Oracle® Retail Item Planning

User Guide for the RPAS Classic Client

Release 13.2

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ORACLE®

Oracle Retail Item Planning User Guide for the RPAS Classic Client, Release 13.2

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Contents

Send Us Your Comments ix

Preface xi

Audience xi
Documentation Accessibility xi
Related Documents xii
Customer Support xii
Review Patch Documentation xii
Oracle Retail Documentation on the Oracle Technology Network xiii
Conventions xiii

1 Introduction

Item Planning Process 1-1
Preseason 1-1
In-Season 1-1
Item Planning Benefits 1-2
Item Planning Features 1-2
Preseason Planning 1-3
Plan Versions 1-5
In-Season Management 1-5
Workflow Overview 1-6

2 Week Mapping

Building the Week Mapping Workbook 2-1
Week Mapping 2-3

3 History Mapping

Building the History Mapping Workbook 3-1
Map Items 3-3
Validate Mapping 3-4

4 Item Planning

Building the Item Planning Workbook 4-2

Dashboard 4-5
Dashboard Worksheet 4-5
Bounds Worksheet 4-6
Getting Started 4-7
Seed Worksheet 4-8
Seeding the Plan 4-9
Review Assortment Plan Parameters Worksheet 4-10
Set Parameters Worksheet 4-11
Review Trend 4-12
Review Assortment Plan Details 4-14
Unit Sales 4-17
Inventory and Receipts 4-19
Moving Inventory 4-21
Review Plans 4-23
Review Unit Plan 4-23
Review Retail Plan 4-24
Review Cost Plan 4-25
Review MFP Plans 4-26
Review MFP Op Plan 4-26
Review MFP Cp Plan 4-29
Approval 4-32
Commit Targets 4-34
Exit Strategy 4-35
All Measures 4-37

5 Enable Op Approval Workbook

Building the Enable Op Approval Workbook 5-1
Allow Op Approval 5-3

6 Data Validation

Building the Data Load Validation Workbook 6-1
Assortment Planning Measures 6-4
Default Measures 6-7
Item Planning Measures 6-9
MFP Measures 6-11

List of Figures

1–1 Item Planning Process Diagram ... 1-3
1–2 Preseason Planning Diagram ... 1-4
1–3 In-Season Planning ... 1-6
2–1 New Workbook Dialog Box ... 2-1
2–2 Week Mapping Wizard ... 2-2
2–3 Set LY Mappings Worksheet ... 2-3
3–1 New Workbook Dialog Box ... 3-1
3–2 Week Mapping Workbook Wizard: Select Products ... 3-2
3–3 Week Mapping Workbook Wizard: Select Channel ... 3-2
3–4 Map Items Worksheet ... 3-3
3–5 Review Mapped Sales ... 3-4
4–1 New Workbook Dialog Box ... 4-2
4–2 Workbook Wizard: Calendar Selection ... 4-3
4–3 Workbook Wizard: Product Selection ... 4-3
4–4 Workbook Wizard: Location Selection ... 4-4
4–5 Dashboard Worksheet ... 4-5
4–6 Bounds Worksheet ... 4-6
4–7 Seed Worksheet ... 4-8
4–8 Seed Option in the Planning Actions Menu ... 4-9
4–9 Seeding Success Message ... 4-9
4–10 Review Assortment Plan Parameters Worksheet ... 4-10
4–11 Set Parameters ... 4-11
4–12 Review Trend Worksheet ... 4-12
4–13 Review Assortment Plan Details Worksheet ... 4-14
4–14 Unit Sales Worksheet ... 4-17
4–15 Inventory and Receipts Worksheet ... 4-19
4–16 Wp Move Inv Measure ... 4-21
4–17 Move Inv Option in the Planning Actions Menu ... 4-22
4–18 Move Inventory Success Message ... 4-22
4–19 Review Unit Plan Worksheet ... 4-23
4–20 Review Retail Plan Worksheet ... 4-24
4–21 Review Cost Plan Worksheet ... 4-25
4–22 Review MFP Op Plan Worksheet ... 4-26
4–23 Review MFP Cp Plan Worksheet ... 4-29
4–24 Approval Worksheet ... 4-32
4–25 Approve Option in the Planning Actions Menu ... 4-33
4–26 Plan Approved Message ... 4-33
4–27 Approved Plans ... 4-33
4–28 Commit a Workbook ... 4-34
4–29 Exit Strategy ... 4-35
4–30 All Measures ... 4-37
5–1 New Workbook Dialog Box ... 5-1
5–2 Enable Op Approval Wizard: Select Calendar ... 5-2
5–3 Allow OP Approval Worksheet ... 5-3
6–1 New Workbook Dialog Box ... 6-1
6–2 Data Validation Wizard: Select Calendar ... 6-2
6–3 Data Validation Wizard: Select Product ... 6-2
6–4 Data Validation Wizard: Select Location Step ... 6-3
6–5 Assortment Planning Worksheet ... 6-4
6–6 Default Measures Worksheet ... 6-7
6–7 Item Planning Worksheet ... 6-9
6–8 MFP Measures Worksheet ... 6-11

List of Tables

1–1 Workflow Overview 1-6
2–1 Set LY Mappings Worksheet Measures 2-3
3–1 Set LY Mappings Worksheet Measures 3-3
3–2 Review Mapped Sales Worksheet Measures 3-4
4–1 Dashboard Worksheet Measures 4-5
4–2 Bounds Worksheet Measures 4-7
4–3 Seed Worksheet Measures 4-8
4–4 Review Assortment Plan Parameters Worksheet Measures 4-10
4–5 Set Parameters Worksheet Measures 4-11
4–6 Review Trend Worksheet Measures 4-12
4–7 Review Assortment Plan Details Worksheet Measures 4-15
4–8 Unit Sales Worksheet Measures 4-18
4–9 Inventory and Receipts Worksheet Measures 4-20
4–10 Review MFP Op Worksheet Measures 4-26
4–11 Review MFP Cp Worksheet Measures 4-29
4–12 Approval Worksheet Measures 4-34
4–13 Target Setting Worksheet Measures 4-36
5–1 Allow Op Approval Worksheet Measures 5-3
6–1 Assortment Planning Measures 6-4
6–2 Default Measures Worksheet Measures 6-7
6–3 Item Planning Measures Worksheet Measures 6-9
6–4 MFP Measures Worksheet Measures 6-11

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Oracle Retail Item Planning User Guide for the RPAS Classic Client, Release 13.2

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Preface

This guide describes the Item 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 Item Planning. This includes merchandisers, buyers, business analysts, and administrative personnel.

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For more information, see the following documents in the Oracle Retail Item Planning Release 13.2 documentation set:

- *Oracle Retail Item Planning Release Notes*
- *Oracle Retail Item Planning Installation Guide*
- *Oracle Retail Item Planning Operations Guide*
- *Oracle Retail Item Planning User Guide for the RPAS Fusion Client*

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

- Oracle Retail Assortment Planning documentation
- Oracle Retail Clearance Optimization Engine documentation
- Oracle Retail Item Planning Configured for COE documentation
- Oracle Retail Merchandise Financial Planning documentation
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- 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.
italic	Italic type indicates book titles, emphasis, or placeholder variables for which you supply particular values.
`monospace`	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

1

Introduction

Item Planning is part of an overall planning process that involves planning at multiple levels of the product hierarchy. The planning process can be thought of as a continual process where each step enhances the following, and prior performance affects plans for future performance. Planning takes input from multiple parties, and excellent communication enhances the process to help drive a financial road map for success. Multiple versions of the plan are created to benchmark success as well as provide insight to opportunities and risk for the in-season period.

