menu option will allow the plan to be seeded with LY (Last Year) sales to create a demand curve on which to spread the new plan's initial targets.



1. Initialize Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Last Seeded Date	The last time the WP Plan was seeded.
WP Seed from LY	User's ability to check this option to seed plan from LY.

2. Target Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly Diary Info					
Ly GPROI	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Ly Sales R	0.00	0.00	0.00	0.00	0.00

2. Target Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly Diary Info	Last Year Diary Input.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
TD Tgt Cum Avg Inv C	Top Down Target Cumulative Average Inventory Cost.
TD Tgt Cum Turn C	Top Down Target Cumulative Turn Cost.
TD Tgt GPROI	Top Down Target Gross Profit Return on Investment.
TD Tgt Gross Profit	Top Down Target Gross Profit.
TD Tgt Gross Profit %	Top Down Target Gross Profit Rate.
TD Tgt Sales C	Top Down Target Sales Cost.
TD Tgt Sales R	Top Down Target Sales Retail.

3. Original Plan Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Op BOP Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Turn C	0.00	0.00	0.00	0.00	0.00
Op Diary Info					
Op EOP Inv C	0.00	0.00	0.00	0.00	0.00
Op GPROI	0.00	0.00	0.00	0.00	0.00
Op Gross Profit	0.00	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Op Receipts C	0.00	0.00	0.00	0.00	0.00
Op Sales C	0.00	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %

3. Original Plan Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost Value.
Op Cum Avg Inv V	Original Plan Cumulative Average Inventory Value.
Op Cum Turn C	Original Plan Cumulative Turn Cost.
Op Diary Info	Original Plan Diary.
Op EOP Inv C	Original Plan End Of Period Inventory Cost.
Op GPROI	Original Plan Gross Profit Return on Investment.
Op Gross Profit	Original Plan Gross Profit.
Op Gross Profit %	Original Plan Gross Profit %.
Op Receipts C	Original Plan Receipts Cost Value.
Op Sales C	Original Plan Sales Cost Value.
Op Sales C var Ly %	Original Plan Sales Cost variance to Last Year expressed as a rate.
Op Sales R	Original Plan Sales Retail Value.
Op Sales R var Ly %	Original Plan Sales Retail variance to Last Year expressed as a rate.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv V	Working Plan Cumulative Average Inventory Value.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp EOP Inv C var Op %	Working Plan End Of Period Inventory Cost variance to Original Plan expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Gross Profit var Op %	Working Plan Gross Profit variance to Original Plan.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Op %	Working Plan Receipts Cost variance to Original Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales C var Op %	Working Plan Sales Cost variance to Original Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales R var Op %	Working Plan Sales Retail variance to Original Plan expressed as a rate.

4. Current Plan Overview Worksheet

Location	Product	Calendar	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Brick & Mortar	Men's Footwear						
Cp BOP Inv C			0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv C			0.00	0.00	0.00	0.00	0.00
Cp Cum Turn C			0.00	0.00	0.00	0.00	0.00
Cp Diary Info							
Cp EOP Inv C			0.00	0.00	0.00	0.00	0.00
Cp GPROI			0.00	0.00	0.00	0.00	0.00
Cp Gross Profit			0.00	0.00	0.00	0.00	0.00
Cp Gross Profit %			0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts C			0.00	0.00	0.00	0.00	0.00

4. Current Plan Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost Value.
Cp Cum Avg Inv V	Current Plan Cumulative Average Inventory Value.

Measure	Description
Cp Cum Turn C	Current Plan Cumulative Turn Cost.
Cp Diary Info	Current Plan Diary.
Cp EOP Inv C	Current Plan End Of Period Inventory Cost.
Cp GPROI	Current Plan Gross Profit Return on Investment.
Cp Gross Profit	Current Plan Gross Profit.
Cp Gross Profit %	Current Plan Gross Profit Rate.
Cp Receipts C	Current Plan Receipt Cost.
Cp Sales C	Current Plan Sales Cost Value.
Cp Sales R	Current Plan Sales Retail Value.
Cp Sales R var Ly %	Current Plan Sales Retail variance to Last Year expressed as a rate.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv V	Working Plan Cumulative Average Inventory Value.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv C var Cp %	Working Plan End of Period Inventory Cost variance to Current Plan expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Gross Profit var Cp %	Working Plan Gross Profit variance to Current Plan.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Cp %	Working Plan Receipts Cost variance to Current Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Cp %	Working Plan Sales Cost variance to Current Plan expressed as a rate.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Cp %	Working Plan Sales Retail variance to Current Plan expressed as a rate.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.

Sales Tab

The following section describes the worksheet available under the Sales Tab:

- Sales Worksheet

Sales Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales AUC	0.00	0.00	0.00	0.00	0.00
Ly Sales AUR	0.00	0.00	0.00	0.00	0.00
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Ly Sales R	0.00	0.00	0.00	0.00	0.00
Ly Sales U	0	0	0	0	0
Wp Demand Pre-Ssn R	0.00	0.00	0.00	0.00	0.00
Wp Gross Profit	0.00	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales AUC	0.00	0.00	0.00	0.00	0.00
Wp Sales AUR	0.00	0.00	0.00	0.00	0.00
Wp Sales C	0.00	0.00	0.00	0.00	0.00
Wp Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales contrib Prod C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales contrib Time C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales R	0.00	0.00	0.00	0.00	0.00
Wp Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales U	0	0	0	0	0
Wp Sales var Demand Pre-Ssn R %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %

Sales Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Wp Demand Pre-Ssn R	Working Plan Forecasted Sales Demand Pre season Retail.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.

Measure	Description
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales contrib Prod C %	Working Plan Sales contribution to Sales at the ALL product level (all products in the workbook) Cost Percent.
Wp Sales contrib Time C %	Working Plan Sales contribution to Sales at the ALL calendar level (all periods in the workbook) Cost Percent.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales U	Working Plan Sales Units.
Wp Sales var Demand Pre-Ssn R %	Working Plan Sales variance to Sales Demand Pre season Retail Percent.

Rec / Inv Tab

The following sections describe the worksheets available under the Rec / Inv Tab:

- 1. Rec/Inv Value Plan Worksheet
- 2. Rec/Inv Unit Plan Worksheet

1. Rec/Inv Value Plan Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly EOP Inv C	0.00	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00	0.00
Ly Receipts C	0.00	0.00	0.00	0.00	0.00
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Wp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Wp BOS Inv AUC					
Wp BOS Inv C					
Wp BOS Inv U					
Wp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00

1. Rec/Inv Value Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Ly Forward Cover C	Last Year The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv AUC	Working Plan Beginning of Period Inventory Average Unit Cost.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Devaluation C	Working Plan devaluation Cost.
Wp Devaluation C %	Working Plan devaluation Cost rate.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp Forward Cover C	Working Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wp Inventory Adjustments C	Working Plan Inventory Adjustments Cost.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sell Thru C %	Working Plan Percent of total available inventory cost value sold for a period of time.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink C %	Working Plan Shrink Cost Rate.
Wp Stock to Sales C Ratio	Working Plan Stock to Sales Cost Ratio.

2. Rec/Inv Unit Plan Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv U	0	0	0	0	0
Ly Cum Turn U	0.00	0.00	0.00	0.00	0.00
Ly EOP Inv U	0	0	0	0	0
Ly Receipts U	0	0	0	0	0
Ly Sales U	0	0	0	0	0
Wp BOP Inv U	0	0	0	0	0
Wp BOS Inv AUC					
Wp BOS Inv C					
Wp BOS Inv U					
Wp Cum Avg Inv U	0	0	0	0	0

2. Rec/Inv Unit Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv U	Last Year Cumulative Average Inventory Units.
Ly Cum Turn U	Last Year Cumulative Turn Units.
Ly EOP Inv U	Last Year End Of Period Inventory Units.
Ly Receipts U	Last Year Receipts Units.

Measure	Description
Ly Sales U	Last Year Sales Units.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp BOP Inv AUC	Working Plan Beginning of Period Inventory Average Unit Cost.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Turn U	Working Plan Cumulative Turn Units.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Inventory Adjustments U	Working Plan Inventory Adjustments Units.
Wp Misc In AUC	Working Plan miscellaneous In Average Unit Cost.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out AUC	Working Plan miscellaneous Out Average Unit Cost.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp Receipts AUC	Working Plan Receipts Average Unit Cost.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales U	Working Plan Sales Units.
Wp Shrink AUC	Working Plan Average Unit Cost.
Wp Shrink U	Working Plan Shrink Units.

Profit Tab

The following section describes the worksheet available under the Profit Tab:

- Profit Worksheet

Profit Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly EOP Inv AUC		0.00	0.00	0.00	0.00	0.00
Ly GPROI		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales AUC		0.00	0.00	0.00	0.00	0.00
Ly Sales AUR		0.00	0.00	0.00	0.00	0.00
Ly Sales C		0.00	0.00	0.00	0.00	0.00
Ly Sales R		0.00	0.00	0.00	0.00	0.00
Ly Sales U		0	0	0	0	0
Wp EOP Inv AUC		0.00	0.00	0.00	0.00	0.00
Wp GPROI		0.00	0.00	0.00	0.00	0.00
Wp Gross Profit		0.00	0.00	0.00	0.00	0.00
Wp Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales AUC		0.00	0.00	0.00	0.00	0.00
Wp Sales AUR		0.00	0.00	0.00	0.00	0.00
Wp Sales C		0.00	0.00	0.00	0.00	0.00
Wp Sales R		0.00	0.00	0.00	0.00	0.00
Wp Sales U		0	0	0	0	0

Profit Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly EOP Inv AUC	Last Year End of Period Inventory Average Unit Cost.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Wp GPROI	Working Plan Gross Profit Return on Investment.

Measure	Description
Wp Gross Profit	Working Plan Gross Profit .
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales U	Working Plan Sales Units.

Open to Buy Tab

The following section describes the worksheet available under the Open to Buy Tab:

- Open to Buy Worksheet

Open to Buy Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00
Cp Receipts U	0	0	0	0	0	0
Wp BOP Inv C	0.00	0.00	0.00	0.00	0.00	0.00
Wp BOP Inv U	0	0	0	0	0	0
Wp EOP Inv C	0.00	0.00	0.00	0.00	0.00	0.00
Wp EOP Inv U	0	0	0	0	0	0
Wp Net On Order C	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net On Order U	0	0	0	0	0	0
Wp On Order Adj C	0.00	0.00	0.00	0.00	0.00	0.00
Wp On Order Adj U	0	0	0	0	0	0
Wp On Order C	0.00	0.00	0.00	0.00	0.00	0.00
Wp On Order U	0	0	0	0	0	0
Wp OTB C	0.00	0.00	0.00	0.00	0.00	0.00
Wp OTB U	0	0	0	0	0	0
Wp Receipts U	0	0	0	0	0	0
Wp Sales C	0.00	0.00	0.00	0.00	0.00	0.00
Wp Sales U	0	0	0	0	0	0

Open to Buy Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp Receipts C	Current Plan Receipt Cost.
Cp Receipts U	Current Plan Receipts Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Net On Order C	Working Plan Net On Order Cost.
Wp Net On Order U	Working Plan Net On Order Units.
Wp On Order Adj C	Working Plan On Order Adjusted Cost.
Wp On Order Adj U	Working Plan On Order Adjusted Units.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order U	Working Plan On Order Units.

Measure	Description
Wp OTB C	Working Plan Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost.
Wp OTB U	Working Plan Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales U	Working Plan Sales Units.

