

**Oracle® Retail Merchandise Financial Planning
Cost**

User Guide for the RPAS Fusion Client

Release 13.0.4.20

January 2010

Copyright © 2010, Oracle and/or its affiliates. All rights reserved.

Primary Author: Barrett Gaines

This software and related documentation are provided under a license agreement containing restrictions on use and disclosure and are protected by intellectual property laws. Except as expressly permitted in your license agreement or allowed by law, you may not use, copy, reproduce, translate, broadcast, modify, license, transmit, distribute, exhibit, perform, publish, or display any part, in any form, or by any means. Reverse engineering, disassembly, or decompilation of this software, unless required by law for interoperability, is prohibited.

The information contained herein is subject to change without notice and is not warranted to be error-free. If you find any errors, please report them to us in writing.

If this software or related documentation is delivered to the U.S. Government or anyone licensing it on behalf of the U.S. 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, the use, duplication, disclosure, modification, and adaptation shall be subject to the restrictions and license terms set forth in the applicable Government contract, and, to the extent applicable by the terms of the Government contract, the additional rights set forth in FAR 52.227-19, Commercial Computer Software License (December 2007). Oracle USA, Inc., 500 Oracle Parkway, Redwood City, CA 94065.

This software is developed for general use in a variety of information management applications. It is not developed or intended for use in any inherently dangerous applications, including applications which may create a risk of personal injury. If you use this software in dangerous applications, then you shall be responsible to take all appropriate fail-safe, backup, redundancy, and other measures to ensure the safe use of this software. Oracle Corporation and its affiliates disclaim any liability for any damages caused by use of this software in dangerous applications.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.

This software and documentation may provide access to or information on content, products, and services from third parties. Oracle Corporation and its affiliates are not responsible for and expressly disclaim all warranties of any kind with respect to third-party content, products, and services. Oracle Corporation and its affiliates will not be responsible for any loss, costs, or damages incurred due to your access to or use of third-party content, products, or services.

Licensing Note: This media pack includes a Restricted Use license for Oracle Retail Predictive Application Server (RPAS) - Enterprise Engine to support Oracle® Retail Merchandise Financial Planning only.

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, Oracle Retail Demand Forecasting, Oracle Retail Regular Price Optimization, Oracle Retail Size Profile Optimization, Oracle Retail Replenishment Optimization 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 Mobile Store Inventory Management.
- (v) the software component known as **Crystal Enterprise Professional and/or Crystal Reports Professional** licensed by SAP and imbedded in Oracle Retail Store Inventory Management.
- (vi) the software component known as **Access Via™** 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™** 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™** 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™** developed and licensed by Cognos Incorporated of Ottawa, Ontario, Canada, to Oracle and imbedded in the Oracle Retail Value Chain Collaboration application.

You acknowledge and confirm that Oracle grants you use of only the object code of the VAR Applications. Oracle will not deliver source code to the VAR Applications to you. Notwithstanding any other term or condition of the agreement and this ordering document, you shall not cause or permit alteration of any VAR Applications. For purposes of this section, "alteration" refers to all alterations, translations, upgrades, enhancements, customizations or modifications of all or any portion of the VAR Applications including all reconfigurations, reassembly or reverse assembly, re-engineering or reverse engineering and recompilations or reverse compilations of the VAR Applications or any derivatives of the VAR Applications. You acknowledge that it shall be a breach of the agreement to utilize the relationship, and/or confidential information of the VAR Applications for purposes of competitive discovery.

The VAR Applications contain trade secrets of Oracle and Oracle's licensors and Customer shall not attempt, cause, or permit the alteration, decompilation, reverse engineering, disassembly or other reduction of the VAR Applications to a human perceivable form. Oracle reserves the right to replace, with functional equivalent software, any of the VAR Applications in future releases of the applicable program.

Contents

Send Us Your Comments	xiii
Preface	xv
Audience.....	xv
Related Documents	xv
Customer Support.....	xvi
Review Patch Documentation	xvi
Oracle Retail Documentation on the Oracle Technology Network	xvi
Conventions	xvi
1 Introduction	
MFP Planning Process	1-2
Role Planning Overview	1-7
Merchandise Financial Planning Components and Key Processes	1-8
Workbooks	1-9
Views.....	1-9
Editing View Data.....	1-9
Measure Aggregation and Spreading.....	1-10
Saving Workbook Data	1-14
Planning Roles	1-15
Plan Versions	1-15
Plan Reconciliation.....	1-17
MFP Custom Menu Options.....	1-17
2 Preseason: Top Down Role	
Building the Workbook	2-3
Getting Started - Seed Plan	2-5
Seeding the Plan	2-5
Seeding One Level at a Time	2-6
Seeding Several Levels At Once	2-7
Develop Sales and Profit Targets	2-9
Develop Inventory Targets	2-13
Develop Inventory Targets Tab	2-13
1. Rec/Inv Value Plan View	2-14

2. Rec/Inv Unit Plan View.....	2-16
Review Targets	2-18
Review Plan.....	2-18
All Measures	2-19
Publish Strategic Targets	2-20
Publish Targets	2-20
Commit Targets	2-22
Next Steps	2-22

3 Preseason: Middle Out Role Workbook

Building the Workbook	3-3
Getting Started - Seed Plan	3-5
Seeding the Plan	3-5
Seeding One Level at a Time	3-6
Seeding Several Levels At Once	3-7
Review Strategic Targets	3-9
Retrieving Updated Strategic Targets	3-10
Refresh the Workbook.....	3-10
Develop Sales and Profit Targets	3-11
Develop Inventory and Receipt Targets	3-14
1. Rec/Inv Value Plan View	3-15
2. Rec/Inv Unit Plan View	3-17
Review Department Targets	3-19
Review Plan.....	3-19
All Measures	3-20
Reconcile to Strategic Targets	3-21
Publish Department Targets	3-22
Publish Targets	3-22
Commit Targets	3-24
Next Steps	3-24

4 Preseason: Bottom Up Role Workbook

Building the Workbook	4-3
Getting Started - Seed Plan	4-5
Seeding the Plan	4-5
Seeding One Level at a Time	4-6
Seeding Several Levels At Once	4-7
Review Department Targets	4-9
Retrieving Updated Department Targets	4-10
Refresh the Workbook.....	4-10
Develop Sales and Profit Plan	4-11
Develop Inventory and Receipt Plan	4-14
1. Rec/Inv Value Plan Worksheet.....	4-15
2. Rec/Inv Unit Plan Worksheet	4-17
Reconcile to Department Targets	4-18
All Measures	4-20
Review/Reconcile to Item Plan	4-20

1. Review Item Plan Op Plan	4-21
2. Review Item Plan Cp Plan	4-22
Original Plan Submit	4-23
Next Steps	4-25
5 Original Plan Approval Task	
Review Plan Approval Status	5-2
Review Submitted Department Plan.....	5-4
Approve/Reject Plan	5-5
6 In-Season Management	
Top Down Role: Review Company Results to Plan	6-2
Compare Company Results to Original Plan.....	6-5
Compare Company Results to Current Plan	6-7
Middle Out Role: Review Department Results to Plan	6-9
Compare Department Results to Original Plan.....	6-12
Compare Department Results to Current Plan.....	6-14
Bottom Up Role: Review Class-SubClass Results to Plan	6-16
Compare Class-SubClass Results to Original Plan	6-19
Compare Class-SubClass Results to Current Plan	6-21
Bottom Up: Update Department Plans	6-23
Review Open to Buy	6-27
Update Sales and Profit Plan	6-28
Update Receipts and Inventory Plan	6-30
Review Updated Open to Buy	6-32
Review Updated Department Plan	6-32
Review/Reconcile to Item Plan.....	6-38
Bottom Up: Submit Updated Current Plan	6-40
Middle Out: Update Current Plan Approval	6-43
Review Plan Approval Status.....	6-44
Review Submitted Department Plan.....	6-45
Approve/Reject Updated Plans.....	6-48
7 Data Load Validation Workbook	
Building the Workbook.....	7-1
SubClass Data Load Validation	7-4
Department Data Load Validation	7-5
Division-Group Data Load Validation.....	7-7
Miscellaneous Measures Validation.....	7-9
8 Mapping Setup Workbook	
Opening the Mapping Workbook.....	8-1
Last Year and Adjusted Last Year Week Mapping	8-2

9 VAT Admin Workbook

Building the VAT Admin Workbook.....	9-1
VAT Setup	9-3

List of Figures

1-1	Create Merchandise Financial Plan Process Diagram	1-3
1-2	Create Merchandise Financial Plan Tasks for Each MFP Role	1-4
1-3	Manage/Update Merchandise Financial Plan Process Diagram	1-5
1-4	Manage/Update Merchandise Financial Plan Tasks for Each MFP Role	1-6
1-5	MFP Planning Role Hand Offs Diagram	1-7
1-6	Custom Menu Button in the RPAS Fusion Client	1-17
2-1	Top Down Role View: Preseason Task and Steps	2-2
2-2	Create New Workbook Icon	2-3
2-3	Workbook Wizard: Calendar Selection	2-3
2-4	Workbook Wizard: Product Selection	2-4
2-5	Workbook Wizard: Location Selection	2-4
2-6	Top Down Initialize View: Seed Plan	2-5
2-7	Changing a Dimension Level with Page Arrows	2-6
2-8	Seed Button	2-6
2-9	Seeding Success Message	2-6
2-10	Location Dimension Tile	2-7
2-11	Location Dimension Window	2-7
2-12	Seeding Several Levels at Once	2-8
2-13	Seeding Success Message	2-8
2-14	Developing Sales and Profit Targets - Sales View	2-9
2-15	Developing Sales and Profit Targets - Profit View	2-11
2-16	Develop Inventory Targets - Rec/Inv Value Plan View	2-14
2-17	Develop Inventory Targets - Rec/Inv Unit Plan View	2-16
2-18	Review Targets - Review Plan	2-18
2-19	Review Targets - All Measures	2-19
2-20	Publish Strategic Targets	2-20
2-21	Success Message - Publish Targets	2-21
2-22	Successfully Published Targets	2-21
2-23	Commit a Workbook	2-22
3-1	Middle Out Role View: Preseason Tasks and Steps	3-2
3-2	Create New Workbook Icon	3-3
3-3	Workbook Wizard: Calendar Selection	3-3
3-4	Workbook Wizard: Product Selection	3-4
3-5	Workbook Wizard: Location Selection	3-4
3-6	Middle Out Initialize View: Seed Plan	3-5
3-7	Changing a Dimension Level with Page Arrows	3-6
3-8	Seed Button	3-6
3-9	Seeding Success Message	3-6
3-10	Location Dimension Tile	3-7
3-11	Location Dimension Window	3-7
3-12	Seeding Several Levels at Once	3-8
3-13	Seeding Success Message	3-8
3-14	Review Strategic Targets - Target Overview View	3-9
3-15	Refreshing a Workbook	3-10
3-16	Developing Sales and Profit Targets - Sales View	3-11
3-17	Developing Sales and Profit Targets - Profit View	3-13
3-18	Develop Inventory and Receipts Targets - Rec/Inv Value Plan View	3-15
3-19	Develop Inventory and Receipt Targets - Rec/Inv Unit Plan View	3-17
3-20	Review Targets - Review Plan	3-19
3-21	Review Targets - All Measures	3-20
3-22	Reconcile to Strategic Targets - Reconcile Targets	3-21
3-23	Publish Department Targets	3-22
3-24	Success Message - Publish Targets	3-23
3-25	Successfully Published Targets	3-23

3-26	Commit a Workbook	3-24
4-1	Bottom Up Role View: Preseason Tasks and Steps.....	4-2
4-2	Create New Workbook Icon.....	4-3
4-3	Workbook Wizard: Calendar Selection	4-3
4-4	Workbook Wizard: Product Selection.....	4-4
4-5	Workbook Wizard: Location Selection	4-4
4-6	Bottom Up Initialize View: Seed Plan.....	4-5
4-7	Changing a Dimension Level with Page Arrows.....	4-6
4-8	Seed Button	4-6
4-9	Seeding Success Message.....	4-6
4-10	Location Dimension Tile	4-7
4-11	Location Dimension Window	4-7
4-12	Seeding Several Levels at Once.....	4-8
4-13	Seeding Success Message.....	4-8
4-14	Review Department Targets - Target Overview View	4-9
4-15	Refreshing a Workbook	4-10
4-16	Developing Sales and Profit Plan - Sales View.....	4-11
4-17	Developing Sales and Profit Plan - Profit View.....	4-13
4-18	Develop Inventory and Receipts Plan - Rec/Inv Value Plan Worksheet.....	4-15
4-19	Develop Inventory and Receipt Plan - Rec/Inv Unit Plan Worksheet	4-17
4-20	Reconcile to Department Targets - Reconcile Targets	4-19
4-21	Review Targets - All Measures	4-20
4-22	Review/Reconcile to Item Plan - Review Item Plan Op Plan View	4-21
4-23	Review/Reconcile to Item Plan - Review Item Plan Cp Plan View	4-22
4-24	Open Workbook Icon for Original Plan Submit Task	4-23
4-25	Open Workbook Dialog Box	4-23
4-26	Submit Original Plan - Approval View	4-24
4-27	Success Message - Plan Submitted	4-24
4-28	Original Plan Submit - Submitted Working Plan	4-25
5-1	Original Plan Approval.....	5-1
5-2	Refresh Option.....	5-1
5-3	Review Plan Approval Status - Approve Plan View	5-2
5-4	Review Submitted Department Plan - Review Submitted Plan View	5-4
5-5	Approve/Reject Plan - Approve Plan View	5-5
5-6	Success Message - Approve/Reject.....	5-5
5-7	Approve/Reject Plan - Approve Plan View	5-6
6-1	Top Down: Create New Workbook Icon.....	6-2
6-2	Workbook Wizard: Calendar Selection	6-3
6-3	Workbook Wizard: Production Selection.....	6-3
6-4	Workbook Wizard: Location Selection	6-4
6-5	Top Down: Original Plan Overview View	6-5
6-6	Top Down: Original Plan Summary View	6-6
6-7	Top Down: Current Plan Overview View.....	6-7
6-8	Top Down: Current Plan Summary View	6-8
6-9	Middle Out: Create New Workbook Icon	6-9
6-10	Workbook Wizard: Calendar Selection	6-10
6-11	Workbook Wizard: Product Selection.....	6-10
6-12	Workbook Wizard: Location Selection	6-11
6-13	Middle Out: Original Plan Overview View	6-12
6-14	Middle Out: Original Plan Summary.....	6-13
6-15	Middle Out: Current Plan Overview	6-14
6-16	Middle Out: Current Plan Summary	6-15
6-17	Bottom Up: Create New Workbook Icon	6-16
6-18	Workbook Wizard: Calendar Selection	6-17
6-19	Workbook Wizard: Product Selection.....	6-17

6-20	Workbook Wizard: Location Selection	6-18
6-21	Bottom Up: Original Plan Overview	6-19
6-22	Bottom Up: Original Plan Summary	6-20
6-23	Bottom Up: Current Plan Overview	6-21
6-24	Bottom Up: Current Plan Summary	6-22
6-25	Bottom Up: Update Department Plans Tasks	6-23
6-26	Workbook Wizard: Calendar Selection	6-24
6-27	Workbook Wizard: Product Selection.....	6-25
6-28	Workbook Wizard: Location Selection	6-26
6-29	Open to Buy View	6-27
6-30	Sales View	6-28
6-31	Profit View	6-29
6-32	Rec / Inv Value Plan	6-30
6-33	Rec / Inv Unit Plan.....	6-31
6-34	Open to Buy View	6-32
6-35	Original Plan Summary View	6-33
6-36	Original Plan Overview View	6-34
6-37	Current Plan Summary View	6-35
6-38	Current Plan Overview View	6-36
6-39	All Measures View	6-37
6-40	Review Item Plan Op Plan View	6-38
6-41	Review Item Plan Cp Plan View	6-39
6-42	Bottom Up: Create New Workbook Icon	6-40
6-43	Open Workbook Dialog Box	6-40
6-44	Submit Updated Current Plan - Approval View.....	6-41
6-45	Success Message - Plan Submitted	6-41
6-46	Submit Updated Current Plan - Submitted Current Plan	6-42
6-47	Update Current Plan Approval	6-43
6-48	Refresh.....	6-43
6-49	Review Plan Approval Status - Approve Plan View	6-44
6-50	Original Plan Summary View	6-46
6-51	Current Plan Summary View	6-47
6-52	All Measures View	6-48
6-53	Approve/Reject Plan - Approve Plan View	6-48
6-54	Success Message - Approve/Reject.....	6-49
6-55	Approve/Reject Plan - Approve Plan View	6-49
7-1	Data Load Validation	7-1
7-2	Data Load Validation Workbook Wizard - Calendar Selection.....	7-2
7-3	Data Load Validation Workbook Wizard - Product Selection	7-3
7-4	Data Load Validation Workbook Wizard - Location Selection.....	7-3
7-5	Bottom Up Working Plan View	7-4
7-6	Middle Out Working Plan View	7-5
7-7	Top Down Working Plan View.....	7-7
7-8	Misc. Measures View	7-9
8-1	Mapping Setup Task.....	8-1
8-2	Mapping View	8-2
9-1	VAT Admin Task	9-1
9-2	VAT Admin Workbook Wizard - Product Selection	9-2
9-3	VAT Admin Workbook Wizard - Location Selection.....	9-2
9-4	VAT Admin Workbook Wizard - Calendar Selection.....	9-3
9-5	VAT Admin - VAT Setup Workbook.....	9-3

List of Tables

1-1	Aggregation Methods.....	1-10
1-2	Spread Methods	1-11
1-3	Example for Spread Types.....	1-12
1-4	Example for Replicate Method.....	1-12
1-5	Example for Even Method.....	1-13
1-6	Example for Proportional Method	1-13
1-7	Example for Delta method.....	1-14
1-8	Range of planning and role relationships	1-15
1-9	Plan versions visible to MFP	1-15
2-1	Top Down Initialize View: Seed Plan Measures	2-5
2-2	Developing Sales and Profit Targets - Sales View Measures.....	2-9
2-3	Developing Sales and Profit Targets - Sales View Measures.....	2-11
2-4	Develop Inventory Targets - Rec/Inv Value Plan View Measures	2-14
2-5	Develop Inventory Targets - Rec/Inv Unit Plan View Measures.....	2-16
2-6	Publish Strategic Targets - Publish Target View Measures	2-21
3-1	Middle Out Initialize View: Seed Plan Measures.....	3-5
3-2	Review Strategic Targets - Target Overview View Measures	3-9
3-3	Developing Sales and Profit Targets - Sales View Measures.....	3-11
3-4	Developing Sales and Profit Targets - Profit View Measures	3-13
3-5	Develop Inventory and Receipt Targets - Rec/Inv Value Plan View Measures	3-15
3-6	Develop Inventory and Receipts Targets - Rec/Inv Unit Plan View Measures	3-17
3-7	Publish Targets - Publish Target View Measures	3-23
4-1	Bottom Up Initialize View: Seed Plan Measures.....	4-5
4-2	Review Department Targets - Target Overview View Measures	4-9
4-3	Developing Sales and Profit Plan - Sales View Measures.....	4-11
4-4	Developing Sales and Profit Plan - Profit View Measures.....	4-13
4-5	Develop Inventory and Receipt Plan - Rec/Inv Value Plan Worksheet Measures.....	4-15
4-6	Develop Inventory and Receipts Plan - Rec/Inv Unit Plan Worksheet Measures.....	4-17
5-1	Review Plan Approval Status - Approve Plan View Measures	5-2
6-1	Review Plan Approval Status - Approve Plan View Measures	6-44
7-1	Bottom Up Working Plan View Measures	7-4
7-2	Middle Out Working Plan View Measures.....	7-5
7-3	Middle Out Working Plan View Measures.....	7-7
7-4	Misc Measures View Measures.....	7-9
8-1	Mapping View Measures.....	8-2
9-1	VAT Admin - VAT Setup Workbook Measures.....	9-3

Send Us Your Comments

Oracle Retail Merchandise Financial Planning Cost User Guide for the RPAS Fusion Client, Release 13.0.4.20

Oracle welcomes customers' comments and suggestions on the quality and usefulness of this document.

Your feedback is important, and helps us to best meet your needs as a user of our products. For example:

- Are the implementation steps correct and complete?
- Did you understand the context of the procedures?
- Did you find any errors in the information?
- Does the structure of the information help you with your tasks?
- Do you need different information or graphics? If so, where, and in what format?
- Are the examples correct? Do you need more examples?

If you find any errors or have any other suggestions for improvement, then please tell us your name, the name of the company who has licensed our products, the title and part number of the documentation and the chapter, section, and page number (if available).

Note: Before sending us your comments, you might like to check that you have the latest version of the document and if any concerns are already addressed. To do this, access the new Applications Release Online Documentation CD available on My Oracle Support and <http://www.oracle.com>. It contains the most current Documentation Library plus all documents revised or released recently.

Send your comments to us using the electronic mail address: retail-doc_us@oracle.com

Please give your name, address, electronic mail address, and telephone number (optional).

If you need assistance with Oracle software, then please contact your support representative or Oracle Support Services.

If you require training or instruction in using Oracle software, then please contact your Oracle local office and inquire about our Oracle University offerings. A list of Oracle offices is available on our Web site at <http://www.oracle.com>.

Preface

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

Audience

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

Related Documents

For more information, see the following documents in the Oracle Retail Merchandise Financial Planning Release 13.0.4.20 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 Operations Guide*
- *Oracle Retail Merchandise Financial Planning Retail User Guide for the RPAS Fusion Client*

Note: For information about MFP on the RPAS Classic Client, see the *MFP Cost User Guide* and *MFP Retail User Guide*.

For more information about the RPAS Fusion Client, see the following documents in the Oracle Retail Predictive Application Server Release 13.0.4.20 documentation set:

- *Oracle Retail Predictive Application Server Release Notes*
- *Oracle Retail Predictive Application Server Licensing Information*
- *Oracle Retail Predictive Application Server Installation Guide*
- *Oracle Retail Predictive Application Server Installation Guide for the Fusion Client*
- *Oracle Retail Predictive Application Server Administration Guide for the Fusion Client*
- *Oracle Retail Predictive Application Server Configuration Tools User Guide*
- *Oracle Retail Predictive Application Server Configuration Tools Online Help*

- *Oracle Retail Predictive Application Server User Guide for the Fusion Client*
- *Oracle Retail Predictive Application Server Online Help for the Fusion Client*

Customer Support

To contact Oracle Customer Support, access My Oracle Support at the following URL:

<https://support.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

When you install the application for the first time, you install either a base release (for example, 13.1) or a later patch release (for example, 13.1.2). If you are installing the base release, additional patch, and bundled hot fix releases, read the documentation for all releases that have occurred since the base release before you begin installation. Documentation for patch and bundled hot fix releases can contain critical information related to the base release, as well as information about code changes since the base release.

Oracle Retail Documentation on the Oracle Technology Network

Documentation is packaged with each Oracle Retail product release. Oracle Retail product documentation is also available on the following Web site:

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

(Data Model documents are not available through Oracle Technology Network. These documents are packaged with released code, or you can obtain them through My Oracle Support.)

Documentation should be available on this Web site within a month after a product release.

Conventions

The following text conventions are used in this document:

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

Introduction

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

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

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

MFP enables users to perform the following tasks:

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

MFP Planning Process

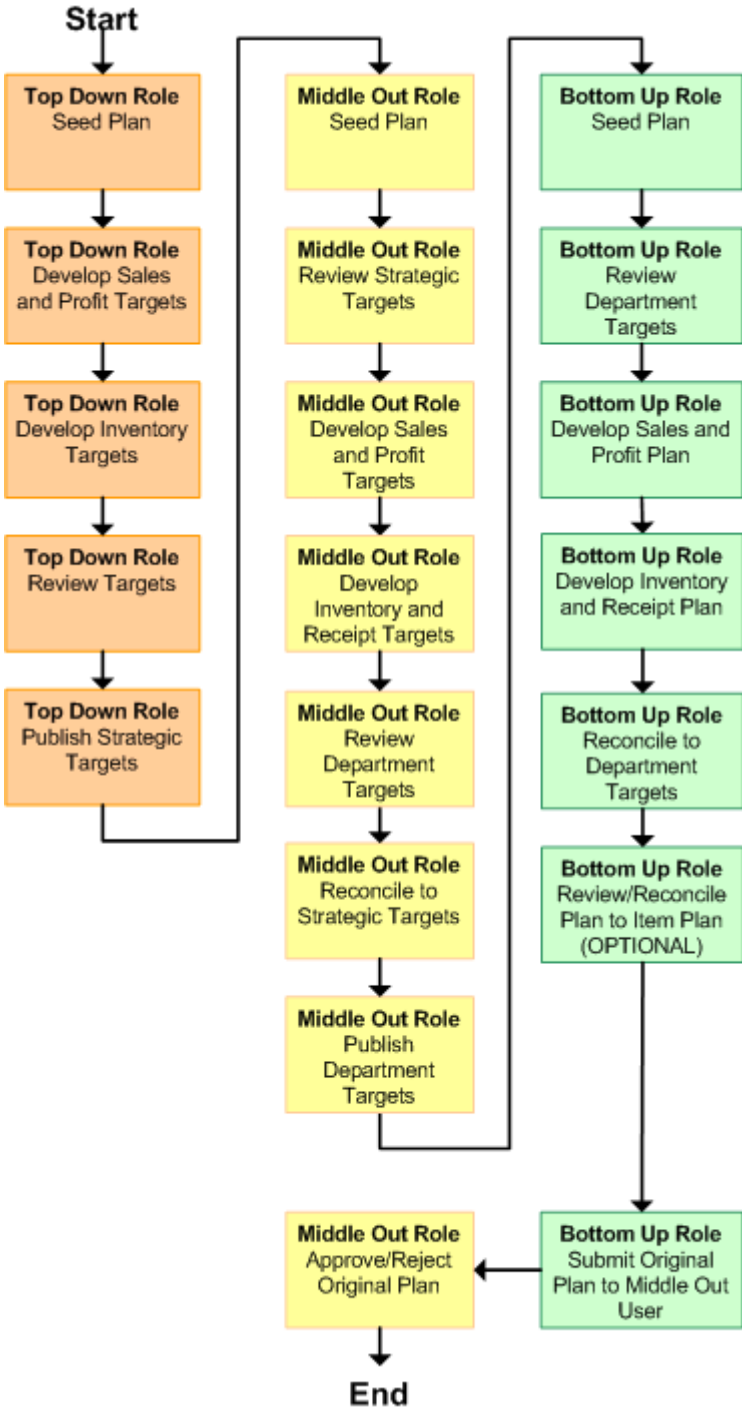
The MFP planning process can be separated into two subprocesses. Creating the merchandise financial plan occurs during preseason planning. Managing and updating the merchandise financial plan occurs during in-season planning. Preseason planning focuses on creating the Original Plan (Op) against which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

There are three types of users in MFP:

- **Top Down:** These roles users are usually planning directors. They create the overall plan for the division and set division-group targets for a season.
- **Middle Out:** These roles are usually planning managers. They create a plan and set targets for their department.
- **Bottom Up:** These roles are usually merchandise planners or buyers. They create a plan and set targets for their subclass of products.

The targets are published by superior levels to the subsequent level: Top Down passes to Middle Out, and Middle Out passes to Bottom Up. This is shown in the two diagrams on the following pages.

Figure 1-1 Create Merchandise Financial Plan Process Diagram



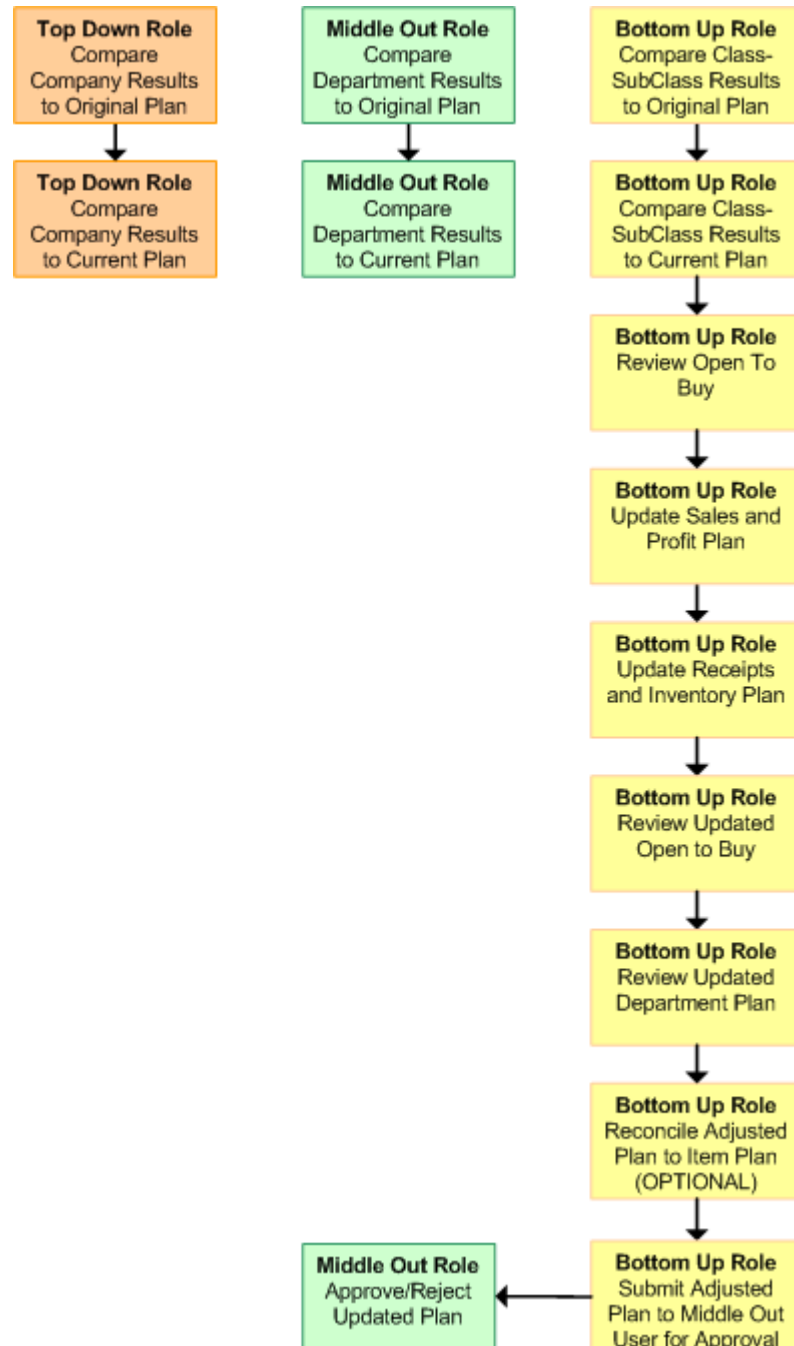
Below are the roles associated with each preseason task.

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

Create Merchandise Financial Plan	
Top Down	<ul style="list-style-type: none"> Develop and Publish Company Targets
Middle Out	<ul style="list-style-type: none"> Develop and Publish Department Targets
Bottom Up	<ul style="list-style-type: none"> Develop Department Plans
	<ul style="list-style-type: none"> Original Plan Submit
Middle Out	<ul style="list-style-type: none"> Original Plan Approval
	<ul style="list-style-type: none"> Manage / Update Merchandise Financial Plan
	<ul style="list-style-type: none"> MFP Admin
	<ul style="list-style-type: none"> Administration

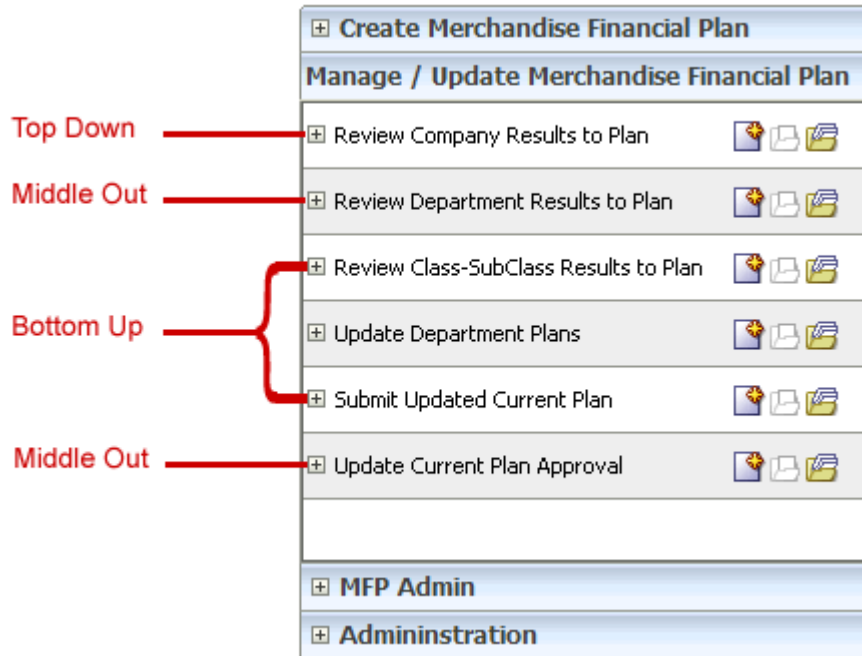
Once the plan period has begun, the process of in-season planning begins. The objective of in-season planning is to identify opportunity and risk for the Original Plan. This is accomplished by comparing the current plan to the original plan.

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



Below are the roles associated with each in-season task.

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

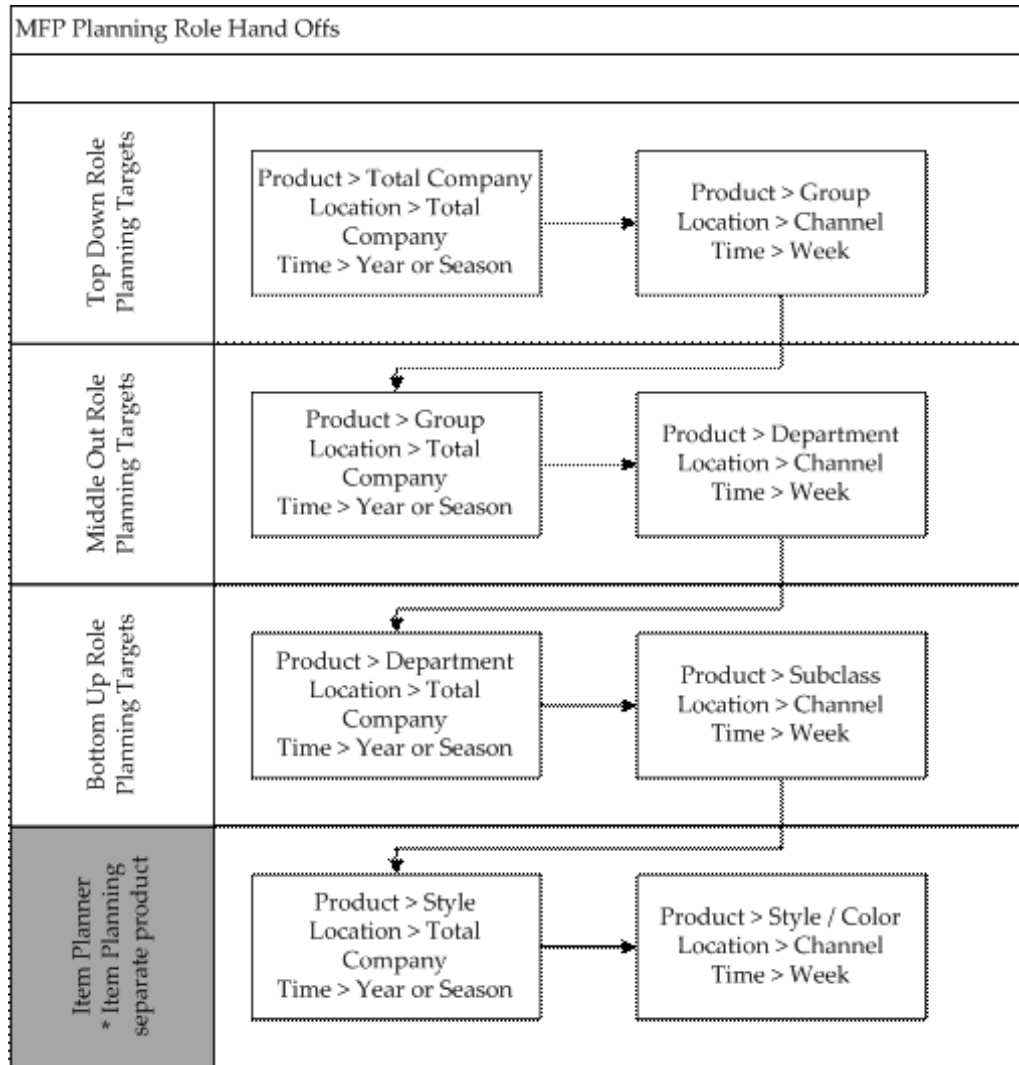


Role Planning Overview

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

The Top Down user passes targets to the Middle Out user, who passes targets to the Bottom Up user. The Bottom Up user's approved plans can be made visible to an item planner using a separate product, Oracle Retail Item Planning.