Item Planning Process

This continual process has two main steps: preseason planning and in-season planning. The preseason planning objective is to create the benchmark against which to measure in season performance. This plan benchmark is the Original Plan (Op). This plan version should not be adjusted once the planning season has begun.

Preseason

The preseason planning process begins with the creation of a baseline with which to plan. This baseline can be derived from last year history, or adjusted last year history. Once the baseline is set, the balance set of measures is planned. This planning occurs at multiple levels of the product hierarchy. The role of Item Planning is to break out the Merchandise Financial Plan at the subclass, or lowest, hierarchy level to more definable plans at the style or style/color level. This lower level of detail assists in providing insight for the planner when in season on areas of opportunity and risk.

In-Season

Once in season, the process of planning switches over to in-season planning. Now the planner focuses on in-season management. The planner uses the Op plan as a benchmark against which to measure opportunity and risk. The plan version that the planner uses is the Working Plan (Wp). When the planner is ready to self-approve the Wp plans, the planner approves to the Current Plan (Cp) version.

Item Planning Benefits

Item level planning provides the following benefits:

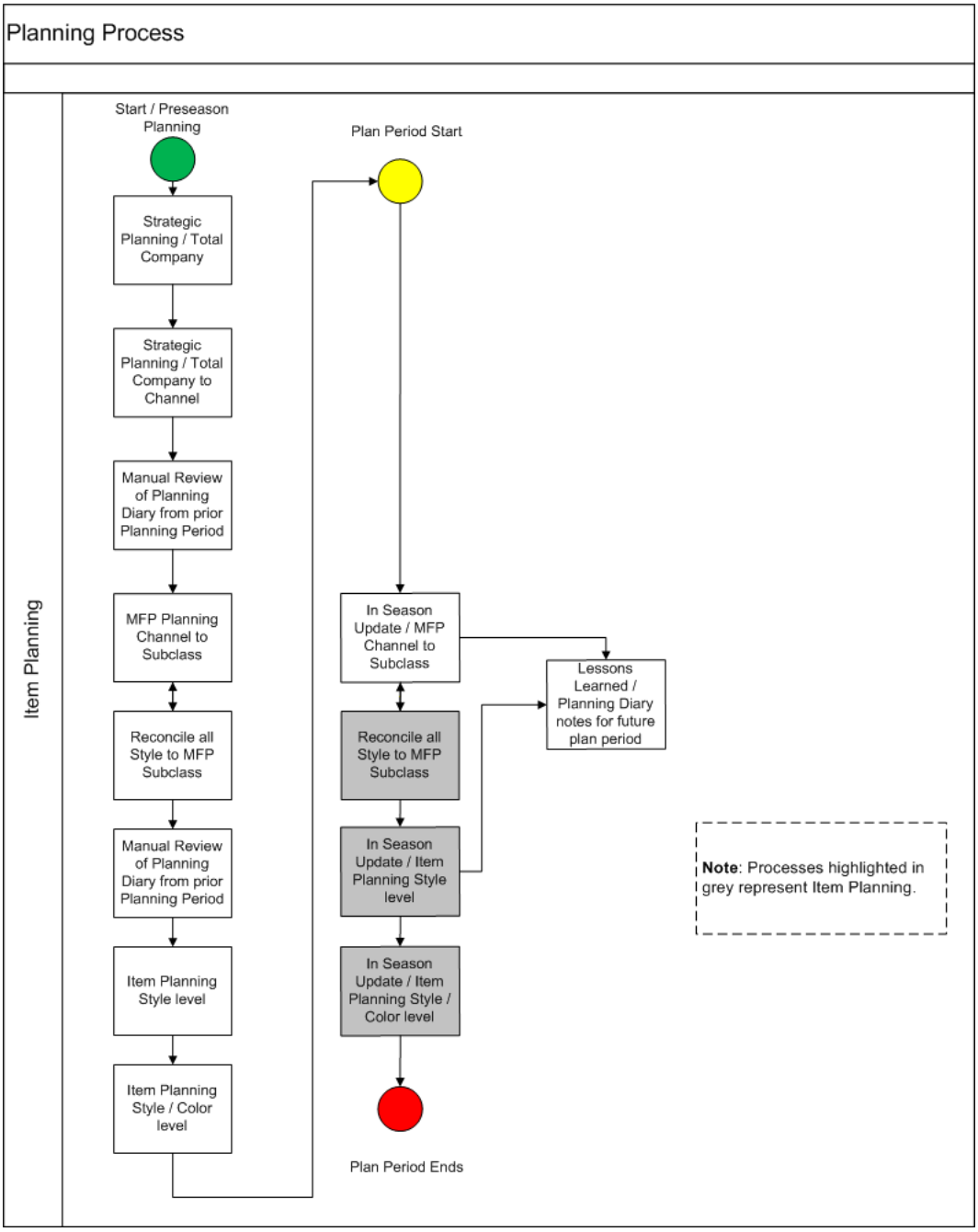
- Quantified financial plans
- Unified financial and item strategies
- A proactive approach towards business trends as opposed to reactive
- More efficient use of inventory
- Reduced markdowns
- Increased profits
- Increased return on investment

Item Planning Features

Item Planning provides the following features:

- Item/channel/week planning
- Multichannel support
- Unit plans converted into values
- Reconciliation to financial targets
- Preseason and in-season workflow process support
- Item demand forecast
- Promotional sales planning
- Like item functionality
- Placeholder functionality
- Worksheet-to-weekly marketing strategy for each item
- Self approval process
- Robust planning and assessment measure set

Figure 1–1 Item Planning Process Diagram



Preseason Planning

Prior to the beginning of the plan period, the preseason planning takes place. The process begins with the planner reviewing external and internal data, such as MFP targets, and input from their merchant partners. The planner then maps history as necessary for new items or those included in a hierarchy reclassification. The planner can specify which history should be utilized by specified items. Finally, the planner sets the exit strategy parameters, seeds the plan, and begins planning the measures.

Best practices show that planning the reductions measures first, and within that, planning the sales units first, allows for a logical and smooth planning process. The sales units set the tone by which the remainder of the planned measures are driven.

After the sales units and other reduction measures have been planned, the planner plans the receipts and inventory flow. If necessary, the planner can at this point move inventory to clearance and plan exit strategies.