Reconcile / Publish Targets Tab

The following sections describe the worksheets available under the Reconcile / Publish Targets Tab:

- 1. Review Plan Worksheet
- 2. Reconcile Targets Worksheet
- 3. Publish Targets Worksheet

1. Review Plan Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly BOP Inv C		0.00	0.00	0.00	0.00	0.00
Ly Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C		0.00	0.00	0.00	0.00	0.00
Ly EOP Inv C		0.00	0.00	0.00	0.00	0.00
Ly GPROI		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit		0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts C		0.00	0.00	0.00	0.00	0.00

1. Review Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly BOP Inv C	Last Year Beginning of Period Inventory Cost Value.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Wl GPROI	Working Plan Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value

2. Reconcile Targets Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
TD Tgt BOP Inv C		0.00	0.00	0.00	0.00	0.00
TD Tgt Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
TD Tgt Cum Turn C		0.00	0.00	0.00	0.00	0.00
TD Tgt EOP Inv C		0.00	0.00	0.00	0.00	0.00
TD Tgt GPROI		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
TD Tgt Gross Profit		0.00	0.00	0.00	0.00	0.00
TD Tgt Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

2. Reconcile Targets Worksheet

The following table lists the measures available on this worksheet.

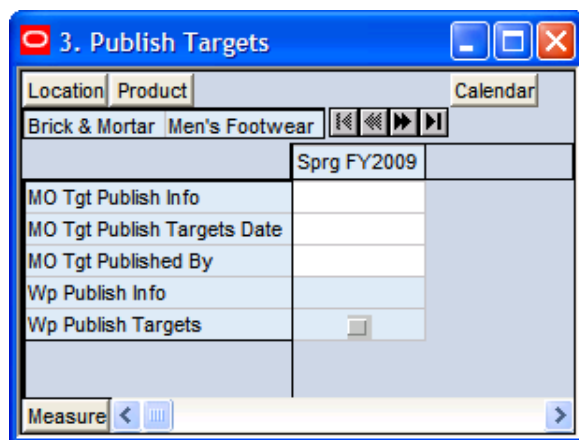
Measure	Description
TD Tgt BOP Inv C	Top Down Target Beginning of Period Inventory Cost.
TD Tgt Cum Avg Inv C	Top Down Target Cumulative Average Inventory Cost.
TD Tgt Cum Turn C	Top Down Target Cumulative Turn Cost.
TD Tgt EOP Inv C	Top Down Target End of Period Inventory Cost.
TD Tgt GPROI	Top Down Target Gross Profit Return on Investment.
TD Tgt Gross Profit	Top Down Target Gross Profit.
TD Tgt Gross Profit %	Top Down Target Gross Profit Rate.
TD Tgt Receipts C	Top Down Target Receipts Cost.
TD Tgt Sales C	Top Down Target Sales Cost.
TD Tgt Sales R	Top Down Target Sales Retail.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.

Measure	Description
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.

3. Publish Targets Worksheet

Planning – Publish Targets

The **Planning – Publish Targets** custom menu option will allow the user to publish targets to the Bottom Up Role.



3. Publish Targets Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
MO Tgt Publish Info	Middle Out Target Publish Information.
MO Tgt Publish Targets Date	Middle Out Target Publish Targets Date.
MO Tgt Published By	Middle Out Target Published by.
Wp Publish Info	Working Plan Publish Information.
Wp Publish Targets	Working Plan Publish Targets.

Review/Approve Plan Tab

The following sections describe the worksheets available under the Review / Approve Plan Tab:

- 1. Review Submitted Plan Worksheet
- 2. Approve Plan Worksheet
- 3. Original Plan Summary Worksheet
- 4. Current Plan Summary Worksheet

1. Review Submitted Plan Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
MO Tgt BOP Inv C		0.00	0.00	0.00	0.00	0.00
MO Tgt Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
MO Tgt Cum Turn C		0.00	0.00	0.00	0.00	0.00
MO Tgt EOP Inv C		0.00	0.00	0.00	0.00	0.00
MO Tgt Forward Cover C		0.00	0.00	0.00	0.00	0.00
MO Tgt GPROI		0.00	0.00	0.00	0.00	0.00
MO Tgt Gross Profit		0.00	0.00	0.00	0.00	0.00
MO Tgt Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt Receipts C		0.00	0.00	0.00	0.00	0.00
MO Tgt Sales C		0.00	0.00	0.00	0.00	0.00

1. Review Submitted Plan Worksheet

The following table lists the measures available on this worksheet.

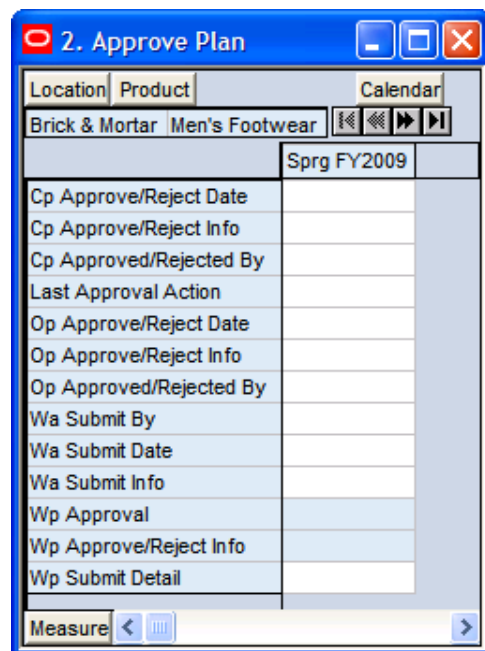
Measure	Description
MO Tgt BOP Inv C	Middle Out Target Beginning of Period Inventory Cost.
MO Tgt Cum Avg Inv C	Middle Out Target Cumulative Average Inventory Cost.
MO Tgt Cum Turn C	Middle Out Target Cumulative Turn Cost.
MO Tgt EOP Inv C	Middle Out Target End of Period Inventory Cost.
MO Tgt Forward Cover C	Middle Out Target Forward Cover Cost.
MO Tgt GPROI	Middle Out Target Gross Profit Return on Investment.
MO Tgt Gross Profit	Middle Out Target Gross Profit.
MO Tgt Gross Profit %	Middle Out Target Gross Profit Rate.
MO Tgt Receipts C	Middle Out Target Receipts Cost.
MO Tgt Sales C	Middle Out Target Sales Cost.
MO Tgt Sales R	Middle Out Target Sales Retail.
Wa Tgt BOP Inv C	Waiting Approval Target Beginning of Period Inventory Cost.
Wa Tgt Cum Avg Inv C	Waiting Approval Target Cumulative Average Inventory Cost.

Measure	Description
Wa Tgt Cum Turn C	Waiting Approval Target Cumulative Turn Cost.
Wa Tgt EOP Inv C	Waiting Approval Target End of Period Inventory Cost.
Wa Tgt Forward Cover C	Waiting Approval Target Forward Cover Cost.
Wa Tgt GPROI	Waiting Approval Target Gross Profit Return on Investment.
Wa Tgt Gross Profit	Waiting Approval Target Gross Profit.
Wa Tgt Gross Profit %	Waiting Approval Target Gross Profit Rate.
Wa Tgt Receipts C	Waiting Approval Target Receipt Cost.
Wa Tgt Sales C	Waiting Approval Target Sales Cost.
Wa Tgt Sales R	Waiting Approval Target Sales Retail.

2. Approve Plan Worksheet

Planning – Approve/Reject

The **Planning – Approve/Reject** custom menu option will allow the user to approve or reject the plan from the Bottom Up Role.



2. Approve Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp Approve/Reject Date	Current Plan Approve Reject Date.
Cp Approve/Reject Info	Current Plan Approve Reject Information.
Cp Approve/Rejected By	Current Plan Approve / Rejected By.

Measure	Description
Last Approval Action	The last approval action that was taken.
Op Approve/Reject Date	Original Plan Approve / Reject Date.
Op Approve/Reject Info	Original Plan Approve / Reject Information.
Op Approve/Rejected By	Original Plan Approve / Rejected By.
Wa Submit By	Waiting Approval Submitted By.
Wa Submit Date	Waiting Approval Submitted Date.
Wa Submit Info	Waiting Approval Submitted Information.
Wp Approval	Working Plan Approval.
Wp Approve/Reject Info	Working Plan Approve / Reject information.
Wp Submit Detail	Working Plan Submit Detail.

3. Original Plan Summary Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Op BOP Inv C		0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv U		0	0	0	0	0
Op Cum Turn C		0.00	0.00	0.00	0.00	0.00
Op Cum Turn U		0.00	0.00	0.00	0.00	0.00
Op EOP Inv C		0.00	0.00	0.00	0.00	0.00
Op Forward Cover C		0.00	0.00	0.00	0.00	0.00
Op GPROI		0.00	0.00	0.00	0.00	0.00

3. Original Plan Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost Value.
Op Cum Avg Inv C	Original Plan Cumulative Average Inventory Cost.
Op Cum Avg Inv U	Original Plan Cumulative Average Inventory Units.
Op Cum Turn C	Original Plan Cumulative Turn Cost.
Op Cum Turn U	Original Plan Cumulative Turn Units.
Op EOP Inv C	Original Plan End Of Period Inventory Cost.
Op Forward Cover C	Original Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.

Measure	Description
Op GPROI	Original Plan Gross Profit Return on Investment.
Op Gross Profit	Original Plan Gross Profit.
Op Gross Profit %	Original Plan Gross Profit %.
Op Receipts C	Original Plan Receipts Cost Value.
Op Receipts U	Original Plan Receipts Units.
Op Sales AUC	Original Plan Sales Average Unit Cost.
Op Sales AUR	Original Plan Sales Average Unit Retail.
Op Sales C	Original Plan Sales Cost Value.
Op Sales C var Ly %	Original Plan Sales Cost variance to Last Year expressed as a rate.
Op Sales R	Original Plan Sales Retail Value
Op Sales R var Ly %	Original Plan Sales Retail variance to Last Year expressed as a rate.
Op Sales U	Original Plan Sales Units.
Wa BOP Inv C	Waiting Approval Beginning of Period Inventory Cost Value.
Wa Cum Avg Inv C	Waiting Approval Cumulative Average Inventory Cost.
Wa Cum Avg Inv U	Waiting Approval Cumulative Average Inventory Units.
Wa Cum Turn C	Waiting Approval Cumulative Turn Cost.
Wa Cum Turn U	Waiting Approval Cumulative Turn Units.
Wa EOP Inv C	Waiting Approval End Of Period Inventory Cost.
Wa Forward Cover C	Waiting Approval The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wa GPROI	Waiting Approval Gross Profit Return on Investment.
Wa Gross Profit	Waiting Approval Gross Profit.
Wa Gross Profit %	Waiting Approval Gross Profit Rate.
Wa Receipts C	Waiting Approval Receipts Cost Value.
Wa Receipts U	Waiting Approval Receipts Units.
Wa Sales AUC	Waiting Approval Sales Average Unit Cost.
Wa Sales AUR	Waiting Approval Sales Average Unit Retail.
Wa Sales C	Waiting Approval Sales Cost Value.
Wa Sales C var Ly %	Waiting Approval Sales Cost variance to Last Year expressed as a rate.
Wa Sales R	Waiting Approval Sales Retail Value.
Wa Sales R var Ly %	Waiting Approval Sales Retail variance to Last Year expressed as a rate.
Wa Sales U	Waiting Approval Sales Units.