Figure 1-5 MFP Planning Role Hand Offs Diagram



Merchandise Financial Planning Components and Key Processes

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

Key components include:

- **Workbooks**

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

- **Views**

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

- **View Data**

Used to save, commit, and edit plan data.

- **Planning Roles**

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

- **Plan Versions**

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

- **Plan Reconciliation and Approvals**

Plan reconciliation is a process 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 can approve or reject it.

Workbooks

A MFP 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 views and graphical charts used for planning, viewing, and analyzing business measures. Workbooks organize related planning information and divide levels of user responsibility. This framework allows a user to easily view, create, modify, and store data sets that are common to repeated tasks.

A workbook structure consists of the following elements:

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

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

Data in a workbook can be displayed using both 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.

Views

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

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

Editing View 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 views. The solution's business rules are implemented throughout the views to ensure consistent edit behavior regardless of where (on which view) the edit is performed.

Measure Aggregation and Spreading

Each measure that is used in the MFP solution is assigned a default aggregation and spreading behavior. A measure's aggregation method controls how data is calculated at aggregate levels of the 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 MFP Cost.

Aggregation Methods

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

Table 1–1 Aggregation Methods

Aggregation (Agg) Methods	Result	Types of Measures
Total	Values are summed up the hierarchy dimensions.	Value or unit measures such as sales and receipts.
Recalc	Value is recalculated at aggregate levels based on its rule calculation.	Percentage measures such as Gross Profit %, 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 first child period's value belonging to the aggregate parent.	Beginning of Period Inventory (BOP).
PET - Period End Total	Value is summed up non-calendar 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 approve/reject picklists.
B_AND	For Boolean types only referring to situations that are either true or false . Value is on or true at an aggregate level if all values within a hierarchy level are on .	Boolean (check box) Submit .

Spread Methods

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

Table 1–2 Spread Methods

Spread Methods	Result	Types of Measures
Proportional	Typically used in conjunction with Total Agg Type. Value is spread proportionally to the child dimensions when a value is entered at an aggregate level.	Value or unit measures such as sales 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.

Overriding Default Spread Methods

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

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

Explanation of Spread Types

This section describes the following spread types.

- Replicate
- Even
- Proportional
- Delta

For each of the spread types, assume the following hierarchy and values.

Table 1–3 Example for Spread Types

	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

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

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

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

Table 1–4 Example for Replicate Method

	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

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

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

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

Table 1–5 Example for Even Method

	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

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

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

Example: Enter **1140p** for Feb/Department1. The value for every intersection of week and class belonging to Feb/Department1 doubles. The percentage contribution of the base cell to the aggregate remains unchanged. See results below.

Table 1–6 Example for Proportional Method

	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

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

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

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

Table 1-7 Example for Delta method

	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 Workbook Data

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

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

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

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

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

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

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 product to which that role will have access when building a plan. The planning role defines the range of planning responsibilities and also controls the measures shown in planning views and those measures' accessibility.

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

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

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

Table 1–8 Range of planning and role relationships

Role	Base Intersection	Range of Planning	Lowest-Level Time Period	Bottom Up Rule	Top Down Rule
Executive (ex)	Group/Week	Company - Group	Week	Manager	None
Manager (mg)	Department/ Week	Group - Department	Week	Planner	Executive
Planner (pl)	Subclass/Week	Department - Subclass	Week	Item Planner	Manager

Plan Versions

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

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

Table 1–9 Plan versions visible to MFP

Plan Version	Planner	Manager	Executive
Working Plan (Wp)	X	X	X
Last Year (Ly)	X	X	X
Target (Tgt) *	X	X	X
Original Plan (Op)	X	X	X
Current Plan (Cp)	X	X	X
Waiting for Approval (Wa)	X	X	

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 can view to his or her own published targets.

The following sections describe each plan version in more detail.

Working Plan (Wp)

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

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 through the **Publish Targets** custom menu button, 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 awaiting approval by the planner's manager in a superior role. The planner submits the 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 preseason 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 can view the Op version measures.

Current Plan (Cp)

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

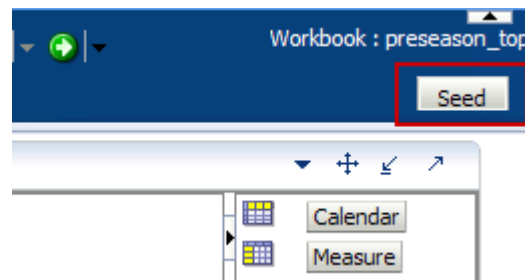
Plan Reconciliation

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

MFP Custom Menu Options

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

Figure 1–6 Custom Menu Button in the RPAS Fusion Client



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

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

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

Seeding the Plan

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

Plan Approval

In MFP, the manager and planner roles participate in the plan approval process.

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

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

Publishing Targets

In MFP, the 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 use the Publish Strategic Targets view to update their target measures with the data in their plan. The data is published to other users when they click the **Publish Targets** custom menu button. Then managers have access to these target values in their workbooks after a refresh or build.

Preseason: Top Down Role

The top down role is usually associated with senior management in the merchandise planning organization. The overall goal of the top down user is to develop a sales plan that achieves a gross profit goal. To do this, the top down user creates strategic targets that meet this goal and provides them to the planning manager (middle out role), who then provides department targets to the merchandise planner (bottom up role).

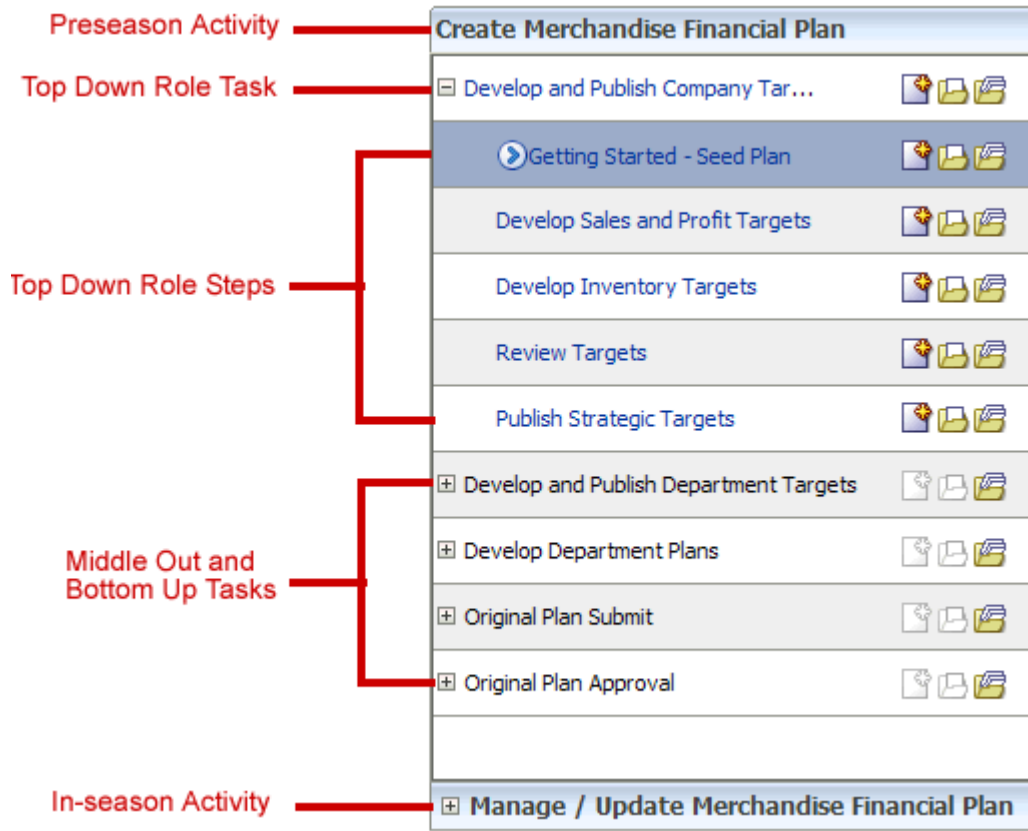
Top down users typically begin planning twelve to eighteen months before the season. This is known as preseason planning. During this time, top down users create the Merchandise Financial Plan for the season or for the entire year.

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

- [Getting Started - Seed Plan](#)
- [Develop Sales and Profit Targets](#)
- [Develop Inventory Targets](#)
- [Review Targets](#)
- [Publish Strategic Targets](#)

These tasks and steps are shown in [Figure 2-1](#).

Figure 2–1 Top Down Role View: Preseason Task and Steps



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

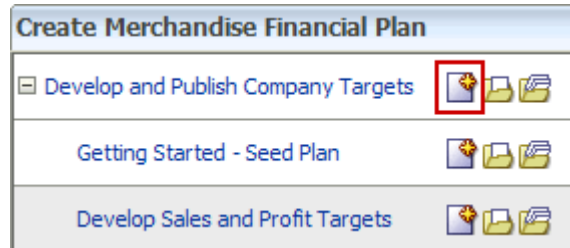
The top down user must complete these five steps to publish the strategic targets to the middle out user. To do this, the top down user must first build the workbook.

Building the Workbook

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

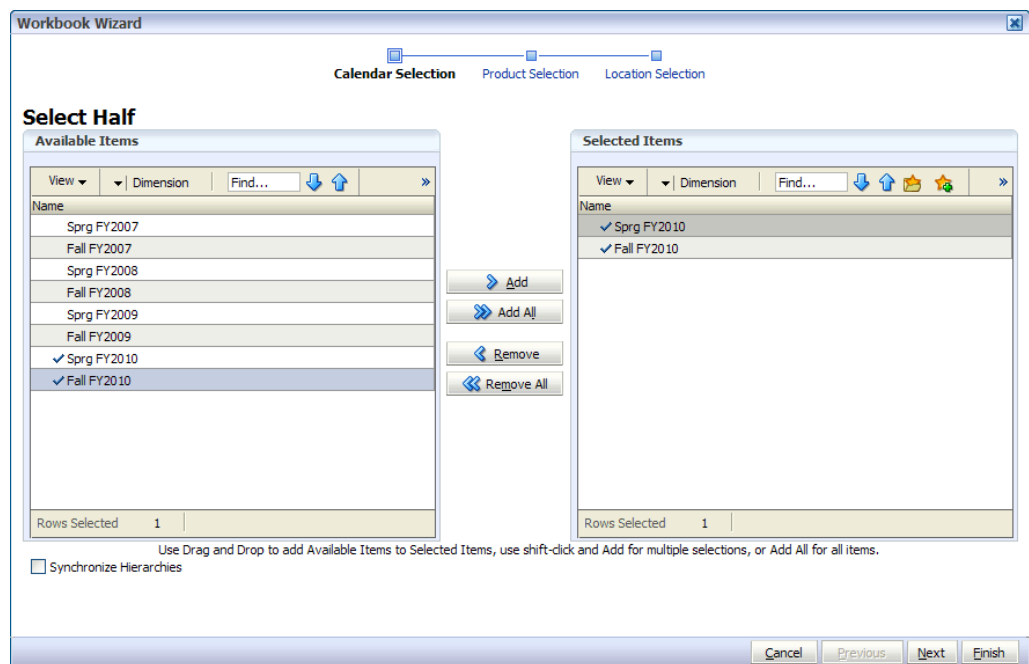
1. Click the **Create New Workbook** icon in the Develop and Publish Company Targets task.

Figure 2–2 Create New Workbook Icon



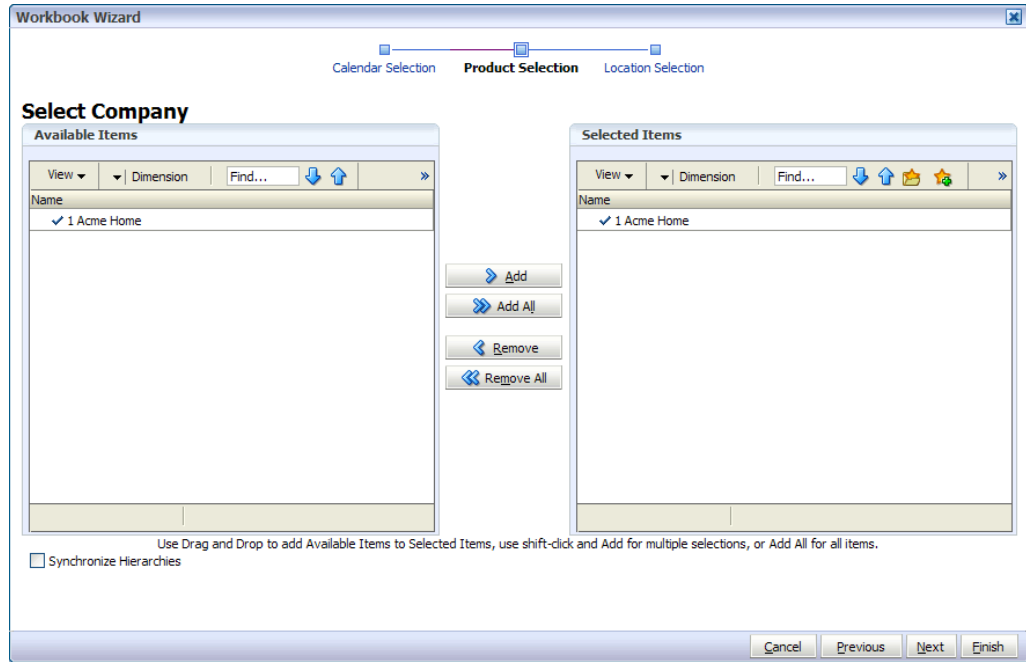
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 2–3 Workbook Wizard: Calendar Selection



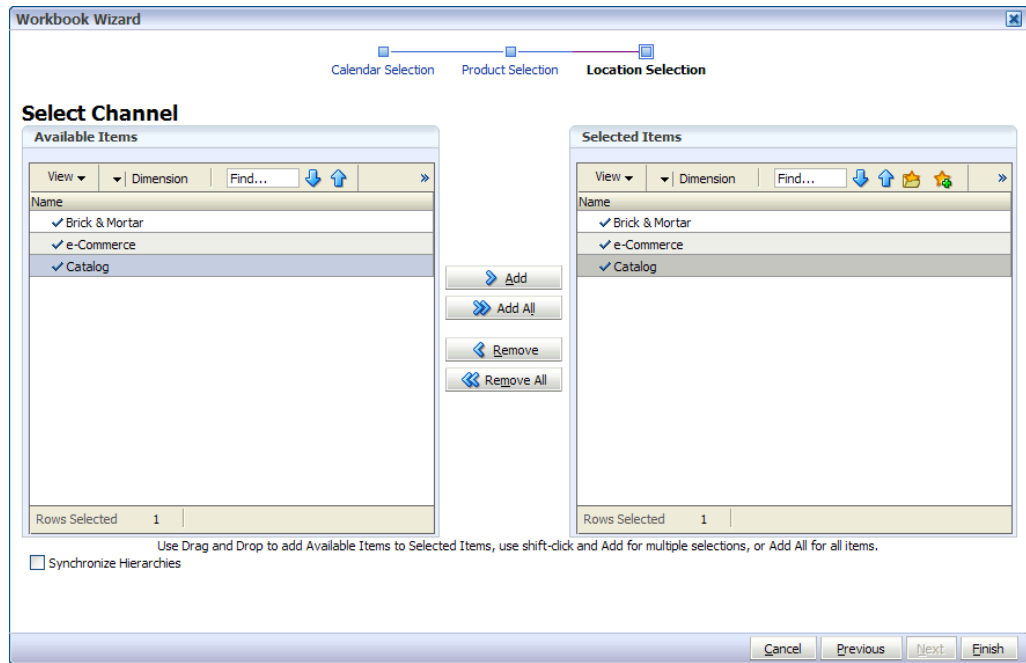
3. The Product Selection step of the workbook wizard appears. Select the company you want to plan and move it to the Selected Items box. Click **Next**.

Figure 2-4 Workbook Wizard: Product Selection



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

Figure 2-5 Workbook Wizard: Location Selection



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

Getting Started - Seed Plan

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

Figure 2–6 Top Down Initialize View: Seed Plan

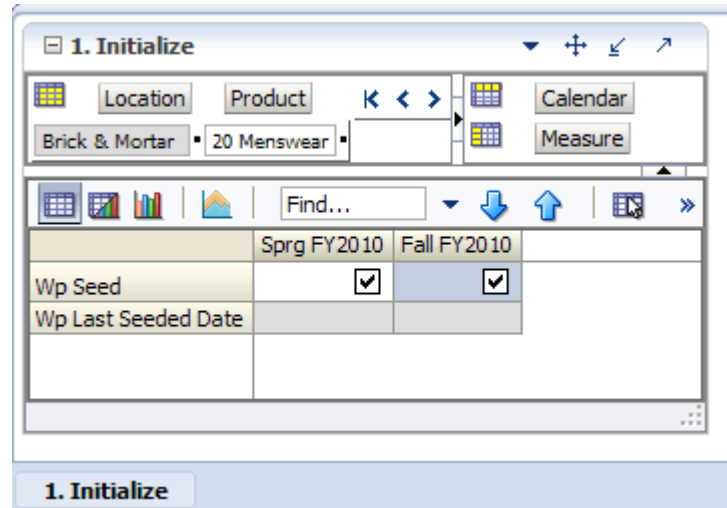


Table 2–1 Top Down Initialize View: Seed Plan Measures

Measure	Description
Wp Seed	Working Plan Seed. Selecting this option enables you to seed the working plan with Last Year's (Ly) data.
Wp Last Seeded Date	The last time the WP Plan was seeded. If the workbook is new, this measure is empty.

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

In the example above, both the spring and fall halves have been selected to be seeded for the Brick & Mortar channel for the 20 Menswear division.

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one half or all halves in the workbook, as shown in [Figure 2–6](#). You can also choose what locations and products to seed.

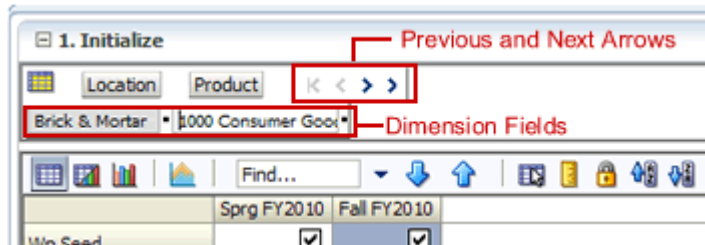
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

As shown in [Figure 2-6](#), only the Brick & Mortar channel and the 20 Menswear division have been selected to be seeded. This means that the other product divisions have not been selected to be seeded yet. To seed the next division in the Product dimension within the Brick & Mortar channel, perform the following steps:

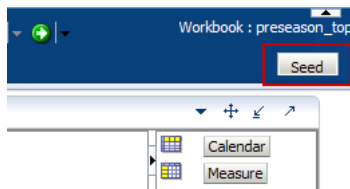
1. Click within the dimension field that you want to change, as shown in [Figure 2-7](#).
2. Click the **Next** or **Previous** arrow, as shown in [Figure 2-7](#).

Figure 2-7 Changing a Dimension Level with Page Arrows



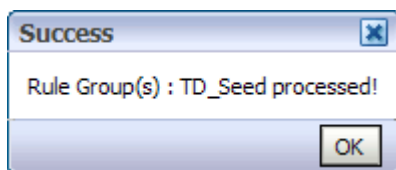
3. The page refreshes and the next division in the Product dimension appears in the page edge. Note that the Wp Seed measure is no longer checked to be seeded.
4. Select the half that you want to seed. Once selected, a check appears in the check box.
5. Click the **Next** arrow to view and seed the next division.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 2-8 Seed Button



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

Figure 2-9 Seeding Success Message



Once you have seeded, the view refreshes and the Wp Last Seeded Date measure contains the date that you last seeded.

Seeding Several Levels At Once

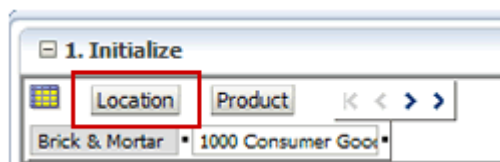
If you want to seed several locations and several products at once, you may want to change the level of the dimensions shown in the page edge.

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

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

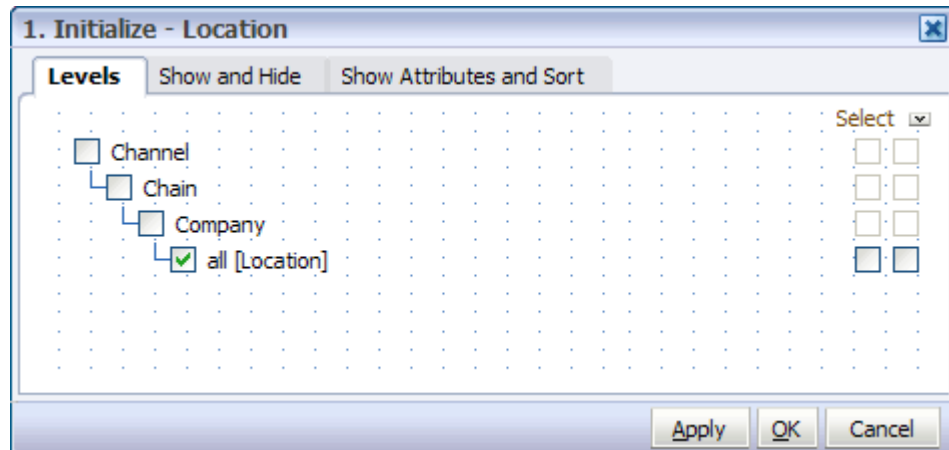
1. Click the dimension tile of the dimension level you would like to change.

Figure 2–10 Location Dimension Tile



2. The dimension window appears. Select the level of the dimension that you want to appear in the page edge. If you want to view a higher level that contains more data, select a level closer to the bottom. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In [Figure 2–11](#), **Channel** was deselected and **all [Location]** was selected instead.

Figure 2–11 Location Dimension Window

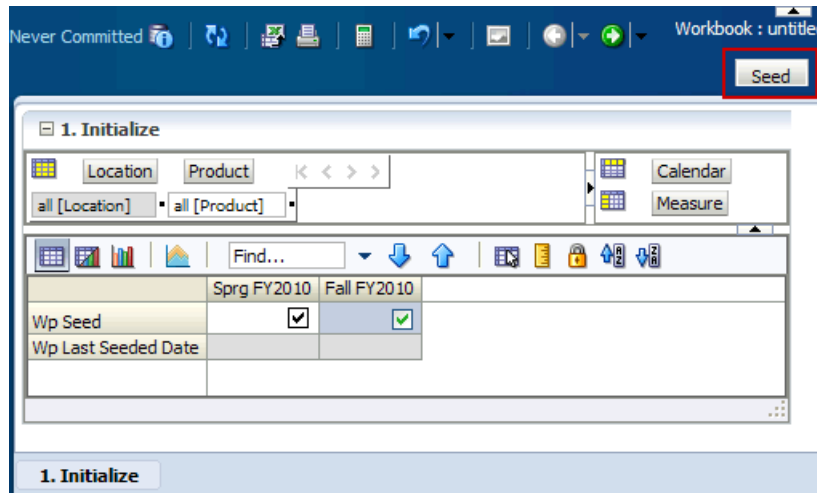


3. Click **OK** when finished.
4. Repeat steps 1 through 3 for other dimensions if desired.
5. Once the dimensions are at the level you want, select the halves that you want to seed.

In [Figure 2–12](#), both the Location and Product dimensions are at **All**, and the halves Sprg FY2010 and Fall FY2010 have been selected.

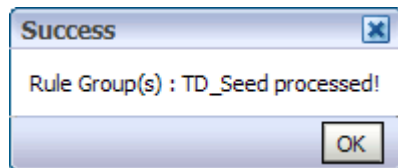
- When you have selected all the data you want to seed, click **Seed** in the top, right corner, as shown in [Figure 2–12](#).

Figure 2–12 Seeding Several Levels at Once



- The view refreshes and the Wp Last Seeded Date measure contains the current date, which is the date you last seeded. A confirmation message appears, stating that the data has been successfully seeded. Click **OK**.

Figure 2–13 Seeding Success Message



After you have seeded the divisions, continue to the next step: [Develop Sales and Profit Targets](#).

Develop Sales and Profit Targets

After you have seeded the divisions, you can develop the sales and profit targets for groups within those divisions. The views used in the Develop Sales and Profit Targets step are the Sales and Profit views. Start with the Sales view first.

Figure 2–14 Developing Sales and Profit Targets - Sales View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Demand Pre-Ssn R	0.00	0.00	0.00	0.00
Wp Sales var Demand Pre-Ssn R %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Ly Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Wp Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Ly Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Wp Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales contrib Prod C %				
Wp Sales contrib Time C %				
Wp Sales AUR	19.86	19.97	18.59	19.78
Ly Sales AUR	19.86	19.97	18.59	19.78
Wp Sales U	2,336	2,162	2,168	2,314
Ly Sales U	2,336	2,162	2,168	2,314
Wp Sales AUC	18.05	18.16	16.90	17.98
Ly Sales AUC	18.05	18.16	16.90	17.98

The Sales view contains several metrics that you can reference when setting your targets. You can use the Ly measures as guidelines for entering data in the corresponding Wp measures. If you seeded, the Wp measures have the same data within them as the corresponding Ly measures.

Table 2–2 Developing Sales and Profit Targets - Sales View Measures

Measure	Description
Wp Demand Pre-Ssn R	Preseason Demand Forecast Measure. This is generated in batch.
Wp Sales var Demand Pre-Ssn R%	Working Plan Sales Variance to Demand Preseason expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Ly Sales R	Last Year Sales Retail Value.
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales C	Working Plan Sales Cost.
Ly Sales C	Last Year Sales Cost.

Table 2–2 Developing Sales and Profit Targets - Sales View Measures

Measure	Description
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit expressed as a rate.
Wp Sales contrib Prod C %	Working Plan Sales Contribution by Product expressed as a rate.
Wp Sales contrib Time C %	Working Plan Sales Contribution by Time expressed as a rate.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Wp Sales U	Working Plan Sales Units.
Ly Sales U	Last Year Sales Units.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Ly Sales AUC	Last Year Sales Average Unit Cost.

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

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

Once you have adjusted the sales plan, continue to the Profit view.

The Profit view contains several metrics that you can reference when setting your targets. You can use the Ly measures as guidelines for entering data in the corresponding Wp measures. If you seeded, the Wp measures have the same data within them as the corresponding Ly measures.

Figure 2–15 Developing Sales and Profit Targets - Profit View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Wp Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp GPROI	0.00	0.00	0.00	0.00
Ly Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Ly Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Ly Gross Profit	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Ly GPROI	0.00	0.00	0.00	0.00
Wp Sales U	2,336	2,162	2,168	2,314
Wp Sales AUR	19.86	19.97	18.59	19.78
Wp Sales AUC	18.05	18.16	16.90	17.98
Wp EOP Inv AUC	18.88	18.86	18.58	18.35
Ly Sales U	2,336	2,162	2,168	2,314
Ly Sales AUR	19.86	19.97	18.59	19.78
Ly Sales AUC	18.05	18.16	16.90	17.98
Ly EOP Inv AUC	18.88	18.86	18.58	18.35

Table 2–3 Developing Sales and Profit Targets - Sales View Measures

Measure	Description
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales C	Working Plan Sales Cost Value.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit expressed as a rate.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Ly Sales R	Last Year Sales Retail.
Ly Sales C	Last Year Sales Cost.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit expressed as a rate.
Ly GPROI	Last Year Gross Profit Return on Investment.
Wp Sales U	Working Plan Sales Units.
Wp Sales AUR	Working Plan Sales Average Unit Retail.

Table 2–3 Developing Sales and Profit Targets - Sales View Measures

Measure	Description
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Wp EOP Inv AUC	Working Plan End of Period Inventory Average Unit Cost.
Ly Sales U	Last Year Sales Units.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly EOP Inv AUC	Last Year End of Period Inventory Average Unit Cost.

Once you have adjusted the sales and profit plan, continue to the next step: [Develop Inventory Targets](#).

Develop Inventory Targets

After you have developed the sales and profit plan by setting the sales and profit targets, you need to develop an inventory plan that can support the sales plan.

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

Develop Inventory Targets Tab

As described above, the first step in developing an inventory plan is to create a value plan. You create the value plan on the Develop Inventory Targets tab using the view called 1. Rec/Inv Value Plan.

Once you have developed the value plan, review the unit plan using the view called 2. Rec/Inv Unit Plan. The unit plan is created by the data you entered in the value plan. If the unit plan is not achievable, you can adjust the unit plan. Or, you can return to the value plan and make adjustments there which will adjust the unit plan.

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

1. Rec/Inv Value Plan View

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

Figure 2–16 Develop Inventory Targets - Rec/Inv Value Plan View

	Sprg FY 2010	2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	142,992.12			
Wp BOS Inv U	13,492			
Wp BOS Inv AUC	10.60			
Wp BOP Inv C	142,992.12	142,992.12	-10,685,407.02	-21,934,152.69
Wp Sales R	1,228,324.00	46,386.00	43,178.00	40,306.00
Wp Sales C	1,116,658.18	42,169.09	39,252.73	36,641.82
Ly Sales C	1,116,658.18	42,169.09	39,252.73	36,641.82
Wp Shrink C	281,016,506.86	10,832,329.69	11,252,959.99	10,541,129.40
Wp Shrink C %	25165.8 %	25687.8 %	28668.0 %	28768.0 %
Wp Receipts C	989,101.82	46,099.64	43,467.04	38,608.72
Ly Receipts C	989,101.82	46,099.64	43,467.04	38,608.72
Wp Misc In C	0.00	0.00	0.00	0.00
Wp Misc Out C	0.00	0.00	0.00	0.00
Wp Devaluation C	0.00	0.00	0.00	0.00
Wp Devaluation C %	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv C	-281,001,071.10	-10,685,407.02	-21,934,152.69	-32,473,315.19
Ly EOP Inv C	-281,001,071.10	-10,685,407.02	-21,934,152.69	-32,473,315.19
Wp Cum Avg Inv C	-141,044,528.76	-5,271,207.45	-10,825,522.53	-16,237,470.70
Ly Cum Avg Inv C	-141,044,528.76	-5,271,207.45	-10,825,522.53	-16,237,470.70
Wp Cum Turn C	-0.01	-0.01	-0.01	-0.01
Ly Cum Turn C	-0.01	-0.01	-0.01	-0.01
Wp Forward Cover C	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00
Wp Sell Thru C %	98.6 %	22.3 %	-0.4 %	-0.2 %
Wp Stock to Sales C ratio	0.13	3.39	-272.22	-598.61
Wp Inventory Adjustments C	0.00	0.00	0.00	0.00

Table 2–4 Develop Inventory Targets - Rec/Inv Value Plan View Measures

Measure	Description
Wp BOS Inv C	Working Plan Beginning of Season Cost Inventory.
Wp BOS Inv U	Working Plan Beginning of Season Inventory Unit.
Wp BOS Inv AUC	Working Plan Beginning of Season Inventory Average Unit Cost.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost Value.

Table 2-4 Develop Inventory Targets - Rec/Inv Value Plan View Measures

Measure	Description
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales C	Working Plan Sales Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink C%	Working Plan Shrink Cost Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Ly Receipts C	Last Year Receipts Cost Value.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Devaluation C	Working Plan Devaluation Cost.
Wp Devaluation C %	Working Plan Devaluation Cost expressed as a rate.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Wp Forward Cover C	Working Plan: The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly Forward Cover C	Last Year: The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wp Sell Thru C%	Working Plan: Percent of total available inventory Cost value sold for a period of time.
Wp Stock to Sales C Ratio	Working Plan Stock to Sales Cost Ratio.
Wp Inventory Adjustments C	Working Plan Inventory Adjustments Cost.

2. Rec/Inv Unit Plan View

This view displays the unit plan that was created by the data you entered in the value plan. The unit plan is essentially the value plan translated into units based on the appropriate average unit cost (AUC).

Review the unit plan and ensure that the metrics are achievable. If you need to make adjustments, you can make them in this view, or you can return to the value plan view and make them there.

Figure 2-17 Develop Inventory Targets - Rec/Inv Unit Plan View

	Sprg FY 2010	2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	142,992.12			
Wp BOS Inv U	13,492			
Wp BOS Inv AUC	10.60			
Wp BOP Inv U	13,492	13,492	-565,872	-1,163,030
Wp Sales U	61,830	2,336	2,162	2,168
Ly Sales U	61,830	2,336	2,162	2,168
Wp Shrink U	15,509,386	580,660	598,556	586,576
Wp Receipts U	85,440	3,632	3,560	3,688
Ly Receipts U	85,440	3,632	3,560	3,688
Wp Misc In U	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp EOP Inv U	-15,472,284	-565,872	-1,163,030	-1,748,086
Ly EOP Inv U	-15,472,284	-565,872	-1,163,030	-1,748,086
Wp Cum Avg Inv U	-7,703,020	-276,190	-571,803	-865,874
Ly Cum Avg Inv U	-7,703,020	-276,190	-571,803	-865,874
Wp Cum Turn U	-0.01	-0.01	-0.01	-0.01
Ly Cum Turn U	-0.01	-0.01	-0.01	-0.01
Wp Sales AUC	18.06	18.05	18.16	16.90
Wp Shrink AUC	18.12	18.66	18.80	17.97
Wp Receipts AUC	11.58	12.69	12.21	10.47
Wp Misc In AUC	0.00	0.00	0.00	0.00
Wp Misc Out AUC	0.00	0.00	0.00	0.00
Wp EOP Inv AUC	18.16	18.88	18.86	18.58
Wp Inventory Adjustments U	0	0	0	0

Table 2-5 Develop Inventory Targets - Rec/Inv Unit Plan View Measures

Measure	Description
Wp BOS Inv C	Working Plan Beginning of Season Cost.
Wp BOS Inv U	Working Plan Beginning of Season Unit.
Wp BOS Inv AUC	Working Plan Beginning of Season Inventory Average Unit Cost.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.

Table 2–5 Develop Inventory Targets - Rec/Inv Unit Plan View Measures

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

Now that you have developed a sales plan and an inventory plan, continue to the [Review Targets](#) step.

Review Targets

At the Review Targets step, you should review all the targets you created in the previous steps.

This step contains two views: 1. Review Plan and All Measures. The Review Plan view displays the targets you have created. All Measures contains all the measures contained in the workbook.

Review Plan

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

If you have already published your targets, and you would like to see them in this view, navigate to the Show and Hide tab of the Measure dialog box and move the TD Tgt measures to the Visible Measures list.