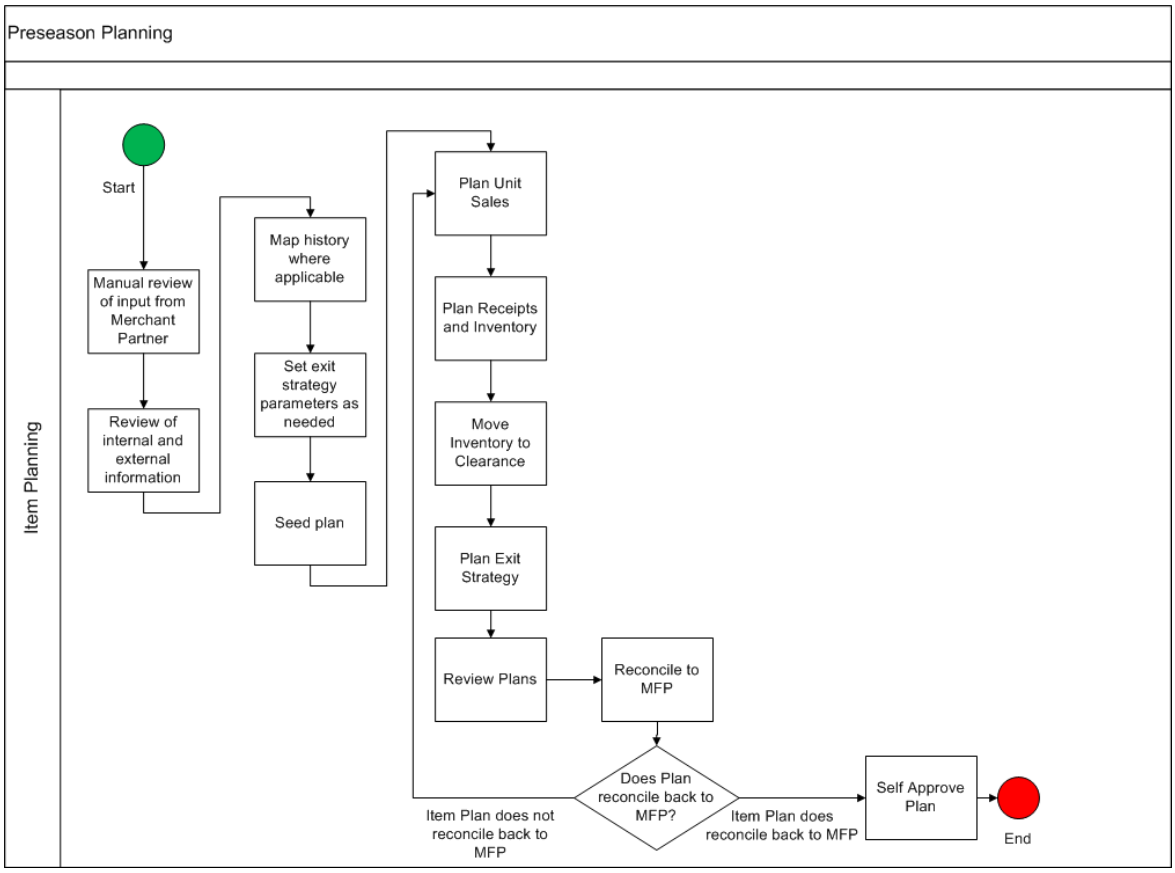
Next, the planner reviews plans to ensure that, when looking at the big picture and all measures, the plan represents the intentions initially set forth.

The planner then reconciles back to the MFP plans; if the plan is reconciled, the planner self-approves the plan.

If the plan does not reconcile back to the MFP plans, the planner returns to the plan's unit sales/reduction planning and adjusts areas of the plan that are required to select reconciliation back to the MFP plans.

Because this is an iterative process, clear communication to the planner's superior is integral to the efficiency and effectiveness of this process.

Figure 1–2 Preseason Planning Diagram



Plan Versions

The following are versions of the plan:

- Original Plan (Op): The benchmark against which to measure in season performance.
- Current Plan (Cp): The in season-updated plan to reflect actual and projected performance.
- Working Plan (Wp): The item planner's plan version to use while creating the Cp.

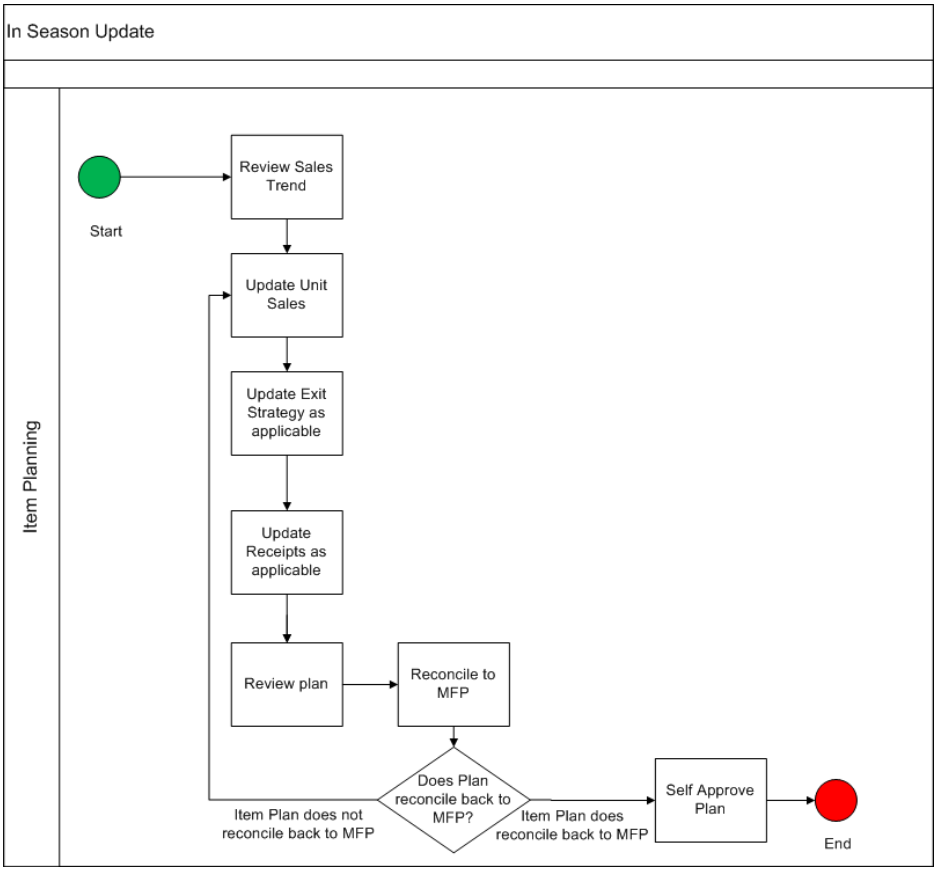
In-Season Management

After the plan period process has begun, in season planning begins. The item planner now uses the plan created in the preseason planning process as the benchmark for successful in-season planning. To begin the in-season planning process, the item planner first manually reviews the factors that affect sales.

Next, the planner begins by reviewing sales trends, promotional events, and holiday expectations. The planner determines whether these events will still be going, or whether they will behave as originally planned. If these special trends will not persist, the planner determines the differences and how they will affect the in-season planning process. After this process is complete, the planner updates unit sales if needed. As in the preseason planning process, in which planning sales first is the best way to approach a new plan, sales is the first measure that should be updated for in-season planning. All remaining measures are affected by sales.

Next, the planner adjusts future receipts (as needed) and reviews the effect of new sales and receipts on resulting inventory. Then the planner updates the exit strategy and reviews the result in the plans. If the plans are reconciled to MFP, the planner self-approves the plan to the current plan. If the plan is not reconciled, the planner goes back to unit sales and performs adjustments as necessary. This process continues until the item plan is reconciled to the MFP plan.

Figure 1–3 In-Season Planning



Workflow Overview

The following table describes the steps to creating an item plan.

Table 1–1 Workflow Overview

Tab	Purpose	User Activity
Dashboard	Provide Insight	Review specific potential issues for more investigation and follow up for: ■ Gross Profit ■ Markdowns ■ Sales ■ Sell Through % ■ Turnover
Getting Started	Seed Plan as Applicable	Seed plan using either LY, Adjusted LY, or AP data.