4. Current Plan Summary Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv U	0	0	0	0	0
Cp Cum Turn C	0.00	0.00	0.00	0.00	0.00
Cp Cum Turn U	0.00	0.00	0.00	0.00	0.00
Cp EOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp Forward Cover C	0.00	0.00	0.00	0.00	0.00
Cp GPROI	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

4. Current Plan Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost Value.
Cp Cum Avg Inv C	Current Plan Cumulative Average Inventory Cost.
Cp Cum Avg Inv U	Current Plan Cumulative Average Inventory Units.
Cp Cum Turn C	Current Plan Cumulative Turn Cost.
Cp Cum Turn U	Current Plan Cumulative Turn Units.
Cp EOP Inv C	Current Plan End Of Period Inventory Cost.
Cp Forward Cover C	Current Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Cp GPROI	Current Plan Gross Profit Return on Investment.
Cp Gross Profit	Current Plan Gross Profit.
Cp Gross Profit %	Current Plan Gross Profit Rate.
Cp Receipts C	Current Plan Receipt Cost.
Cp Receipts U	Current Plan Receipts Units.
Cp Sales AUC	Current Plan Sales Average Unit Cost.
Cp Sales AUR	Current Plan Sales Average Unit Retail.
Cp Sales C	Current Plan Sales Cost Value.
Cp Sales C var Ly %	Current Plan Sales Cost variance to Last Year expressed as a rate.
Cp Sales R	Current Plan Sales Retail Value.
Cp Sales R var Ly %	Current Plan Sales Retail variance to Last Year expressed as a rate.
Cp Sales U	Current Plan Sales Units.
Wa BOP Inv C	Waiting Approval Beginning of Period Inventory Cost Value.
Wa Cum Avg Inv C	Waiting Approval Cumulative Average Inventory Cost.

Measure	Description
Wa Cum Avg Inv U	Waiting Approval Cumulative Average Inventory Units.
Wa Cum Turn C	Waiting Approval Cumulative Turn Cost.
Wa Cum Turn U	Waiting Approval Cumulative Turn Units.
Wa EOP Inv C	Waiting Approval End Of Period Inventory Cost.
Wa Forward Cover C	Waiting Approval The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wa GPROI	Waiting Approval Gross Profit Return on Investment.
Wa Gross Profit	Waiting Approval Gross Profit.
Wa Gross Profit %	Waiting Approval Gross Profit Rate.
Wa Receipts C	Waiting Approval Receipts Cost Value.
Wa Receipts U	Waiting Approval Receipts Units.
Wa Sales AUC	Waiting Approval Sales Average Unit Cost.
Wa Sales AUR	Waiting Approval Sales Average Unit Retail.
Wa Sales C	Waiting Approval Sales Cost Value.
Wa Sales C var Ly %	Waiting Approval Sales Cost variance to Last Year expressed as a rate.
Wa Sales R	Waiting Approval Sales Retail Value.
Wa Sales R var Ly %	Waiting Approval Sales Retail variance to Last Year expressed as a rate.
Wa Sales U	Waiting Approval Sales Units.

All Measures Tab

The following section describes the worksheet available under the All Measures Tab:

- All Measures Worksheet

All Measures Worksheet

The screenshot shows a window titled "All Measures" with a blue header. Below the header are fields for "Location" (Brick & Mortar) and "Product" (Men's Footwear), along with a "Calendar" button and navigation icons. A data table is displayed with columns for dates and a measure value. The measure "Wp Sales R" is selected, and its value is shown as 0.00 for each date.

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009	3/14/2009
Wp Sales R	0.00	0.00	0.00	0.00	0.00	#

All Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Sales R	Working Plan Sales Retail Value.

Bottom Up Role Workbook

Overview

The Bottom Up Role is usually associated with the Merchandise Planner in the Merchandise Planning organization. The Bottom Up Role will be providing the top down plan targets to the Item Planner separate product (Item Planning). In this workbook, the Bottom Up Role initializes the plan and sets top down targets for available measures. The user of this workbook also has the ability to reconcile a plan to the Middle Out / Top Down Target(s). The user of this workbook can also review the plan, both current and original, as well as maintain in season open to buy.

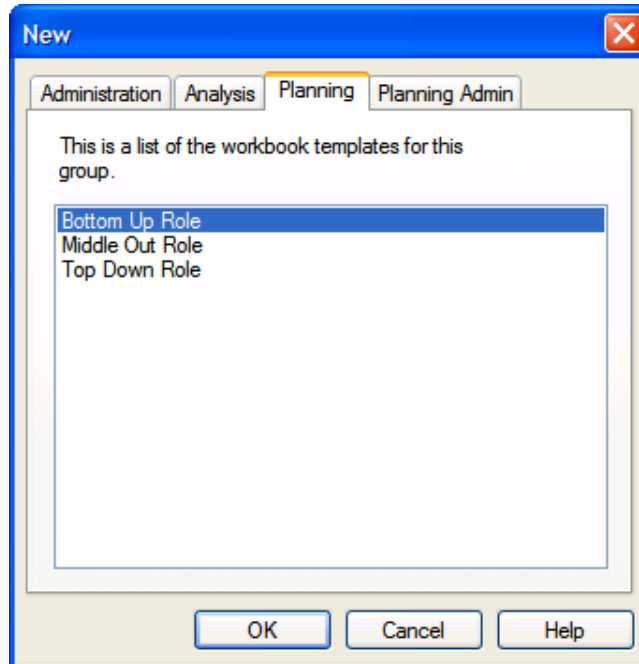
The Bottom Up Role workbook contains the following tabs and worksheets:

- Getting Started Tab
 - 1. Initialize Worksheet
 - 2. Target Overview Worksheet
 - 3. Original Plan Overview Worksheet
 - 4. Current Plan Overview Worksheet
- Sales Tab
 - Sales Worksheet
- Rec / Inv Tab
 - 1. Rec/Inv Value Plan Worksheet
 - 2. Rec/Inv Unit Plan Worksheet
- Profit Tab
 - Profit Worksheet
- Open to Buy Tab
 - Open to Buy Worksheet
- Reconcile / Review MFP Plan Tab
 - 1. Reconcile Targets Worksheet
 - 2. Original Plan Summary Worksheet
 - 3. Current Plan Summary Worksheet
- Review Item Plan Tab
 - 1. Review Item Plan Op Plan Worksheet
 - 2. Review Item Plan Cp Plan Worksheet
- Approval Tab
 - Approval Worksheet
- All Measures Tab
 - All Measures Worksheet

Bottom Up Role Wizard

To open a Bottom Up Role workbook:

1. Select **File – New**, or click on the **New** button.
2. On the **Planning** tab, select “Bottom Up Role”, and click **OK**.



Creating a New Bottom Up Role Workbook

3. The **Select a Season** screen will display. Select the season you would like to examine, and click **Next**.

Bottom Up Role Wizard

Select a Season

- Sprg FY2007
- Fall FY2007
- Sprg FY2008
- Fall FY2008
- Sprg FY2009
- Fall FY2009
- Sprg FY2010
- Fall FY2010

Synchronize hierarchies

Selected Season

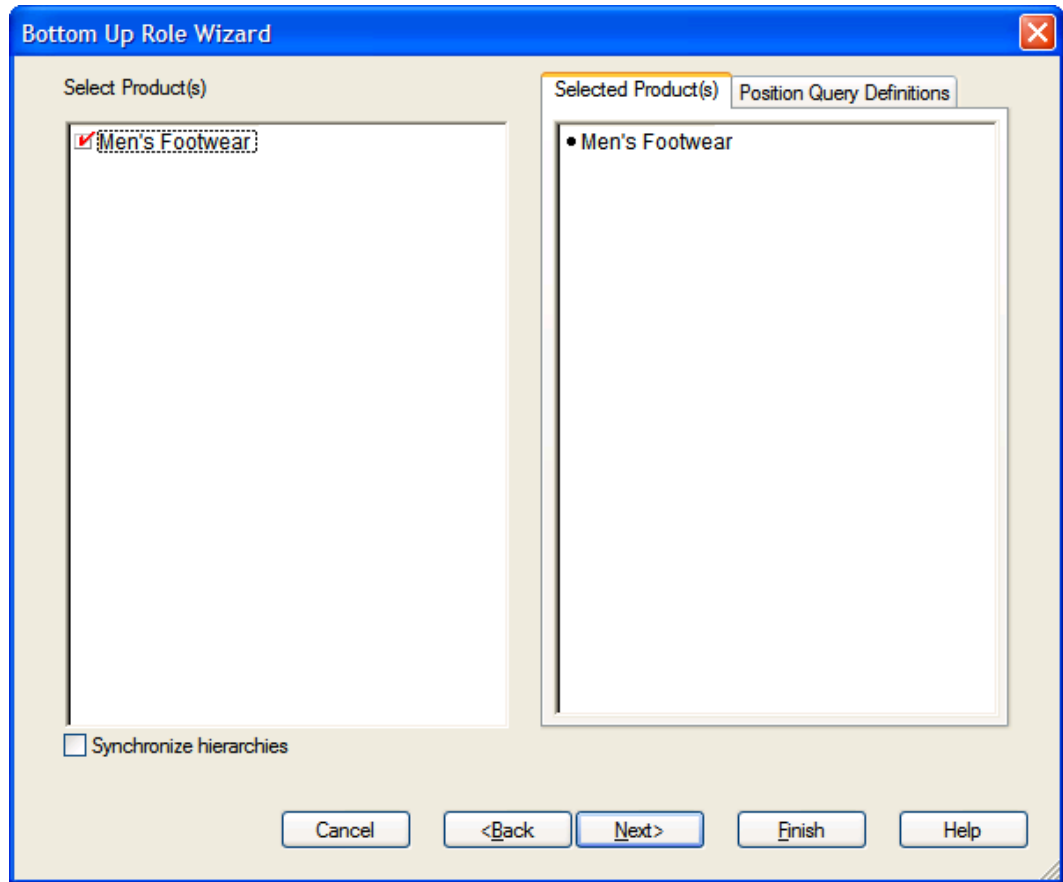
- Sprg FY2009

Position Query Definitions

Cancel <Back Next> Finish Help

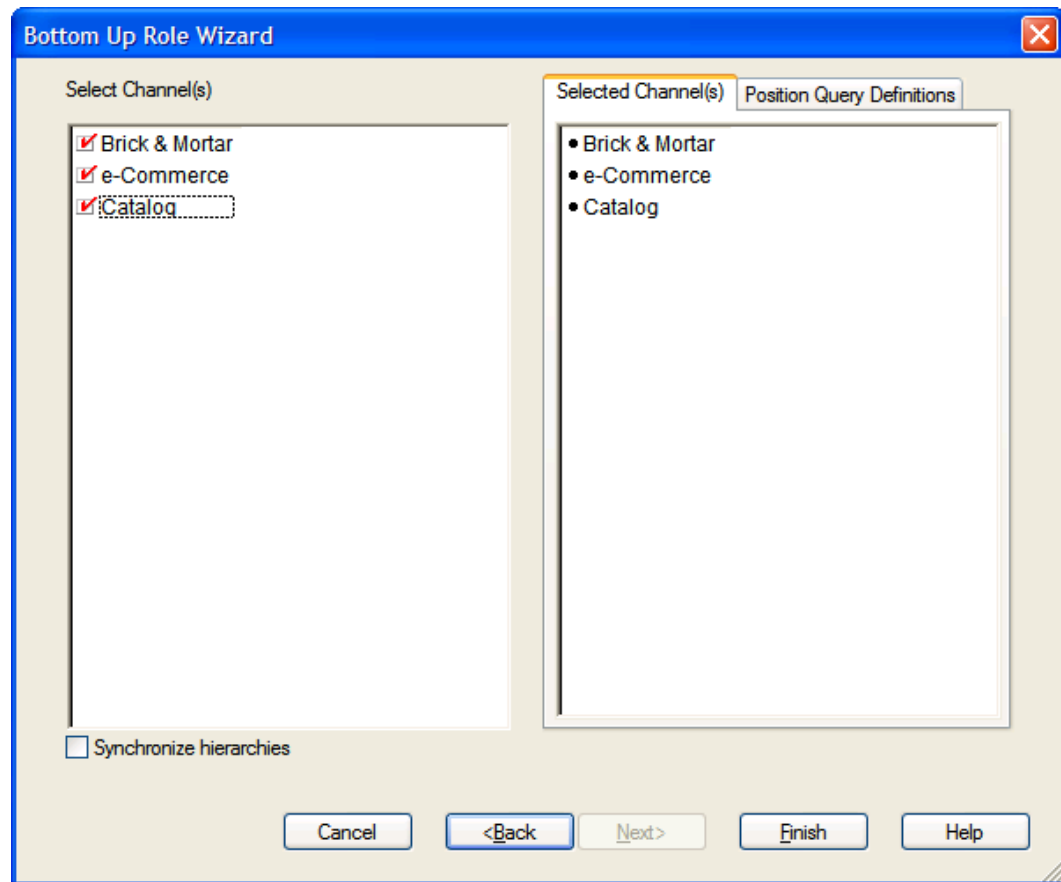
Bottom Up Role Wizard – Select a Season Screen

4. The **Select Product(s)** screen will display. Select the products you would like to examine, and click **Next**.



Bottom Up Role Wizard – Select Product(s) Screen

5. The **Select Channel(s)** screen will display. Select the channels you would like to examine, and click **Finish**.



Bottom Up Role Wizard – Select Channel(s) Screen

The Bottom Up Role workbook is built.