Figure 2–18 Review Targets - Review Plan

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Ly Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Wp Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Ly Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Gross Profit	0.00	0.00	0.00	0.00
Ly Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp BOP Inv C	142,992.12	-10,685,407.02	-21,934,152.69	-32,473,315.19
Ly BOP Inv C	142,992.12	-10,685,407.02	-21,934,152.69	-32,473,315.19
Wp Receipts C	46,099.64	43,467.04	38,608.72	33,689.40
Ly Receipts C	46,099.64	43,467.04	38,608.72	33,689.40
Wp EOP Inv C	-10,685,407.02	-21,934,152.69	-32,473,315.19	-42,795,953.61
Ly EOP Inv C	-10,685,407.02	-21,934,152.69	-32,473,315.19	-42,795,953.61
Wp GPROI	0.00	0.00	0.00	0.00
Ly GPROI	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	-5,271,207.45	-10,825,522.53	-16,237,470.70	-21,549,167.28
Wp Cum Turn C	-0.01	-0.01	-0.01	-0.01
Ly Cum Avg Inv C	-5,271,207.45	-10,825,522.53	-16,237,470.70	-21,549,167.28
Ly Cum Turn C	-0.01	-0.01	-0.01	-0.01
Wp Diary Info				

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

All Measures

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

Figure 2–19 Review Targets - All Measures

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	286,738.19	1,752,906.73	183,076.63	158,588.65

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

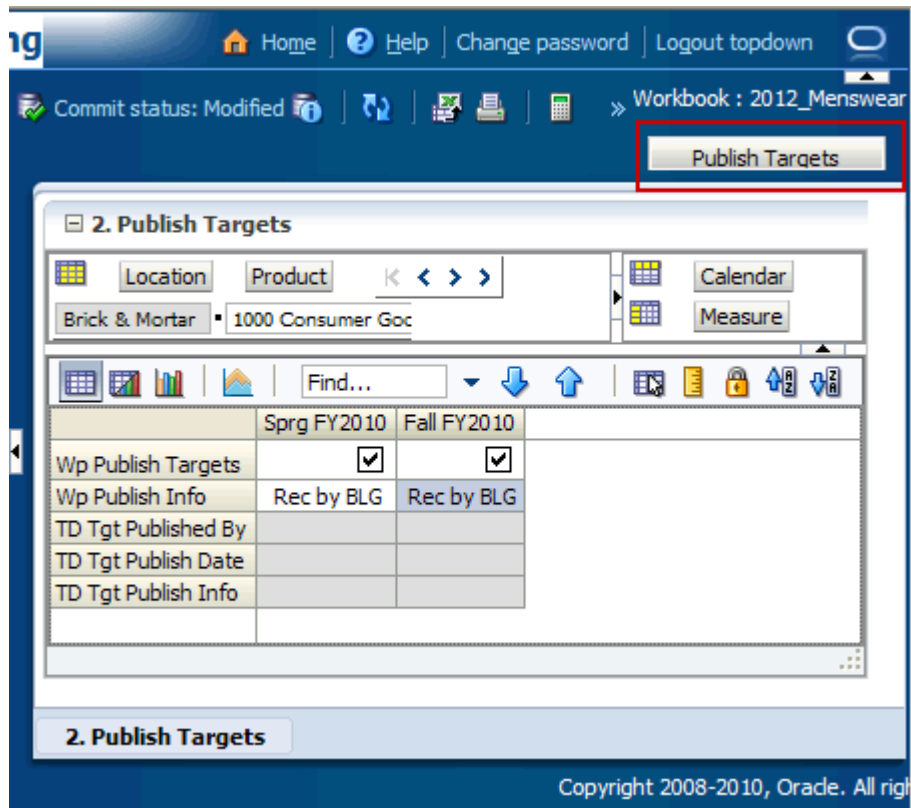
1. Click the Measure dimension tile. The All Measures - Measure window appears.
2. Move the measures you want to see in the view from the Hidden Measures box to the Visible Measures box.
3. When finished, click **OK**.

For more information about hidden and visible measures, see the *RPAS User Guide for the Fusion Client*.

Publish Strategic Targets

Use the Publish Strategic Targets step when you are ready to publish the targets you created. Publishing a target copies the target information to the TD Tgt (Top Down Target) measures in your workbook. To make these targets available to the middle out users, you must commit the workbook. Once you have published and committed the targets to the domain, the targets are passed down to the middle out user.

Figure 2–20 Publish Strategic Targets



Publish Targets

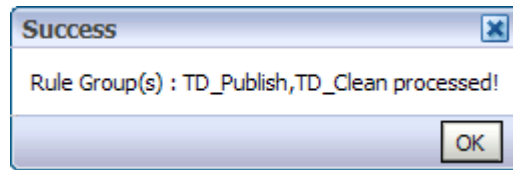
Publishing a target copies your top down Wp measure information to the TD Tgt (Top Down Target) measures in your workbook. These TD Tgt measures are shown in the Review Plan view found in the Review Targets step. These measures initially have zero values. Once the targets are published in this step, those measures are populated with the target information.

To publish the targets, perform the following steps.

1. Select the halves in the Wp Publish Targets measure that you want to publish.
2. If needed, enter relevant information in the Wp Publish Info measure. This is optional.
3. Repeat steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the top, right corner, as highlighted in [Figure 2–20](#).

- A success message appears. Click OK to close it.

Figure 2–21 Success Message - Publish Targets



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

Figure 2–22 Successfully Published Targets

	Sprg FY2010	Fall FY2010
Wp Publish Targets	<input type="checkbox"/>	<input type="checkbox"/>
Wp Publish Info		
TD Tgt Published By	topdown	topdown
TD Tgt Publish Date	12/3/2009	12/3/2009
TD Tgt Publish Info	Rec by BLG	Rec by BLG

Table 2–6 Publish Strategic Targets - Publish Target View Measures

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

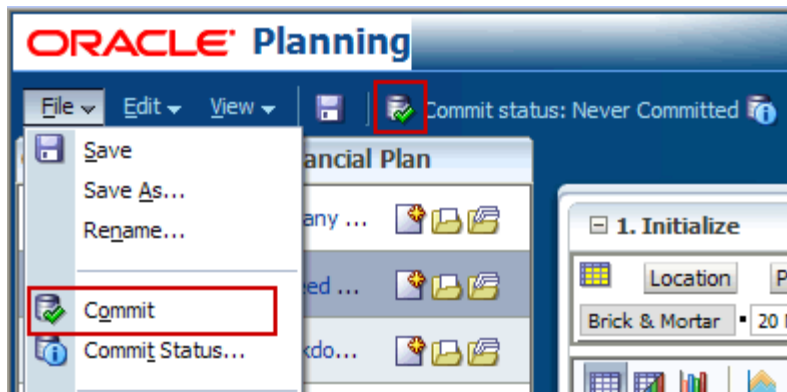
Commit Targets

When you are ready to share your targets with the middle out users, you should commit your workbook to the domain. This shares your targets with others. For more information about committing, see the *RPAS User Guide for the Fusion Client*.

To commit your targets, perform the following steps:

1. Publish your targets using the instructions in [Publish Targets](#).
2. In the workbook that you have published the targets, click **Commit** in the toolbar. Or, from the File menu, select the **Commit** option.

Figure 2–23 Commit a Workbook



Next Steps

Once you have published your targets and committed your workbook, the middle out user can use your group targets to create their department targets. To learn about the middle out user's role, see the [Preseason: Middle Out Role Workbook](#) chapter.

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

Preseason: Middle Out Role Workbook

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

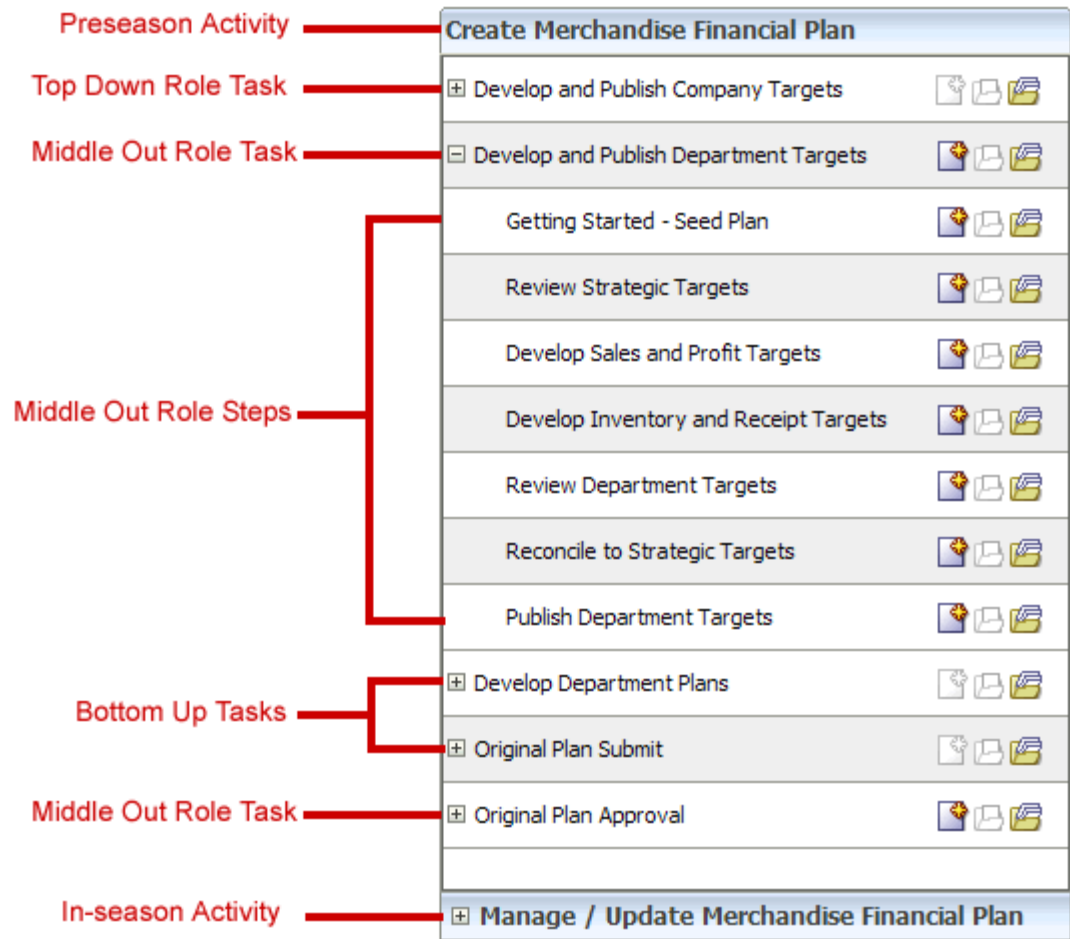
When middle out users open MFP in the RPAS Fusion Client, they are presented with the preseason activity called Create Merchandise Financial Plan. Within this activity, the middle out user owns two tasks. The first task in the list that belongs solely to middle out users is Develop and Publish Department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

- [Getting Started - Seed Plan](#)
- [Review Strategic Targets](#)
- [Develop Sales and Profit Targets](#)
- [Develop Inventory and Receipt Targets](#)
- [Review Department Targets](#)
- [Reconcile to Strategic Targets](#)
- [Publish Department Targets](#)

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

These tasks and steps are shown in [Figure 3-1](#).

Figure 3–1 Middle Out Role View: Preseason Tasks and Steps



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

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

Building the Workbook

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

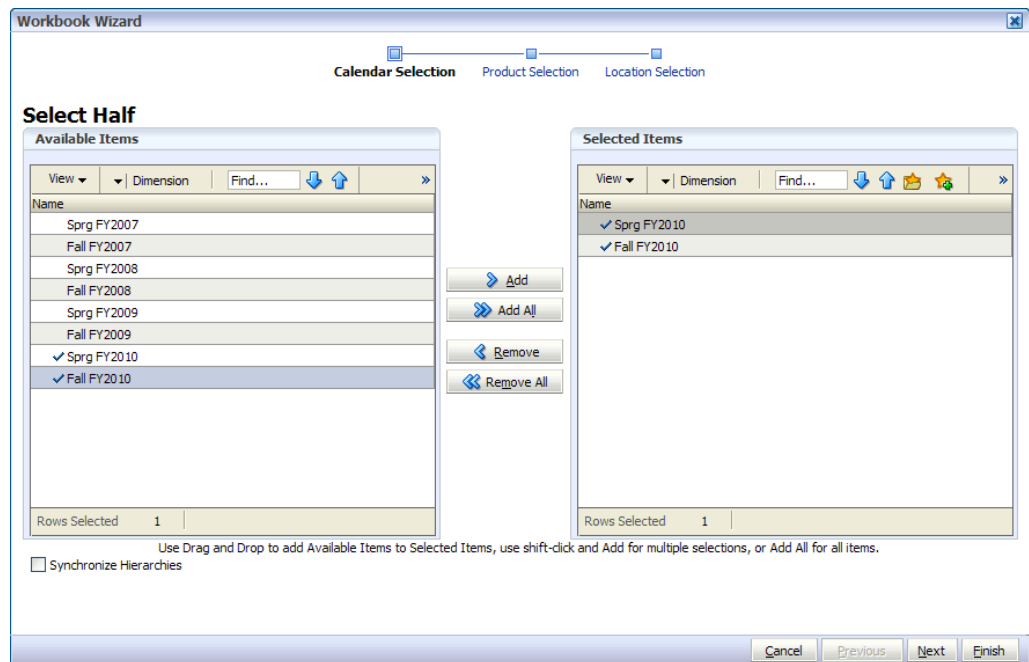
1. Click the **Create New Workbook** icon in the Develop and Publish Department Targets task.

Figure 3–2 Create New Workbook Icon



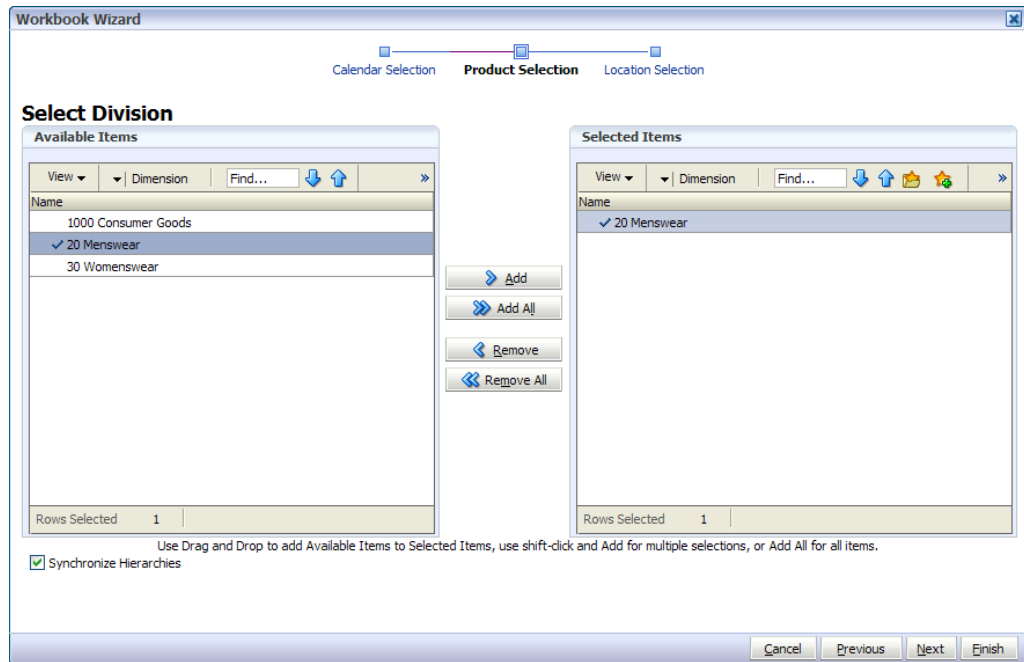
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 3–3 Workbook Wizard: Calendar Selection



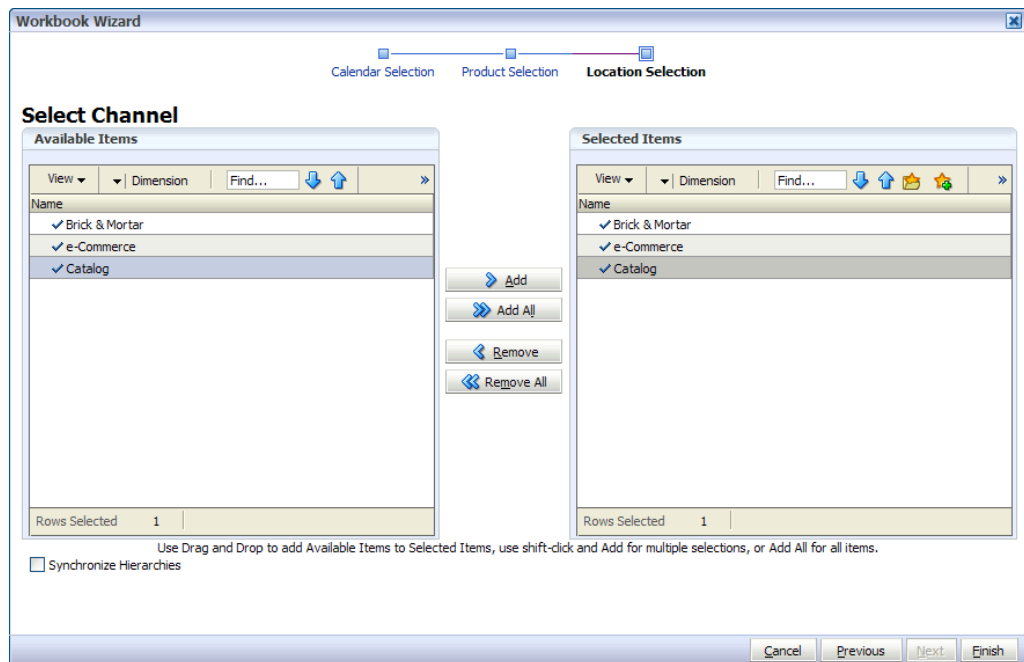
3. The Product Selection step of the workbook wizard appears. Select the division you want to plan and move it to the Selected Items box. Click **Next**.

Figure 3–4 Workbook Wizard: Product Selection



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

Figure 3–5 Workbook Wizard: Location Selection



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

Getting Started - Seed Plan

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

Figure 3–6 Middle Out Initialize View: Seed Plan

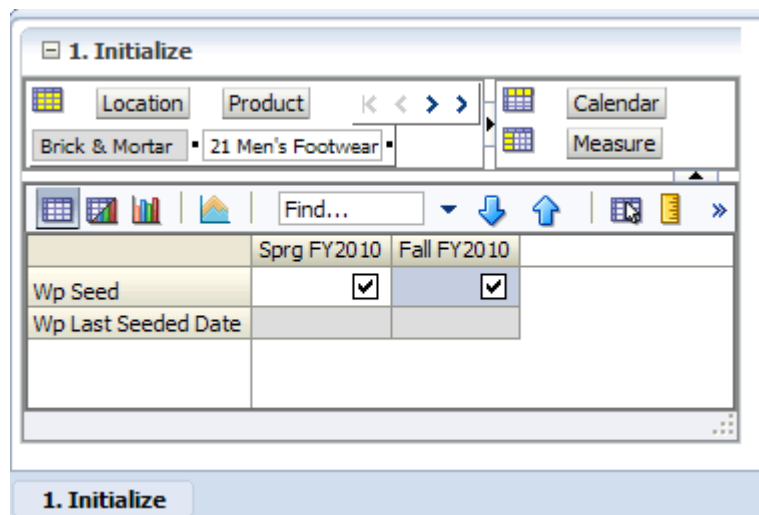


Table 3–1 Middle Out Initialize View: Seed Plan Measures

Measure	Description
Wp Seed	Working Plan Seed. Selecting this option enables you to seed the working plan with Last Year's (Ly) data.
Wp Last Seeded Date	The last time the WP Plan was seeded.

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

In the example above, both the spring and fall halves are seeded for the Brick & Mortar channel for the 21 Men's Footwear group.

Seeding the Plan

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

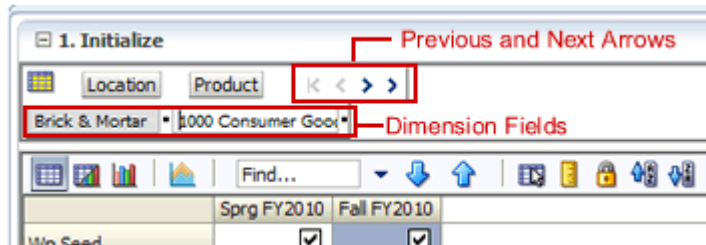
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

As shown in [Figure 3-6](#), only the Brick & Mortar channel and the 21 Men's Footwear group have been selected to be seeded. This means that the other Product groups have not been selected to be seeded yet. To seed the next group in the Product dimension within the Brick & Mortar channel, perform the following steps:

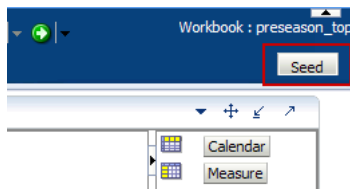
1. Click within the dimension field that you want to change, as shown in [Figure 3-7](#).
2. Click the **Next** or **Previous** arrow, as shown in [Figure 3-7](#).

Figure 3-7 Changing a Dimension Level with Page Arrows



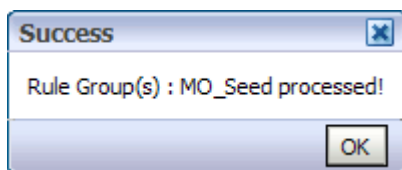
3. The page refreshes and the next group in the Product dimension appears in the page edge. Note that the Wp Seed measure is no longer checked to be seeded.
4. Select the half that you want to seed. Once selected, a check appears in the check box.
5. Click the **Next** arrow to view and seed the next group.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 3-8 Seed Button



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

Figure 3-9 Seeding Success Message



After you have seeded, the view refreshes and the Wp Last Seeded Date measure contains the date that you last seeded.

Seeding Several Levels At Once

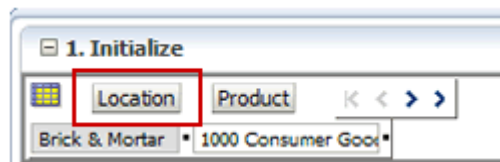
If you want to seed several locations and several products at once, you may want to change the level of the dimensions shown in the page edge.

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

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

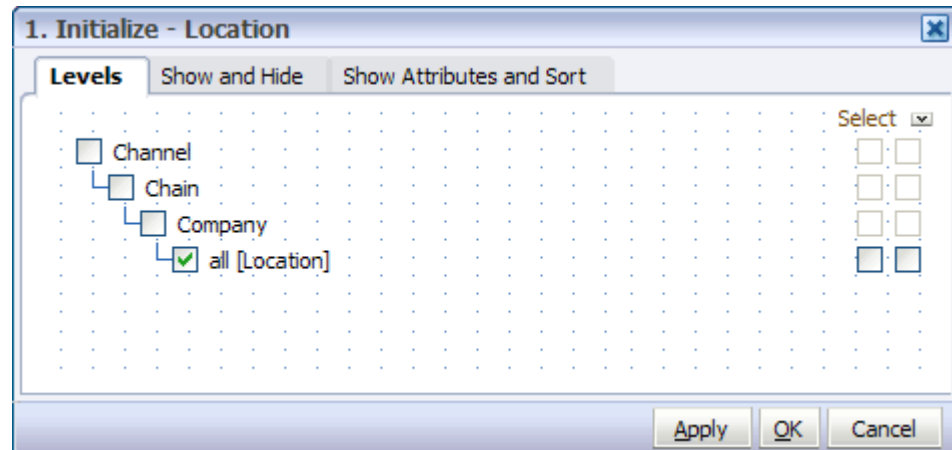
1. Click the dimension tile of the dimension level you would like to change.

Figure 3–10 Location Dimension Tile



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

Figure 3–11 Location Dimension Window

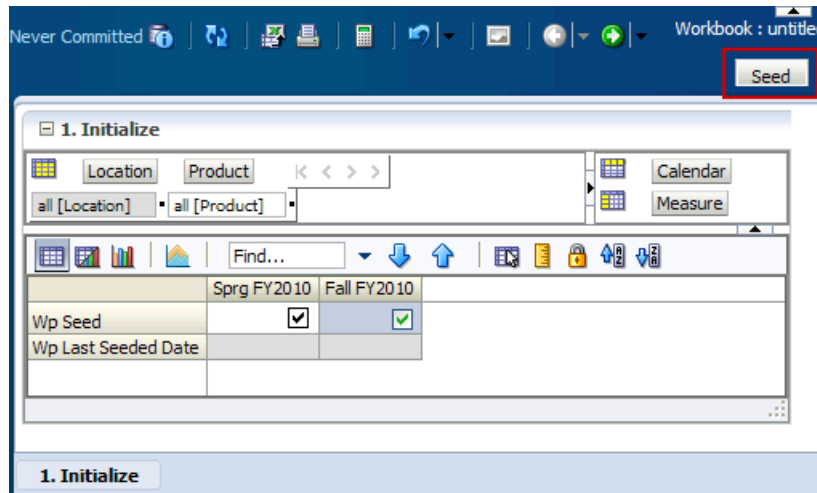


3. Click **OK** when finished.
4. Repeat steps 1 through 3 for other dimensions if desired.
5. Once the dimensions are at the level you want, select the halves that you want to seed.

In [Figure 3–12](#), both the Location and Product dimensions are at **All**, and the halves Sprg FY2010 and Fall FY2010 have been selected.

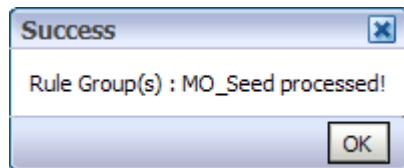
- When you have selected all the data you want to seed, click **Seed** in the top, right corner, as shown in [Figure 3–12](#).

Figure 3–12 Seeding Several Levels at Once



- The view refreshes and the Wp Last Seeded Date measure contains the date the current date, which is the date you last seeded. A confirmation message appears, stating that the data has been successfully seeded. Click **OK**.

Figure 3–13 Seeding Success Message



After you have seeded the divisions, continue to the next step: [Review Strategic Targets](#).

Review Strategic Targets

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

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

Note: The top down targets are at the group level, but the view is at the department level. To see the targets, change the level of the Product dimension from department to group.

Figure 3–14 Review Strategic Targets - Target Overview View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
TD Tgt Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Ly Sales R	46,386.00	43,178.00	40,306.00	45,766.00
TD Tgt Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Ly Sales C	42,169.09	39,252.73	36,641.82	41,605.45
TD Tgt Gross Profit	0.00	0.00	0.00	0.00
TD Tgt Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Gross Profit	-3,514.09	-3,271.06	-3,053.48	-3,467.12
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %
TD Tgt Cum Avg Inv C	-5,271,207.45	-10,825,522.53	-16,237,470.70	-21,549,167.28
Ly Cum Avg Inv C	748,728.41	-1,593,513.73	-3,693,163.69	-5,595,531.71
TD Tgt Cum Turn C	-0.01	-0.01	-0.01	-0.01
Ly Cum Turn C	0.06	-0.05	-0.03	-0.03
TD Tgt GPROI	0.00	0.00	0.00	0.00
Ly GPROI	-0.00	0.00	0.00	0.00
Ly Diary Info				

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

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

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

Table 3–2 Review Strategic Targets - Target Overview View Measures

Measure	Description
TD Tgt Sales R	Top Down Target Sales Retail.
Ly Sales R	Last Year Sales Retail Value.

Table 3–2 (Cont.) Review Strategic Targets - Target Overview View Measures

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

Retrieving Updated Strategic Targets

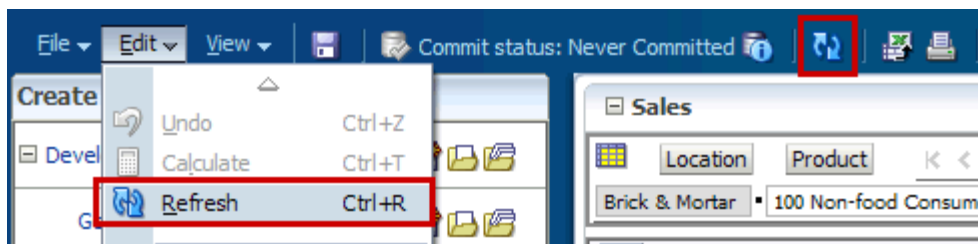
If the top down user updates the strategic targets after you have created your department plans, retrieve those new targets in one of two ways. You can build a new workbook which uses the updated strategic targets from the domain. Or, if you want to bring the new targets into one of your existing workbooks,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

Refresh the Workbook

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

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

Figure 3–15 Refreshing a Workbook



For more information about the refresh option, see the *RPAS User Guide for the Fusion Client*. For information about creating refresh rule groups, see the *RPAS Configuration Tools User Guide*.

Once you have reviewed and compared the top down targets to the last year metrics, continue to the next step: [Develop Sales and Profit Targets](#).

Develop Sales and Profit Targets

After you have seeded the groups and reviewed the top down group targets, you can develop the sales and profit targets for the departments within those groups. The views used in the Develop Sales and Profit Targets step are the Sales and Profit views. Start with the Sales view.

Figure 3–16 Developing Sales and Profit Targets - Sales View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Demand Pre-Ssn R	0.00	0.00	0.00	0.00
Wp Sales var Demand Pre-Ssn R %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R	13,371.00	10,842.00	12,233.00	11,973.00
Ly Sales R	26,742.00	21,684.00	24,466.00	23,946.00
Wp Sales R var Ly %	-50.0 %	-50.0 %	-50.0 %	-50.0 %
Wp Sales C	12,155.45	9,856.36	11,120.91	10,884.55
Ly Sales C	24,310.91	19,712.73	22,241.82	21,769.09
Wp Sales C var Ly %	-50.0 %	-50.0 %	-50.0 %	-50.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Gross Profit	-2,025.91	-1,642.73	-1,853.48	-1,814.09
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %
Wp Sales contrib Prod C %				
Wp Sales contrib Time C %				
Wp Sales AUR	20.17	19.78	20.66	19.34
Ly Sales AUR	20.17	19.78	20.66	19.34
Wp Sales U	663	548	592	619
Ly Sales U	1,326	1,096	1,184	1,238
Wp Sales AUC	18.33	17.99	18.79	17.58
Ly Sales AUC	18.33	17.99	18.79	17.58

The Sales view contains several metrics that you can reference when setting your targets. You can use the Ly measures as guidelines for entering data in the corresponding Wp measures. If you seeded, the Wp measures have the same data within them as the corresponding Ly measures.

Table 3–3 Developing Sales and Profit Targets - Sales View Measures

Measure	Description
Wp Sales Demand Pre-Ssn R	Preseason Demand Forecast Measure. This is generated in batch.
Wp Sales var Demand Pre-Ssn R%	Working Plan Sales Variance to Demand Preseason expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Ly Sales R	Last Year Sales Retail Value.

Table 3–3 (Cont.) Developing Sales and Profit Targets - Sales View Measures

Measure	Description
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales C	Working Plan Sales Cost.
Ly Sales C	Last Year Sales Cost.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit expressed as a rate.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit expressed as a rate.
Wp Sales contrib Prod C %	Working Plan Sales Contribution by Product expressed as a rate.
Wp Sales contrib Time C %	Working Plan Sales Contribution by Time expressed as a rate.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Wp Sales U	Working Plan Sales Units.
Ly Sales U	Last Year Sales Units.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Ly Sales AUC	Last year Sales Average Unit Cost.

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

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

Figure 3–17 Developing Sales and Profit Targets - Profit View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	13,371.00	10,842.00	12,233.00	11,973.00
Wp Sales C	11,547.68	9,363.55	10,564.86	10,340.32
Wp Gross Profit	607.77	492.82	556.05	544.23
Wp Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Wp GPROI	-0.00	-0.00	-0.00	-0.00
Ly Sales R	26,742.00	21,684.00	24,466.00	23,946.00
Ly Sales C	24,310.91	19,712.73	22,241.82	21,769.09
Ly Gross Profit	-2,025.91	-1,642.73	-1,853.48	-1,814.09
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %
Ly GPROI	0.00	0.00	0.00	0.00
Wp Sales U	663	548	592	619
Wp Sales AUR	20.17	19.78	20.66	19.34
Wp Sales AUC	17.42	17.09	17.85	16.70
Wp EOP Inv AUC	12.04	13.07	11.43	10.92
Ly Sales U	1,326	1,096	1,184	1,238
Ly Sales AUR	20.17	19.78	20.66	19.34
Ly Sales AUC	18.33	17.99	18.79	17.58
Ly EOP Inv AUC	12.04	12.91	11.47	11.01

Table 3–4 Developing Sales and Profit Targets - Profit View Measures

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

Table 3–4 (Cont.) Developing Sales and Profit Targets - Profit View Measures

Measure	Description
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly EOP Inv AUC	Last year Sales Average Unit Cost.

After you have adjusted the sales and profit plan, continue to the next step: [Develop Inventory and Receipt Targets](#).

Develop Inventory and Receipt Targets

After you have developed the sales plan by setting the sales and profit targets, develop an inventory plan that can support the sales plan.

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

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

1. Rec/Inv Value Plan View

As described above, the first step in developing an inventory plan is to create a value plan. You create the value plan using the 1. Rec/Inv Value Plan view.

Like the Sales view, the Rec/Inv Value Plan view contains several Ly metrics that you can reference when setting your targets. There are also additional measures you can use to adjust your inventory targets. Note that the adjustments you made to the Wp Sales C measure in the Develop Sales and Profit step are visible in this view if you have calculated.

Figure 3–18 *Develop Inventory and Receipts Targets - Rec/Inv Value Plan View*

	Sprng FY2010	2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	53,100.00			
Wp BOS Inv U	3,019			
Wp BOS Inv AUC	17.59			
Wp BOP Inv C	53,100.00	53,100.00	-974,614.49	-2,212,427.74
Wp Sales R	346,458.00	13,371.00	10,842.00	12,233.00
Wp Sales C	312,760.95	11,547.68	9,363.55	10,564.86
Ly Sales C	629,923.64	24,310.91	19,712.73	22,241.82
Wp Shrink C	78,036,819.51	2,943,341.96	2,934,432.01	2,854,399.40
Wp Shrink C %	24950.9 %	25488.6 %	31338.9 %	27017.9 %
Wp Receipts C	49,125,103.52	1,927,175.15	1,705,982.30	2,068,749.14
Ly Receipts C	98,250,207.04	3,854,350.31	3,411,964.59	4,137,498.28
Wp Misc In C	0.00	0.00	0.00	0.00
Wp Misc Out C	0.00	0.00	0.00	0.00
Wp Devaluation C	0.00	0.00	0.00	0.00
Wp Devaluation C %	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv C	-29,171,376.94	-974,614.49	-2,212,427.74	-3,008,642.87
Ly EOP Inv C	-59,539,929.45	-2,260,269.99	-5,045,769.72	-6,939,775.16
Wp Cum Avg Inv C	-14,141,461.70	-460,757.24	-1,044,647.41	-1,535,646.28
Ly Cum Avg Inv C	-29,371,422.75	-1,077,034.99	-2,399,946.57	-3,534,903.72
Wp Cum Turn C	-0.02	-0.03	-0.02	-0.02
Ly Cum Turn C	-0.02	-0.02	-0.02	-0.02
Wp Forward Cover C	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00
Wp Sell Thru C %	0.6 %	0.6 %	1.3 %	-7.4 %
Wp Stock to Sales C ratio	0.17	4.60	-104.09	-209.41
Wp Inventory Adjustments C	0.00	0.00	0.00	0.00

Table 3–5 *Develop Inventory and Receipt Targets - Rec/Inv Value Plan View Measures*

Measure	Description
Wp BOS Inv C	Working Plan Beginning of Season Inventory Cost.
Wp BOS Inv U	Working Plan Beginning of Season Inventory Unit.

Table 3–5 (Cont.) Develop Inventory and Receipt Targets - Rec/Inv Value Plan View

Measure	Description
Wp BOS Inv AUC	Working Plan Beginning of Season Inventory Average Unit Cost.
Wp BOP Inv C	Working Beginning of Period Inventory Cost.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales C	Working Plan Sales Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink C %	Working Plan Shrink Cost Rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Ly Receipts C	Last Year Receipts Cost Value.
Wp Misc In C	Working Plan miscellaneous In Cost.
Wp Misc Out C	Working Plan miscellaneous Out Cost.
Wp Devaluation C	Working Plan Devaluation Cost.
Wp Devaluation C %	Working Plan Devaluation Cost %.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Wp Forward Cover C	Working Plan: The number of future periods' Sales Cost that the current End of Period Inventory will cover.
Ly Forward Cover C	Last Year: The number of future periods' Sales Cost that the current End of Period Inventory will cover.
Wp Sell Thru C%	Working Plan Percent of total available inventory Cost value sold for a period of time.
Wp Stock to Sales C Ratio	Working Plan Stock to Sales Cost Ratio.
Wp Inventory Adjustments C	Working Plan Inventory Adjustments Cost.