Table 1–1 (Cont.) Workflow Overview

Tab	Purpose	User Activity
Unit Sales	Review Unit Sales	■ Review/revise weekly regular retail price. ■ Review/revise weekly cost price. ■ Review weekly marketing strategy. ■ Review weekly promotional price or % reduction. ■ Revise anticipated promotional sales lift. ■ Review resulting promotional unit sales. ■ Review resulting regular plus promotional unit sales. ■ Enter sales planning observations in the text field provided.
Inv Receipts	Review Inventory and Receipts	■ Review current on order. ■ Plan additional receipts/cancellations. ■ Assess resulting inventories. ■ Re-project units to be sent to clearance status. ■ Revise receipts if necessary. ■ Enter inventory and receipt planning comments in text measure provided.
Exit Strategy	Review Exit Strategy	■ Review/adjust weekly sell through to derive sales. ■ Revise clearance timing and pricing strategy. ■ Review impact on markdown dollars. ■ Apply markdown allowances. ■ Review resulting gross margin dollars and percent. ■ Adjust exit strategy as necessary. ■ Enter Exit Strategy comments in text measure provided.
Review Plans	Review Unit Plan	■ Review compiled unit plan. ■ Return to initial planning processes to make pricing, sales, and receipt adjustments.
Review MFP Plan	Review Targets	■ Compare results of the aggregated unit plans to the class level financial unit and value targets. ■ Return to initial planning process steps to make pricing, sales, and receipt adjustments.
Approval	Approval	Indicate approved plan week using Boolean check.
All Measures	Review all Measures	Review all Measures, or user can specify groups of measures to review using show/hide functionality.

2

Week Mapping

The Week Mapping workbook is used only by the administrator to adjust historical sales to accommodate calendar shifts. The adjusted sales then appear in the Item Planning workbook 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.

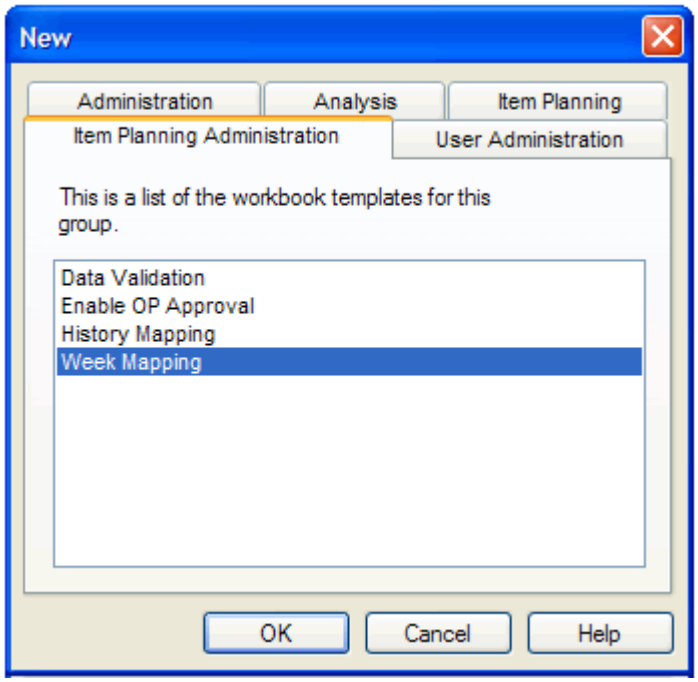
The Week Mapping workbook contains one worksheet: Week Mapping.

Building the Week Mapping Workbook

To build a Week Mapping workbook:

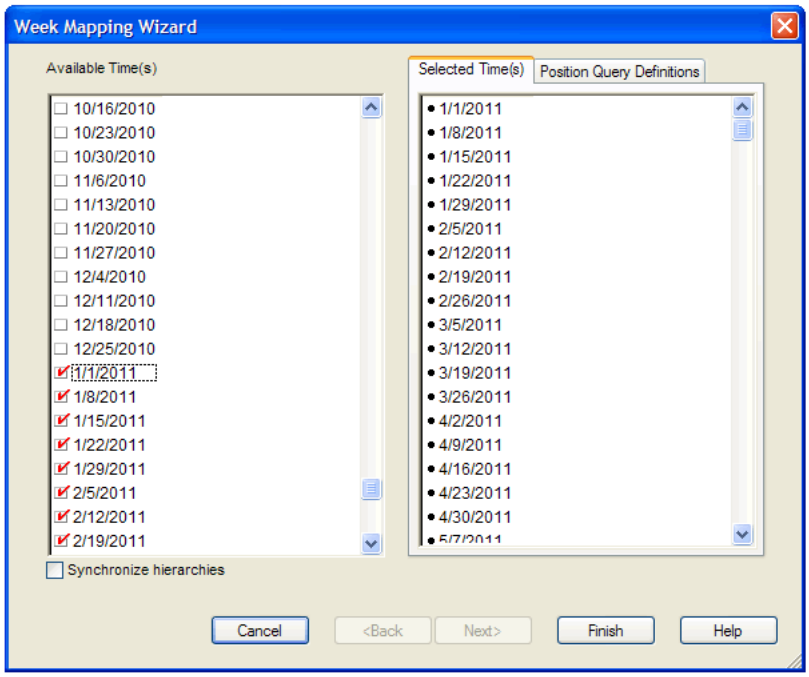
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Week Mapping** and click **OK**.

Figure 2–1 New Workbook Dialog Box



3. The Week Mapping wizard appears at the calendar step. Select the weeks you want to map and click **Finish**.

Figure 2–2 Week Mapping Wizard



The workbook is built.

Week Mapping

This tab contains a single worksheet called Set LY Mappings. Within this worksheet, you can set the mappings for last year and adjusted last year.

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

Figure 2–3 Set LY Mappings Worksheet

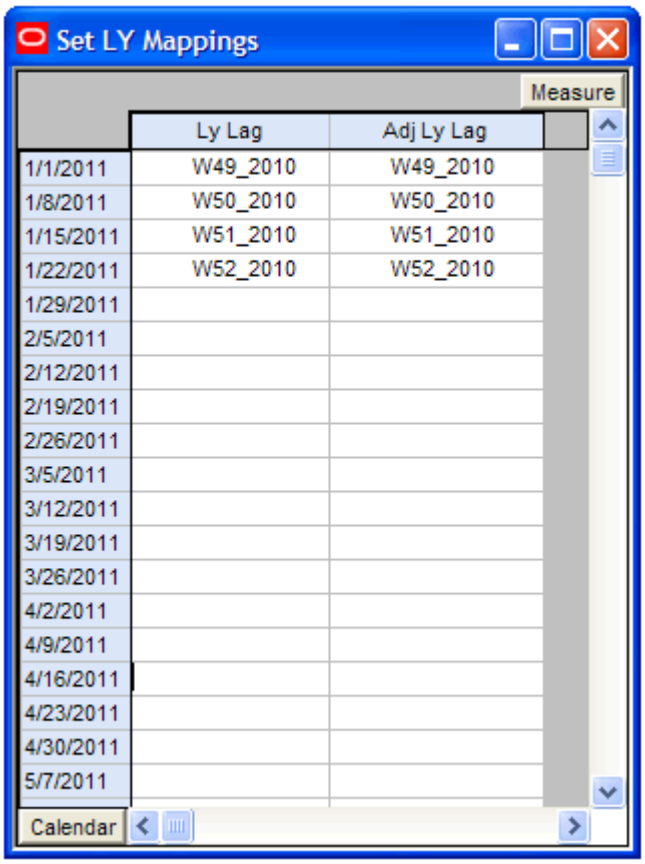


Table 2–1 Set LY Mappings Worksheet Measures

Measure	Description
Ly Lag	Identifies the week used for mapping as last year.
Adj Ly Lag	Identifies the week used for mapping as adjusted last year.

3

History Mapping

The History Mapping workbook allows you to map history and validate the results of mapping the history of a single item to a new item. This action provides a regular unit sales curve and quantity for reference when seeding and planning regular sales units.