Getting Started Tab

The following sections describe the worksheets available under the Getting Started Tab:

- 1. Initialize Worksheet
- 2. Target Overview Worksheet
- 3. Original Plan Overview Worksheet
- 4. Current Plan Overview Worksheet

1. Initialize Worksheet

Planning – Seed

The **Planning – Seed** custom menu option will allow the plan to be seeded with LY (Last Year) sales to create a demand curve on which to spread the new plan's initial targets.



1. Initialize Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Last Seeded Date	The last time the WP Plan was seeded.
WP Seed from LY	User's ability to check this option to seed plan from LY.

2. Target Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly Diary Info					
Ly GPROI	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Ly Sales R	0.00	0.00	0.00	0.00	0.00
MO Tgt Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
MO Tgt Cum Turn C	0.00	0.00	0.00	0.00	0.00
MO Tgt GPROI	0.00	0.00	0.00	0.00	0.00
MO Tgt Gross Profit	0.00	0.00	0.00	0.00	0.00
MO Tgt Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
MO Tgt Sales C	0.00	0.00	0.00	0.00	0.00
MO Tgt Sales R	0.00	0.00	0.00	0.00	0.00

2. Target Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly Diary Info	Last Year Diary Input.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
MO Tgt Cum Avg Inv C	Middle Out Target Cumulative Average Inventory Cost.
MO Tgt Cum Turn C	Middle Out Target Cumulative Turn Cost.
MO Tgt GPROI	Middle Out Target Gross Profit Return on Investment.
MO Tgt Gross Profit	Middle Out Target Gross Profit .
MO Tgt Gross Profit %	Middle Out Target Gross Profit Rate.
MO Tgt Sales C	Middle Out Target Sales Cost.
MO Tgt Sales R	Middle Out Target Sales Retail.

3. Original Plan Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Op BOP Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Turn C	0.00	0.00	0.00	0.00	0.00
Op Diary Info					
Op EOP Inv C	0.00	0.00	0.00	0.00	0.00
Op GPROI	0.00	0.00	0.00	0.00	0.00
Op Gross Profit	0.00	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

3. Original Plan Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost Value.
Op Cum Avg Inv C	Original Plan Cumulative Average Inventory Cost.
Op Cum Turn C	Original Plan Cumulative Turn Cost.
Op Diary Info	Original Plan Diary.
Op EOP Inv C	Original Plan End Of Period Inventory Cost.
Op GPROI	Original Plan Gross Profit Return on Investment.
Op Gross Profit	Original Plan Gross Profit.
Op Gross Profit %	Original Plan Gross Profit %.
Op Receipts C	Original Plan Receipts Cost Value.
Op Sales C	Original Plan Sales Cost Value.
Op Sales C var Ly %	Original Plan Sales Cost variance to Last Year expressed as a rate.
Op Sales R	Original Plan Sales Retail Value.
Op Sales R var Ly %	Original Plan Sales Retail variance to Last Year expressed as a rate.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv C var Op %	Working Plan End Of Period Inventory Cost variance to Original Plan expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.

Measure	Description
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Gross Profit var Op %	Working Plan Gross Profit variance to Original Plan.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Op %	Working Plan Receipts Cost variance to Original Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales C var Op %	Working Plan Sales Cost variance to Original Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales R var Op %	Working Plan Sales Retail variance to Original Plan expressed as a rate.

4. Current Plan Overview Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Cp Cum Turn C	0.00	0.00	0.00	0.00	0.00
Cp Diary Info					
Cp EOP Inv C	0.00	0.00	0.00	0.00	0.00
Cp GPROI	0.00	0.00	0.00	0.00	0.00
Cp Gross Profit	0.00	0.00	0.00	0.00	0.00
Cp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Receipts C	0.00	0.00	0.00	0.00	0.00

4. Current Plan Overview Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost Value.
Cp Cum Avg Inv C	Current Plan Cumulative Average Inventory Cost.
Cp Cum Turn C	Current Plan Cumulative Turn Cost.
Cp Diary Info	Current Plan Diary.
Cp EOP Inv C	Current Plan End Of Period Inventory Cost.

Measure	Description
Cp GPROI	Current Plan Gross Profit Return on Investment.
Cp Gross Profit	Current Plan Gross Profit.
Cp Gross Profit %	Current Plan Gross Profit Rate.
Cp Receipts C	Current Plan Receipt Cost.
Cp Sales C	Current Plan Sales Cost Value.
Cp Sales C var Ly %	Current Plan Sales Cost variance to Last Year expressed as a rate.
Cp Sales R	Current Plan Sales Retail Value.
Cp Sales R var Ly %	Current Plan Sales Retail variance to Last Year expressed as a rate.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Diary Info	Working Plan Diary.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv C var Op %	Working Plan End Of Period Inventory Cost variance to Original Plan expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Gross Profit var Op %	Working Plan Gross Profit variance to Original Plan.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Op %	Working Plan Receipts Cost variance to Original Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales C var Op %	Working Plan Sales Cost variance to Original Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales R var Op %	Working Plan Sales Retail variance to Original Plan expressed as a rate.

Sales Tab

The following section describes the worksheet available under the Sales Tab:

- Sales Worksheet

Sales Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales AUC	0.00	0.00	0.00	0.00	0.00
Ly Sales AUR	0.00	0.00	0.00	0.00	0.00
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Ly Sales R	0.00	0.00	0.00	0.00	0.00
Ly Sales U	0	0	0	0	0
Wp Demand Pre-Ssn R	0.00	0.00	0.00	0.00	0.00
Wp Gross Profit	0.00	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Sales Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Wp Demand Pre-Ssn R	Working Plan Forecasted Sales Demand Pre season Retail.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Sales contrib Prod C %	Working Plan Sales contribution to Sales at the ALL product level (all products in the workbook) Cost Percent.

Measure	Description
Wp Sales contrib Time C %	Working Plan Sales contribution to Sales at the ALL calendar level (all periods in the workbook) Cost Percent.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales U	Working Plan Sales Units.
Wp Sales var Demand Pre-Ssn R %	Working Plan Sales variance to Sales Demand Pre season Retail Percent.

Rec / Inv Tab

The following sections describe the worksheets available under the Rec / Inv Tab:

- 1. Rec/Inv Value Plan Worksheet
- 2. Rec/Inv Unit Plan Worksheet

1. Rec/Inv Value Plan Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Ly Cum Turn C	0.00	0.00	0.00	0.00	0.00
Ly EOP Inv C	0.00	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00	0.00
Ly Receipts C	0.00	0.00	0.00	0.00	0.00
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Wp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Wp BOS Inv AUC					
Wp BOS Inv C					
Wp BOS Inv U					
Wp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00

1. Rec/Inv Value Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Ly Forward Cover C	Last Year The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly Receipts C	Last Year Receipts Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv AUC	Working Plan Beginning of Period Inventory Average Unit Cost.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Devaluation C	Working Plan devaluation Cost.
Wp Devaluation C %	Working Plan devaluation Cost rate.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.

Measure	Description
Wp Forward Cover C	Working Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wp Inventory Adjustments C	Working Plan Inventory Adjustments Cost.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sell Thru C %	Working Plan Percent of total available inventory cost value sold for a period of time.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink C %	Working Plan Shrink Cost Rate.
Wp Stock to Sales C Ratio	Working Plan Stock to Sales Cost Ratio.

2. Rec/Inv Unit Plan Worksheet

Location	Product	Calendar				
Brick & Mortar	Boots	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly Cum Avg Inv U		0	0	0	0	0
Ly Cum Turn U		0.00	0.00	0.00	0.00	0.00
Ly EOP Inv U		0	0	0	0	0
Ly Receipts U		0	0	0	0	0
Ly Sales U		0	0	0	0	0
Wp BOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp BOP Inv U		0	0	0	0	0
Wp BOS Inv AUC						
Wp BOS Inv C						
Wp BOS Inv U						
Wp Cum Avg Inv U		0	0	0	0	0

2. Rec/Inv Unit Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly Cum Avg Inv U	Last Year Cumulative Average Inventory Units.
Ly Cum Turn U	Last Year Cumulative Turn Units.
Ly EOP Inv U	Last Year End Of Period Inventory Units.

Measure	Description
Ly Receipts U	Last Year Receipts Units.
Ly Sales U	Last Year Sales Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp BOP Inv AUC	Working Plan Beginning of Period Inventory Average Unit Cost.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Turn U	Working Plan Cumulative Turn Units.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Inventory Adjustments U	Working Plan Inventory Adjustments Units.
Wp Misc In AUC	Working Plan miscellaneous In Average Unit Cost.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out AUC	Working Plan miscellaneous Out Average Unit Cost.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp Receipts AUC	Working Plan Receipts Average Unit Cost.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales U	Working Plan Sales Units.
Wp Shrink AUC	Working Plan Average Unit Cost.
Wp Shrink U	Working Plan Shrink Units.

Profit Tab

The following sections describe the worksheets available under the Profit Tab:

- Profit Worksheet

Profit Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Ly EOP Inv AUC	0.00	0.00	0.00	0.00	0.00
Ly GPROI	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit	0.00	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sales AUC	0.00	0.00	0.00	0.00	0.00
Ly Sales AUR	0.00	0.00	0.00	0.00	0.00
Ly Sales C	0.00	0.00	0.00	0.00	0.00
Ly Sales R	0.00	0.00	0.00	0.00	0.00

Profit Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Ly EOP Inv AUC	Last Year End of Period Inventory Average Unit Cost.
Ly GPROI	Last Year Gross Profit Return on Investment.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit Rate.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales C	Last Year Sales Cost Value.
Ly Sales R	Last Year Sales Retail Value.
Ly Sales U	Last Year Sales Units.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales U	Working Plan Sales Units.

Open to Buy Tab

The following section describes the worksheet available under the Open to Buy Tab:

- Open to Buy Worksheet

Open to Buy Worksheet

Location	Product	Calendar				
Brick & Mortar	Boots	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp Receipts C		0.00	0.00	0.00	0.00	0.00
Cp Receipts U		0	0	0	0	0
Wp BOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp BOP Inv U		0	0	0	0	0
Wp EOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp EOP Inv U		0	0	0	0	0
Wp Net On Order C		0.00	0.00	0.00	0.00	0.00
Wp Net On Order U		0	0	0	0	0
Wp On Order Adj C		0.00	0.00	0.00	0.00	0.00

Open to Buy Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp Receipts C	Current Plan Receipt Cost.
Cp Receipts U	Current Plan Receipts Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Net On Order C	Working Plan Net On Order Cost.
Wp Net On Order U	Working Plan Net On Order Units.
Wp On Order Adj C	Working Plan On Order Adjusted Cost.
Wp On Order Adj U	Working Plan On Order Adjusted Units.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order U	Working Plan On Order Units.
Wp OTB C	Working Plan Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost.
Wp OTB U	Working Plan Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units.
Wp Receipts C	Working Plan Receipts Cost Value.