2. Rec/Inv Unit Plan View

After you have developed the value plan, review the unit plan using the 2. Rec/Inv Unit Plan view.

This view displays the unit plan that was created by the data you entered in the value plan. The unit plan is essentially the value plan translated into units based on the appropriate average unit cost (AUC).

Review the unit plan and ensure that the metrics are achievable. If you need to make adjustments, you can make them in this view, or you can return to the value plan view and make them there.

Figure 3–19 *Develop Inventory and Receipt Targets - Rec/Inv Unit Plan View*

	Sprg FY2010	2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	53,100.00			
Wp BOS Inv U	3,019			
Wp BOS Inv AUC	17.59			
Wp BOP Inv U	3,019	3,019	-80,951	-169,266
Wp Sales U	16,996	663	548	592
Ly Sales U	33,992	1,326	1,096	1,184
Wp Shrink U	6,743,592	246,033	250,881	248,210
Wp Receipts U	4,298,209	162,726	163,114	154,745
Ly Receipts U	8,596,418	325,452	326,228	309,490
Wp Misc In U	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp EOP Inv U	-2,459,360	-80,951	-169,266	-263,323
Ly EOP Inv U	-5,021,755	-187,801	-390,838	-605,080
Wp Cum Turn U	-0.01	-0.02	-0.01	-0.01
Ly Cum Turn U	-0.01	-0.01	-0.01	-0.01
Wp Cum Avg Inv U	-1,224,833	-38,966	-82,399	-127,630
Ly Cum Avg Inv U	-2,543,238	-90,881	-190,867	-294,420
Wp Sales AUC	18.40	17.42	17.09	17.85
Wp Shrink AUC	11.57	11.96	11.70	11.50
Wp Receipts AUC	11.43	11.84	10.46	13.37
Wp Misc In AUC	0.00	0.00	0.00	0.00
Wp Misc Out AUC	0.00	0.00	0.00	0.00
Wp EOP Inv AUC	11.86	12.04	13.07	11.43
Wp Inventory Adjustments U	0	0	0	0

Table 3–6 *Develop Inventory and Receipts Targets - Rec/Inv Unit Plan View Measures*

Measure	Description
Wp BOS Inv C	Working Plan Beginning of Season Inventory Cost.
Wp BOS Inv U	Working Plan Beginning of Season Inventory Unit.
Wp BOS Inv AUC	Working Plan Beginning of Season Inventory Average Unit Cost.

Table 3–6 (Cont.) Develop Inventory and Receipts Targets - Rec/Inv Unit Plan View

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

After you have determined that the value and unit plans you created are achievable, continue to the [Review Department Targets](#) step.

Review Department Targets

At the Review Targets step, review all of the targets that you have created using the previous steps.

This step contains two views: 1. Review Plan and All Measures. The Review Plan view displays the targets you have created. All Measures contains all the measures contained in the workbook.

Review Plan

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

Figure 3–20 Review Targets - Review Plan

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	23,193.00	21,589.00	20,153.00	22,883.00
Ly Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Wp Sales C	20,476.77	19,133.55	17,764.86	20,258.50
Ly Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Wp Gross Profit	607.77	492.82	556.05	544.23
Wp Gross Profit %	2.9 %	2.5 %	3.0 %	2.6 %
Ly Gross Profit	-3,514.09	-3,271.06	-3,053.48	-3,467.12
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %
Wp BOP Inv C	2,620,997.00	779,251.92	-1,580,541.90	-3,286,812.08
Ly BOP Inv C	2,745,994.00	-1,248,537.18	-6,277,998.02	-9,992,113.57
Wp Receipts C	3,438,900.92	3,131,356.54	3,413,369.12	3,573,114.06
Ly Receipts C	6,877,801.84	6,262,713.09	6,826,738.24	7,146,228.13
Wp EOP Inv C	779,251.92	-1,580,541.90	-3,286,812.08	-4,755,914.10
Ly EOP Inv C	-1,248,537.18	-6,277,998.02	-9,992,113.57	-13,205,003.77
Wp GPROI	0.00	0.00	-0.00	-0.00
Ly GPROI	-0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	1,700,124.46	606,569.01	-366,776.26	-1,244,603.83
Wp Cum Turn C	0.01	0.07	-0.16	-0.06
Ly Cum Avg Inv C	748,728.41	-1,593,513.73	-3,693,163.69	-5,595,531.71
Ly Cum Turn C	0.06	-0.05	-0.03	-0.03
Wp Diary Info				

If you are satisfied with the plan you have created, continue to the [Reconcile to Strategic Targets](#) step.

All Measures

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

Figure 3–21 Review Targets - All Measures

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	286,738.19	1,752,906.73	183,076.63	158,588.65

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

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

For more information about hidden and visible measures, see the *RPAS User Guide for the Fusion Client*.

Reconcile to Strategic Targets

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

The Reconcile Targets view includes your working plan (Wp) measures that as well as the top down target (TD Tgt) measures. If you need to alter your targets shown in this view, return to the step where you created them and edit them there.

Figure 3–22 Reconcile to Strategic Targets - Reconcile Targets

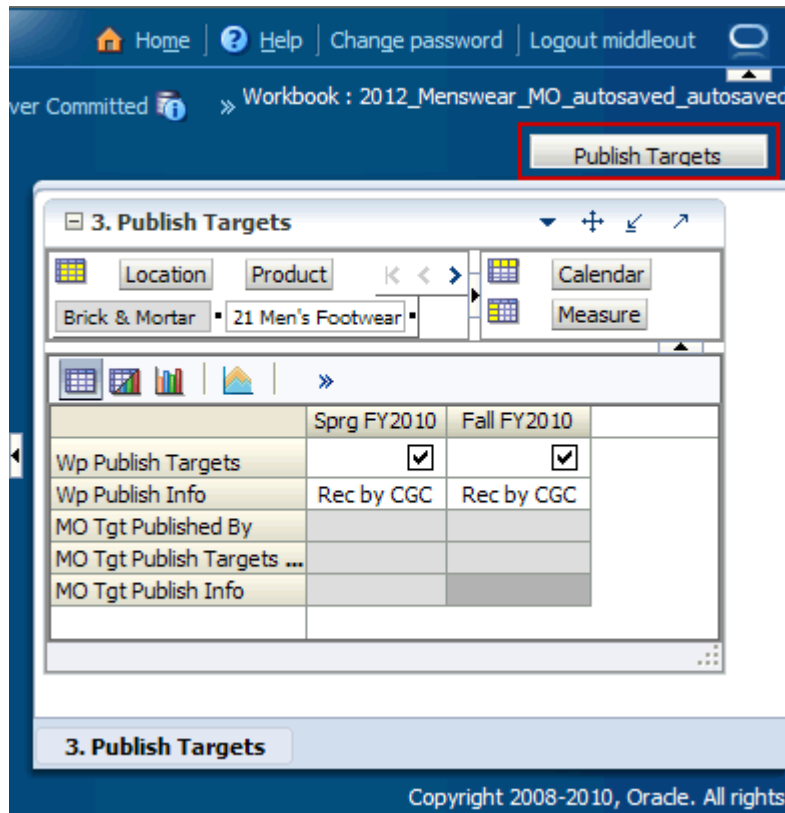
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	23,193.00	21,589.00	20,153.00	22,883.00
TD Tgt Sales R	46,386.00	43,178.00	40,306.00	45,766.00
Wp Sales C	20,476.77	19,133.55	17,764.86	20,258.50
TD Tgt Sales C	42,169.09	39,252.73	36,641.82	41,605.45
Wp Gross Profit	607.77	492.82	556.05	544.23
Wp Gross Profit %	2.9 %	2.5 %	3.0 %	2.6 %
TD Tgt Gross Profit	0.00	0.00	0.00	0.00
TD Tgt Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp BOP Inv C	2,620,997.00	779,251.92	-1,580,541.90	-3,286,812.08
TD Tgt BOP Inv C	142,992.12	-10,685,407.02	-21,934,152.69	-32,473,315.19
Wp Receipts C	3,438,900.92	3,131,356.54	3,413,369.12	3,573,114.06
TD Tgt Receipts C	46,099.64	43,467.04	38,608.72	33,689.40
Wp EOP Inv C	779,251.92	-1,580,541.90	-3,286,812.08	-4,755,914.10
TD Tgt EOP Inv C	-10,685,407.02	-21,934,152.69	-32,473,315.19	-42,795,953.61
Wp GPROI	0.0 %	0.1 %	-0.2 %	-0.0 %
TD Tgt GPROI	0.0 %	0.0 %	0.0 %	0.0 %
Wp Cum Avg Inv C	1,700,124.46	606,569.01	-366,776.26	-1,244,603.83
Wp Cum Turn C	0.01	0.07	-0.16	-0.06
TD Tgt Cum Avg Inv C	-5,271,207.45	-10,825,522.53	-16,237,470.70	-21,549,167.28
TD Tgt Cum Turn C	-0.01	-0.01	-0.01	-0.01
Wp Diary Info				

Once you are satisfied that the plan you created sufficiently meets the top down targets, proceed to the final middle out role step: [Publish Department Targets](#).

Publish Department Targets

Use the Publish Department Targets step when you are ready to publish the targets you created. Publishing targets copies the target information to the middle out target measures (MO Tgt) in your workbook. To make these targets available to the bottom up users, you must commit the workbook. After you have published and committed the targets to the domain, the targets are passed down to the bottom up user.

Figure 3–23 Publish Department Targets



Publish Targets

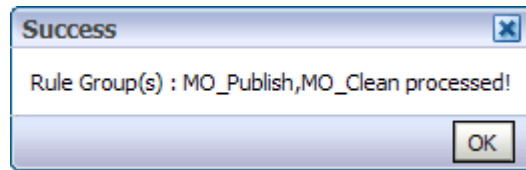
Publishing a target copies your middle out Wp measure information to the MO Tgt measures in your workbook.

To publish the targets, perform the following steps.

1. Select the halves in the Wp Publish Targets measure that you want to publish.
2. If needed, enter relevant information in the Wp Publish Info measure. This is optional.
3. Repeat steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the top, right corner, as highlighted in [Figure 3–23](#).

- A success message appears. Click OK to close it.

Figure 3–24 Success Message - Publish Targets



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

Figure 3–25 Successfully Published Targets

	Sprg FY2010	Fall FY2010
Wp Publish Targets	<input type="checkbox"/>	<input type="checkbox"/>
Wp Publish Info		
MO Tgt Published By	middleout	middleout
MO Tgt Publish Targets ...	12/4/2009	12/4/2009
MO Tgt Publish Info	Rec by CGC	Rec by CGC

Table 3–7 Publish Targets - Publish Target View Measures

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

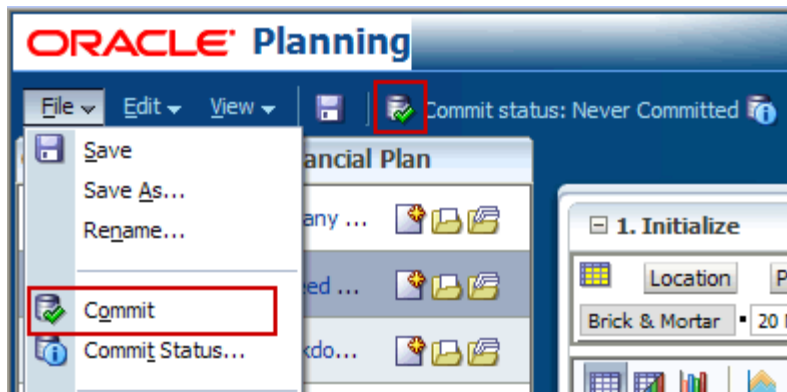
Commit Targets

When you are ready to share your targets with the bottom up users, commit your workbook to the domain. This shares your targets with others. For more information about committing, see the *RPAS User Guide for the Fusion Client*.

To commit your targets, perform the following steps:

1. Publish your targets using the instructions in [Publish Targets](#).
2. In the workbook that you have published the targets, click **Commit** in the toolbar. Or, from the File menu, select the **Commit** option.

Figure 3–26 Commit a Workbook



Next Steps

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

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

Preseason: Bottom Up Role Workbook

The bottom up role is usually associated with the merchandise planner in the merchandise planning organization. The bottom up user receives department targets from the middle out user. The bottom up user references those targets when creating the class and subclass targets. Once the bottom up user has created these targets, the user submits them to the middle out user for approval.

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

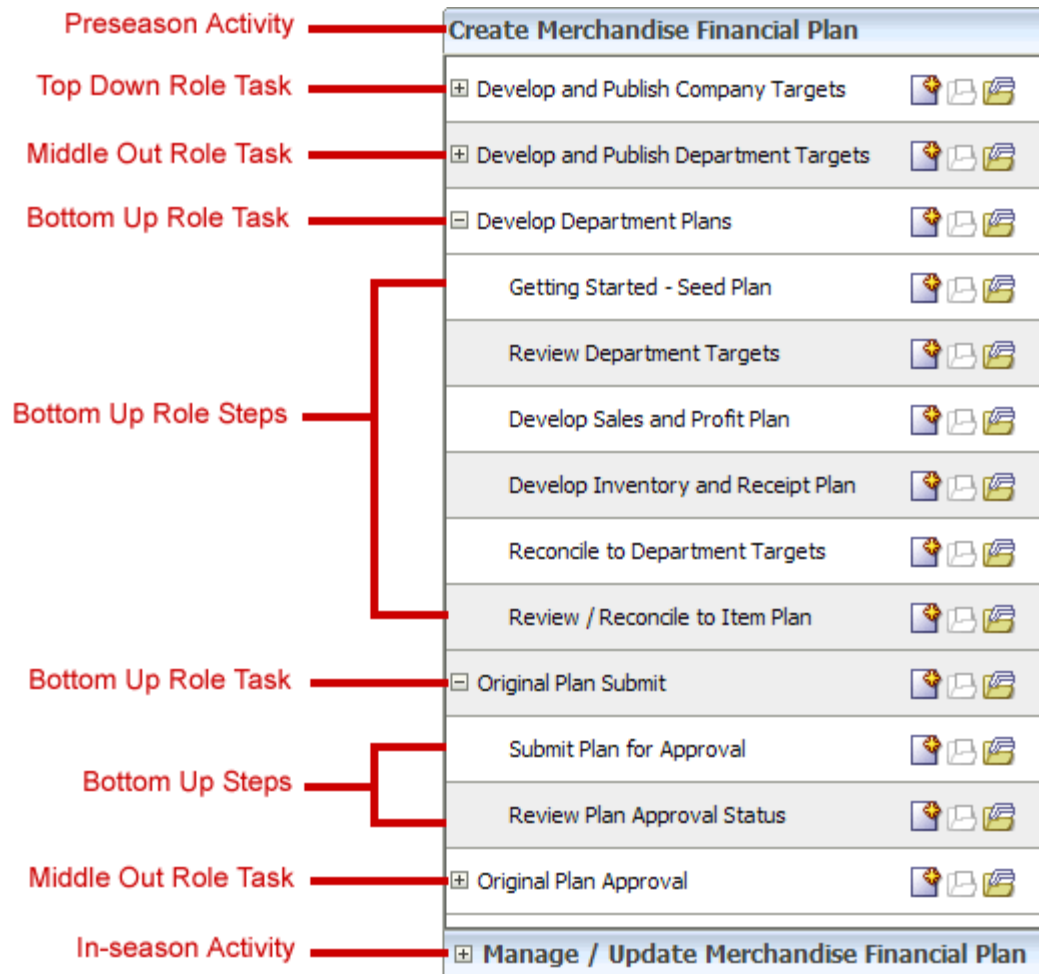
- [Getting Started - Seed Plan](#)
- [Review Department Targets](#)
- [Develop Sales and Profit Plan](#)
- [Develop Inventory and Receipt Plan](#)
- [Reconcile to Department Targets](#)
- [Review/Reconcile to Item Plan](#)

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

- Submit Plan for Approval
- Review Plan Approval Status

These tasks and steps are shown in [Figure 4-1](#).

Figure 4–1 Bottom Up Role View: Preseason Tasks and Steps



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

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

Building the Workbook

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

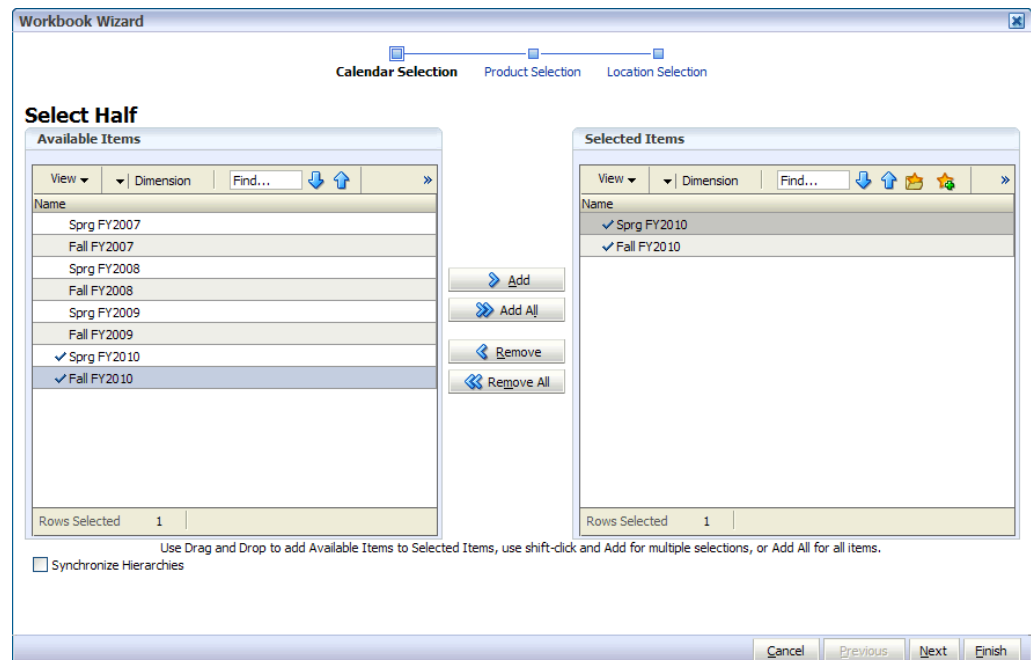
1. Click the **Create New Workbook** icon in the Develop Department Plans task.

Figure 4–2 Create New Workbook Icon



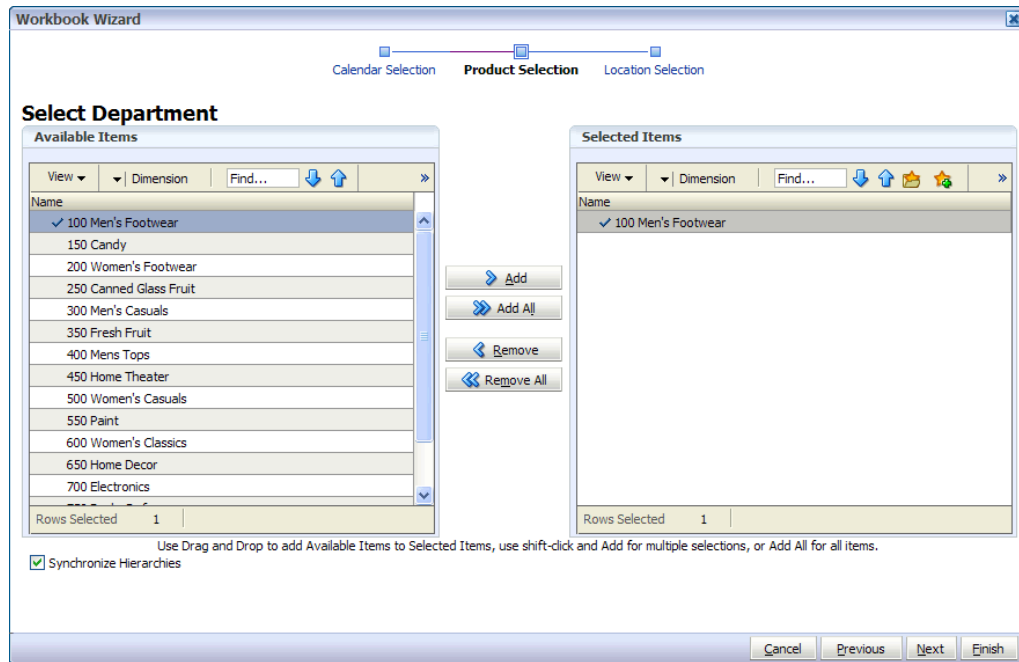
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 4–3 Workbook Wizard: Calendar Selection



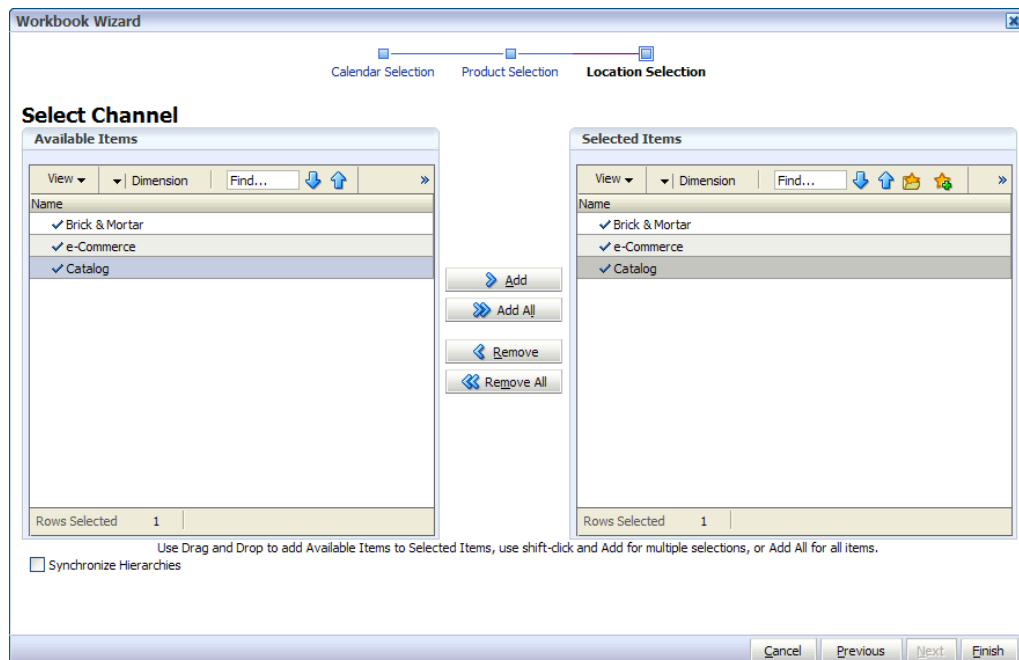
3. The Product Selection step of the workbook wizard appears. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 4–4 Workbook Wizard: Product Selection



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

Figure 4–5 Workbook Wizard: Location Selection



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

Getting Started - Seed Plan

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

Figure 4–6 Bottom Up Initialize View: Seed Plan

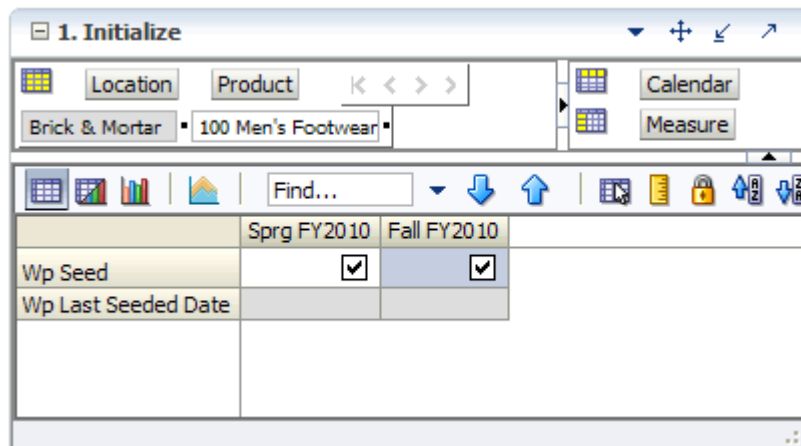


Table 4–1 Bottom Up Initialize View: Seed Plan Measures

Measure	Description
Wp Seed	Working Plan Seed. Selecting this option enables you to seed the working plan with Last Year's (Ly) data.
Wp Last Seeded Date	The last time the WP Plan was seeded.

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

In the example above, both the spring and fall halves have been selected to be seeded for the Brick & Mortar channel for the 100 Men's Footwear department.

Seeding the Plan

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

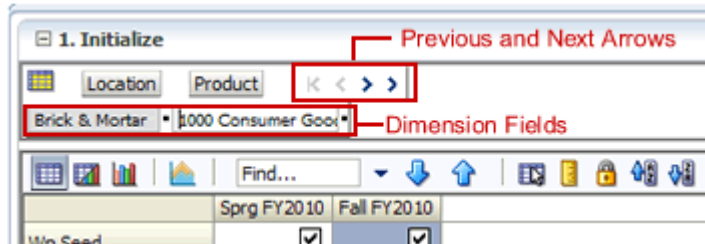
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

As shown in [Figure 4-6](#), only the Brick & Mortar channel and the 100 Men's Footwear department have been selected to be seeded. This means that the other Product departments have not been selected to be seeded yet. To seed the next department in the Product dimension within the Brick & Mortar channel, perform the following steps:

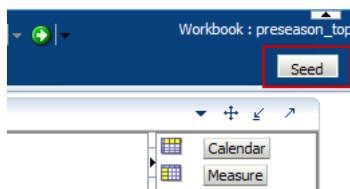
1. Click within the dimension field that you want to change, as shown in [Figure 4-7](#).
2. Click the **Next** or **Previous** arrow, as shown in [Figure 4-7](#).

Figure 4-7 Changing a Dimension Level with Page Arrows



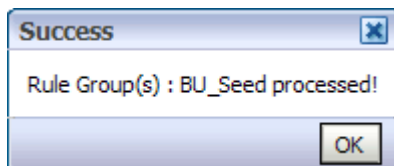
3. The page refreshes and the next department in the Product dimension appears in the page edge. Note that the Wp Seed measure is no longer checked to be seeded.
4. Select the half that you want to seed. Once selected, a check appears in the check box.
5. Click the **Next** arrow to view and seed the next department.
6. When you have selected all the data you want to seed, click **Seed** in the top, right corner.

Figure 4-8 Seed Button



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

Figure 4-9 Seeding Success Message



After you have seeded, the view refreshes and the Wp Last Seeded Date measure contains the date that you last seeded.

Seeding Several Levels At Once

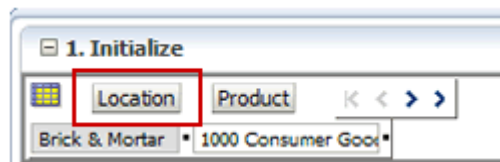
If you want to seed several locations and several products at once, you may want to change the level of the dimensions shown in the page edge.

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

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

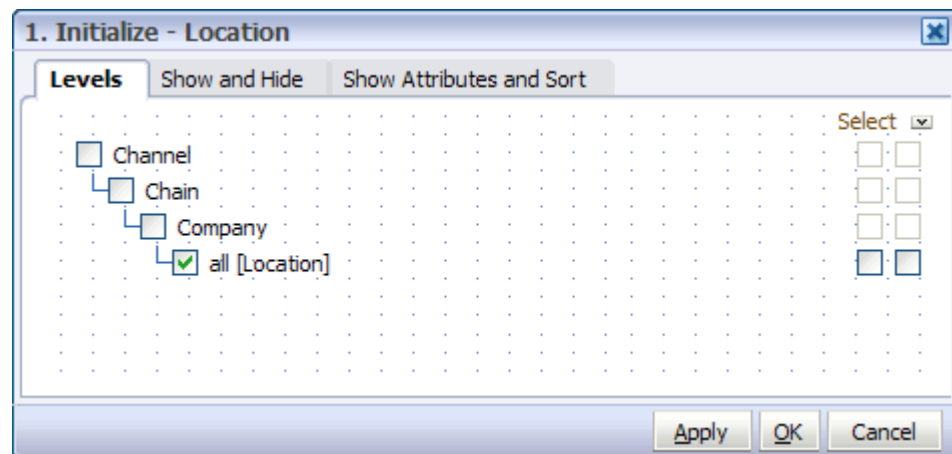
1. Click the dimension tile of the dimension level you would like to change.

Figure 4–10 Location Dimension Tile



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

Figure 4–11 Location Dimension Window

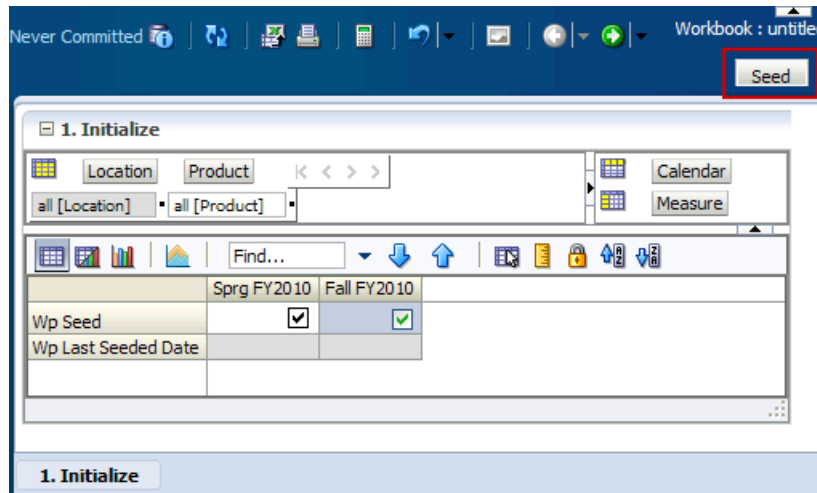


3. Click **OK** when finished.
4. Repeat steps 1 through 3 for other dimensions if desired.
5. Once the dimensions are at the level you want, select the halves that you want to seed.

In [Figure 4–12](#), both the Location and Product dimensions are at **All**, and the halves Sprg FY2010 and Fall FY2010 have been selected.

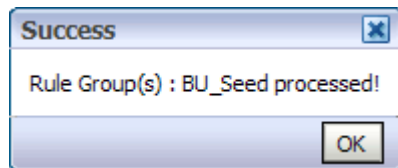
- When you have selected all the data you want to seed, click **Seed** in the top, right corner, as shown in [Figure 4-12](#).

Figure 4-12 Seeding Several Levels at Once



- The view refreshes and the Wp Last Seeded Date measure contains the date the current date, which is the date you last seeded. A confirmation message appears, stating that the data has been successfully seeded. Click **OK**.

Figure 4-13 Seeding Success Message



After you have seeded, continue to the next step: [Review Department Targets](#).

Review Department Targets

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

Figure 4–14 Review Department Targets - Target Overview View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
MO Tgt Sales R	16,835.64	21,103.50	22,493.08	21,827.50
Ly Sales R	16,138.00	20,229.00	21,561.00	20,923.00
MO Tgt Sales C	15,152.08	18,993.15	20,243.77	19,644.75
Ly Sales C	14,670.91	18,390.00	19,600.91	19,020.91
MO Tgt Gross Profit	153.05	191.85	204.48	198.43
MO Tgt Gross Profit %	1.0 %	1.0 %	1.0 %	1.0 %
Ly Gross Profit	-1,222.58	-1,532.50	-1,633.41	-1,585.08
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %
MO Tgt Cum Avg Inv C	-1,202,259.79	-2,336,556.56	-3,441,177.44	-4,498,183.60
Ly Cum Avg Inv C	3,785,425.81	3,186,952.14	2,268,084.40	974,796.03
MO Tgt Cum Turn C	-0.01	-0.01	-0.02	-0.02
Ly Cum Turn C	0.00	0.01	0.02	0.07
MO Tgt GPROI	-0.00	-0.00	-0.00	-0.00
Ly GPROI	-0.00	-0.00	-0.00	-0.00
Ly Diary Info				

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

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

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

Table 4–2 Review Department Targets - Target Overview View Measures

Measure	Description
MO Tgt Sales R	Middle Out Target Sales Retail.
Ly Sales R	Last Year Sales Retail Value.
MO Tgt Sales C	Middle Out Target Sales Cost.
Ly Sales C	Last Year Cost.
MO Tgt Gross Profit	Middle Out Target Gross Profit.
MO Tgt Gross Profit %	Middle Out Target Gross Profit Rate.

Table 4–2 (Cont.) Review Department Targets - Target Overview View Measures

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

Retrieving Updated Department Targets

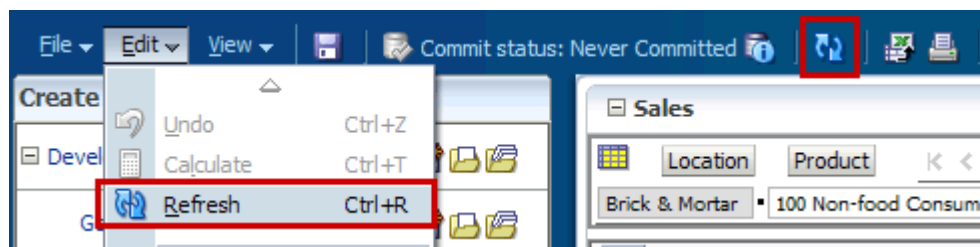
If the middle out user updates the department targets after you have created your class and subclass plans, retrieve those new targets in one of two ways. You can build a new workbook which uses the updated department targets from the domain. Or, if you want to bring the new targets into one of your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

Refresh the Workbook

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

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

Figure 4–15 Refreshing a Workbook



For more information about the refresh option, see the *RPAS User Guide for the Fusion Client*. For information about creating refresh rule groups, see the *RPAS Configuration Tools User Guide*.

One you have reviewed and compared the middle out targets to the last year metrics, continue to the next step: [Develop Sales and Profit Plan](#).

Develop Sales and Profit Plan

After you have seeded the groups and reviewed the middle out department targets, you can develop the sales and profit targets for the classes and subclasses within those departments. The views used in the Develop Sales and Profit Targets step are the Sales and Profit view. Start with the Sales view.

Figure 4–16 Developing Sales and Profit Plan - Sales View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Demand Pre-Ssn R	0.00	0.00	0.00	0.00
Wp Sales var Demand Pre-Ssn R %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
Ly Sales R	1,093.00	2,885.00	2,692.00	2,874.00
Wp Sales R var Ly %	16.6 %	16.6 %	16.6 %	16.6 %
Wp Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Ly Sales C	993.64	2,622.73	2,447.27	2,612.73
Wp Sales C var Ly %	10.8 %	10.8 %	10.8 %	10.8 %
Wp Gross Profit	57.93	152.91	142.68	152.32
Wp Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Ly Gross Profit	-82.80	-218.56	-203.94	-217.73
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %
Wp Sales contrib Prod C %				
Wp Sales contrib Time C %				
Wp Sales AUR	0.24	0.82	0.76	7.41
Ly Sales AUR	0.24	0.82	0.76	7.41
Wp Sales U	5,281	4,108	4,108	452
Ly Sales U	4,529	3,523	3,523	388
Wp Sales AUC	0.21	0.71	0.66	6.40
Ly Sales AUC	0.22	0.74	0.69	6.73

The Sales view contains several metrics that you can reference when setting your targets. You can use the Ly measures as guidelines for entering data in the corresponding Wp measures. If you seeded, the Wp measures have the same data within them as the corresponding Ly measures.

Table 4–3 Developing Sales and Profit Plan - Sales View Measures

Measure	Description
Wp Sales Demand Pre-Ssn R	Preseason Demand Forecast Measure. This is generated in batch.
Wp Sales var Demand Pre-Ssn R%	Working Plan Sales Variance to Demand Preseason expressed as a rate.
Wp Sales R	Working Plan Sales Retail Value.
Ly Sales R	Last Year Sales Retail Value.