The History Mapping workbook contains two tabs:

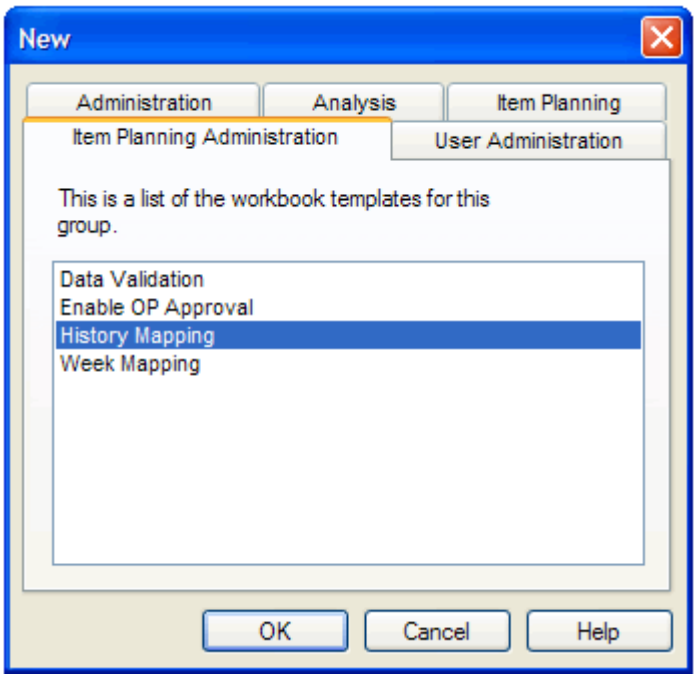
- Map Items
- Validate Mapping

Building the History Mapping Workbook

To build a History Mapping workbook, perform the following steps:

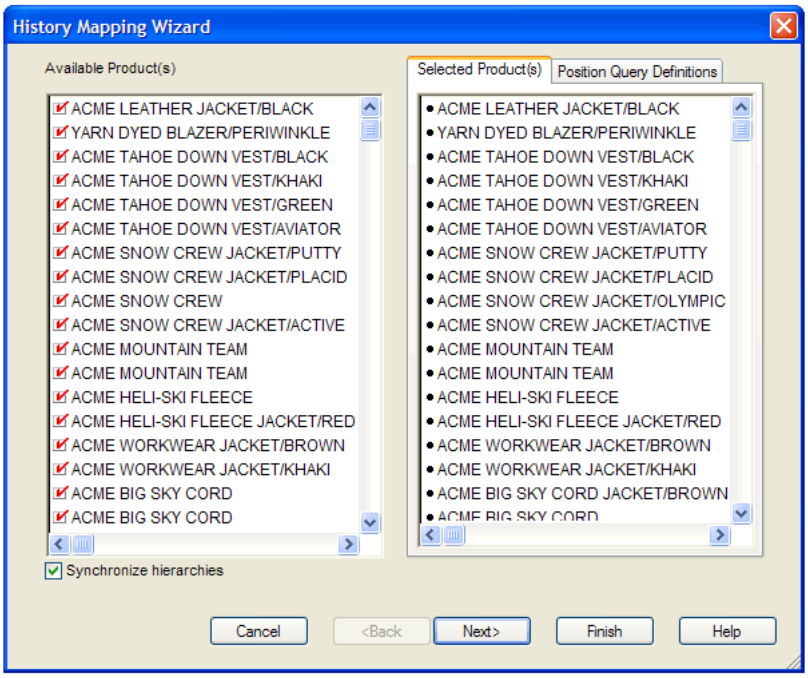
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **History Mapping** and click **OK**.

Figure 3–1 New Workbook Dialog Box



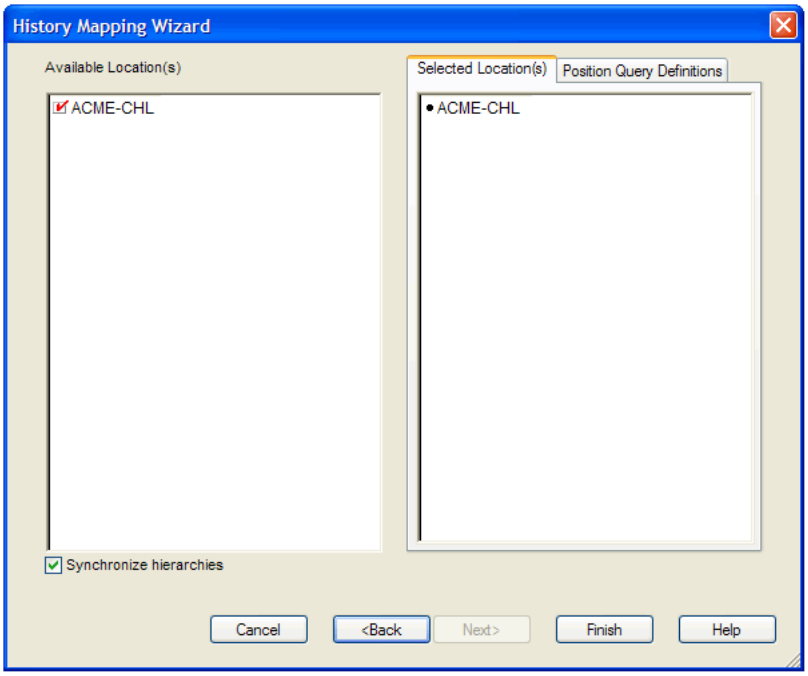
3. The History Mapping Workbook Wizard appears at the Select Products step. Select the products you want to map and click **Next**.

Figure 3–2 Week Mapping Workbook Wizard: Select Products



4. The Select Channel step appears. Select the channels you want to map and click **Finish**.

Figure 3–3 Week Mapping Workbook Wizard: Select Channel



The workbook is built.

Map Items

The Map Items tab contains a single worksheet called Map Items. In this worksheet, you can map one item to another.