Measure	Description
Wp Receipts U	Working Plan Receipts Units.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales U	Working Plan Sales Units.

Reconcile / Review MFP Plan Tab

The following sections describe the worksheets available under the Reconcile / Review MFP Plan Tab:

- 1. Reconcile Targets Worksheet
- 2. Original Plan Summary Worksheet
- 3. Current Plan Summary Worksheet

1. Reconcile Targets Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
MO Tgt BOP Inv C		0.00	0.00	0.00	0.00	0.00
MO Tgt BOP Inv U		0	0	0	0	0
MO Tgt Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
MO Tgt Cum Avg Inv U		0	0	0	0	0
MO Tgt Cum Turn C		0.00	0.00	0.00	0.00	0.00
MO Tgt Cum Turn U		0.00	0.00	0.00	0.00	0.00
MO Tgt EOP Inv C		0.00	0.00	0.00	0.00	0.00
MO Tgt EOP Inv U		0	0	0	0	0
MO Tgt GPROI		0.00	0.00	0.00	0.00	0.00

1. Reconcile Targets Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
MO Tgt BOP Inv C	Middle Out Target Beginning of Period Inventory Cost.
MO Tgt BOP Inv U	Middle Out Target Beginning of Period Inventory Units.
MO Tgt Cum Avg Inv C	Middle Out Target Cumulative Average Inventory Cost.
MO Tgt Cum Avg Inv U	Middle Out Target Cumulative Average Inventory Units.
MO Tgt Cum Turn C	Middle Out Target Cumulative Turn Cost.
MO Tgt Cum Turn U	Middle Out Target Cumulative Turn Units.
MO Tgt EOP Inv C	Middle Out Target End of Period Inventory Cost.
MO Tgt EOP Inv U	Middle Out Target End of Period Inventory Units.
MO Tgt GPROI	Middle Out Target Gross Profit Return on Investment.
MO Tgt Gross Profit	Middle Out Target Gross Profit.
MO Tgt Gross Profit %	Middle Out Target Gross Profit Rate.
MO Tgt Receipts C	Middle Out Target Receipts Cost.
MO Tgt Receipts U	Middle Out Target Receipts Units.
MO Tgt Sales C	Middle Out Target Sales Cost.
MO Tgt Sales R	Middle Out Target Sales Retail.

Measure	Description
MO Tgt Sales U	Middle Out Target Sales Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Avg Inv U var Tgt %	Working Plan Cumulative Average Inventory Units variance to Target expressed as a rate.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Cum Turn U	Working Plan Cumulative Turn Units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv C var Tgt %	Working Plan End Of Period Inventory Cost variance to Target expressed as a rate.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp EOP Inv U var Tgt %	Working Plan End Of Period Inventory Units variance to Target expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var Tgt %	Working Plan Receipts Cost variance to Target expressed as a rate.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var Tgt %	Working Plan Sales Cost variance to Target expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var Tgt %	Working Plan Sales Retail variance to Target expressed as a rate.
Wp Sales U	Working Plan Sales Units.
Wp Sales U var Tgt %	Working Plan Sales Unit variance to Target expressed as a rate.

2. Original Plan Summary Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Op BOP Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
Op Cum Avg Inv U	0	0	0	0	0
Op Cum Turn C	0.00	0.00	0.00	0.00	0.00
Op Cum Turn U	0.00	0.00	0.00	0.00	0.00
Op EOP Inv C	0.00	0.00	0.00	0.00	0.00
Op Forward Cover C	0.00	0.00	0.00	0.00	0.00
Op GPROI	0.00	0.00	0.00	0.00	0.00

2. Original Plan Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost Value.
Op Cum Avg Inv C	Original Plan Cumulative Average Inventory Cost.
Op Cum Avg Inv U	Original Plan Cumulative Average Inventory Units.
Op Cum Turn C	Original Plan Cumulative Turn Cost.
Op Cum Turn U	Original Plan Cumulative Turn Units.
Op EOP Inv C	Original Plan End Of Period Inventory Cost.
Op Forward Cover C	Original Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Op GPROI	Original Plan Gross Profit Return on Investment.
Op Gross Profit	Original Plan Gross Profit.
Op Gross Profit %	Original Plan Gross Profit %.
Op Receipts C	Original Plan Receipts Cost Value.
Op Receipts U	Original Plan Receipts Units.
Op Sales AUC	Original Plan Sales Average Unit Cost.
Op Sales AUR	Original Plan Sales Average Unit Retail.
Op Sales C	Original Plan Sales Cost Value.
Op Sales C var Ly %	Original Plan Sales Cost variance to Last Year expressed as a rate.
Op Sales R	Original Plan Sales Retail Value.
Op Sales R var Ly %	Original Plan Sales Retail variance to Last Year expressed as a rate.
Op Sales U	Original Plan Sales Units.
Wa BOP Inv C	Waiting Approval Beginning of Period Inventory Cost Value.
Wa Cum Avg Inv C	Waiting Approval Cumulative Average Inventory Cost.

Measure	Description
Wa Cum Avg Inv U	Waiting Approval Cumulative Average Inventory Units.
Wa Cum Turn C	Waiting Approval Cumulative Turn Cost.
Wa Cum Turn U	Waiting Approval Cumulative Turn Units.
Wa EOP Inv C	Waiting Approval End Of Period Inventory Cost.
Wa Forward Cover C	Waiting Approval The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wa GPROI	Waiting Approval Gross Profit Return on Investment.
Wa Gross Profit	Waiting Approval Gross Profit.
Wa Gross Profit %	Waiting Approval Gross Profit Rate.
Wa Receipts C	Waiting Approval Receipts Cost Value.
Wa Receipts U	Waiting Approval Receipts Units.
Wa Sales AUC	Waiting Approval Sales Average Unit Cost.
Wa Sales AUR	Waiting Approval Sales Average Unit Retail.
Wa Sales C	Waiting Approval Sales Cost Value.
Wa Sales C var Ly %	Waiting Approval Sales Cost variance to Last Year expressed as a rate.
Wa Sales R	Waiting Approval Sales Retail Value.
Wa Sales R var Ly %	Waiting Approval Sales Retail variance to Last Year expressed as a rate.
Wa Sales U	Waiting Approval Sales Units.
Wa Stock to Sales C ratio	Waiting Approval Stock to Sales Cost Ratio.

3. Current Plan Summary Worksheet

Location	Product	Calendar				
Brick & Mortar	Boots	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Cp BOP Inv C		0.00	0.00	0.00	0.00	0.00
Cp Cum Avg Inv C		0.00	0.00	0.00	0.00	0.00
Cp Cum Turn C		0.00	0.00	0.00	0.00	0.00
Cp Cum Turn U		0.00	0.00	0.00	0.00	0.00
Cp EOP Inv C		0.00	0.00	0.00	0.00	0.00
Cp Forward Cover C		0.00	0.00	0.00	0.00	0.00
Cp GPROI		0.00	0.00	0.00	0.00	0.00
Cp Gross Profit		0.00	0.00	0.00	0.00	0.00
Cp Gross Profit %		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

3. Current Plan Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost Value.
Cp Cum Avg Inv C	Current Plan Cumulative Average Inventory Cost.
Cp Cum Turn C	Current Plan Cumulative Turn Cost.
Cp Cum Turn U	Current Plan Cumulative Turn Units.
Cp EOP Inv C	Current Plan End Of Period Inventory Cost.
Cp Forward Cover C	Current Plan The number of future periods' Cost Sales the current End of Period Inventory will cover.
Cp GPROI	Current Plan Gross Profit Return on Investment.
Cp Gross Profit	Current Plan Gross Profit.
Cp Gross Profit %	Current Plan Gross Profit Rate.
Cp Receipts C	Current Plan Receipt Cost.
Cp Receipts U	Current Plan Receipts Units.
Cp Sales AUC	Current Plan Sales Average Unit Cost.
Cp Sales AUR	Current Plan Sales Average Unit Retail.
Cp Sales C	Current Plan Sales Cost Value.
Cp Sales C var Ly %	Current Plan Sales Cost variance to Last Year expressed as a rate.
Cp Sales R	Current Plan Sales Retail Value.
Cp Sales R var Ly %	Current Plan Sales Retail variance to Last Year expressed as a rate.
Cp Sales U	Current Plan Sales Units.
Cp Stock to Sales C ratio	Current Plan Stock to Sales Cost Ratio.
Wa BOP Inv C	Waiting Approval Beginning of Period Inventory Cost Value.

Measure	Description
Wa Cum Avg Inv C	Waiting Approval Cumulative Average Inventory Cost.
Wa Cum Turn C	Waiting Approval Cumulative Turn Cost.
Wa Cum Turn U	Waiting Approval Cumulative Turn Units.
Wa EOP Inv C	Waiting Approval End Of Period Inventory Cost.
Wa Forward Cover C	Waiting Approval The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wa GPROI	Waiting Approval Gross Profit Return on Investment.
Wa Gross Profit	Waiting Approval Gross Profit.
Wa Gross Profit %	Waiting Approval Gross Profit Rate.
Wa Receipts C	Waiting Approval Receipts Cost Value.
Wa Receipts U	Waiting Approval Receipts Units.
Wa Sales AUC	Waiting Approval Sales Average Unit Cost.
Wa Sales AUR	Waiting Approval Sales Average Unit Retail.
Wa Sales C	Waiting Approval Sales Cost Value.
Wa Sales C var Ly %	Waiting Approval Sales Cost variance to Last Year expressed as a rate.
Wa Sales R	Waiting Approval Sales Retail Value.
Wa Sales R var Ly %	Waiting Approval Sales Retail variance to Last Year expressed as a rate.
Wa Sales U	Waiting Approval Sales Units.
Wa Stock to Sales C ratio	Waiting Approval Stock to Sales Cost Ratio.

Review Item Plan Tab

The following sections describe the worksheets available under the Review Item Plan Tab:

- 1. Review Item Plan Op Plan Worksheet
- 2. Review Item Plan Cp Plan Worksheet

1. Review Item Plan Op Plan Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
IP Op BOP Inv C	0.00	0.00	0.00	0.00	0.00
IP Op BOP Inv U	0	0	0	0	0
IP Op Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
IP Op Cum Avg Inv U	0	0	0	0	0
IP Op Cum Turn C	0.00	0.00	0.00	0.00	0.00
IP Op Cum Turn U	0.00	0.00	0.00	0.00	0.00
IP Op EOP Inv C	0.00	0.00	0.00	0.00	0.00
IP Op EOP Inv U	0	0	0	0	0
IP Op Gross Profit	0.00	0.00	0.00	0.00	0.00

1. Review Item Plan Op Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
IP Op BOP Inv C	Item Plan Original Plan Beginning of Period Inventory Cost.
IP Op BOP Inv U	Item Plan Original Plan Beginning of Period Inventory Units.
IP Op Cum Avg Inv C	Item Plan Original Plan Cumulative Average Inventory Cost.
IP Op Cum Avg Inv U	Item Plan Original Plan Cumulative Average Inventory Units.
IP Op Cum Turn C	Item Plan Original Plan Cumulative Turn Cost.
IP Op Cum Turn U	Item Plan Original Plan Cumulative Turn Units.
IP Op Gross Profit	Item Plan Original Plan Gross Profit.
IP Op Gross Profit %	Item Plan Original Plan Gross Profit Rate.
IP Op Receipts C	Item Plan Original Plan Receipt Cost.
IP Op Receipts U	Item Plan Original Plan Receipt Units.
IP Op Sales C	Item Plan Original Plan Sales Cost.
IP Op Sales R	Item Plan Original Plan Sales Retail.
IP Op Sales U	Item Plan Original Plan Sales Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.