Table 4–3 (Cont.) Developing Sales and Profit Plan - Sales View Measures

Measure	Description
Wp Sales R var Ly %	Working Plan Sales Retail variance to Last Year expressed as a rate.
Wp Sales C	Working Plan Sales Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp Sales C var Ly %	Working Plan Sales Cost variance to Last Year expressed as a rate.
Wp Gross Profit	Working Plan Gross Profit.
Wp Gross Profit %	Working Plan Gross Profit expressed as a rate.
Ly Gross Profit	Last Year Gross Profit.
Ly Gross Profit %	Last Year Gross Profit expressed as a percentage.
Wp Sales Contrib Prod C %	Working Plan Sales Contribution by Product expressed as a rate.
Wp Sales contrib Time C %	Working Plan Sales Contribution by Time expressed as a rate.
Wp Sales AUR	Working Plan Sales Average Unit Retail.
Ly Sales AUR	Last Year Sales Average Unit Retail.
Wp Sales U	Working Plan Sales Units.
Ly Sales U	Last Year Sales Units.
Wp Sales AUC	Working Plan Sales Average Unit Cost.
Ly Sales AUC	Last Year Sales Average Unit Cost.

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

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

Figure 4–17 Developing Sales and Profit Plan - Profit View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010	3/13/2010
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12	4,000.00
Wp Sales C	1,100.66	2,905.22	2,710.87	2,894.15	4,000.00
Wp Gross Profit	57.93	152.91	142.68	152.32	0.00
Wp Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %	0.0 %
Wp GPROI	0.00	0.00	0.00	0.00	0.00
Ly Sales R	1,093.00	2,885.00	2,692.00	2,874.00	4,000.00
Ly Sales C	993.64	2,622.73	2,447.27	2,612.73	3,000.00
Ly Gross Profit	-82.80	-218.56	-203.94	-217.73	0.00
Ly Gross Profit %	-9.1 %	-9.1 %	-9.1 %	-9.1 %	0.0 %
Ly GPROI	-0.00	-0.00	-0.00	-0.00	0.00
Wp Sales U	5,281	4,108	4,108	452	0.00
Wp Sales AUR	0.24	0.82	0.76	7.41	0.00
Wp Sales AUC	0.21	0.71	0.66	6.40	0.00
Wp EOP Inv AUC	-72.99	-27.90	-19.13	-12.28	0.00
Ly Sales U	4,529	3,523	3,523	388	0.00
Ly Sales AUR	0.24	0.82	0.76	7.41	0.00
Ly Sales AUC	0.22	0.74	0.69	6.73	0.00
Ly EOP Inv AUC	-86.43	-32.80	-22.72	-14.93	0.00

Table 4–4 Developing Sales and Profit Plan - Profit View Measures

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

Table 4–4 (Cont.) Developing Sales and Profit Plan - Profit View Measures

Measure	Description
Ly Sales AUR	Last Year Sales Average Unit Retail.
Ly Sales AUC	Last Year Sales Average Unit Cost.
Ly EOP Inv AUC	Last Year End of Period Inventory Average Unit Cost.

After you have adjusted the sales and profit plan, continue to the next step: [Reconcile to Department Targets](#).

Develop Inventory and Receipt Plan

After you have developed the sales plan by setting the sales and profit targets, develop an inventory plan that can support the sales plan.

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

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

1. Rec/Inv Value Plan Worksheet

As described above, the first step in developing an inventory plan is to create a value plan using the 1. Rec/Inv Value Plan worksheet.

Like the Sales worksheet, the Rec/Inv Value Plan worksheet contains several Ly metrics that you can reference when setting your targets. There are also additional measures for adjusting your inventory targets. Note that the adjustments you made to the Wp Sales C measure in the Develop Sales and Profit step are visible in this worksheet if you have calculated.

Figure 4-18 *Develop Inventory and Receipts Plan - Rec/Inv Value Plan Worksheet*

	Sprg FY2010	2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	266,000.00			
Wp BOS Inv U	12,667			
Wp BOS Inv AUC	21.00			
Wp BOP Inv C	266,000.00	266,000.00	-858,148.83	-1,947,816.45
Wp Sales R	170,183.00	5,273.00	4,891.00	7,369.00
Wp Sales C	154,711.82	4,793.64	4,446.36	6,699.09
Ly Sales C	309,423.64	9,587.27	8,892.73	13,398.18
Wp Shrink C	41,390,886.39	1,578,636.94	1,522,170.60	1,555,406.91
Wp Shrink C %	26753.5 %	32931.9 %	34234.1 %	23218.2 %
Wp Receipts C	10,679,218.59	459,281.75	436,949.35	146,062.51
Ly Receipts C	21,358,437.18	918,563.50	873,898.70	292,125.03
Wp Misc In C	0.00	0.00	0.00	0.00
Wp Misc Out C	0.00	0.00	0.00	0.00
Wp Devaluation C	0.00	0.00	0.00	0.00
Wp Devaluation C %	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv C	-30,600,379.62	-858,148.83	-1,947,816.45	-3,363,859.94
Ly EOP Inv C	-62,202,625.10	-1,762,498.62	-3,979,141.51	-6,850,100.10
Wp Cum Avg Inv C	-15,182,947.67	-296,074.42	-846,655.09	-1,475,956.30
Ly Cum Avg Inv C	-30,881,413.60	-615,249.31	-1,736,546.71	-3,014,935.06
Wp Cum Turn C	-0.01	-0.02	-0.01	-0.01
Ly Cum Turn C	0.08	0.00	0.01	0.01
Wp Forward Cover C	43.33	325.16	237.01	236.64
Ly Forward Cover C	37.06	319.50	225.44	220.39
Wp Sell Thru C %	0.4 %	0.1 %	0.2 %	0.2 %
Wp Stock to Sales C ratio	6.89	296.37	249.05	231.63
Wp Inventory Adjustme...	0.00	0.00	0.00	0.00

Table 4-5 *Develop Inventory and Receipt Plan - Rec/Inv Value Plan Worksheet Measures*

Measure	Description
Wp BOS Inv C	Working Plan Beginning of Season Cost.

Table 4-5 (Cont.) Develop Inventory and Receipt Plan - Rec/Inv Value Plan Worksheet

Measure	Description
Wp BOS Inv U	Working Plan Beginning of Season Unit.
Wp BOS Inv AUC	Working Plan Beginning of Season Inventory Average Unit Cost.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
Wp Sales R	Working Plan Sales Retail Value.
Wp Sales C	Working Plan Sales Cost Value.
Ly Sales C	Last Year Sales Cost Value.
Wp Shrink C	Working Plan Shrink Cost.
Wp Shrink C %	Working Plan Shrink Cost expressed as a rate.
Wp Receipts C	Working Plan Receipts Cost Value.
Ly Receipts C	Last Year Receipts Cost Value.
Wp Misc In C	Working Plan Miscellaneous In Cost.
Wp Misc Out C	Working Plan Miscellaneous Out Cost.
Wp Devaluation C	Working Plan Devaluation Cost.
Wp Devaluation C %	Working Plan Devaluation Cost expressed as a rate.
Wp EOP Inv C	Working Plan End Of Period Inventory Cost.
Ly EOP Inv C	Last Year End Of Period Inventory Cost.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Ly Cum Avg Inv C	Last Year Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Ly Cum Turn C	Last Year Cumulative Turn Cost.
Wp Forward Cover C	Working Plan: The number of future periods' Cost Sales the current End of Period Inventory will cover.
Ly Forward Cover C	Last Year: The number of future periods' Cost Sales the current End of Period Inventory will cover.
Wp Sell Thru C %	Working Plan Percent of total available inventory Cost value sold for a period of time.
Wp Stock to Sales C Ratio	Working Plan Stock to Sales Cost Ratio.
Wp Inventory Adjustments C	Working Plan Inventory Adjustments Cost.

2. Rec/Inv Unit Plan Worksheet

After you have developed the value plan, review the unit plan using the 2. Rec/Inv Unit Plan worksheet.

This worksheet displays the unit plan that was created by the data you entered in the value plan. The unit plan is essentially the value plan translated into units based on the appropriate average unit cost (AUC).

Review the unit plan and ensure that the metrics are achievable. If you need to make adjustments, you can make them in this worksheet, or you can return to the value plan worksheet and make them there.

Figure 4–19 *Develop Inventory and Receipt Plan - Rec/Inv Unit Plan Worksheet*

	Sprg FY2010	2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	614,880.00			
Wp BOS Inv U	19,965			
Wp BOS Inv AUC	30.80			
Wp BOP Inv C	614,880.00	614,880.00	3,509,056.66	3,424,334.95
Wp BOP Inv U	19,965	19,965	-52,005	-133,408
Wp Sales U	19,240	5,281	4,108	4,108
Ly Sales U	35,741	9,810	7,631	7,631
Wp Shrink U	1,633,165	66,763	77,429	65,216
Wp Receipts U	17,163	74	134	229
Ly Receipts U	34,326	148	268	458
Wp Misc In U	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp EOP Inv U	-1,615,277	-52,005	-133,408	-202,503
Ly EOP Inv U	-2,913,633	-90,415	-237,740	-362,799
Wp Cum Turn U	-0.02	-0.33	-0.17	-0.15
Ly Cum Turn U	-0.02	-0.39	-0.18	-0.15
Wp Cum Avg Inv U	-810,693	-16,020	-55,149	-91,988
Ly Cum Avg Inv U	-1,461,847	-25,242	-96,075	-162,756
Wp Sales AUC	4.98	0.22	0.74	0.69
Wp Shrink AUC	14.44	12.86	13.97	15.17
Wp Receipts AUC	355.73	50725.05	7460.98	4783.00
Wp Misc In AUC	0.00	0.00	0.00	0.00
Wp Misc Out AUC	0.00	0.00	0.00	0.00
Wp EOP Inv AUC	10.50	-67.48	-25.67	-17.42
Wp Inventory Adjustments U	0	0	0	0

Table 4–6 *Develop Inventory and Receipts Plan - Rec/Inv Unit Plan Worksheet Measures*

Measure	Description
Wp BOS Inv C	Working Plan Beginning of Season Cost.

Table 4–6 (Cont.) Develop Inventory and Receipts Plan - Rec/Inv Unit Plan Worksheet

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

After you have determined that the value and unit plans you created are achievable, continue to the [Reconcile to Department Targets](#) step.

Reconcile to Department Targets

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

This step contains two views: 1. Reconcile Targets and All Measures.

The Reconcile Targets view includes your working plan (Wp) measures as well as the middle out target (MO Tgt) measures. If you need to alter your plan shown in this view, return to the step where you created them and edit them there. Note that this view is at the department level of the Product dimension.

Figure 4–20 Reconcile to Department Targets - Reconcile Targets

1. Reconcile Targets					
Location		Product		Calendar	
Brick & Mortar		Women's Footwear		Measure	
	2/13/2010	2/20/2010	2/27/2010	3/6/2010	
MO Tgt Sales R	16,835.64	21,103.50	22,493.08	21,827.50	
Wp Sales R	16,319.45	20,707.94	22,007.90	21,400.12	
Wp Sales R var Tgt %	-3.1 %	-1.9 %	-2.2 %	-2.0 %	
MO Tgt Sales C	15,152.08	18,993.15	20,243.77	19,644.75	
Wp Sales C	14,777.93	18,672.50	19,864.51	19,302.33	
Wp Sales C var Tgt %	-2.5 %	-1.7 %	-1.9 %	-1.7 %	
MO Tgt Gross Profit	153.05	191.85	204.48	198.43	
MO Tgt Gross Profit %	1.0 %	1.0 %	1.0 %	1.0 %	
Wp Gross Profit	57.93	152.91	142.68	152.32	
Wp Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %	
MO Tgt BOP Inv C	119,119.00	-2,523,638.57	-4,605,150.12	-6,755,040.08	-8
Wp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20	-3
MO Tgt Receipts C	2,804,939.92	3,110,134.21	3,171,642.28	3,461,546.16	2
Wp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33	2
Wp Receipts C var Tgt %	120.7 %	-3.1 %	-12.6 %	-49.7 %	
MO Tgt EOP Inv C	-2,523,638.57	-4,605,150.12	-6,755,040.08	-8,726,208.24	-11
Wp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54	-7
Wp EOP Inv C var Tgt %	-270.6 %	-146.2 %	-95.7 %	-55.1 %	
MO Tgt Cum Avg Inv C	-1,202,259.79	-2,336,556.56	-3,441,177.44	-4,498,183.60	-5
Wp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17	
MO Tgt Cum Turn C	-0.01	-0.01	-0.02	-0.02	
Wp Cum Turn C	0.00	0.01	0.02	0.07	
MO Tgt GPROI	-0.00	-0.00	-0.00	-0.00	
Wp GPROI	0.00	0.00	0.00	0.00	
.					
MO Tgt BOP Inv U	5,794	-176,243	-321,579	-499,086	
Wp BOP Inv U	153,878	-303,871	-754,674	-1,194,060	
MO Tgt Sales U	912	1,110	1,105	1,079	
Wp Sales U	13,218	9,868	9,946	5,379	
Wp Sales U var Tgt %	1349.7 %	789.0 %	800.3 %	398.7 %	
MO Tgt Receipts U	282,107	301,958	269,056	295,243	
Wp Receipts U	1,430	1,602	1,347	99,497	
MO Tgt EOP Inv U	-176,243	-321,579	-499,086	-670,357	
Wp EOP Inv U	-303,871	-754,674	-1,194,060	-1,560,769	
Wp EOP Inv U var Tgt %	72.4 %	134.7 %	139.2 %	132.8 %	
MO Tgt Cum Avg Inv U	-85,224	-164,009	-247,778	-332,294	
Wp Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899	
Wp Cum Avg Inv U var Tgt %	-12.0 %	83.9 %	111.8 %	120.3 %	
MO Tgt Cum Turn U	-0.01	-0.01	-0.01	-0.01	
Wp Cum Turn U	-0.18	-0.08	-0.06	-0.05	

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

All Measures

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

Figure 4–21 Review Targets - All Measures

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	286,738.19	1,752,906.73	183,076.63	158,588.65

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

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

For more information about hidden and visible measures, see the *RPAS User Guide for the Fusion Client*.

Review/Reconcile to Item Plan

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

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

You can compare your plan to the Original Plan (Op) item plan or to the Current Plan (Cp) item plan. This step provides a view for each of these.

1. Review Item Plan Op Plan

Use this view to compare your plan to the Original Plan item plan.

Figure 4–22 Review/Reconcile to Item Plan - Review Item Plan Op Plan View

1. Review Item Plan Op Plan				
Location	Product	Calendar		
Brick & Mortar	Ankle	Measure		
	Find...			
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
IP Op Sales R	0.00	0.00	0.00	0.00
Wp Sales R var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	1,100.66	2,905.22	2,710.87	2,894.15
IP Op Sales C	0.00	0.00	0.00	0.00
Wp Sales C var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Gross Profit	57.93	152.91	142.68	152.32
Wp Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
IP Op Gross Profit	0.00	0.00	0.00	0.00
IP Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89
IP Op BOP Inv C	0.00	0.00	0.00	0.00
Wp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
IP Op Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36
IP Op EOP Inv C	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24
IP Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Turn C	0.00	0.00	0.00	0.00
IP Op Cum Turn C	0.00	0.00	0.00	0.00
.				
Wp Sales U	5,281	4,108	4,108	452
IP Op Sales U	0	0	0	0
Wp Sales U var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp BOP Inv U	19,965	-48,667	-126,198	-192,032
IP Op BOP Inv U	0	0	0	0
Wp Receipts U	74	134	229	133
IP Op Receipts U	0	0	0	0
Wp Receipts U var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv U	-48,667	-126,198	-192,032	-247,173
IP Op EOP Inv U	0	0	0	0
Wp EOP Inv C var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Cum Avg Inv U	-14,351	-51,634	-86,733	-118,821
IP Op Cum Avg Inv U	0	0	0	0
Wp Cum Turn U	-0.37	-0.18	-0.16	-0.12
IP Op Cum Turn U	0.00	0.00	0.00	0.00

2. Review Item Plan Cp Plan

Use this view to compare your plan to the Current Plan item plan.

Figure 4–23 Review/Reconcile to Item Plan - Review Item Plan Cp Plan View

2. Review Item Plan Cp Plan				
Location	Product	Calendar		
Brick & Mortar	Ankle	Measure		
	Find...			
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
IP Cp Sales R	0.00	0.00	0.00	0.00
Wp Sales R var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47
IP Cp Sales C	0.00	0.00	0.00	0.00
Wp Sales C var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
IP Cp Gross Profit	0.00	0.00	0.00	0.00
IP Cp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp BOP Inv C	614,880.00	3,509,056.66	3,424,334.95	3,527,219.27
IP Cp BOP Inv C	0.00	0.00	0.00	0.00
Wp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
IP Cp Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv C	3,509,056.66	3,424,334.95	3,527,219.27	2,846,832.33
IP Cp EOP Inv C	0.00	0.00	0.00	0.00
Wp EOP Inv C var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Cum Avg Inv C	2,061,968.33	2,516,090.54	2,768,872.72	2,784,464.64
IP Cp Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Turn C	0.00	0.00	0.00	0.00
IP Cp Cum Turn C	0.00	0.00	0.00	0.00
.				
Wp Sales U	5,281	4,108	4,108	452
IP Cp Sales U	0	0	0	0
Wp Sales U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp BOP Inv U	19,965	-52,005	-133,408	-202,503
IP Cp BOP Inv U	0	0	0	0
Wp Receipts U	74	134	229	133
IP Cp Receipts U	0	0	0	0
Wp Receipts U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv U	-52,005	-133,408	-202,503	-260,529
IP Cp EOP Inv U	0	0	0	0
Wp EOP Inv U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Cum Avg Inv U	-16,020	-55,149	-91,988	-125,696
IP Cp Cum Avg Inv U	0	0	0	0
Wp Cum Turn U	-0.33	-0.17	-0.15	-0.11
IP Cp Cum Turn U	0.00	0.00	0.00	0.00

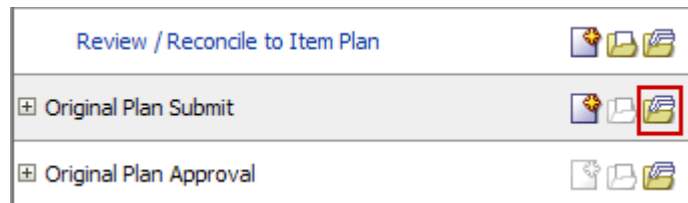
Original Plan Submit

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

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

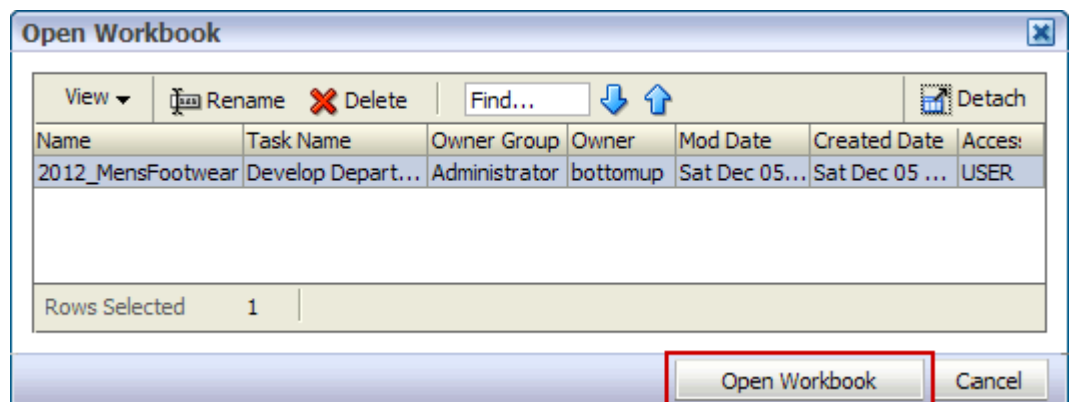
Note: You can either open a workbook or create a new workbook. If you have committed the workbook used in the previous task, build a new one and see the data you need. If you did not commit that one, you must open it to complete this process.

Figure 4–24 Open Workbook Icon for Original Plan Submit Task



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

Figure 4–25 Open Workbook Dialog Box



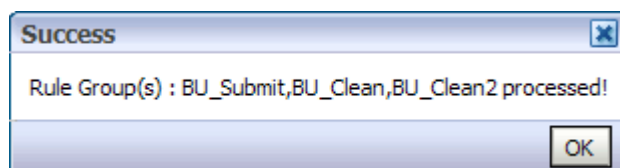
- The workbook opens at the Approval view.

Figure 4–26 *Submit Original Plan - Approval View*

	Sprg FY2010	Fall FY2010
Wp Submit	Submit Op Only	Submit Op Only
Wp Approval Pending	<input type="checkbox"/>	<input type="checkbox"/>
Wp Submit Info	Rec by DSC	Rec by DSC
Wa Submit By		
Wa Submit Date		
Wa Submit Info		
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

- Make the following selections:
 - Wp Submit:** Choose what you want to submit your working plan to. Options are **Submit Op Only**, **Submit Cp Only**, or **Submit Op and Cp**.
 - Wp Submit Info:** Enter information about the working plan. This step is optional.
- Click the **Submit** button at the top right of the view, as shown in [Figure 4–26](#).
- A success message appears. Click **OK** to close it.

Figure 4–27 *Success Message - Plan Submitted*



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

Figure 4–28 Original Plan Submit - Submitted Working Plan

	Sprg FY2010	Fall FY2010
Wp Submit		
Wp Approval Pending	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Wp Submit Info		
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/5/2009	12/5/2009
Wa Submit Info	Rec by DSC	Rec by DSC
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

- To make the Wa plan available to the middle out user for approval, commit the workbook by clicking **Commit** in the toolbar or selecting the **Commit** option in the File menu.

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

Next Steps

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

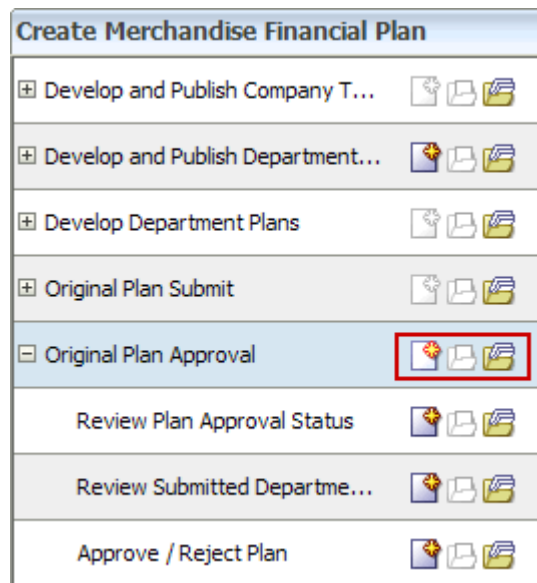
To learn about how the middle out user approves or rejects your plan, see the [Original Plan Approval Task](#) chapter.

Original Plan Approval Task

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

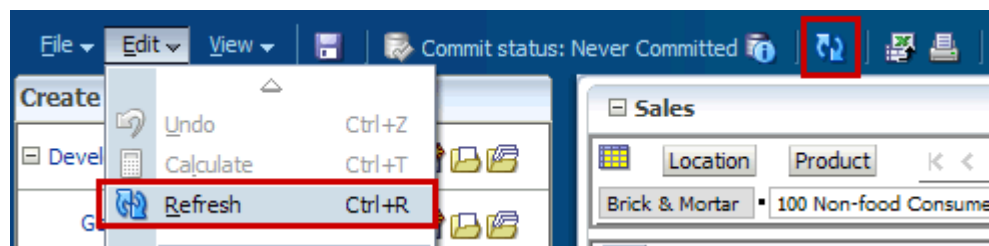
To see the bottom up user's plan, either build a new workbook or open an existing one from the Original Plan Approval task, as shown in [Figure 5-1](#).

Figure 5-1 Original Plan Approval



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

Figure 5-2 Refresh Option



Review Plan Approval Status

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

Figure 5–3 Review Plan Approval Status - Approve Plan View

	Sprg FY2010	Fall FY2010
Wp Submit Detail	Op Only Submitted	Op Only Submitted
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/5/2009	12/5/2009
Wa Submit Info	Rec by DSC	Rec by DSC
Wp Approval		
Wp Approval Info		
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

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

Table 5–1 Review Plan Approval Status - Approve Plan View Measures

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

Table 5-1 (Cont.) Review Plan Approval Status - Approve Plan View Measures

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

Review Submitted Department Plan

After the bottom up user has submitted the plan, review the details of the plan at the Review Submitted Plan view. At this step, compare the Wa plan and to your MO targets that you set and decide whether the Wa plan achieves the gross profit goals.

Figure 5–4 Review Submitted Department Plan - Review Submitted Plan View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
MO Tgt Sales R	16,835.64	21,103.50	22,493.08	21,827.50
Wa Sales R	16,319.45	20,707.94	22,007.90	21,400.12
MO Tgt Sales C	15,152.08	18,993.15	20,243.77	19,644.75
Wa Sales C	14,777.93	18,672.50	19,864.51	19,302.33
MO Tgt Gross Profit	153.05	191.85	204.48	198.43
MO Tgt Gross Profit %	1.0 %	1.0 %	1.0 %	1.0 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
MO Tgt BOP Inv C	119,119.00	-2,523,638.57	-4,605,150.12	-6,755,040.08
Wa BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
MO Tgt Receipts C	2,804,939.92	3,110,134.21	3,171,642.28	3,461,546.16
Wa Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
MO Tgt EOP Inv C	-2,523,638.57	-4,605,150.12	-6,755,040.08	-8,726,208.24
Wa EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
MO Tgt Cum Avg Inv C	-1,202,259.79	-2,336,556.56	-3,441,177.44	-4,498,183.60
MO Tgt Cum Turn C	-0.01	-0.01	-0.02	-0.02
Wa Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Wa Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
MO Tgt Forward Cover C	0.00	0.00	0.00	0.00
Wa Forward Cover C	265.08	125.39	0.00	0.00
MO Tgt GPROI	-0.00	-0.00	-0.00	-0.00
Wa GPROI	0.00	0.00	0.00	0.00

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

Approve/Reject Plan

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

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

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

	Sprg FY2010	Fall FY2010
Wp Submit Detail	Op Only Submitted	Op Only Submitted
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/5/2009	12/5/2009
Wa Submit Info	Rec by DSC	Rec by DSC
Wp Approval	Approve Plan	Reject Plan
Wp Approval Info		Does not meet GM goal
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

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

Figure 5-6 Success Message - Approve/Reject

The view refreshes and the approval or rejection information is populated in the measures, as shown in [Figure 5-7](#).

Figure 5-7 Approve/Reject Plan - Approve Plan View

	Sprg FY2010	Fall FY2010
Wp Submit Detail		
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/5/2009	12/5/2009
Wa Submit Info	Rec by DSC	Rec by DSC
Wp Approval		
Wp Approval Info		Does not meet GM goal
Last Approval Action	Op Only Approved	Op Only Rejected
Op Approved/Rejected By	middleout	middleout
Op Approve/Reject Date	12/7/2009	12/7/2009
Op Approve/Reject Info		Does not meet GM goal
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

Note: You must commit the workbook for other users to see the action.

In-Season Management

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

One of the key steps of in-season management is reviewing the Open to Buy (OTB). OTB refers to the amount of money that is planned to be available during the in-season to purchase goods that have not yet been received or ordered. The bottom up user can decide in-season how to spend this money to reach the strategic targets.

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

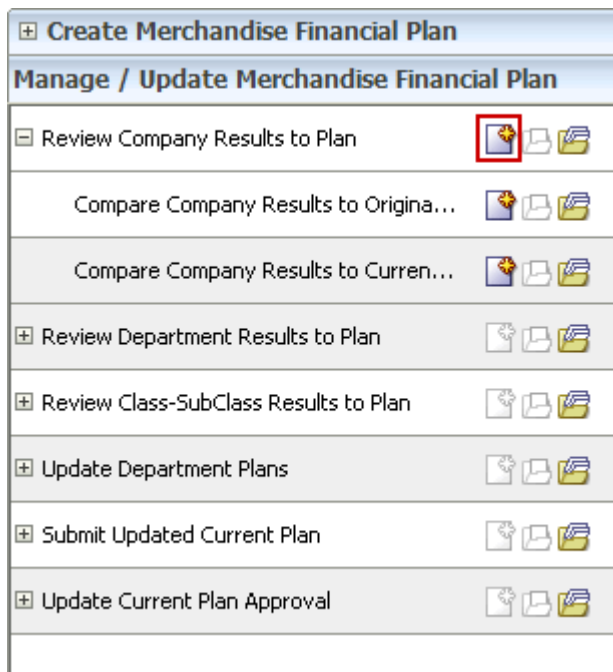
Top Down Role: Review Company Results to Plan

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

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

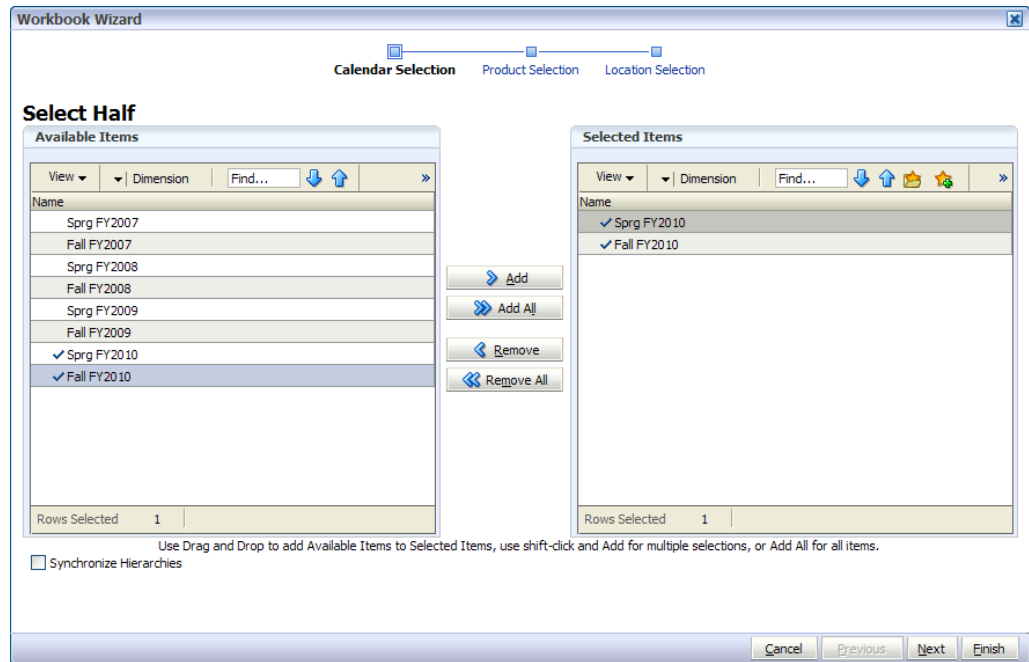
1. Click the **Create New Workbook** icon in the Review Company Results to Plan task.

Figure 6–1 Top Down: Create New Workbook Icon



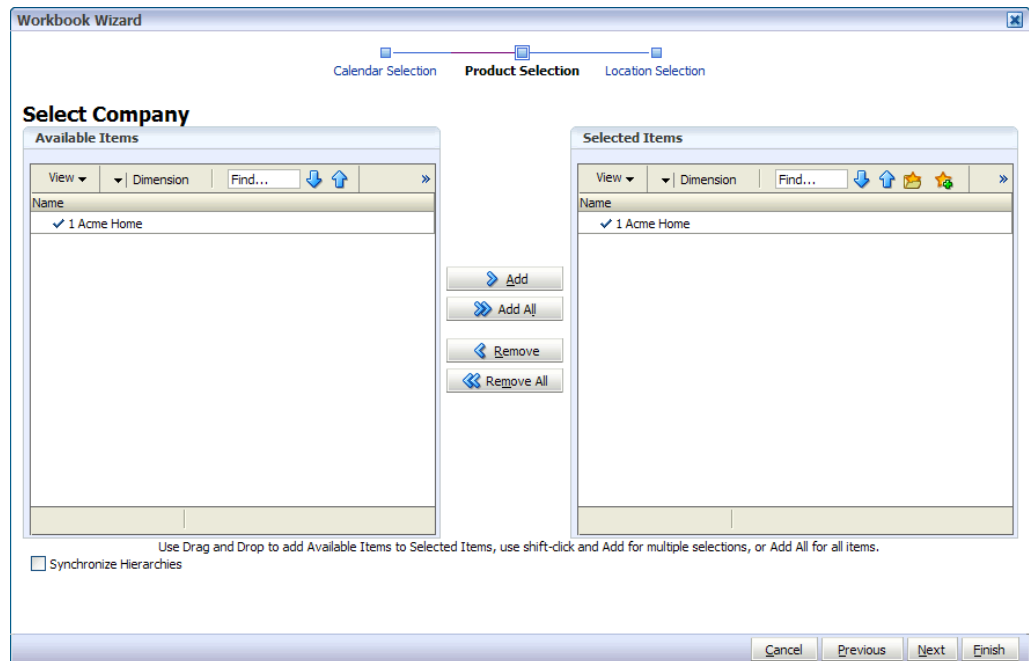
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 6–2 Workbook Wizard: Calendar Selection



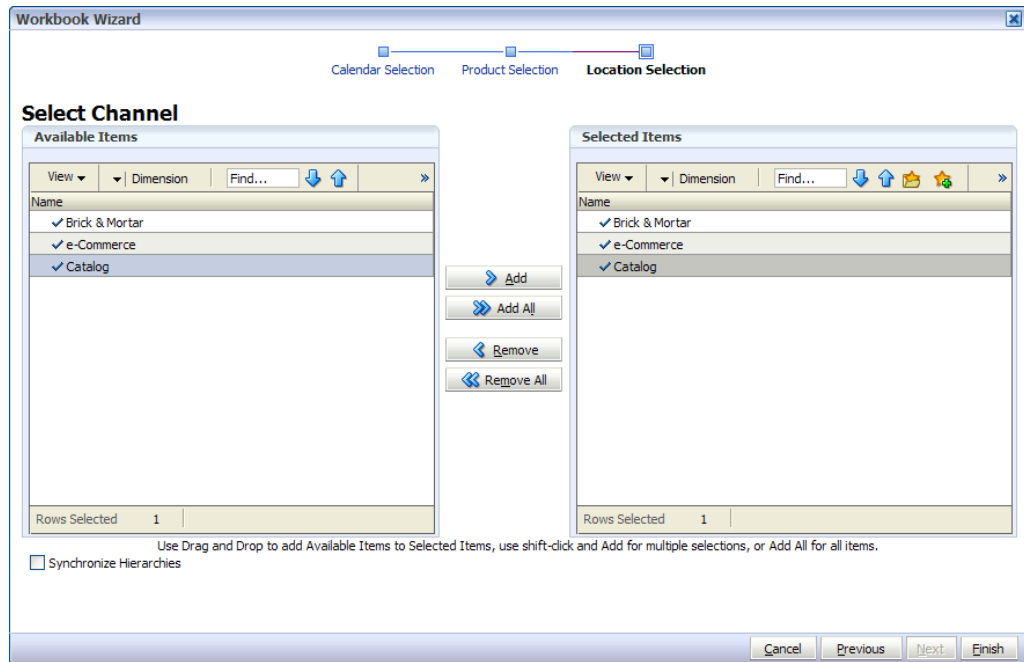
3. The Product Selection step of the workbook wizard appears. Select the company you want to plan and move it to the Selected Items box. Click **Next**.

Figure 6–3 Workbook Wizard: Production Selection



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

Figure 6–4 Workbook Wizard: Location Selection



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

Compare Company Results to Original Plan

The Compare Company Results to Original Plan task has two views: Original Plan Overview and Original Plan Summary. Use these views to review the original plan to the actuals and last year.