Figure 3–4 Map Items Worksheet

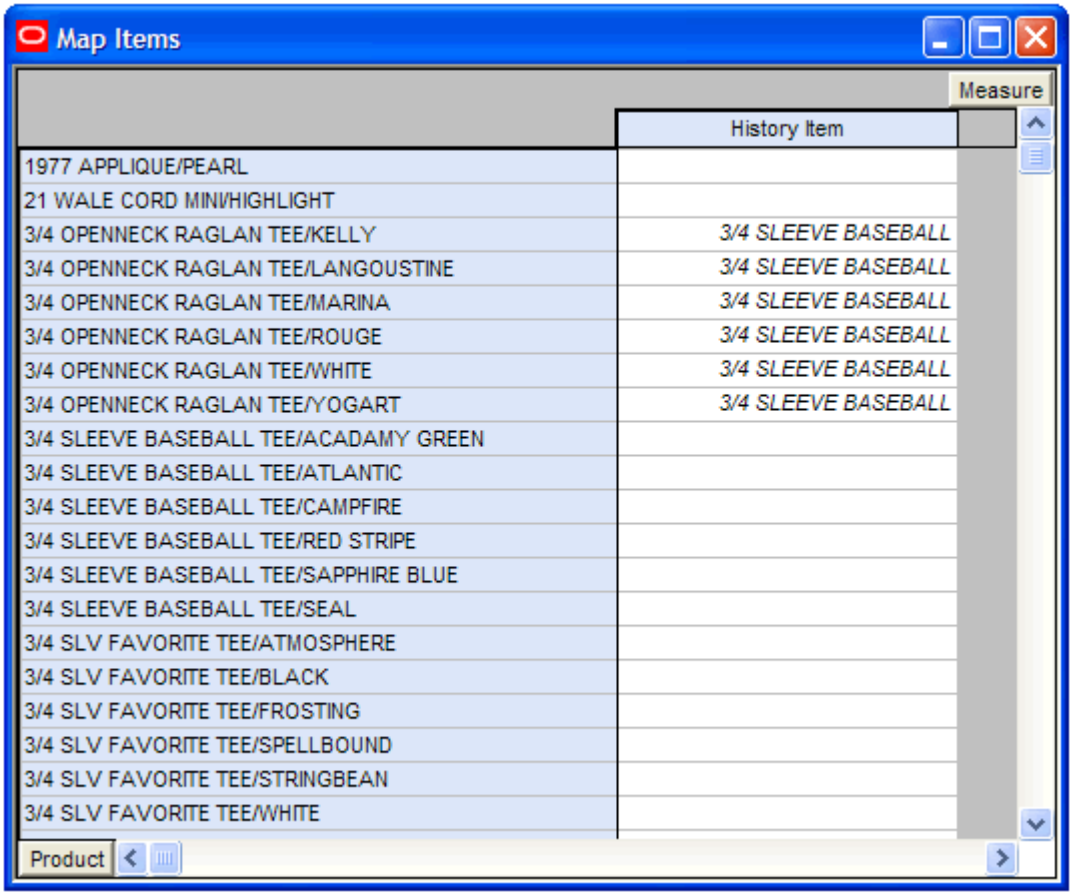


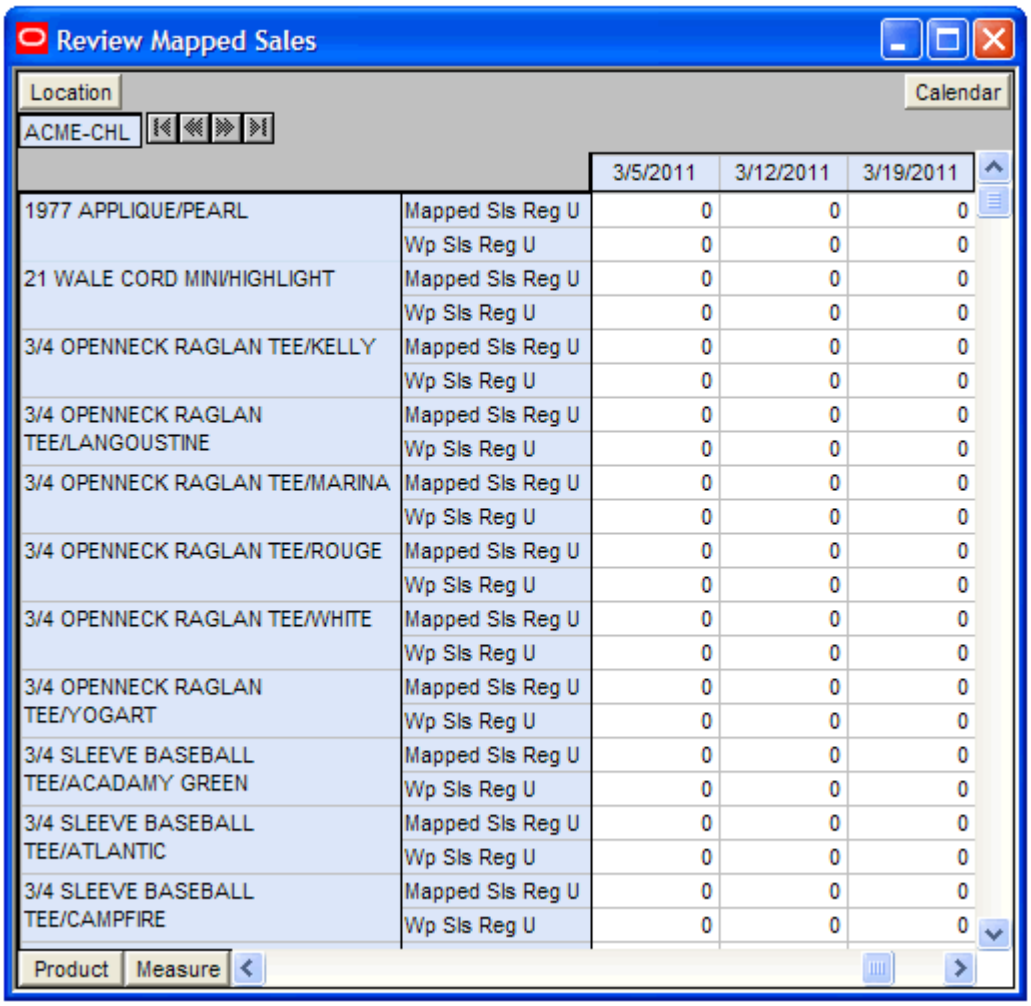
Table 3–1 Set LY Mappings Worksheet Measures

Measure	Description
History Item	Use this measure to select an item to use as the source to generate historical values for another item.

Validate Mapping

The Validate Mapping tab contains a single worksheet called Review Mapped Sales.

Figure 3–5 Review Mapped Sales



		3/5/2011	3/12/2011	3/19/2011
1977 APPLIQUE/PEARL	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
21 WALE CORD MIN/HIGHLIGHT	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 OPENNECK RAGLAN TEE/KELLY	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 OPENNECK RAGLAN TEE/LANGOUSTINE	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 OPENNECK RAGLAN TEE/MARINA	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 OPENNECK RAGLAN TEE/ROUGE	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 OPENNECK RAGLAN TEE/WHITE	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 OPENNECK RAGLAN TEE/YOGART	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 SLEEVE BASEBALL TEE/ACADAMY GREEN	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 SLEEVE BASEBALL TEE/ATLANTIC	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0
3/4 SLEEVE BASEBALL TEE/CAMPFIRE	Mapped Sls Reg U	0	0	0
	Wp Sls Reg U	0	0	0

Table 3–2 Review Mapped Sales Worksheet Measures

Measure	Description
Mapped Sls Reg U	Mapped history for regular sales units.
Wp Sls Reg U	Working plan for regular sales units.

4

Item Planning

The Item Planning workbook allows you to create preseason unit plans at the style/color level. This workbook has nine tabs:

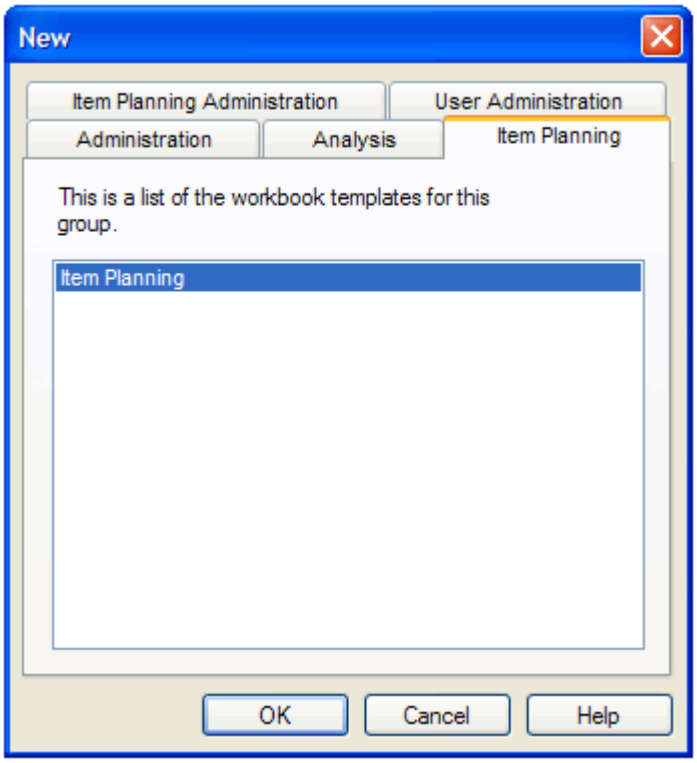
- Dashboard
- Getting Started
- Unit Sales
- Inventory and Receipts
- Exit Strategy
- Review Plans
- Review MFP Plans
- Approval
- All Measures

Building the Item Planning Workbook

To build the Item Planning workbook, perform the following steps.