Measure	Description
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Cum Turn U	Working Plan Cumulative Turn Units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv C var IP Op %	Working Plan End of Period Inventory Cost variance to Item Plan Original Plan expressed as a rate.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var IP Op %	Working Plan Receipts Cost variance to Item Plan Original Plan expressed as a rate.
Wp Receipts U	Working Plan Receipts Units.
Wp Receipts U var IP Op %	Working Plan Receipts Unit variance to Item Plan Original Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var IP Op %	Working Plan Sales Cost variance to Item Plan Original Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var IP Op %	Working Plan Sales Retail variance to Item Plan Original Plan expressed as a rate.
Wp Sales U	Working Plan Sales Units.
Wp Sales U var IP Op %	Working Plan Sales Unit variance to Item Plan Original Plan expressed as a rate.

2. Review Item Plan Cp Plan Worksheet

	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
IP Cp BOP Inv C	0.00	0.00	0.00	0.00	0.00
IP Cp BOP Inv U	0	0	0	0	0
IP Cp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
IP Cp Cum Avg Inv U	0	0	0	0	0
IP Cp Cum Turn C	0.00	0.00	0.00	0.00	0.00
IP Cp Cum Turn U	0.00	0.00	0.00	0.00	0.00
IP Cp EOP Inv C	0.00	0.00	0.00	0.00	0.00
IP Cp EOP Inv U	0	0	0	0	0

2. Review Item Plan Cp Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
IP Cp BOP Inv C	Item Plan Current Plan Beginning of Period Inventory Cost.
IP Cp BOP Inv U	Item Plan Current Plan Beginning of Period Inventory Units.
IP Cp Cum Avg Inv C	Item Plan Current Plan Cumulative Average Inventory Cost.
IP Cp Cum Avg Inv U	Item Plan Current Plan Cumulative Average Inventory Units.
IP Cp Cum Turn C	Item Plan Current Plan Cumulative Turn Cost.
IP Cp Cum Turn U	Item Plan Current Plan Cumulative Turn Units.
IP Cp EOP Inv C	Item Plan Current Plan End of Period Inventory Cost.
IP Cp EOP Inv U	Item Plan Current Plan End of Period Inventory Units.
IP Cp Gross Profit	Item Plan Current Plan Gross Profit.
IP Cp Gross Profit %	Item Plan Current Plan Gross Profit Rate.
IP Cp Receipts C	Item Plan Current Plan Receipt Cost.
IP Cp Receipts U	Item Plan Current Plan Receipt Units.
IP Cp Sales C	Item Plan Current Plan Sales Cost.
IP Cp Sales R	Item Plan Current Plan Sales Retail.
IP Cp Sales U	Item Plan Current Plan Sales Units.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp Cum Turn U	Working Plan Cumulative Turn Units.

Measure	Description
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv C var IP Cp %	Working Plan End of Period Inventory Cost variance to Item Plan Current Plan expressed as a rate.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp EOP Inv U var IP Cp %	Working Plan End Of Period Inventory Units variance to Item Plan Current Plan expressed as a rate.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts C var IP Cp %	Working Plan Receipts Cost variance to Item Plan Current Plan expressed as a rate.
Wp Receipts U	Working Plan Receipts Units.
Wp Receipts U var IP Cp %	Working Plan Receipts Unit variance to Item Plan Current Plan expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales C var IP Cp %	Working Plan Sales Cost variance to Item Plan Current Plan expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales R var IP Cp %	Working Plan Sales Retail variance to Item Plan Current Plan expressed as a rate.
Wp Sales U	Working Plan Sales Units.
Wp Sales U var IP Cp %	Working Plan Sales Unit variance to Item Plan Current Plan expressed as a rate.

Approval Tab

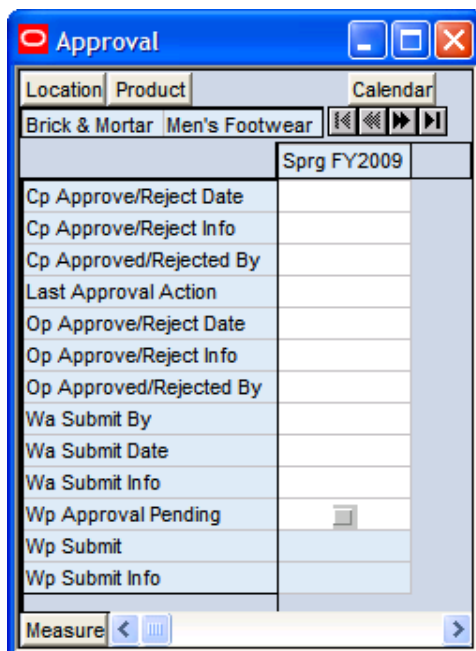
The following section describes the worksheet available under the Approval Tab:

- Approval Worksheet

Approval Worksheet

Planning – Submit

The **Planning – Submit** custom menu option will allow the user to submit the plan to the Middle Out Role for Approval.



Approval Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp Approve/Reject Date	Current Plan Approve Reject Date.
Cp Approve/Reject Info	Current Plan Approve Reject Information.
Cp Approved/Rejected By	Current Plan Approve / Rejected By.
Last Approval Action	The last approval action that was taken.
Op Approve/Reject Date	Original Plan Approve / Reject Date.
Op Approve/Reject Info	Original Plan Approve / Reject Information.
Op Approved/Rejected By	Original Plan Approve / Rejected By.
Wa Submit By	Waiting Approval Submitted By.
Wa Submit Date	Waiting Approval Submitted Date.
Wa Submit Info	Waiting Approval Submitted Information.
Wp Approval Pending	Working Plan Approval Pending.

Measure	Description
Wp Submit	Working Plan Submit.
Wp Submit Info	Working Plan Submit Information.

All Measures Tab

The following section describes the worksheet available under the All Measures Tab:

- All Measures Worksheet

All Measures Worksheet

Location	Product	Calendar				
Brick & Mortar	Boots	2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Wp Sales R		0.00	0.00	0.00	0.00	0.00

All Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Sales R	Working Plan Sales Retail Value.

VAT Admin Workbook

Overview

This workbook allows Administrator enter the value-added tax rate by week.

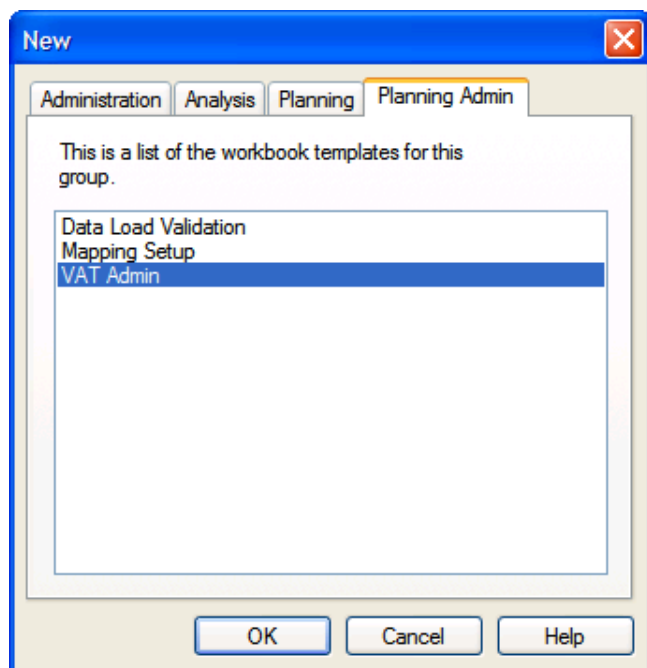
The VAT Admin workbook contains the following tab and worksheet:

- VAT Setup Tab
 - VAT Setup Worksheet

VAT Admin Wizard

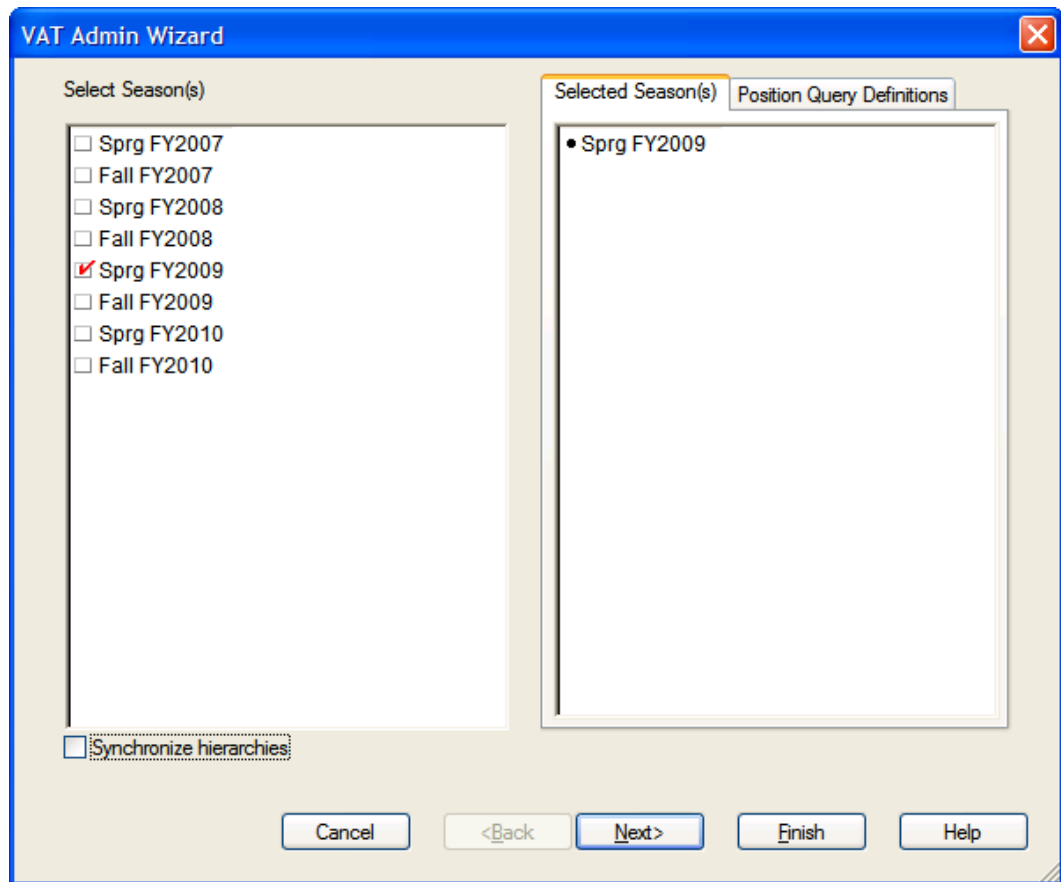
To open a VAT Admin workbook:

1. Select **File – New**, or click on the **New** button.
2. On the **Planning Admin** tab, select “VAT Admin”, and click **OK**.