Figure 6-5 Top Down: Original Plan Overview View

3. Original Plan Overview				
Location: Brick & Mortar		Product: Women's Footwear		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R	20,138.00	24,229.00	25,561.00	24,923.00
Wp Sales R var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R var Ly %	-44.5 %	-45.5 %	-45.8 %	-45.6 %
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	18,307.27	22,026.36	23,237.27	22,657.27
Wp Sales C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C var Ly %	-44.2 %	-45.2 %	-45.5 %	-45.6 %
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Wp BOP Inv C	69,678.02	-6,497,224.65	-12,499,361.17	-18,592,960.90
Op Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C	15,409.38	18,821.83	15,043.52	12,900.20
Wp Receipts C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op EOP Inv C	0.00	0.00	0.00	0.00
Wp EOP Inv C	-6,497,2...	-12,499,361...	-18,592,960.90	-24,846,084.89
Wp EOP Inv C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	-3,213,7...	-6,308,969.27	-9,379,967.17	-12,473,190.72
Op Cum Turn C	0.00	0.00	0.00	0.00
Wp Cum Turn C	-0.01	-0.01	-0.01	-0.01
Op GPROI	0.00	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00	0.00
Op Diary Info				
Wp Diary Info				

Figure 6-6 Top Down: Original Plan Summary View

3. Original Plan Summary				
Location: Brick & Mortar		Product: Women's Footwear		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Ly Sales R	36,276.00	44,458.00	47,122.00	45,846.00
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Ly Sales C	32,795.11	40,196.10	42,605.81	41,678.18
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Gross Profit	183.07	220.26	232.37	0.00
Ly Gross Profit %	0.6 %	0.5 %	0.5 %	0.0 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Ly BOP Inv C	137,356.04	-11,623,200.33	-22,573,271.09	-33,743,468.33
Op Receipts C	0.00	0.00	0.00	0.00
Ly Receipts C	30,818.76	37,643.66	30,087.04	25,800.40
Op EOP Inv C	0.00	0.00	0.00	0.00
Ly EOP Inv C	-11,623,200.33	-22,573,271.09	-33,743,468.33	-45,244,071.15
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Op Cum Turn C	0.00	0.00	0.00	0.00
Ly Cum Avg Inv C	-5,742,922.14	-11,353,038.46	-16,950,645.93	-22,609,330.97
Ly Cum Turn C	-0.01	-0.01	-0.01	-0.01
Op Forward Cover C	0.00	0.00	0.00	0.00
Ly Forward Cover C	0.00	0.00	0.00	0.00
Op Stock to Sales C ratio	0.00	0.00	0.00	0.00
Ly Stock to Sales C ratio	4.19	-289.16	-529.82	-809.62
Op GPROI	0.0 %	0.0 %	0.0 %	0.0 %
Ly GPROI	-0.0 %	-0.0 %	-0.0 %	0.0 %
Op Sales U	0	0	0	0
Ly Sales U	1,965	2,338	2,314	2,266
Op Sales AUR	0.00	0.00	0.00	0.00
Ly Sales AUR	18.46	19.01	20.36	20.24
Op Sales AUC	0.00	0.00	0.00	0.00
Ly Receipts AUC	10.78	11.75	11.17	11.08
Op Receipts U	0	0	0	0
Ly Receipts U	2,860	3,204	2,694	2,328
Op Cum Avg Inv U	0	0	0	0
Op Cum Turn U	0.00	0.00	0.00	0.00
Ly Cum Avg Inv U	-257,840	-532,573	-801,554	-1,077,384
Ly Cum Turn U	-0.01	-0.01	-0.01	-0.01

Compare Company Results to Current Plan

The Compare Company Results to Current Plan task has two views: Current Plan Overview and Current Plan Summary. Use these views to review the current plan to the actuals and last year.

Figure 6-7 Top Down: Current Plan Overview View

	2/13/2010	2/20/2010	2/27/2010
Cp Sales R	16,319.45	20,707.94	22,007.90
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %
Wp Sales R	20,138.00	24,229.00	25,561.00
Wp Sales R var Cp %	23.4 %	17.0 %	16.1 %
Wp Sales R var Ly %	-44.5 %	-45.5 %	-45.8 %
Cp Sales C	14,777.93	18,672.50	19,864.51
Cp Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %
Wp Sales C	18,307.27	22,026.36	23,237.27
Wp Sales C var Cp %	23.9 %	18.0 %	17.0 %
Wp Sales C var Ly %	-44.2 %	-45.2 %	-45.5 %
Cp Gross Profit	57.93	152.91	142.68
Cp Gross Profit %	0.4 %	0.8 %	0.7 %
Wp Gross Profit	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Cp %	-100.0 %	-100.0 %	-100.0 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22
Wp BOP Inv C	69,678.02	-6,497,224.65	-12,499,361.17
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18
Wp Receipts C	15,409.38	18,821.83	15,043.52
Wp Receipts C var Cp %	-99.8 %	-99.4 %	-99.5 %
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20
Wp EOP Inv C	-6,497,224.65	-12,499,361.17	-18,592,960.90
Wp EOP Inv C var Cp %	-250.9 %	-688.0 %	6358.8 %
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35
Wp Cum Avg Inv C	-3,213,773.65	-6,308,969.27	-9,379,967.17
Cp Cum Turn C	0.00	0.01	0.02
Wp Cum Turn C	-0.01	-0.01	-0.01
Cp GPROI	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00
Cp Diary Info			
Wp Diary Info			

Figure 6-8 Top Down: Current Plan Summary View

4. Current Plan Summary

Location: Brick & Mortar | Product: Women's Footwear

Calendar: 2/13/2010, 2/20/2010, 2/27/2010

	2/13/2010	2/20/2010	2/27/2010
Cp Sales R	16,319.45	20,707.94	22,007.90
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %
Ly Sales R	36,276.00	44,458.00	47,122.00
Cp Sales C	14,777.93	18,672.50	19,864.51
Cp Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %
Ly Sales C	32,795.11	40,196.10	42,605.81
Cp Gross Profit	57.93	152.91	142.68
Cp Gross Profit %	0.4 %	0.8 %	0.7 %
Ly Gross Profit	183.07	220.26	232.37
Ly Gross Profit %	0.6 %	0.5 %	0.5 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22
Ly BOP Inv C	137,356.04	-11,623,200.33	-22,573,271.09
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18
Ly Receipts C	30,818.76	37,643.66	30,087.04
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20
Ly EOP Inv C	-11,623,200.33	-22,573,271.09	-33,743,468.33
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35
Cp Cum Turn C	0.00	0.01	0.02
Ly Cum Avg Inv C	-5,742,922.14	-11,353,038.46	-16,950,645.93
Ly Cum Turn C	-0.01	-0.01	-0.01
Cp Forward Cover C	265.08	125.39	0.00
Ly Forward Cover C	0.00	0.00	0.00
Cp Stock to Sales C ratio	226.32	230.60	107.02
Ly Stock to Sales C ratio	4.19	-289.16	-529.82
Cp GPROI	0.0 %	0.0 %	0.0 %
Ly GPROI	-0.0 %	-0.0 %	-0.0 %
Cp Sales U	13,218	9,868	9,946
Ly Sales U	1,965	2,338	2,314
Cp Sales AUR	1.23	2.10	2.21
Ly Sales AUR	18.46	19.01	20.36
Cp Sales AUC	1.12	1.89	2.00
Ly Sales AUC	16.69	17.19	18.41
Cp Receipts U	1,430	1,602	1,347
Ly Receipts U	2,860	3,204	2,694
Cp Cum Avg Inv U	-74,996	-301,555	-524,682
Cp Cum Turn U	-0.18	-0.08	-0.06
Ly Cum Avg Inv U	-257,840	-532,573	-801,554
Ly Cum Turn U	-0.01	-0.01	-0.01

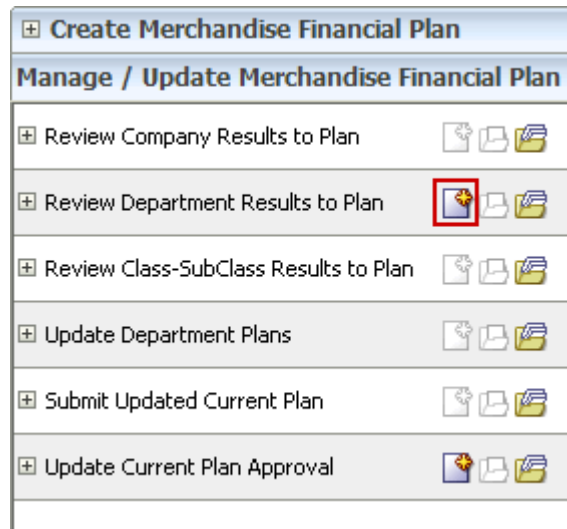
Middle Out Role: Review Department Results to Plan

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

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

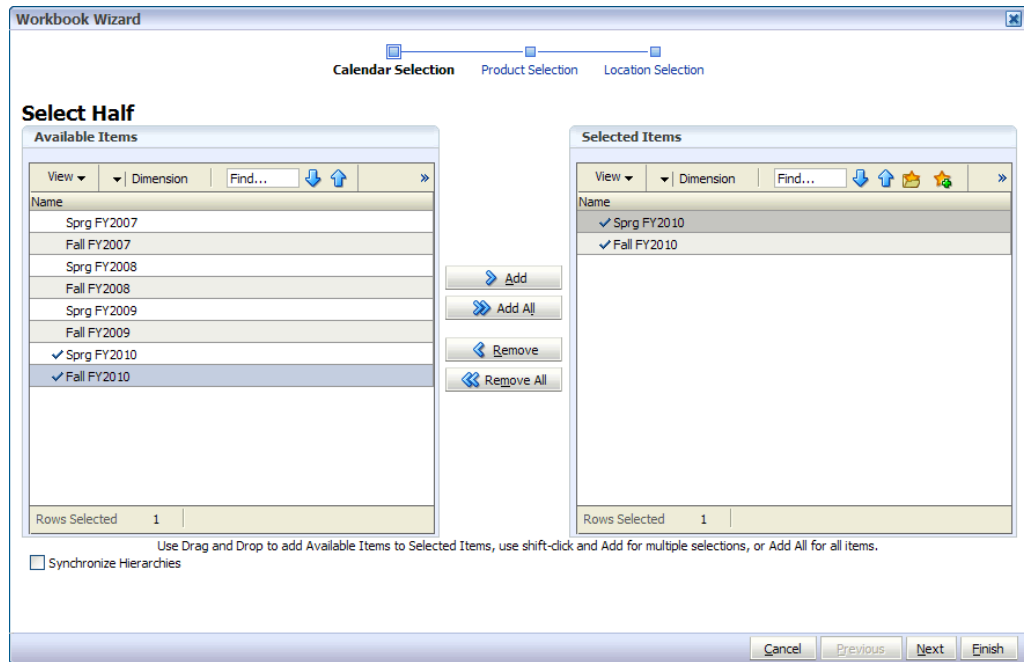
1. Click the **Create New Workbook** icon in the Review Department Results to Plan task.

Figure 6–9 Middle Out: Create New Workbook Icon



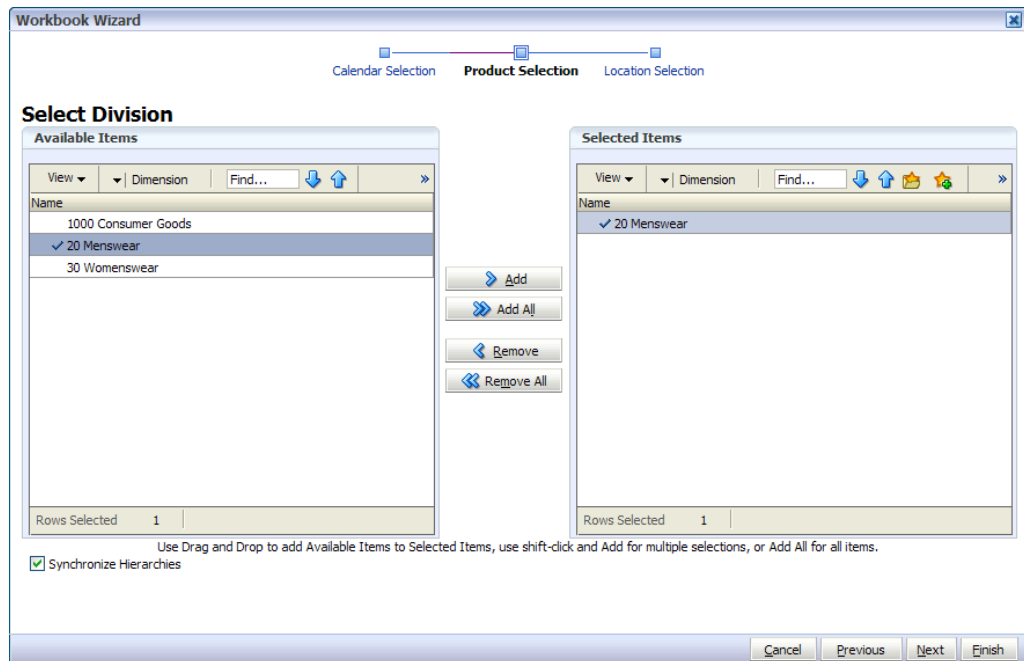
- The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 6–10 Workbook Wizard: Calendar Selection



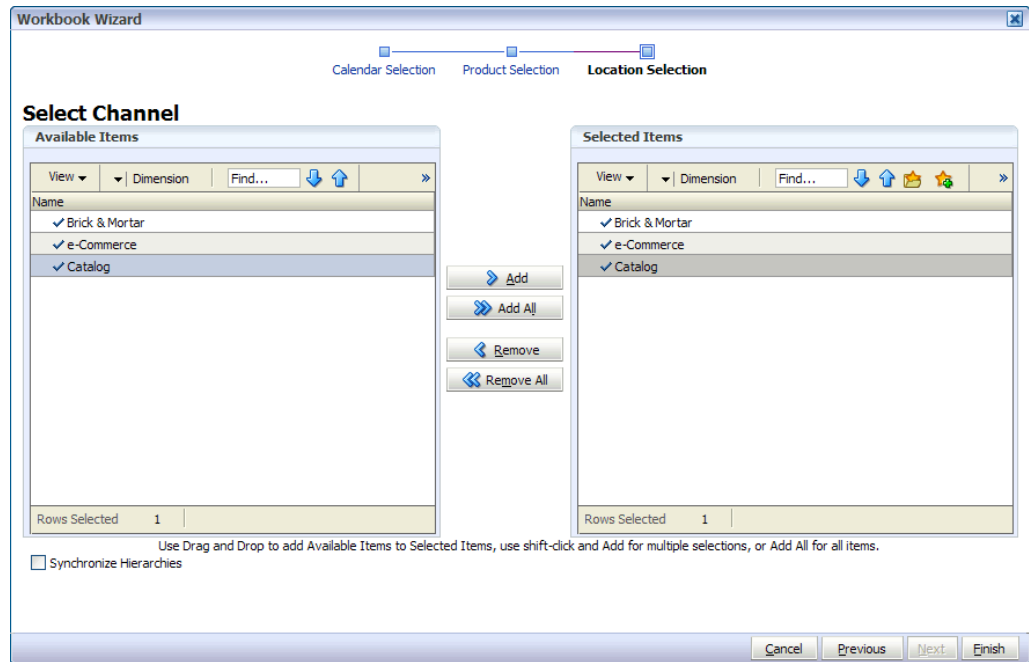
- The Product Selection step of the workbook wizard appears. Select the division you want to plan and move it to the Selected Items box. Click **Next**.

Figure 6–11 Workbook Wizard: Product Selection



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

Figure 6–12 Workbook Wizard: Location Selection



The workbook is built.

Compare Department Results to Original Plan

The Compare Department Results to Original Plan task has two views: Original Plan Overview and Original Plan Summary. Use these views to review the original plan to the actuals and last year.

Figure 6–13 Middle Out: Original Plan Overview View

	2/13/2010	2/20/2010	2/27/2010	
Op Sales R	0.00	0.00	0.00	
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	
Wp Sales R	16,835.64	21,103.50	22,493.08	
Wp Sales R var Op %	-100.0 %	-100.0 %	-100.0 %	
Wp Sales R var Ly %	-48.9 %	-48.9 %	-48.9 %	
Op Sales C	0.00	0.00	0.00	
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	
Wp Sales C	15,305.13	19,185.00	20,448.25	
Wp Sales C var Op %	-100.0 %	-100.0 %	-100.0 %	
Wp Sales C var Ly %	-48.9 %	-48.9 %	-48.9 %	
Op Gross Profit	0.00	0.00	0.00	
Op Gross Profit %	0.0 %	0.0 %	0.0 %	
Wp Gross Profit	0.00	0.00	0.00	
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	
Wp Gross Profit var Op %	-100.0 %	-100.0 %	-100.0 %	
Op BOP Inv C	0.00	0.00	0.00	
Wp BOP Inv C	119,119.00	-2,578,667.76	-4,712,622.12	-6
Op Receipts C	0.00	0.00	0.00	
Wp Receipts C	2,804,939.92	3,110,134.21	3,171,642.28	3
Wp Receipts C var Op %	-100.0 %	-100.0 %	-100.0 %	
Op EOP Inv C	0.00	0.00	0.00	
Wp EOP Inv C	-2,578,667.76	-4,712,622.12	-6,916,266.88	-8
Wp EOP Inv C var Op %	-100.0 %	-100.0 %	-100.0 %	
Op Cum Avg Inv C	0.00	0.00	0.00	
Wp Cum Avg Inv C	-1,229,774.88	-2,390,723.63	-3,522,109.44	-4
Op Cum Turn C	0.00	0.00	0.00	
Wp Cum Turn C	-0.01	-0.01	-0.02	
Op GPROI	0.00	0.00	0.00	
Wp GPROI	0.00	0.00	0.00	
Op Diary Info				
Wp Diary Info				

Figure 6-14 Middle Out: Original Plan Summary

3. Original Plan Summary				
Location		Product		Calendar
Brick & Mortar		Women's Footwes		Measure
Find...				
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wa Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wa Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wa Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Wa Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Wa BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Op Receipts C	0.00	0.00	0.00	0.00
Wa Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Op EOP Inv C	0.00	0.00	0.00	0.00
Wa EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wa Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Op Cum Turn C	0.00	0.00	0.00	0.00
Wa Cum Turn C	0.00	0.01	0.02	0.07
Op Forward Cover C	0.00	0.00	0.00	0.00
Wa Forward Cover C	265.08	125.39	0.00	0.00
Op GPROI	0.00	0.00	0.00	0.00
Wa GPROI	0.00	0.00	0.00	0.00
Op Sales U	0	0	0	0
Wa Sales U	13,218	9,868	9,946	5,379
Op Sales AUR	0.00	0.00	0.00	0.00
Wa Sales AUR	1.23	2.10	2.21	3.98
Op Sales AUC	0.00	0.00	0.00	0.00
Wa Sales AUC	1.12	1.89	2.00	3.59
Op Receipts U	0	0	0	0
Wa Receipts U	1,430	1,602	1,347	99,497
Op Cum Avg Inv U	0	0	0	0
Wa Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
Op Cum Turn U	0.00	0.00	0.00	0.00
Wa Cum Turn U	-0.18	-0.08	-0.06	-0.05

Compare Department Results to Current Plan

The Compare Department Results to Current Plan task has two views: Current Plan Overview and Current Plan Summary. Use these views to review the current plan to the actuals and last year.

Figure 6–15 Middle Out: Current Plan Overview

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Wp Sales R	16,835.64	21,103.50	22,493.08	21,827.50
Wp Sales R var Cp %	3.2 %	1.9 %	2.2 %	2.0 %
Wp Sales R var Ly %	-48.9 %	-48.9 %	-48.9 %	-48.9 %
Cp Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Wp Sales C	15,305.13	19,185.00	20,448.25	19,843.18
Wp Sales C var Cp %	3.6 %	2.7 %	2.9 %	2.8 %
Wp Sales C var Ly %	-48.9 %	-48.9 %	-48.9 %	-48.9 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Wp BOP Inv C	119,119.00	-2,578,667.76	-4,712,622.12	-6,916,266.88
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C	2,804,939.92	3,110,134.21	3,171,642.28	3,461,546.16
Wp Receipts C var Cp %	-54.7 %	3.1 %	14.5 %	98.7 %
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Wp EOP Inv C	-2,578,667.76	-4,712,622.12	-6,916,266.88	-8,942,312.88
Wp EOP Inv C var Cp %	-159.9 %	-321.7 %	2302.6 %	128.2 %
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Wp Cum Avg Inv C	-1,229,774.63	-2,390,723.63	-3,522,109.44	-4,606,150.13
Cp Cum Turn C	0.00	0.01	0.02	0.07
Wp Cum Turn C	-0.01	-0.01	-0.02	-0.02
Cp GPROI	0.00	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00	0.00
Cp Diary Info				
Wp Diary Info				

Figure 6-16 Middle Out: Current Plan Summary

4. Current Plan Summary				
Location: Brick & Mortar		Product: Women's Footwes		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Wa Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wa Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Cp Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Cp Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Wa Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Wa Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Wa BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wa Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Wa EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Wa Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Cp Cum Turn C	0.00	0.01	0.02	0.07
Wa Cum Turn C	0.00	0.01	0.02	0.07
Cp Forward Cover C	265.08	125.39	0.00	0.00
Wa Forward Cover C	265.08	125.39	0.00	0.00
Cp GPROI	0.0 %	0.0 %	0.0 %	0.0 %
Wa GPROI	0.00	0.00	0.00	0.00
Cp Sales U	13,218	9,868	9,946	5,379
Wa Sales U	13,218	9,868	9,946	5,379
Cp Sales AUR	1.23	2.10	2.21	3.98
Wa Sales AUR	1.23	2.10	2.21	3.98
Cp Sales AUC	1.12	1.89	2.00	3.59
Wa Sales AUC	1.12	1.89	2.00	3.59
Cp Receipts U	1,430	1,602	1,347	99,497
Wa Receipts U	1,430	1,602	1,347	99,497
Cp Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
Wa Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
Cp Cum Turn U	-0.18	-0.08	-0.06	-0.05
Wa Cum Turn U	-0.18	-0.08	-0.06	-0.05

Bottom Up Role: Review Class-SubClass Results to Plan

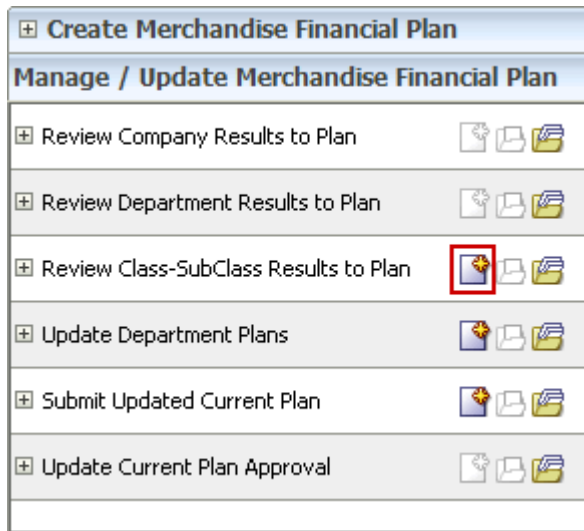
The bottom up user can use the Review Class-SubClass Results to Plan task to review their plans and determine how those plans compare to actuals.

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

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

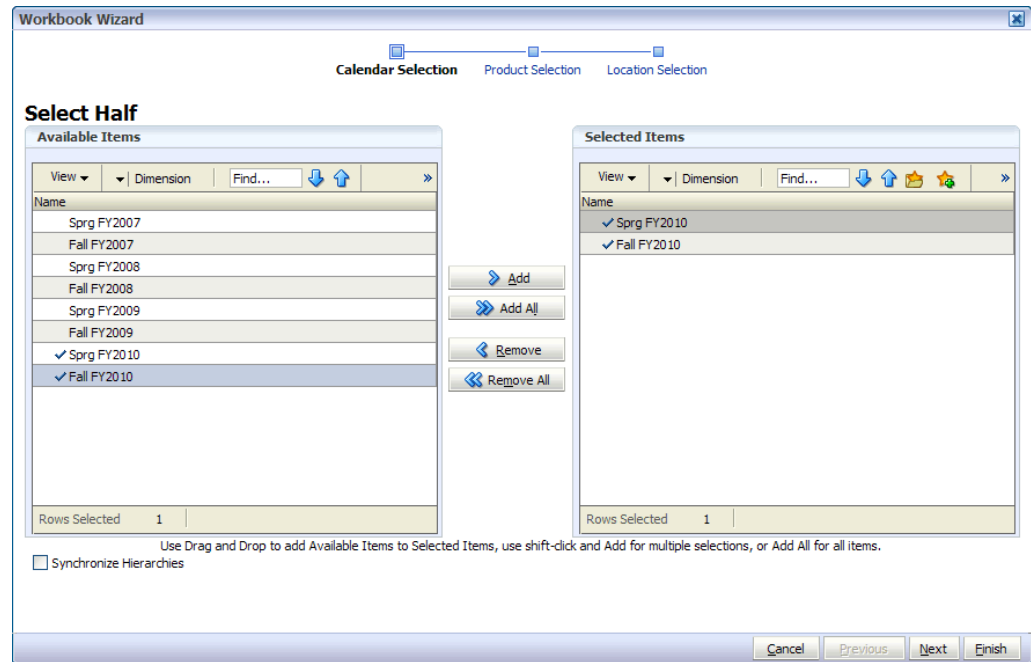
1. Click the **Create New Workbook** icon in the Develop and Publish Department Targets task.

Figure 6–17 Bottom Up: Create New Workbook Icon



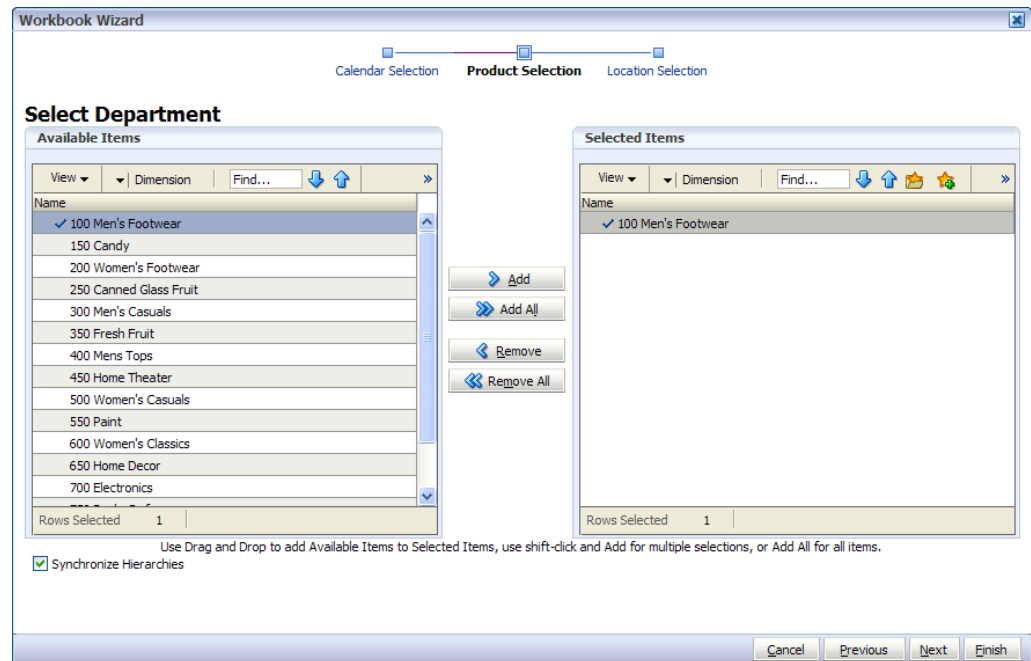
- The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 6–18 Workbook Wizard: Calendar Selection



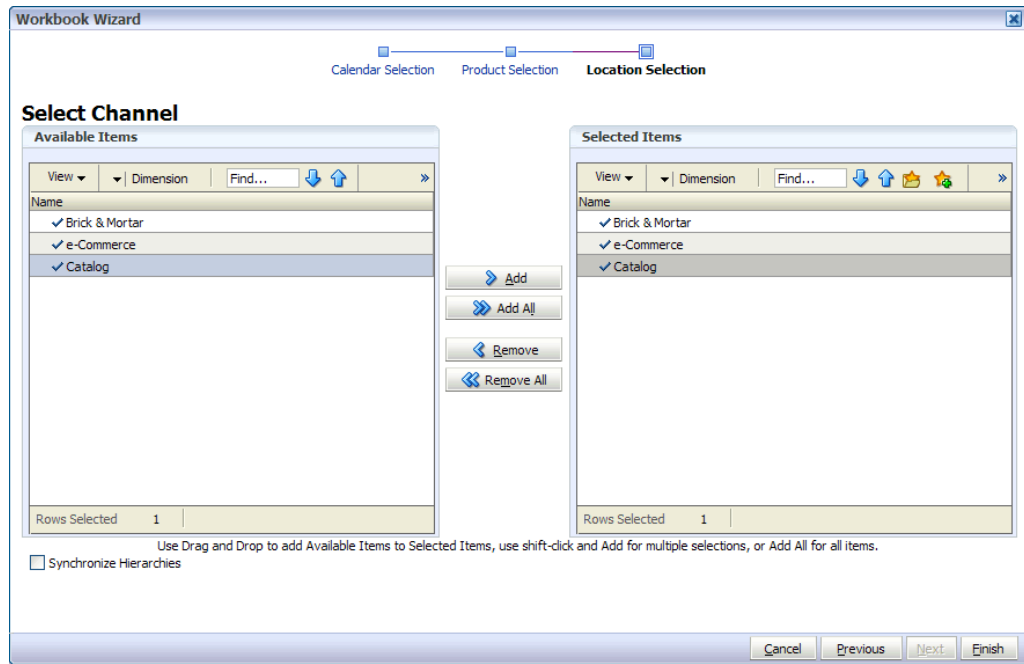
- The Product Selection step of the workbook wizard appears. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 6–19 Workbook Wizard: Product Selection



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

Figure 6–20 Workbook Wizard: Location Selection



The workbook is built.

Compare Class-SubClass Results to Original Plan

The Compare Class-SubClass Results to Original Plan task has two views: Original Plan Overview and Original Plan Summary. Use these views to review the original plan to the actuals and last year.

Figure 6–21 Bottom Up: Original Plan Overview

3. Original Plan Overview				
Location: Brick & Mortar		Product: Women's Footwear		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wp Sales R var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	14,835.86	18,825.40	20,007.19	19,454.65
Wp Sales C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C var Ly %	-49.6 %	-49.2 %	-49.3 %	-49.2 %
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Wp BOP Inv C	3,344,535.00	4,262,904.54	2,028,671.70	-434,689.82
Op Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op EOP Inv C	0.00	0.00	0.00	0.00
Wp EOP Inv C	4,262,904.54	2,028,671.70	-434,689.82	-4,105,683.56
Wp EOP Inv C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	3,803,719.77	3,212,037.08	2,300,355.35	1,019,147.57
Op Cum Turn C	0.00	0.00	0.00	0.00
Wp Cum Turn C	0.00	0.01	0.02	0.07
Op GPROI	0.00	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00	0.00
Op Diary Info				
Wp Diary Info				

Figure 6-22 Bottom Up: Original Plan Summary

2. Original Plan Summary				
Location: Brick & Mortar		Product: Ankle		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wa Sales R	1,274.45	3,363.94	3,138.90	3,351.12
Wa Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wa Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Wa Sales C var Ly %	-47.4 %	-47.4 %	-47.4 %	-47.4 %
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Wa BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89
Op Receipts C	0.00	0.00	0.00	0.00
Wa Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Op EOP Inv C	0.00	0.00	0.00	0.00
Wa EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wa Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24
Op Cum Turn C	0.00	0.00	0.00	0.00
Wa Cum Turn C	0.00	0.00	0.00	0.00
Op Forward Cover C	0.00	0.00	0.00	0.00
Wa Forward Cover C	1,338.84	1,328.41	1,385.71	1,150.30
Op Stock to Sales C ratio	0.00	0.00	0.00	0.00
Wa Stock to Sales C ratio	558.65	1222.64	1299.04	1269.47
Op GPROI	0.00	0.00	0.00	0.00
Wa GPROI	0.00	0.00	0.00	0.00
Op Sales U	0	0	0	0
Wa Sales U	5,281	4,108	4,108	452
Op Sales AUR	0.00	0.00	0.00	0.00
Wa Sales AUR	0.24	0.82	0.76	7.41
Op Sales AUC	0.00	0.00	0.00	0.00
Wa Sales AUC	0.21	0.71	0.66	6.40
Op Receipts U	0	0	0	0
Wa Receipts U	74	134	229	133
Op Cum Avg Inv U	0	0	0	0
Wa Cum Avg Inv U	-14,351	-51,634	-86,733	-118,821
Op Cum Turn U	0.00	0.00	0.00	0.00
Wa Cum Turn U	-0.37	-0.18	-0.16	-0.12

Compare Class-SubClass Results to Current Plan

The Compare Class-SubClass Results to Current Plan task has two views: Current Plan Overview and Current Plan Summary. Use these views to review the current plan to the actuals and last year.

Figure 6–23 Bottom Up: Current Plan Overview

4. Current Plan Overview				
Location		Product		Calendar
Brick & Mortar		Women's Footwear		Measure
Find...				
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Wp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wp Sales R var Cp %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Cp Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Cp Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Wp Sales C	14,835.86	18,825.40	20,007.19	19,454.65
Wp Sales C var Cp %	0.4 %	0.8 %	0.7 %	0.8 %
Wp Sales C var Ly %	-49.6 %	-49.2 %	-49.3 %	-49.2 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Wp BOP Inv C	3,344,535.00	4,262,904.54	2,028,671.70	-434,689.82
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C var Cp %	0.0 %	0.0 %	0.0 %	0.0 %
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Wp EOP Inv C	4,262,904.54	2,028,671.70	-434,689.82	-4,105,683.56
Wp EOP Inv C var Cp %	-1.0 %	-4.6 %	51.0 %	4.8 %
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Wp Cum Avg Inv C	3,803,719.77	3,212,037.08	2,300,355.35	1,019,147.57
Cp Cum Turn C	0.00	0.01	0.02	0.07
Wp Cum Turn C	0.00	0.01	0.02	0.07
Cp GPROI	0.00	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00	0.00
Cp Diary Info				
Wp Diary Info				

Figure 6-24 Bottom Up: Current Plan Summary

3. Current Plan Summary				
Location: Brick & Mortar		Product: Ankle		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
Cp Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %
Wa Sales R	1,274.45	3,363.94	3,138.90	3,351.12
Wa Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %
Cp Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Cp Sales C var Ly %	-47.4 %	-47.4 %	-47.4 %	-47.4 %
Wa Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Wa Sales C var Ly %	-47.4 %	-47.4 %	-47.4 %	-47.4 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Cp BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89
Wa BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89
Cp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Wa Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Cp EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36
Wa EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36
Cp Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24
Wa Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24
Cp Cum Turn C	0.00	0.00	0.00	0.00
Wa Cum Turn C	0.00	0.00	0.00	0.00
Cp Forward Cover C	1,338.84	1,328.41	1,385.71	1,150.30
Wa Forward Cover C	1,338.84	1,328.41	1,385.71	1,150.30
Cp Stock to Sales C ratio	558.65	1222.64	1299.04	1269.47
Wa Stock to Sales C ratio	558.65	1222.64	1299.04	1269.47
Cp GPROI	0.00	0.00	0.00	0.00
Wa GPROI	0.00	0.00	0.00	0.00
Cp Sales U	5,281	4,108	4,108	452
Wa Sales U	5,281	4,108	4,108	452
Cp Sales AUR	0.24	0.82	0.76	7.41
Wa Sales AUR	0.24	0.82	0.76	7.41
Cp Sales AUC	0.21	0.71	0.66	6.40
Wa Sales AUC	0.21	0.71	0.66	6.40
Cp Receipts U	74	134	229	133
Wa Receipts U	74	134	229	133
Cp Cum Turn U	-0.37	-0.18	-0.16	-0.12
Wa Cum Turn U	-0.37	-0.18	-0.16	-0.12

Bottom Up: Update Department Plans

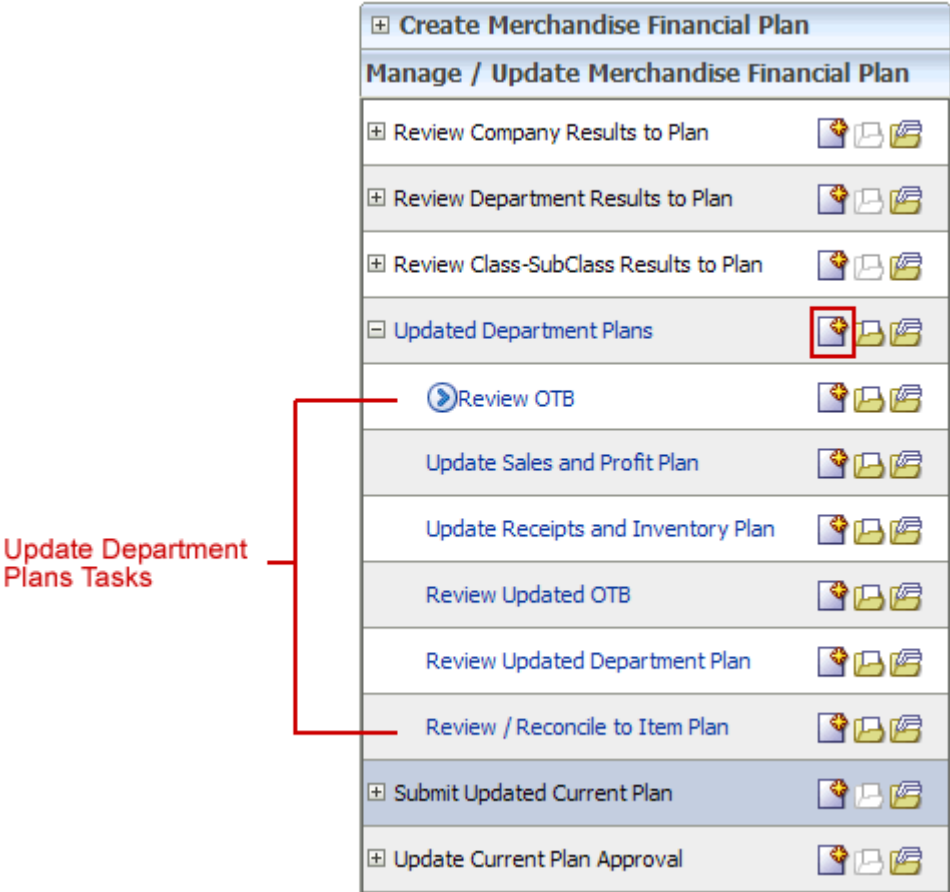
Bottom up users have the ability to update the department plans in-season. If you realize that your plan needs to be adjusted in-season, you can make those adjustments in the Update Department Plans task and resubmit your plan to the middle out user.