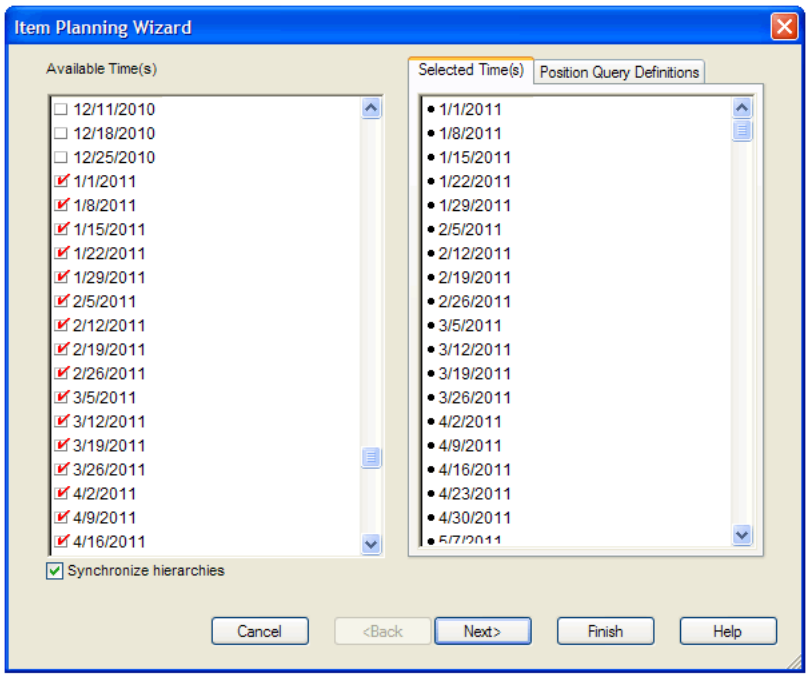
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning tab, select **Item Planning** and click **OK**.

Figure 4–1 New Workbook Dialog Box



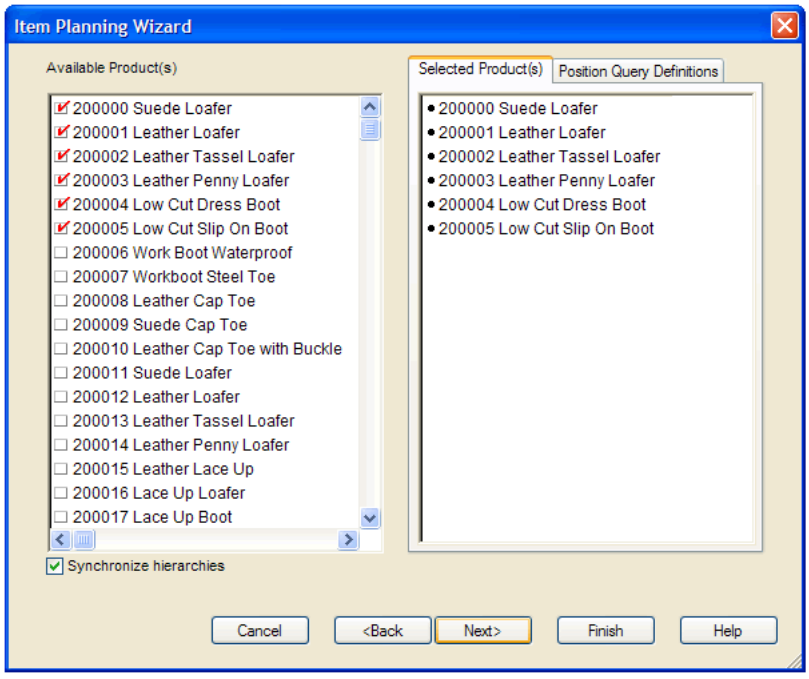
3. The workbook wizard opens at the Calendar Selection step. Select the weeks that you want to plan. Click **Next**.

Figure 4–2 Workbook Wizard: Calendar Selection



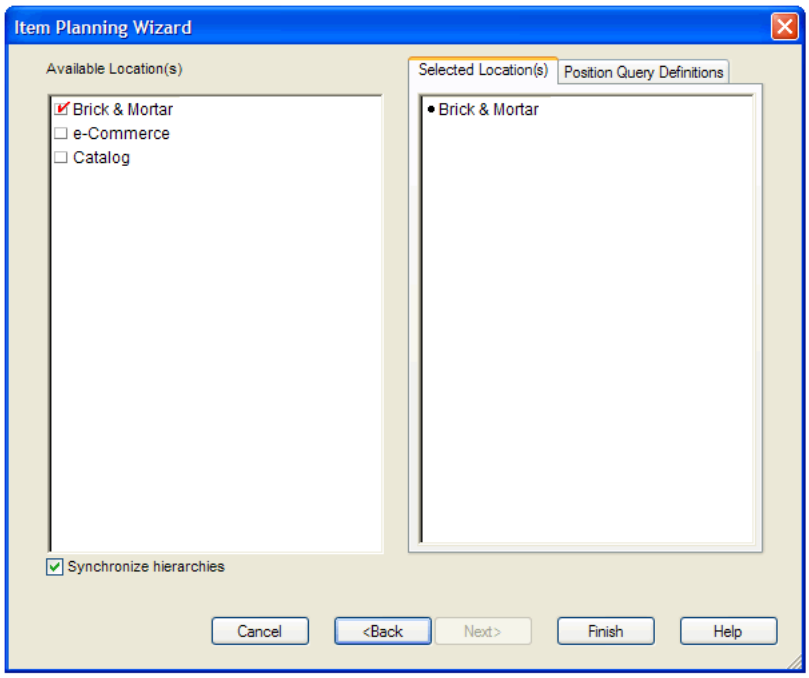
4. The Product Selection step of the workbook wizard appears. Select the styles you want to plan. Click **Next**.

Figure 4–3 Workbook Wizard: Product Selection



5. The Location Selection workbook of the workbook wizard appears. Select the channels you want to plan. Click **Finish**.

Figure 4–4 Workbook Wizard: Location Selection



The Item Planning workbook opens at the Dashboard tab.

Dashboard

In the dashboard tab, review the overall status of each style.