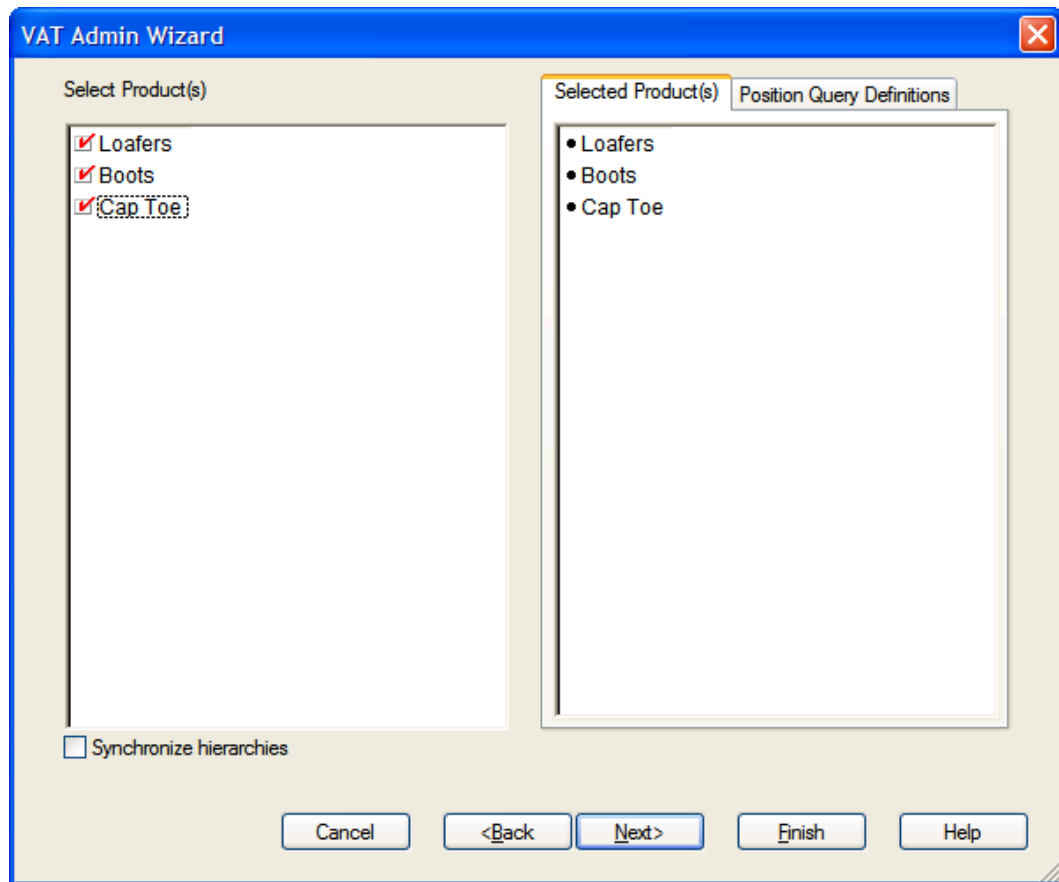
Creating a New VAT Admin Workbook

3. The **Select Season(s)** screen will display. Select the season you would like to examine, and click **Next**.



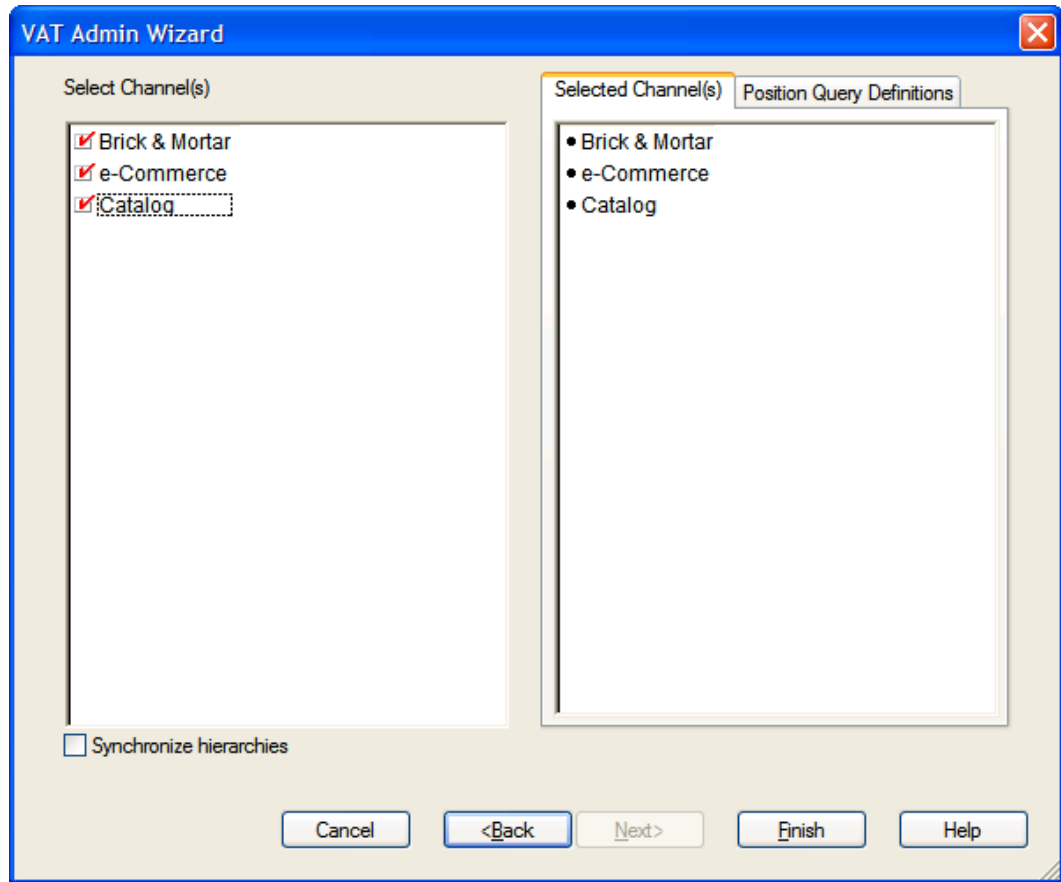
VAT Admin Wizard – Select Season(s) Screen

4. The **Select Product(s)** screen will display. Select the products you would like to examine, and click **Next**.



VAT Admin Wizard – Select Product(s) Screen

5. The **Select Channel(s)** screen will display. Select the channels you would like to examine, and click **Finish**.



VAT Admin Wizard – Select Channel(s) Screen

The VAT Admin workbook is built.

VAT Setup Tab

The following section describes the worksheet available under the VAT Setup Tab:

- VAT Setup Worksheet

VAT Setup Worksheet

Location	Product	Calendar				
Brick & Mortar	Boots					
		2/7/2009	2/14/2009	2/21/2009	2/28/2009	3/7/2009
Wp VAT R %		10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Measure						

VAT Setup Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp VAT R %	Working Plan Value added tax Percent.

Data Load Validation Workbook

Overview

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

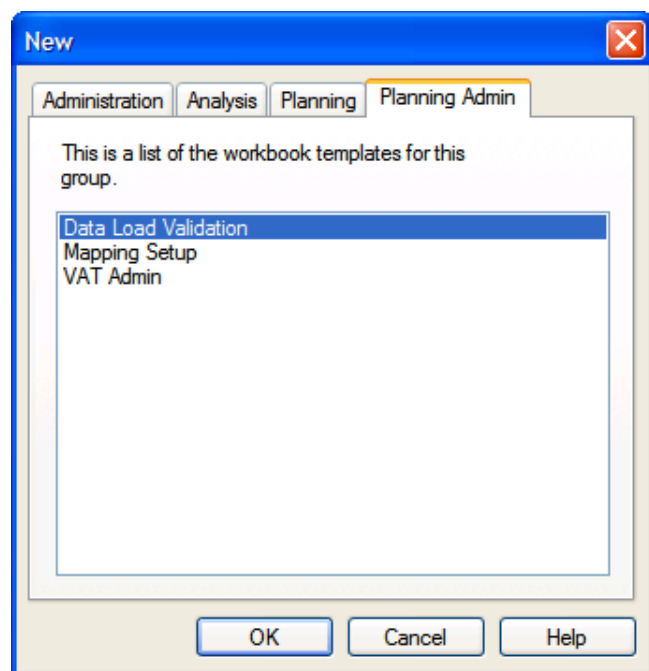
The Data Load Validation workbook contains the following tabs and worksheets:

- Bottom Up Working Plan Tab
 - Bottom Up Working Plan Worksheet
- Middle Out Working Plan Tab
 - Middle Out Working Plan Worksheet
- Top Down Working Plan Tab
 - Top Down Working Plan Worksheet
- Misc. Measures Tab
 - Misc. Measures Worksheet

Data Load Validation Wizard

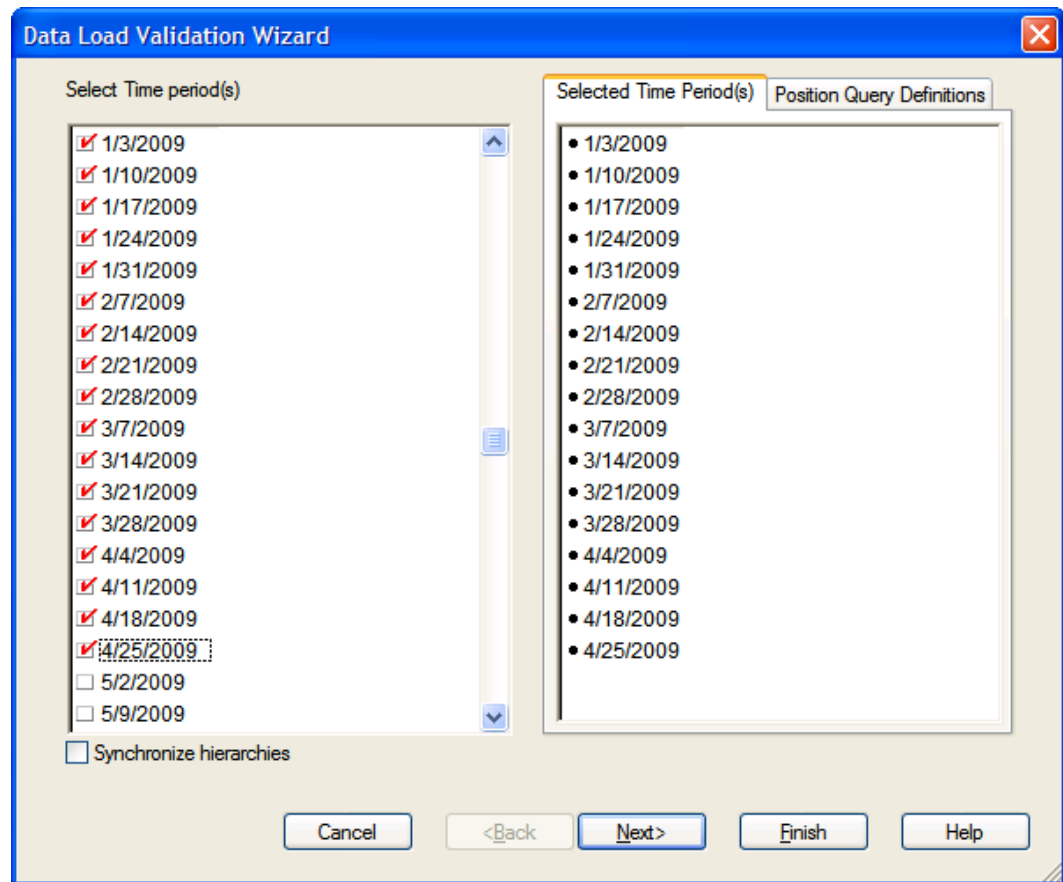
To open a Data Load Validation workbook:

1. Select **File – New**, or click on the **New** button.
2. On the **Planning Admin** tab, select “Data Load Validation”, and click **OK**.