The Update Department Plans task has six steps:

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

These steps are shown in Figure 6–25.

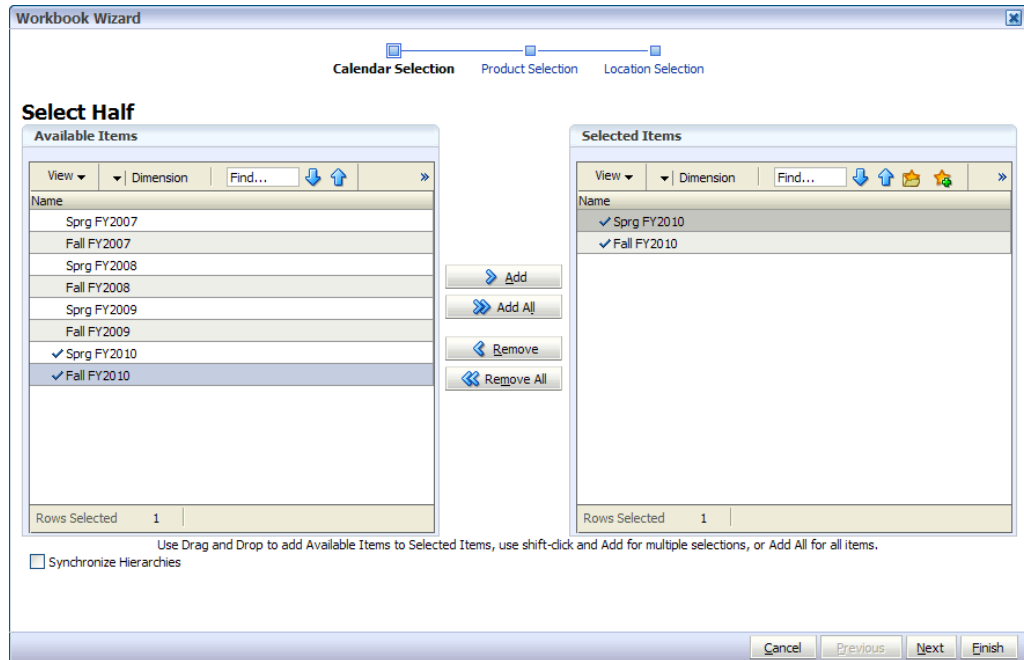
Figure 6–25 Bottom Up: Update Department Plans Tasks



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

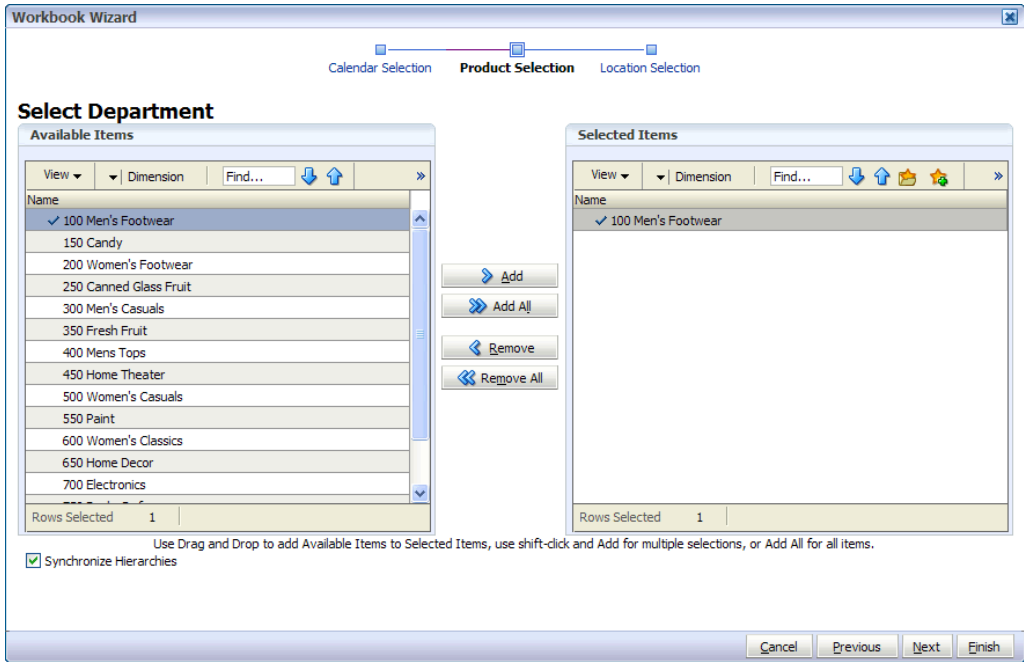
1. Click the **Create New Workbook** icon in the Update Department Plans task, as shown in [Figure 6-25](#).
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 6-26 Workbook Wizard: Calendar Selection



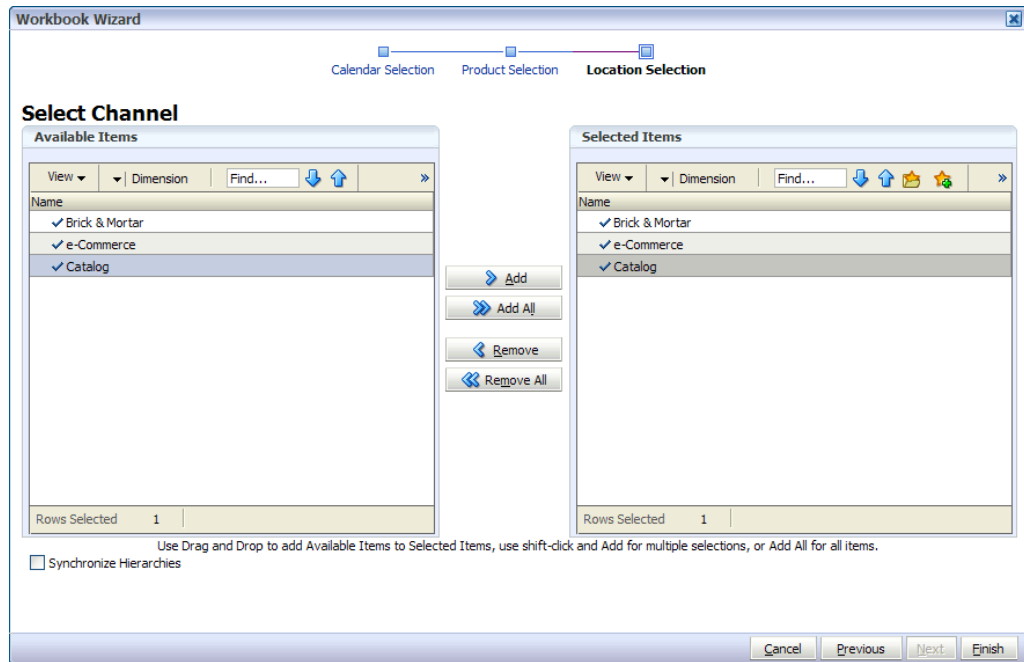
- 3. The Product Selection step of the workbook wizard appears. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 6-27 Workbook Wizard: Product Selection



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

Figure 6–28 Workbook Wizard: Location Selection



The workbook is built.

Review Open to Buy

The Review OTB task enables you to review the Open to Buy and adjust it if necessary.

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

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

Figure 6-29 Open to Buy View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp BOP Inv C	614,880.00	3,509,056.66	3,424,334.95	3,527,219.27
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47
Wp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Cp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Wp On Order C	0.00	0.00	0.00	0.00
Wp On Order Adj C	0.00	0.00	0.00	0.00
Wp Net On Order C	0.00	0.00	0.00	0.00
Wp EOP Inv C	3,509,056.66	3,424,334.95	3,527,219.27	2,846,832.33
Wp OTB C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
.				
Wp BOP Inv U	19,965	-52,005	-133,408	-202,503
Wp Sales U	5,281	4,108	4,108	452
Wp Receipts U	74	134	229	133
Cp Receipts U	74	134	229	133
Wp On Order U	0	0	0	0
Wp On Order Adj U	0	0	0	0
Wp Net On Order U	0	0	0	0
Wp EOP Inv U	-52,005	-133,408	-202,503	-260,529
Wp OTB U	74	134	229	133

Update Sales and Profit Plan

Use the Update Sales and Profit Plan step to adjust the sales and profit targets for classes and subclasses within a department. The views used in the Develop Sales and Profit Targets step are the Sales and Profit views.

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

Figure 6–30 Sales View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010	3/13/2010
Wp Demand Pre-Ssn R	0.00	0.00	0.00	0.00	0.00
Wp Sales var Demand Pre-S...	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12	4,877.43
Ly Sales R	2,367.45	6,248.94	5,830.90	6,225.12	9,060.43
Wp Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %	-46.2 %
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47	4,434.03
Ly Sales C	2,094.30	5,527.95	5,158.14	5,506.87	8,015.05
Wp Sales C var Ly %	-44.7 %	-44.7 %	-44.7 %	-44.7 %	-44.7 %
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 %
Ly Gross Profit	-121.42	-320.50	-299.06	-319.28	-464.69
Ly Gross Profit %	-6.2 %	-6.2 %	-6.2 %	-6.2 %	-6.2 %
Wp Sales contrib Prod C %					
Wp Sales contrib Time C %					
Wp Sales AUR	0.24	0.82	0.76	7.41	10.78
Ly Sales AUR	0.24	0.82	0.76	7.41	10.78
Wp Sales U	5,281	4,108	4,108	452	452
Ly Sales U	9,810	7,631	7,631	840	840
Wp Sales AUC	0.22	0.74	0.69	6.73	9.80
Ly Sales AUC	0.21	0.72	0.68	6.55	9.54

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

Figure 6–31 Profit View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010	3/13/2010
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12	4,877.43
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47	4,434.03
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 GPROI	0.00	0.00	0.00	0.00	0.00
Ly Sales R	2,367.45	6,248.94	5,830.90	6,225.12	9,060.43
Ly Sales C	2,094.30	5,527.95	5,158.14	5,506.87	8,015.05
Ly Gross Profit	-121.42	-320.50	-299.06	-319.28	-464.69
Ly Gross Profit %	-6.2 %	-6.2 %	-6.2 %	-6.2 %	-6.2 %
Ly GPROI	-0.00	-0.00	-0.00	-0.00	-0.00
Wp Sales U	5,281	4,108	4,108	452	452
Wp Sales AUR	0.24	0.82	0.76	7.41	10.78
Wp Sales AUC	0.22	0.74	0.69	6.73	9.80
Wp EOP Inv AUC	-67.48	-25.67	-17.42	-10.93	-6.13
Ly Sales U	9,810	7,631	7,631	840	840
Ly Sales AUR	0.24	0.82	0.76	7.41	10.78
Ly Sales AUC	0.21	0.72	0.68	6.55	9.54
Ly EOP Inv AUC	-79.19	-30.20	-20.82	-13.53	-8.18

In these views, you typically want to perform the following steps to adjust the sales and profit plan that reflects what you plan to achieve in the period you are planning.

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

After you have adjusted the sales and profit plan, continue to the next step: [Update Receipts and Inventory Plan](#).

Update Receipts and Inventory Plan

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

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

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

Figure 6–32 Rec / Inv Value Plan

	Sprg FY2010	2/13/2010	2/20/2010	2/27/2010	
Wp BOS Inv C	614,880.00				
Wp BOS Inv U	19,965				
Wp BOS Inv AUC	30.80				
Wp BOP Inv C	614,880.00	614,880.00	3,509,056.66	3,424,334.95	3
Wp Sales R	105,355.00	1,274.45	3,363.94	3,138.90	
Wp Sales C	95,777.27	1,158.59	3,058.13	2,853.55	
Ly Sales C	173,129.32	2,094.30	5,527.95	5,158.14	
Wp Shrink C	23,586,606.53	858,318.17	1,081,435.54	989,568.44	
Wp Shrink C %	24626.5 %	74082.9 %	35362.6 %	34678.5 %	
Wp Receipts C	6,105,332.38	3,753,653.42	999,771.96	1,095,306.31	
Ly Receipts C	12,210,664.76	7,507,306.84	1,999,543.91	2,190,612.62	
Wp Misc In C	0.00	0.00	0.00	0.00	
Wp Misc Out C	0.00	0.00	0.00	0.00	
Wp Devaluation C	0.00	0.00	0.00	0.00	
Wp Devaluation C %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp EOP Inv C	-16,962,171.42	3,509,056.66	3,424,334.95	3,527,219.27	2
Ly EOP Inv C	-29,907,291.83	7,160,386.52	7,180,317.54	7,553,261.96	6
Wp Cum Avg Inv C	-5,409,111.18	2,061,968.33	2,516,090.54	2,768,872.72	2
Ly Cum Avg Inv C	-8,827,103.48	4,195,073.26	5,190,154.69	5,780,931.51	5
Wp Cum Turn C	-0.02	0.00	0.00	0.00	
Ly Cum Turn C	-0.02	0.00	0.00	0.00	
Wp Forward Cover C	0.00	1,278.01	1,254.80	1,284.21	
Ly Forward Cover C	0.00	1,406.04	1,408.57	1,475.62	
Wp Sell Thru C %	1.4 %	0.0 %	0.1 %	0.1 %	
Wp Stock to Sales C ratio	6.42	530.71	1147.45	1200.03	
Wp Inventory Adjustments C	0.00	0.00	0.00	0.00	

After you have developed the value plan, review the unit plan using the 2. Rec/Inv Unit Plan view.

This view displays the unit plan created by the data you entered in the value plan. The unit plan is essentially the value plan translated into units based on the appropriate average unit cost (AUC).

Review the unit plan and ensure that the metrics are achievable. If you need to make adjustments, you can make them in this view, or you can return to the value plan view and make them there.

Figure 6–33 Rec / Inv Unit Plan

2. Rec / Inv Unit Plan		Sprg FY2010		
		2/13/2010	2/20/2010	2/27/2010
Wp BOS Inv C	614,880.00			
Wp BOS Inv U	19,965			
Wp BOS Inv AUC	30.80			
Wp BOP Inv C	614,880.00	614,880.00	3,509,056.66	3,424,334.95
Wp BOP Inv U	19,965	19,965	-52,005	-133,408
Wp Sales U	19,240	5,281	4,108	4,108
Ly Sales U	35,741	9,810	7,631	7,631
Wp Shrink U	1,633,165	66,763	77,429	65,216
Wp Receipts U	17,163	74	134	229
Ly Receipts U	34,326	148	268	458
Wp Misc In U	0	0	0	0
Wp Misc Out U	0	0	0	0
Wp EOP Inv U	-1,615,277	-52,005	-133,408	-202,503
Ly EOP Inv U	-2,913,633	-90,415	-237,740	-362,799
Wp Cum Turn U	-0.02	-0.33	-0.17	-0.15
Ly Cum Turn U	-0.02	-0.39	-0.18	-0.15
Wp Cum Avg Inv U	-810,693	-16,020	-55,149	-91,988
Ly Cum Avg Inv U	-1,461,847	-25,242	-96,075	-162,756
Wp Sales AUC	4.98	0.22	0.74	0.69
Wp Shrink AUC	14.44	12.86	13.97	15.17
Wp Receipts AUC	355.73	50725.05	7460.98	4783.00
Wp Misc In AUC	0.00	0.00	0.00	0.00
Wp Misc Out AUC	0.00	0.00	0.00	0.00
Wp EOP Inv AUC	10.50	-67.48	-25.67	-17.42
Wp Inventory Adjustments U	0	0	0	0

After you have determined that the value and unit plans that you have created are achievable, continue to the [Review Updated Open to Buy](#) step.

Review Updated Open to Buy

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

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

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

Figure 6–34 Open to Buy View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp BOP Inv C	614,880.00	3,509,056.66	3,424,334.95	3,527,219.27
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47
Wp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Cp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Wp On Order C	0.00	0.00	0.00	0.00
Wp On Order Adj C	0.00	0.00	0.00	0.00
Wp Net On Order C	0.00	0.00	0.00	0.00
Wp EOP Inv C	3,509,056.66	3,424,334.95	3,527,219.27	2,846,832.33
Wp OTB C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
.				
Wp BOP Inv U	19,965	-52,005	-133,408	-202,503
Wp Sales U	5,281	4,108	4,108	452
Wp Receipts U	74	134	229	133
Cp Receipts U	74	134	229	133
Wp On Order U	0	0	0	0
Wp On Order Adj U	0	0	0	0
Wp Net On Order U	0	0	0	0
Wp EOP Inv U	-52,005	-133,408	-202,503	-260,529
Wp OTB U	74	134	229	133

Review Updated Department Plan

Use the Review Updated Department Plan step to review your adjusted plan. This step contains the following views:

- [Original Plan Summary View](#)
- [Original Plan Overview View](#)
- [Current Plan Summary View](#)
- [Current Plan Overview View](#)
- [All Measures View](#)

Figure 6-35 Original Plan Summary View

2. Original Plan Summary					
Location		Product		Calendar	
Brick & Mortar		Ankle		Measure	
	2/13/2010	2/20/2010	2/27/2010	3/6/2010	3/13/2010
Op Sales R	0.00	0.00	0.00	0.00	
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	
Wa Sales R	1,274.45	3,363.94	3,138.90	3,351.12	
Wa Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %	
Op Sales C	0.00	0.00	0.00	0.00	
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	
Wa Sales C	1,100.66	2,905.22	2,710.87	2,894.15	
Wa Sales C var Ly %	-47.4 %	-47.4 %	-47.4 %	-47.4 %	
Op Gross Profit	0.00	0.00	0.00	0.00	
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %	
Wa Gross Profit	57.93	152.91	142.68	152.32	
Wa Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %	
Op BOP Inv C	0.00	0.00	0.00	0.00	
Wa BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89	3,038,880.00
Op Receipts C	0.00	0.00	0.00	0.00	
Wa Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15	8,000,000.00
Op EOP Inv C	0.00	0.00	0.00	0.00	
Wa EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36	2,222,000.00
Op Cum Avg Inv C	0.00	0.00	0.00	0.00	
Wa Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24	2,777,000.00
Op Cum Turn C	0.00	0.00	0.00	0.00	
Wa Cum Turn C	0.00	0.00	0.00	0.00	
Op Forward Cover C	0.00	0.00	0.00	0.00	
Wa Forward Cover C	1,338.84	1,328.41	1,385.71	1,150.30	
Op Stock to Sales C...	0.00	0.00	0.00	0.00	
Wa Stock to Sales C...	558.65	1222.64	1299.04	1269.47	
Op GPROI	0.00	0.00	0.00	0.00	
Wa GPROI	0.00	0.00	0.00	0.00	
Op Sales U	0	0	0	0	
Wa Sales U	5,281	4,108	4,108	452	
Op Sales AUR	0.00	0.00	0.00	0.00	
Wa Sales AUR	0.24	0.82	0.76	7.41	
Op Sales AUC	0.00	0.00	0.00	0.00	
Wa Sales AUC	0.21	0.71	0.66	6.40	
Op Receipts U	0	0	0	0	
Wa Receipts U	74	134	229	133	
Op Cum Avg Inv U	0	0	0	0	
Wa Cum Avg Inv U	-14,351	-51,634	-86,733	-118,821	
Op Cum Turn U	0.00	0.00	0.00	0.00	
Wa Cum Turn U	-0.37	-0.18	-0.16	-0.12	

Figure 6-36 Original Plan Overview View

3. Original Plan Overview

Location: Brick & Mortar | Product: Women's Footwear

Calendar: | Measure:

Find...

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wp Sales R var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	14,835.86	18,825.40	20,007.19	19,454.65
Wp Sales C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C var Ly %	-49.6 %	-49.2 %	-49.3 %	-49.2 %
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Wp BOP Inv C	3,344,535.00	4,262,904.54	2,028,671.70	-434,689.82
Op Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op EOP Inv C	0.00	0.00	0.00	0.00
Wp EOP Inv C	4,262,904.54	2,028,671.70	-434,689.82	-4,105,683.56
Wp EOP Inv C var Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	3,803,719.77	3,212,037.08	2,300,355.35	1,019,147.57
Op Cum Turn C	0.00	0.00	0.00	0.00
Wp Cum Turn C	0.00	0.01	0.02	0.07
Op GPROI	0.00	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00	0.00
Op Diary Info				
Wp Diary Info				

Figure 6-37 Current Plan Summary View

3. Current Plan Summary				
Location		Product		Calendar
Brick & Mortar		Ankle		Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
Cp Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %
Wa Sales R	1,274.45	3,363.94	3,138.90	3,351.12
Wa Sales R var Ly %	-46.2 %	-46.2 %	-46.2 %	-46.2 %
Cp Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Cp Sales C var Ly %	-47.4 %	-47.4 %	-47.4 %	-47.4 %
Wa Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Wa Sales C var Ly %	-47.4 %	-47.4 %	-47.4 %	-47.4 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	5.0 %	5.0 %	5.0 %	5.0 %
Cp BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89
Wa BOP Inv C	614,880.00	3,552,030.50	3,521,533.47	3,674,038.89
Cp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Wa Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
Cp EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36
Wa EOP Inv C	3,552,030.50	3,521,533.47	3,674,038.89	3,034,648.36
Cp Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24
Wa Cum Avg Inv C	2,083,455.25	2,562,814.66	2,840,620.72	2,879,426.24
Cp Cum Turn C	0.00	0.00	0.00	0.00
Wa Cum Turn C	0.00	0.00	0.00	0.00
Cp Forward Cover C	1,338.84	1,328.41	1,385.71	1,150.30
Wa Forward Cover C	1,338.84	1,328.41	1,385.71	1,150.30
Cp Stock to Sales C...	558.65	1222.64	1299.04	1269.47
Wa Stock to Sales C...	558.65	1222.64	1299.04	1269.47
Cp GPROI	0.00	0.00	0.00	0.00
Wa GPROI	0.00	0.00	0.00	0.00
Cp Sales U	5,281	4,108	4,108	452
Wa Sales U	5,281	4,108	4,108	452
Cp Sales AUR	0.24	0.82	0.76	7.41
Wa Sales AUR	0.24	0.82	0.76	7.41
Cp Sales AUC	0.21	0.71	0.66	6.40
Wa Sales AUC	0.21	0.71	0.66	6.40
Cp Receipts U	74	134	229	133
Wa Receipts U	74	134	229	133
Cp Cum Turn U	-0.37	-0.18	-0.16	-0.12
Wa Cum Turn U	-0.37	-0.18	-0.16	-0.12

Figure 6–38 Current Plan Overview View

The screenshot displays the '4. Current Plan Overview' window. At the top, there are filters for 'Location' (Brick & Mortar) and 'Product' (Women's Footwear). Below the filters is a toolbar with icons for grid, chart, and other functions, along with a 'Find...' search box. The main area contains a table with the following data:

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Wp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wp Sales R var Cp %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Cp Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Cp Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Wp Sales C	14,835.86	18,825.40	20,007.19	19,454.65
Wp Sales C var Cp %	0.4 %	0.8 %	0.7 %	0.8 %
Wp Sales C var Ly %	-49.6 %	-49.2 %	-49.3 %	-49.2 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Gross Profit var Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Wp BOP Inv C	3,344,535.00	4,262,904.54	2,028,671.70	-434,689.82
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wp Receipts C var Cp %	0.0 %	0.0 %	0.0 %	0.0 %
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Wp EOP Inv C	4,262,904.54	2,028,671.70	-434,689.82	-4,105,683.56
Wp EOP Inv C var Cp %	-1.0 %	-4.6 %	51.0 %	4.8 %
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Wp Cum Avg Inv C	3,803,719.77	3,212,037.08	2,300,355.35	1,019,147.57
Cp Cum Turn C	0.00	0.01	0.02	0.07
Wp Cum Turn C	0.00	0.01	0.02	0.07
Cp GPROI	0.00	0.00	0.00	0.00
Wp GPROI	0.00	0.00	0.00	0.00
Cp Diary Info				
Wp Diary Info				

Figure 6-39 All Measures View

The screenshot shows the 'All Measures' view in a software application. The interface includes a header with 'All Measures', filters for 'Location' (Brick & Mortar) and 'Product' (30000 Loafers), and a 'Calendar' button. Below is a table with columns for dates (2/13/2010, 2/20/2010, 2/27/2010, 3/6/2010) and a row for 'Wp Sales R' with values 251,758.36, 3,562,986.36, 257,564.87, and 218,796.48.

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	251,758.36	3,562,986.36	257,564.87	218,796.48

Review/Reconcile to Item Plan

Use these views to compare your revised plan to the Op and Cp item plans.

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

Figure 6–40 Review Item Plan Op Plan View

1. Review Item Plan Op Plan				
Location	Product	Calendar		
Brick & Mortar	Ankle	Measure		
Find...				
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
IP Op Sales R	0.00	0.00	0.00	0.00
Wp Sales R var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47
IP Op Sales C	0.00	0.00	0.00	0.00
Wp Sales C var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
IP Op Gross Profit	0.00	0.00	0.00	0.00
IP Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp BOP Inv C	614,880.00	3,509,056.66	3,424,334.95	3,527,219.27
IP Op BOP Inv C	0.00	0.00	0.00	0.00
Wp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
IP Op Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv C	3,509,056.66	3,424,334.95	3,527,219.27	2,846,832.33
IP Op EOP Inv C	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	2,061,968.33	2,516,090.54	2,768,872.72	2,784,464.64
IP Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Turn C	0.00	0.00	0.00	0.00
IP Op Cum Turn C	0.00	0.00	0.00	0.00
.				
Wp Sales U	5,281	4,108	4,108	452
IP Op Sales U	0	0	0	0
Wp Sales U var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp BOP Inv U	19,965	-52,005	-133,408	-202,503
IP Op BOP Inv U	0	0	0	0
Wp Receipts U	74	134	229	133
IP Op Receipts U	0	0	0	0
Wp Receipts U var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv U	-52,005	-133,408	-202,503	-260,529
IP Op EOP Inv U	0	0	0	0
Wp EOP Inv C var IP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Cum Avg Inv U	-16,020	-55,149	-91,988	-125,696
IP Op Cum Avg Inv U	0	0	0	0
Wp Cum Turn U	-0.33	-0.17	-0.15	-0.11
IP Op Cum Turn U	0.00	0.00	0.00	0.00

Figure 6-41 Review Item Plan Cp Plan View

2. Review Item Plan Cp Plan				
Location: Brick & Mortar		Product: Ankle		Calendar
				Measure
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	1,274.45	3,363.94	3,138.90	3,351.12
IP Cp Sales R	0.00	0.00	0.00	0.00
Wp Sales R var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Sales C	1,158.59	3,058.13	2,853.55	3,046.47
IP Cp Sales C	0.00	0.00	0.00	0.00
Wp Sales C var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Gross Profit	0.00	0.00	0.00	0.00
Wp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
IP Cp Gross Profit	0.00	0.00	0.00	0.00
IP Cp Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wp BOP Inv C	614,880.00	3,509,056.66	3,424,334.95	3,527,219.27
IP Cp BOP Inv C	0.00	0.00	0.00	0.00
Wp Receipts C	3,753,653.42	999,771.96	1,095,306.31	139,541.15
IP Cp Receipts C	0.00	0.00	0.00	0.00
Wp Receipts C var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv C	3,509,056.66	3,424,334.95	3,527,219.27	2,846,832.33
IP Cp EOP Inv C	0.00	0.00	0.00	0.00
Wp EOP Inv C var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Cum Avg Inv C	2,061,968.33	2,516,090.54	2,768,872.72	2,784,464.64
IP Cp Cum Avg Inv C	0.00	0.00	0.00	0.00
Wp Cum Turn C	0.00	0.00	0.00	0.00
IP Cp Cum Turn C	0.00	0.00	0.00	0.00
.				
Wp Sales U	5,281	4,108	4,108	452
IP Cp Sales U	0	0	0	0
Wp Sales U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp BOP Inv U	19,965	-52,005	-133,408	-202,503
IP Cp BOP Inv U	0	0	0	0
Wp Receipts U	74	134	229	133
IP Cp Receipts U	0	0	0	0
Wp Receipts U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp EOP Inv U	-52,005	-133,408	-202,503	-260,529
IP Cp EOP Inv U	0	0	0	0
Wp EOP Inv U var IP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Cum Avg Inv U	-16,020	-55,149	-91,988	-125,696
IP Cp Cum Avg Inv U	0	0	0	0
Wp Cum Turn U	-0.33	-0.17	-0.15	-0.11
IP Cp Cum Turn U	0.00	0.00	0.00	0.00

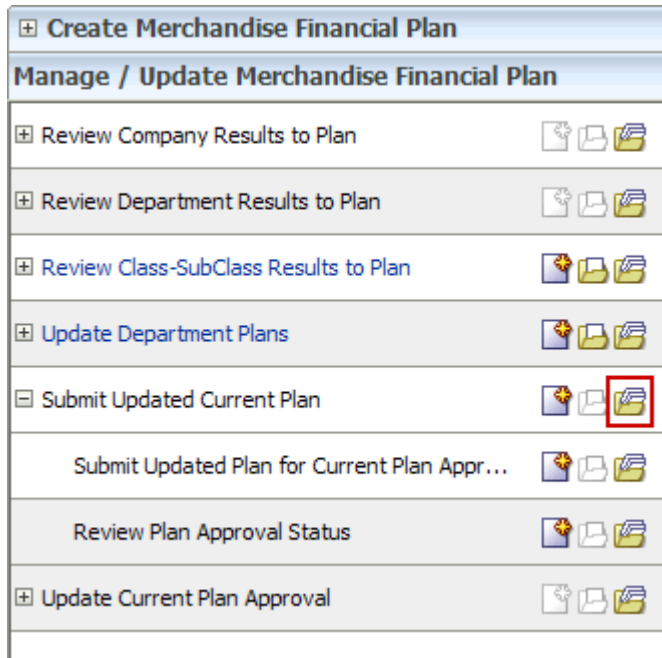
Bottom Up: Submit Updated Current Plan

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

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

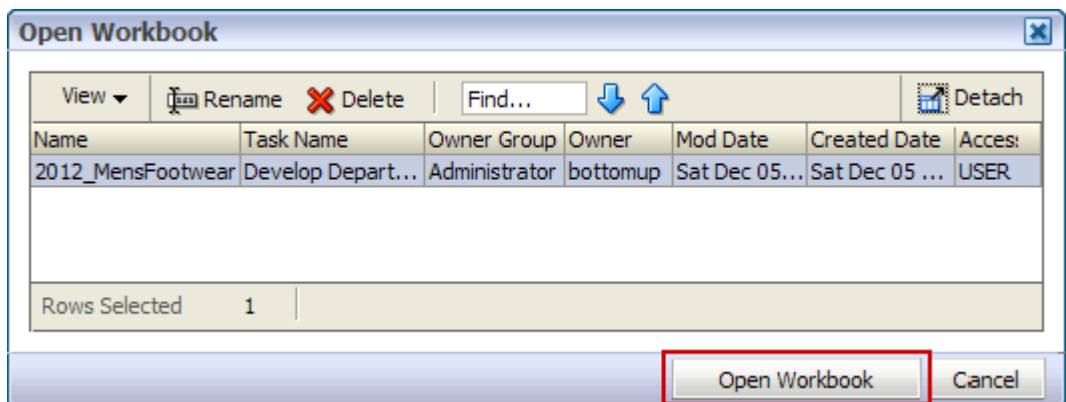
Note: You can either open a workbook or create a new workbook. If you have committed the workbook used in the previous task, you can build a new one and see the data you need. If you did not commit that one, you must open it to complete this process.

Figure 6–42 Bottom Up: Create New Workbook Icon



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

Figure 6–43 Open Workbook Dialog Box



- The workbook opens at the Approval view.

Figure 6–44 *Submit Updated Current Plan - Approval View*

	Sprg FY2010	Fall FY2010
Wp Submit	Submit Cp Only	Submit Cp Only
Wp Approval Pending	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Wp Submit Info		
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/5/2009	12/5/2009
Wa Submit Info	Rec by DSC	Rec by DSC
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

- Make the following selections:
 - Wp Submit:** Choose what you want to submit your working plan to. Options are **Submit Op Only**, **Submit Cp Only**, or **Submit Op and Cp**.
 - Wp Submit Info:** Enter information about the working plan. This step is optional.
- Click the **Submit** button at the top right of the view, as shown in [Figure 6–44](#).
- A success message appears. Click **OK** to close it.

Figure 6–45 *Success Message - Plan Submitted*

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

Figure 6–46 Submit Updated Current Plan - Submitted Current Plan

	Sprg FY2010	Fall FY2010
Wp Submit		
Wp Approval Pending	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Wp Submit Info		
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/27/2009	12/27/2009
Wa Submit Info		
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

7. To make the Wa plan available to the middle out user for approval, commit the workbook by clicking **Commit** in the toolbar or selecting the **Commit** option in the File menu.

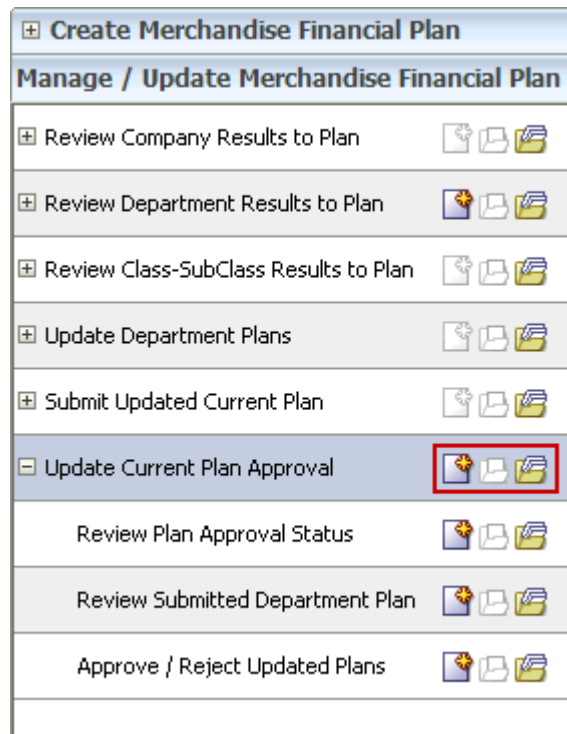
After the middle out user approves or rejects the Wa plan, you can see the approval or rejection information by accessing this view from the Review Plan Approval Status step.

Middle Out: Update Current Plan Approval

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

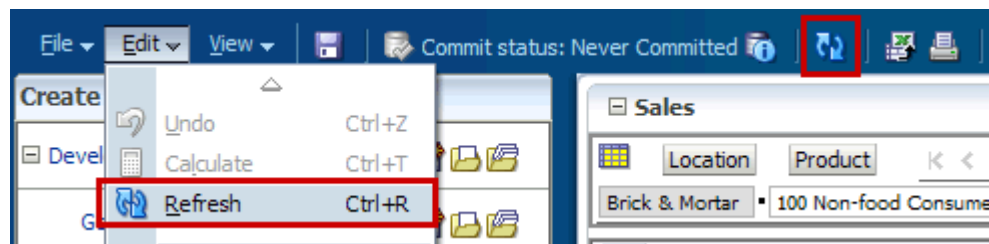
To see the bottom up user's plan, either build a new workbook or open an existing one from the Update Current Plan Approval task, as shown in [Figure 6-47](#).

Figure 6-47 Update Current Plan Approval



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

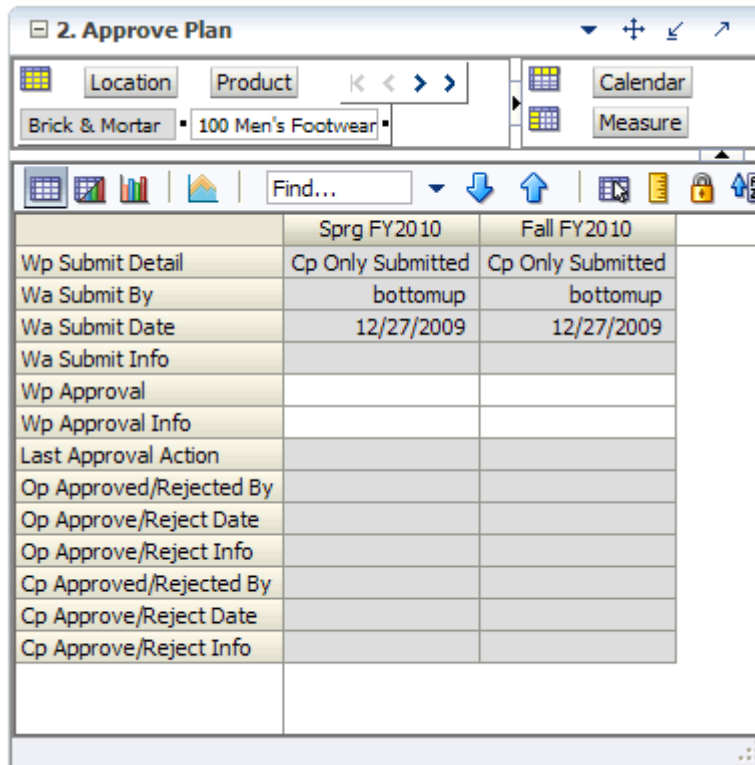
Figure 6-48 Refresh



Review Plan Approval Status

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

Figure 6–49 Review Plan Approval Status - Approve Plan View



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

Table 6–1 Review Plan Approval Status - Approve Plan View Measures

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

Table 6–1 (Cont.) Review Plan Approval Status - Approve Plan View Measures

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

Review Submitted Department Plan

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

This step includes three views:

- [Original Plan Summary View](#)
- [Current Plan Summary View](#)
- [All Measures View](#)

Figure 6-50 Original Plan Summary View

3. Original Plan Summary

Location: Brick & Mortar | Product: Women's Footwear

Calendar: | Measure:

Find...

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Op Sales R	0.00	0.00	0.00	0.00
Op Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wa Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wa Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Op Sales C	0.00	0.00	0.00	0.00
Op Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wa Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Wa Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Op Gross Profit	0.00	0.00	0.00	0.00
Op Gross Profit %	0.0 %	0.0 %	0.0 %	0.0 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Op BOP Inv C	0.00	0.00	0.00	0.00
Wa BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Op Receipts C	0.00	0.00	0.00	0.00
Wa Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Op EOP Inv C	0.00	0.00	0.00	0.00
Wa EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Op Cum Avg Inv C	0.00	0.00	0.00	0.00
Wa Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Op Cum Turn C	0.00	0.00	0.00	0.00
Wa Cum Turn C	0.00	0.01	0.02	0.07
Op Forward Cover C	0.00	0.00	0.00	0.00
Wa Forward Cover C	265.08	125.39	0.00	0.00
Op GPROI	0.00	0.00	0.00	0.00
Wa GPROI	0.00	0.00	0.00	0.00
Op Sales U	0	0	0	0
Wa Sales U	13,218	9,868	9,946	5,379
Op Sales AUR	0.00	0.00	0.00	0.00
Wa Sales AUR	1.23	2.10	2.21	3.98
Op Sales AUC	0.00	0.00	0.00	0.00
Wa Sales AUC	1.12	1.89	2.00	3.59
Op Receipts U	0	0	0	0
Wa Receipts U	1,430	1,602	1,347	99,497
Op Cum Avg Inv U	0	0	0	0
Wa Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
Op Cum Turn U	0.00	0.00	0.00	0.00
Wa Cum Turn U	-0.18	-0.08	-0.06	-0.05

Figure 6-51 Current Plan Summary View

4. Current Plan Summary				
Location		Product		Calendar
Brick & Mortar		Women's Footwe		Measure
Find...				
	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Cp Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Cp Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Wa Sales R	16,319.45	20,707.94	22,007.90	21,400.12
Wa Sales R var Ly %	-49.7 %	-49.4 %	-49.5 %	-49.4 %
Cp Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Cp Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Wa Sales C	14,777.93	18,672.50	19,864.51	19,302.33
Wa Sales C var Ly %	-49.8 %	-49.6 %	-49.7 %	-49.6 %
Cp Gross Profit	57.93	152.91	142.68	152.32
Cp Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Wa Gross Profit	57.93	152.91	142.68	152.32
Wa Gross Profit %	0.4 %	0.8 %	0.7 %	0.8 %
Cp BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Wa BOP Inv C	3,344,535.00	4,305,878.38	2,125,870.22	-287,870.20
Cp Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Wa Receipts C	6,190,733.65	3,015,254.69	2,771,138.18	1,742,028.33
Cp EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Wa EOP Inv C	4,305,878.38	2,125,870.22	-287,870.20	-3,917,867.54
Cp Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Wa Cum Avg Inv C	3,825,206.69	3,258,761.20	2,372,103.35	1,114,109.17
Cp Cum Turn C	0.00	0.01	0.02	0.07
Wa Cum Turn C	0.00	0.01	0.02	0.07
Cp Forward Cover C	265.08	125.39	0.00	0.00
Wa Forward Cover C	265.08	125.39	0.00	0.00
Cp GPROI	0.0 %	0.0 %	0.0 %	0.0 %
Wa GPROI	0.00	0.00	0.00	0.00
Cp Sales U	13,218	9,868	9,946	5,379
Wa Sales U	13,218	9,868	9,946	5,379
Cp Sales AUR	1.23	2.10	2.21	3.98
Wa Sales AUR	1.23	2.10	2.21	3.98
Cp Sales AUC	1.12	1.89	2.00	3.59
Wa Sales AUC	1.12	1.89	2.00	3.59
Cp Receipts U	1,430	1,602	1,347	99,497
Wa Receipts U	1,430	1,602	1,347	99,497
Cp Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
Wa Cum Avg Inv U	-74,996	-301,555	-524,682	-731,899
Cp Cum Turn U	-0.18	-0.08	-0.06	-0.05
Wa Cum Turn U	-0.18	-0.08	-0.06	-0.05

Figure 6–52 All Measures View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp Sales R	1,275,986.56	1,786,951.23	1,265,845.36	654,268.36

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

Approve/Reject Updated Plans

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

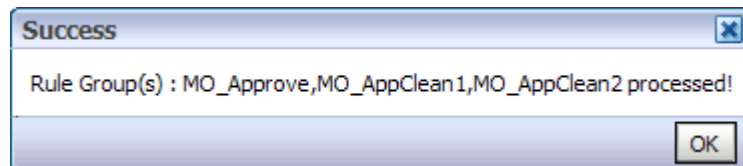
The view in this step is Approve Plan, the same one that is shown in the first step, Review Plan Approval Status.

Figure 6–53 Approve/Reject Plan - Approve Plan View

	Sprg FY2010	Fall FY2010
Wp Submit Detail	Cp Only Submitted	Cp Only Submitted
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/27/2009	12/27/2009
Wa Submit Info		
Wp Approval	Approve Plan	Approve Plan
Wp Approval Info		
Last Approval Action		
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By		
Cp Approve/Reject Date		
Cp Approve/Reject Info		

1. In the Wp Approval measure, select one of the two options: **Approve Plan** or **Reject Plan**.
2. In the Wp Approval Info measure, enter any useful information about the plan or your approval decision. This step is optional.
3. Click the **Approve/Reject** button as shown in [Figure 6-54](#).
4. A success message appears. Click **OK** to close it.

Figure 6-54 Success Message - Approve/Reject



The view refreshes and the approval or rejection information is populated in the measures, as shown in [Figure 6-55](#).

Figure 6-55 Approve/Reject Plan - Approve Plan View

	Sprg FY2010	Fall FY2010
Wp Submit Detail		
Wa Submit By	bottomup	bottomup
Wa Submit Date	12/27/2009	12/27/2009
Wa Submit Info		
Wp Approval		
Wp Approval Info		
Last Approval Action	Cp Only Approved	Cp Only Approved
Op Approved/Rejected By		
Op Approve/Reject Date		
Op Approve/Reject Info		
Cp Approved/Rejected By	middleout	middleout
Cp Approve/Reject Date	12/27/2009	12/27/2009
Cp Approve/Reject Info		

Note: You must commit the workbook for other users to see the action.

Data Load Validation Workbook

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

The Data Load Validation workbook contains the following steps:

- [SubClass Data Load Validation](#)
- [Department Data Load Validation](#)
- [Division-Group Data Load Validation](#)
- [Miscellaneous Measures Validation](#)

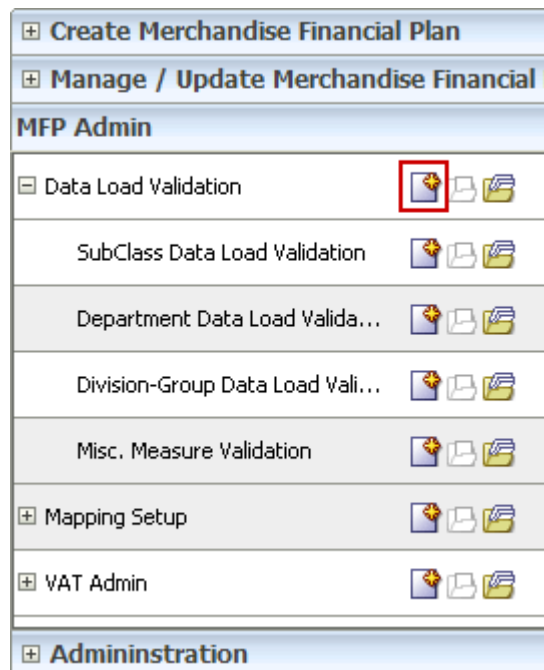
To use the Data Load Validation workbook, you need to first build the workbook.

Building the Workbook

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

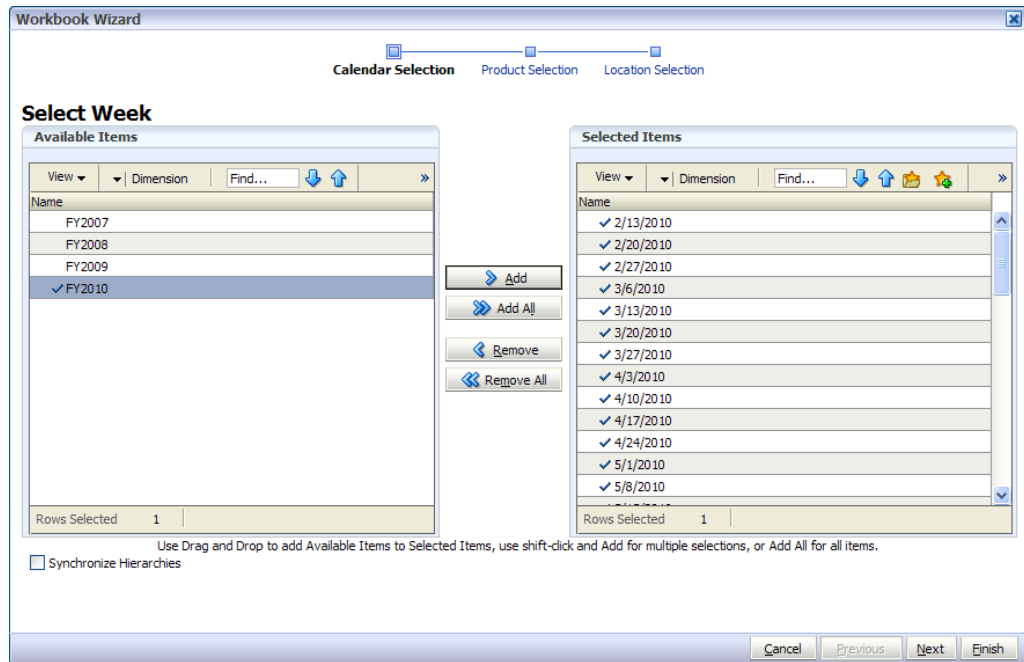
1. Click the New Workbook icon in the Data Load Validation step.

Figure 7-1 Data Load Validation



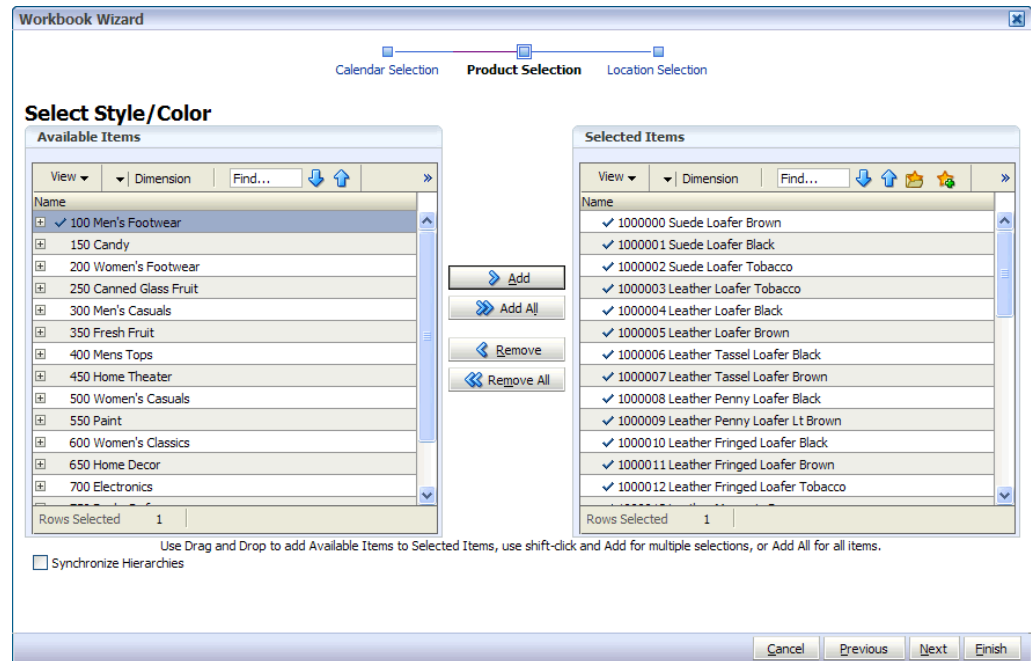
- The workbook wizard opens at the Calendar Selection step. Select the weeks you want to validate and click **Next**.

Figure 7–2 Data Load Validation Workbook Wizard - Calendar Selection



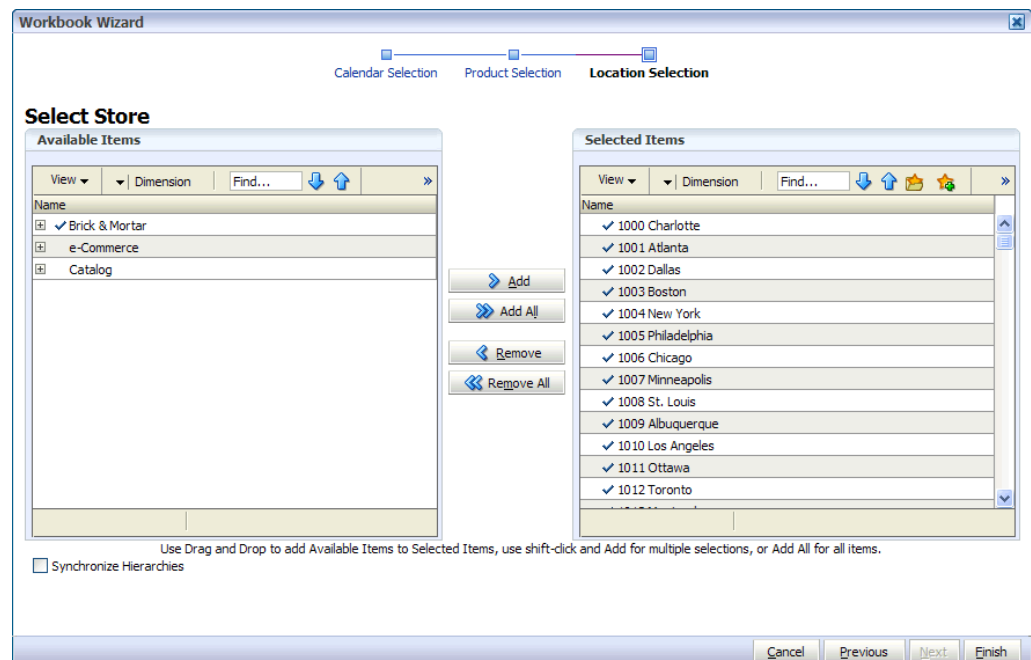
- The Product Selection step appears. Select the items and click **Next**.

Figure 7–3 Data Load Validation Workbook Wizard - Product Selection



- The Location Selection step appears. Select the stores and click **Finish**.

Figure 7–4 Data Load Validation Workbook Wizard - Location Selection



The Data Load Validation workbook is built.

SubClass Data Load Validation

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

Figure 7–5 Bottom Up Working Plan View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp BOP Inv U	19,965	-48,667	-126,198	-192,032
Wp EOP Inv U	-48,667	-126,198	-192,032	-247,173
Wp Misc In C	0.00	0.00	0.00	0.00
Wp Misc In U	0	0	0	0
Wp Misc Out C	0.00	0.00	0.00	0.00
Wp Misc Out U	0	0	0	0
Wp On Order C	0.00	0.00	0.00	0.00
Wp On Order U	0	0	0	0
Wp Receipts U	74	134	229	133
Wp Shrink C	815,402.26	1,027,363.76	940,090.02	776,037.53
Wp Shrink U	63,425	73,558	61,955	54,821
Wp Sales C	1,100.66	2,905.22	2,710.87	2,894.15
Wp Sales U	5,281	4,108	4,108	452

Table 7–1 Bottom Up Working Plan View Measures

Measure	Description
Wp BOP Inv U	Working Plan Beginning of Period Inventory Unit.
Wp EOP Inv U	Working Plan End of Period Inventory Unit.
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 Shrink C	Working Plan Shrink Cost.
Wp Shrink U	Working Plan Shrink Units.
Wp Sales C	Working Plan Sales Cost.
Wp Sales U	Working Plan Sales Units.

Department Data Load Validation

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

Figure 7–6 Middle Out Working Plan View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp BOP Inv C	119,119.00	-2,578,667.76	-4,712,622.12	-6,916,266.88
Wp BOP Inv U	5,794	-180,922	-330,765	-512,771
Wp EOP Inv C	-2,578,667.76	-4,712,622.12	-6,916,266.88	-8,942,312.88
Wp EOP Inv U	-180,922	-330,765	-512,771	-688,744
Wp Misc In C	192.31	192.31	192.31	192.31
Wp Misc In U	0	0	0	0
Wp Misc Out C	0.00	0.00	0.00	0.00
Wp Misc Out U	0	0	0	0
Wp On Order C	0.00	0.00	0.00	0.00
Wp On Order U	0	0	0	0
Wp Receipts C	2,804,939.92	3,110,134.21	3,171,642.28	3,461,546.16
Wp Receipts U	282,107	301,958	269,056	295,243
Wp Shrink C	5,487,613.85	5,225,095.87	5,355,031.09	5,467,941.29
Wp Shrink U	467,911	450,691	449,957	470,137
Wp Sales C	15,305.13	19,185.00	20,448.25	19,843.18
Wp Sales U	912	1,110	1,105	1,079

The following table lists the measures available on this view.

Table 7–2 Middle Out Working Plan View Measures

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
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 Receipt Cost.

Table 7–2 Middle Out Working Plan View Measures

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

Division-Group Data Load Validation

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

Figure 7–7 Top Down Working Plan View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
Wp BOP Inv C	69,678.02	-6,431,401.34	-12,373,328.08	-18,405,841.18
Wp BOP Inv U	6,794	-263,743	-540,732	-804,060
Wp EOP Inv C	-6,431,401.34	-12,373,328.08	-18,405,841.18	-24,658,965.18
Wp EOP Inv U	-263,743	-540,732	-804,060	-1,090,264
Wp Misc In C	19.23	19.23	19.23	19.23
Wp Misc In U	0	0	0	0
Wp Misc Out C	0.00	0.00	0.00	0.00
Wp Misc Out U	0	0	0	0
Wp On Order C	0.00	0.00	0.00	0.00
Wp On Order U	0	0	0	0
Wp Receipts C	15,409.38	18,821.83	15,043.52	12,900.20
Wp Receipts U	1,430	1,602	1,347	1,164
Wp Shrink C	6,498,383.77	5,938,961.71	6,024,570.95	6,243,386.15
Wp Shrink U	270,876	277,317	263,420	286,136
Wp Sales C	18,124.20	21,806.10	23,004.90	22,657.27
Wp Sales U	1,091	1,274	1,255	1,232

The following table lists the measures available on this view.

Table 7–3 Middle Out Working Plan View Measures

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
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 Receipt Cost.

Table 7-3 Middle Out Working Plan View Measures

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

Miscellaneous Measures Validation

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

Figure 7–8 Misc. Measures View

	2/13/2010	2/20/2010	2/27/2010	3/6/2010
DR TY Shrink U	0	0	0	0
DR TY Devaluation C	0.00	0.00	0.00	0.00
DR TY Regular BOP Inv U	0	0	0	0
DR TY Clearance Sales U	0	0	0	0
DR TY Promo Sales C	0.00	0.00	0.00	0.00
DR TY Promo Sales R	0.00	0.00	0.00	0.00
DR TY Promo Sales U	0	0	0	0
DR TY Misc Out U	0	0	0	0
DR TY Misc Out C	0.00	0.00	0.00	0.00
DR TY Regular Sales U	0	0	0	0
DR TY Clearance EOP Inv U	0	0	0	0
DR TY Clearance EOP Inv C	0.00	0.00	0.00	0.00
DR TY Clearance Sales C	0.00	0.00	0.00	0.00
DR TY Clearance BOP Inv C	0.00	0.00	0.00	0.00
DR TY Clearance BOP Inv U	0	0	0	0
DR TY On Order C	0.00	0.00	0.00	0.00
DR TY Regular BOP Inv C	0.00	0.00	0.00	0.00
DR TY Regular Sales C	0.00	0.00	0.00	0.00
DR TY Regular EOP Inv C	0.00	0.00	0.00	0.00
DR TY Regular EOP Inv U	0	0	0	0
DR TY Misc In C	0.00	0.00	0.00	0.00
DR TY Clearance Sales R	0.00	0.00	0.00	0.00
DR TY Misc In U	0	0	0	0
DR TY On Order U	0	0	0	0
DR TY Receipts C	0.00	0.00	0.00	0.00
DR TY Receipts U	0	0	0	0
DR TY Regular Sales R	0.00	0.00	0.00	0.00
DR TY Shrink C	0.00	0.00	0.00	0.00

The following table lists the measures available on this view.

Table 7–4 Misc Measures View Measures

Measure	Description
DR TY Clearance BOP Inv C	This Year Clearance Beginning of Period Inventory Cost.
DR TY Clearance BOP Inv U	This Year Clearance Beginning of Period Inventory Unit.
DR TY Regular BOP Inv C	This Year Regular Beginning of Period Inventory Cost.

Table 7-4 Misc Measures View Measures

Measure	Description
DR TY Regular BOP Inv U	This Year Regular Beginning of Period Inventory Units.
DR TY Clearance EOP Inv C	This Year Clearance End of Period Inventory Cost.
DR TY Clearance EOP Inv U	This Year Clearance End of Period Inventory Units.
DR TY Regular EOP Inv C	This Year Regular End of Period Inventory Cost.
DR TY Regular EOP Inv U	This Year Regular End of Period Inventory Units.
DR TY Misc In U	This Year Miscellaneous In Units.
DR TY Misc Out U	This Year Miscellaneous Out Units.
DR TY On Order C	This Year On Order Cost.
DR TY On Order U	This Year On Order Units.
DR TY Receipts C	This Year Receipt Cost.
DR TY Receipts U	This Year Receipt Units.
DR TY Shrink U	This Year Shrink Units.
DR TY Clearance Sales R	This Year Clearance Sales Retail Value.
DR TY Clearance Sales U	This Year Clearance Sales Units.
DR TY Promo Sales R	This Year Promotional Sales Retail.
DR TY Promo Sales U	This Year Promotional Sales Units.
DR TY Regular Sales R	This Year Regular Sales Retail Value.
DR TY Regular Sales U	This Year Regular Sales Units.

Mapping Setup Workbook

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

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

The adjusted sales then appear in the Merchandise 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.

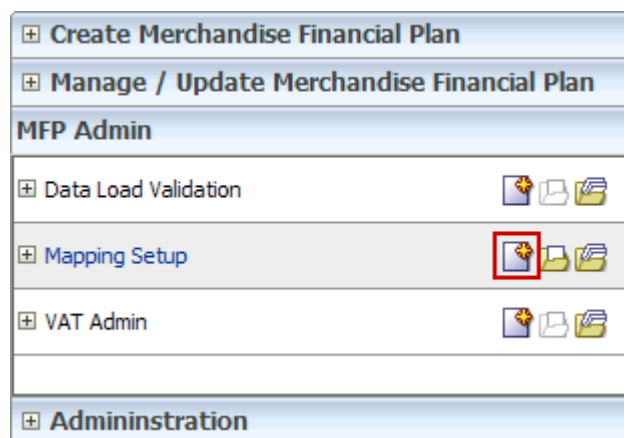
The Mapping Setup task contains one step: Last Year and Adjusted Last Year Week Mapping.

Opening the Mapping Workbook

To open a Mapping Setup workbook:

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

Figure 8-1 Mapping Setup Task



The workbook is built.

Last Year and Adjusted Last Year Week Mapping

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

Figure 8–2 Mapping View

The screenshot shows a software interface titled "Mapping". It features a toolbar with various icons and a table with the following data:

	Week Mapping Last Year	Week Mapping Adjusted Last Year
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

Table 8–1 Mapping View Measures

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

VAT Admin Workbook

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

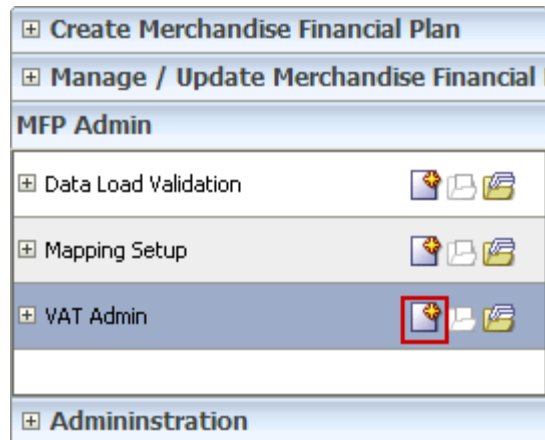
To use the VAT Admin workbook, you must first build a workbook.

Building the VAT Admin Workbook

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

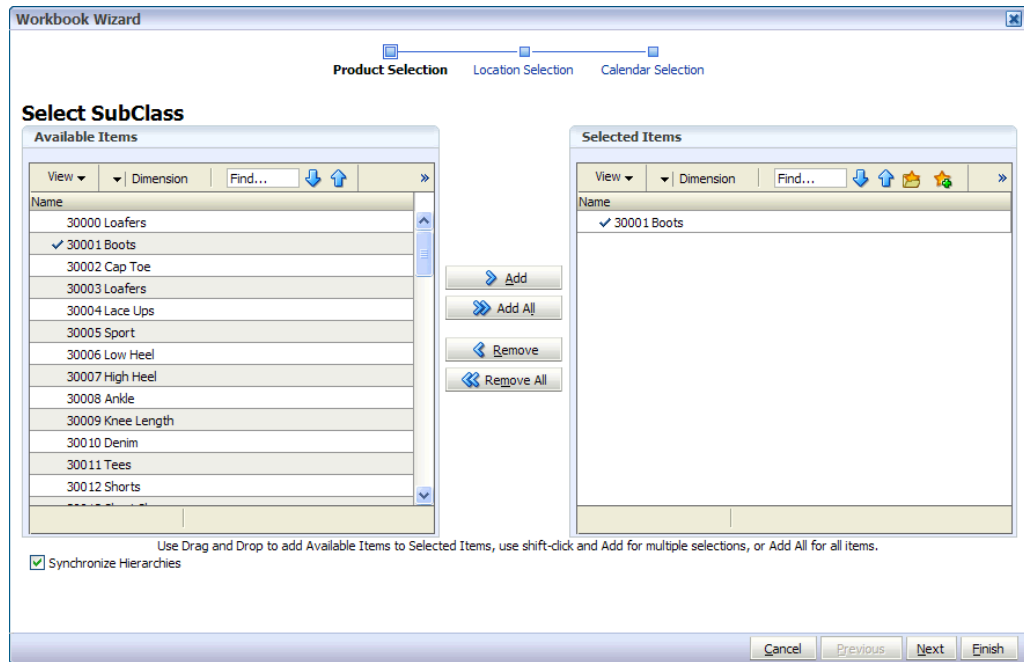
1. Click the **New Workbook** icon in the VAT Admin task.

Figure 9–1 VAT Admin Task



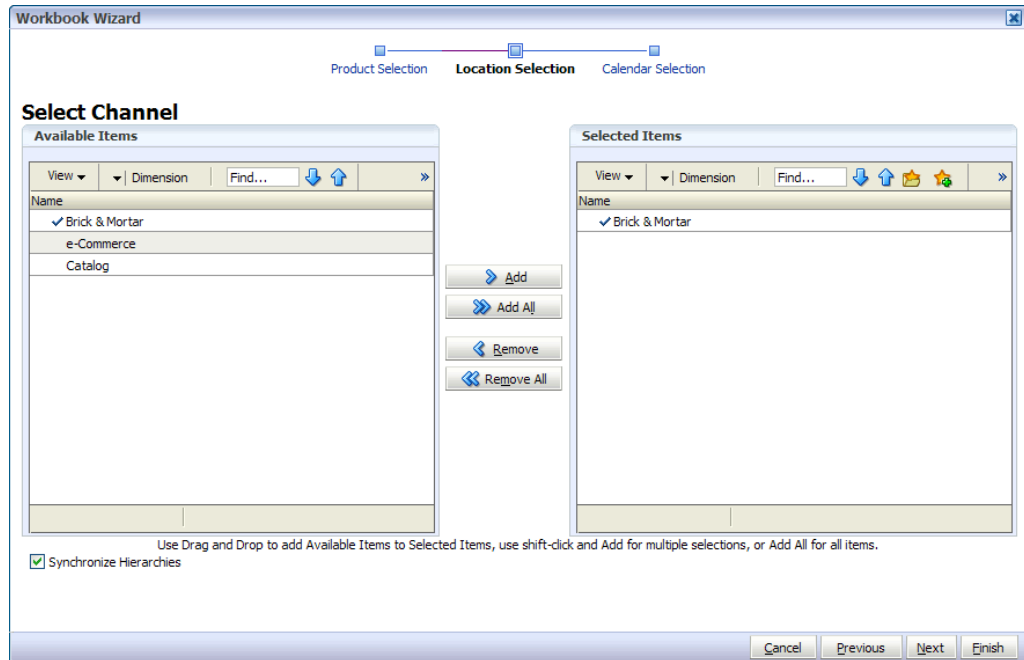
- The workbook wizard opens at the Product Selection step. Select the subclass that you would like to set up and click Next.

Figure 9–2 VAT Admin Workbook Wizard - Product Selection



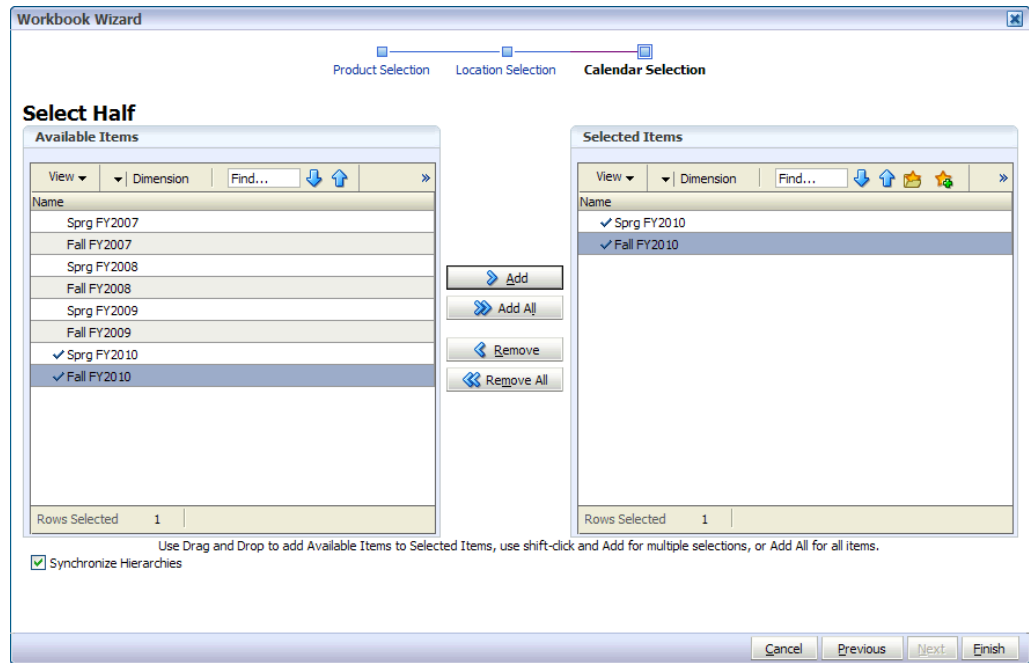
- The Location Selection step appears. Select the channel and click Next.

Figure 9–3 VAT Admin Workbook Wizard - Location Selection



- The Calendar Selection step appears. Select the halves you want and click **Finish**.

Figure 9-4 VAT Admin Workbook Wizard - Calendar Selection



The VAT Admin workbook is built.

VAT Setup

Once the VAT Admin workbook is built, the VAT Setup view opens. At this view you can enter the value added tax for each subclass.

Figure 9-5 VAT Admin - VAT Setup Workbook

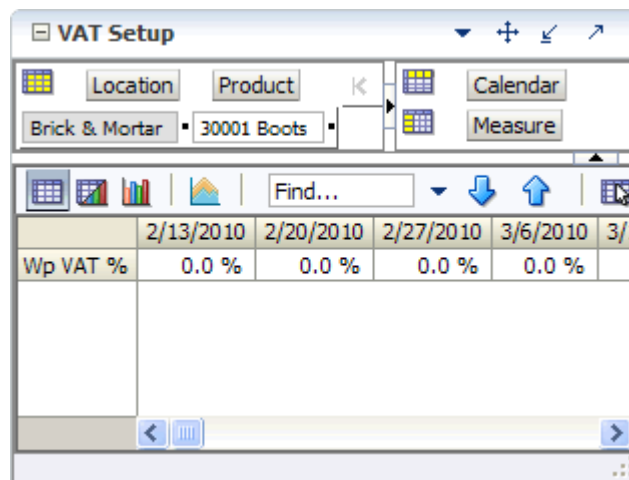


Table 9-1 VAT Admin - VAT Setup Workbook Measures

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