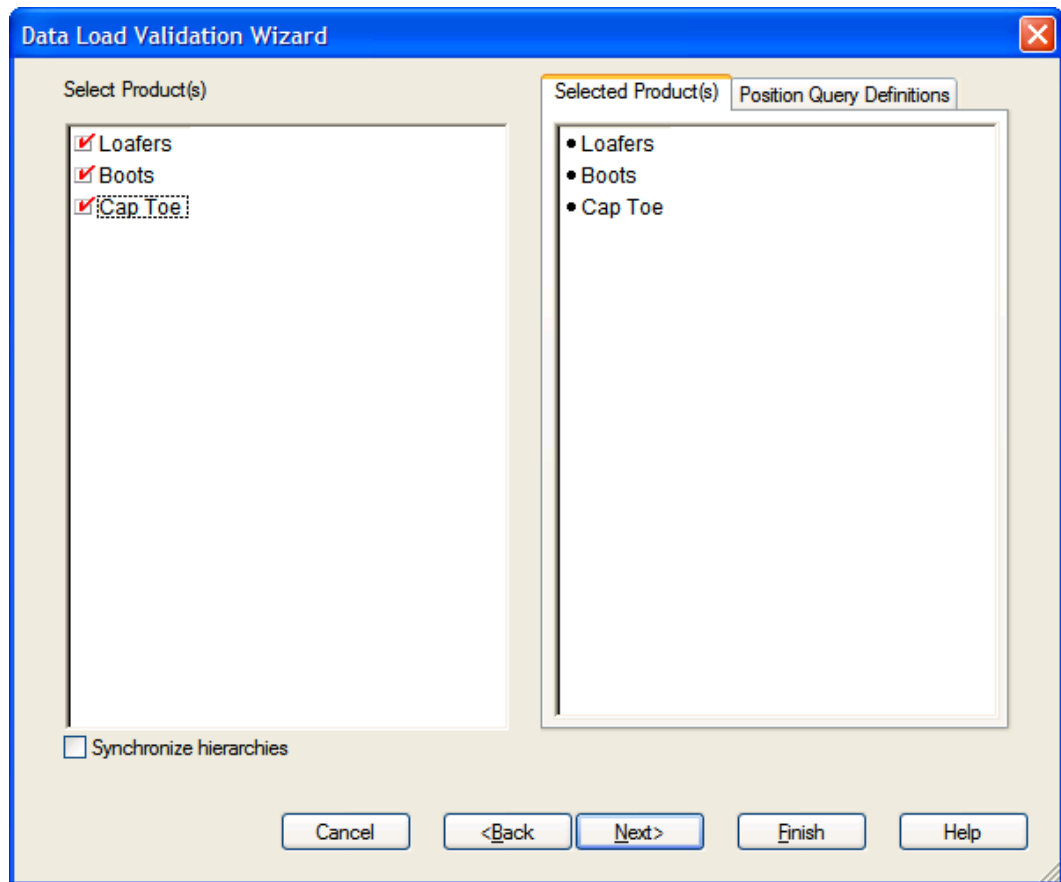
Creating a New Data Load Validation Workbook

3. The **Select Time period(s)** screen will display. Select the time period you would like to examine, and click **Next**.



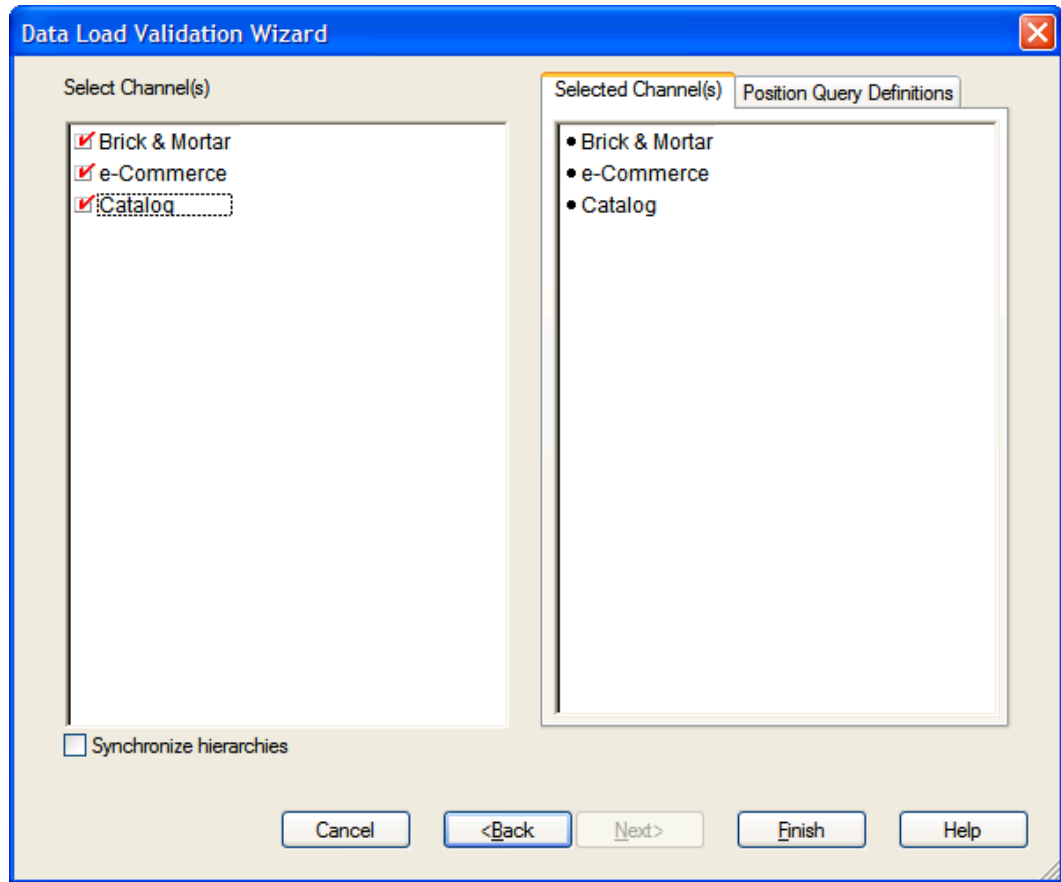
Data Load Validation Wizard – Select Time period(s) Screen

4. The **Select Product(s)** screen will display. Select the products you would like to examine, and click **Next**.



Data Load Validation Wizard – Select Product(s) Screen

5. The **Select Channel(s)** screen will display. Select the channel you would like to examine, and click **Finish**.



Data Load Validation Wizard – Select Channel(s) Screen

The Data Load Validation workbook is built.

Bottom Up Working Plan Tab

The following section describes the worksheet available under the Bottom Up Working Plan Tab:

- Bottom Up Working Plan Worksheet

Bottom Up Working Plan Worksheet

Location	Product	Calendar				
Brick & Mortar	Boots	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
Wp BOP Inv U		0	0	0	0	0
Wp EOP Inv U		0	0	0	0	0
Wp Misc In C		0.00	0.00	0.00	0.00	0.00
Wp Misc In U		0	0	0	0	0
Wp Misc Out C		0.00	0.00	0.00	0.00	0.00
Wp Misc Out U		0	0	0	0	0
Wp On Order C		0.00	0.00	0.00	0.00	0.00
Wp On Order U		0	0	0	0	0
Wp Receipts U		0	0	0	0	0
Wp Sales C		0.00	0.00	0.00	0.00	0.00
Wp Sales U		0	0	0	0	0
Wp Shrink C		0.00	0.00	0.00	0.00	0.00
Wp Shrink U		0	0	0	0	0

Bottom Up Working Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order U	Working Plan On Order Units.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales U	Working Plan Sales Units.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink U	Working Plan Shrink Units.

Middle Out Working Plan Tab

The following section describes the worksheet available under the Middle Out Working Plan Tab:

- Middle Out Working Plan Worksheet

Middle Out Working Plan Worksheet

	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
Wp BOP Inv C	0.00	0.00	0.00	0.00	0.00
Wp BOP Inv U	0	0	0	0	0
Wp EOP Inv C	0.00	0.00	0.00	0.00	0.00
Wp EOP Inv U	0	0	0	0	0
Wp Misc In C	0.00	0.00	0.00	0.00	0.00
Wp Misc In U	0	0	0	0	0
Wp Misc Out C	0.00	0.00	0.00	0.00	0.00
Wp Misc Out U	0	0	0	0	0
Wp On Order C	0.00	0.00	0.00	0.00	0.00
Wp On Order U	0	0	0	0	0
Wp Receipts C	0.00	0.00	0.00	0.00	0.00
Wp Receipts U	0	0	0	0	0
Wp Sales C	0.00	0.00	0.00	0.00	0.00
Wp Sales U	0	0	0	0	0
Wp Shrink C	0.00	0.00	0.00	0.00	0.00
Wp Shrink U	0	0	0	0	0

Middle Out Working Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order U	Working Plan On Order Units.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts U	Working Plan Receipts Units.

Measure	Description
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales U	Working Plan Sales Units.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink U	Working Plan Shrink Units.

Top Down Working Plan Tab

The following section describes the worksheet available under the Top Down Working Plan Tab:

- Top Down Working Plan Worksheet

Top Down Working Plan Worksheet

Location	Product	Calendar				
Brick & Mortar	Men's Footwear	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
Wp BOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp BOP Inv U		0	0	0	0	0
Wp EOP Inv C		0.00	0.00	0.00	0.00	0.00
Wp EOP Inv U		0	0	0	0	0
Wp Misc In C		0.00	0.00	0.00	0.00	0.00
Wp Misc In U		0	0	0	0	0
Wp Misc Out C		0.00	0.00	0.00	0.00	0.00
Wp Misc Out U		0	0	0	0	0
Wp On Order C		0.00	0.00	0.00	0.00	0.00
Wp On Order U		0	0	0	0	0
Wp Receipts C		0.00	0.00	0.00	0.00	0.00
Wp Receipts U		0	0	0	0	0
Wp Sales C		0.00	0.00	0.00	0.00	0.00
Wp Sales U		0	0	0	0	0
Wp Shrink C		0.00	0.00	0.00	0.00	0.00
Wp Shrink U		0	0	0	0	0

Top Down Working Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Wp EOP Inv U	Working Plan End Of Period Inventory Units.
Wp Misc In C	Working Plan miscellaneous In Cost.

Measure	Description
Wp Misc In U	Working Plan miscellaneous In Unit.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Misc Out U	Working Plan miscellaneous Out Unit.
Wp On Order C	Working Plan On Order Cost Value.
Wp On Order U	Working Plan On Order Units.
Wp Receipts C	Working Plan Receipts Cost Value.
Wp Receipts U	Working Plan Receipts Units.
Wp Sales C	Working Plan Sales Cost Value.
Wp Sales U	Working Plan Sales Units.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink U	Working Plan Shrink Units.

Misc. Measures Tab

The following section describes the worksheet available under the Misc. Measures Tab:

- Misc. Measures Worksheet

Misc. Measures Worksheet

	Wp BOP Unelapsd	Wp BOP Unelapsd	Wp BOP Unelapsd	Wp Forecast Start Date	Wp Unelapsd	Wp Unelapsd	Wp Unelapsd
1/3/2009	✓	✓	✓		✓	✓	✓
1/10/2009	✓	✓	✓		✓	✓	✓
1/17/2009	✓	✓	✓		✓	✓	✓
1/24/2009	✓	✓	✓		✓	✓	✓
1/31/2009	✓	✓	✓		✓	✓	✓
2/7/2009	✓	✓	✓		✓	✓	✓
2/14/2009	✓	✓	✓		✓	✓	✓
2/21/2009	✓	✓	✓		✓	✓	✓
2/28/2009	✓	✓	✓		✓	✓	✓
3/7/2009	✓	✓	✓		✓	✓	✓
3/14/2009	✓	✓	✓		✓	✓	✓
3/21/2009	✓	✓	✓		✓	✓	✓
3/28/2009	✓	✓	✓		✓	✓	✓
4/4/2009	✓	✓	✓		✓	✓	✓
4/11/2009	✓	✓	✓		✓	✓	✓
4/18/2009	✓	✓	✓		✓	✓	✓
4/25/2009	✓	✓	✓		✓	✓	✓

Misc. Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp BOP Unelapsd	Internal Measure.
Wp Forecast Start Date	Internal Measure.
Wp Unelapsd	Internal Measure.