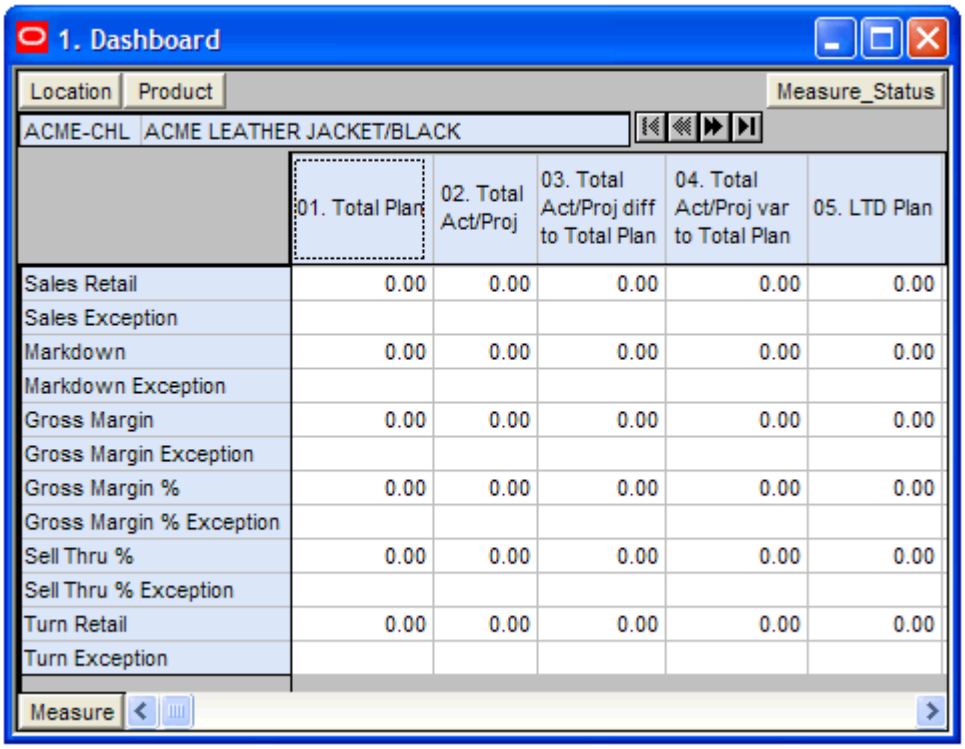
The Dashboard tab has two worksheets: Dashboard Worksheet and Bounds Worksheet.

Dashboard Worksheet

Use the Dashboard worksheet for a quick overview of each style's data.

The exception measures in this worksheet highlight data that falls within or outside of the bounds set in the next worksheet.

Figure 4–5 Dashboard Worksheet



The following table lists the measures available on this worksheet.

Table 4–1 Dashboard Worksheet Measures

Measure	Description
Sales Retail	The Retail value of Sales.
Sales Exception	The Sales exception that is highlighted per the user defined upper and lower bound limits.
Markdown	Total Markdowns Retail.
Markdown Exception	The Markdown exception that is highlighted per the user defined upper and lower bound limits.
Gross Profit	Gross Profit Retail.
Gross Profit Exception	The Gross profit result that is highlighted per the user defined upper and lower bound limits.

Table 4–1 (Cont.) Dashboard Worksheet Measures

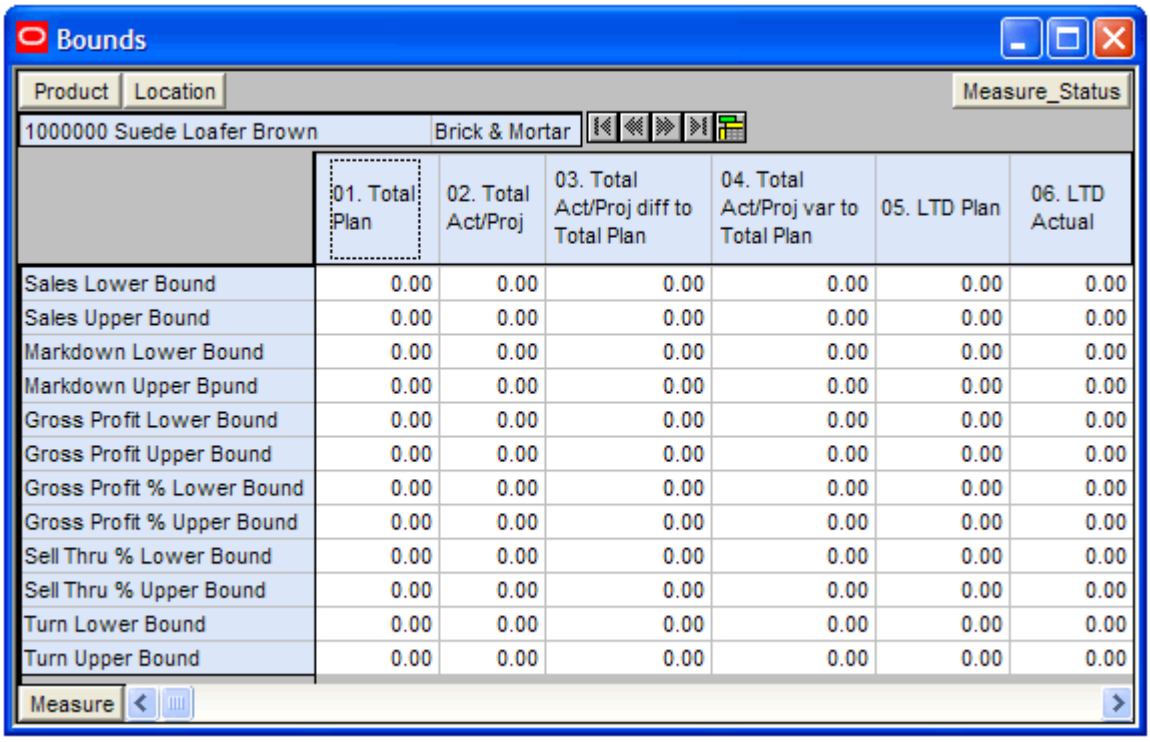
Measure	Description
Gross Profit %	Gross Profit Rate.
Gross Profit Exception	The Gross profit % result that is highlighted per the user defined upper and lower bound limits.
Sell Thru %	The rate at which sales units are moved through beginning of period inventory.
Sell Thru % Exception	The Sell through % exception that is highlighted per the user defined upper and lower bound limits.
Turn Retail	Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail.
Turn Exception	The turn exception that is highlighted per the user defined upper and lower bound limits.

After you have reviewed the dashboard, continue to the Bounds Worksheet.

Bounds Worksheet

The Bounds worksheet allows you to set the upper and lower bounds for sales, markdown, gross profit, sell through, and turn.

Figure 4–6 Bounds Worksheet



The following table lists the measures available on this worksheet.

Table 4–2 Bounds Worksheet Measures

Measure	Description
Sales Lower Bound	User defined Sales lower limit that will initiate a highlighted result if reached.
Sales Upper Bound	User defined Sales upper limit that will initiate a highlighted result if reached.
Markdown Lower Bound	User defined Markdown lower limit that will initiate a highlighted result if reached.
Markdown Upper Bound	User defined Markdown upper limit that will initiate a highlighted result if reached.
Gross Profit Lower Bound	User defined Gross Profit lower limit that will initiate a highlighted result if reached.
Gross Profit Upper Bound	User defined Gross Profit upper limit that will initiate a highlighted result if reached.
Gross Profit % Lower Bound	User defined Gross Profit % lower limit that will initiate a highlighted result if reached.
Gross Profit % Upper Bound	User defined Gross Profit % upper limit that will initiate a highlighted result if reached.
Sell Thru % Lower Bound	User defined Sell Through % lower limit that will initiate a highlighted result if reached.
Sell Thru % Upper Bound	User defined Sell Through % upper limit that will initiate a highlighted result if reached.
Turn Lower Bound	User defined Turn lower limit that will initiate a highlighted result if reached.
Turn Upper Bound	User defined Turn upper limit that will initiate a highlighted result if reached.

After you have reviewed the Dashboard and Bounds worksheet, continue to the next tab: Getting Started.

Getting Started

The Getting Started tab has five worksheets:

- Seed Worksheet
- Review Assortment Plan Parameters Worksheet
- Set Parameters Worksheet
- Review Assortment Plan Details
- Review Trend

Seed Worksheet

The first step you should perform in the Getting Started tab is to seed the plan with the Seed worksheet.

Figure 4–7 Seed Worksheet

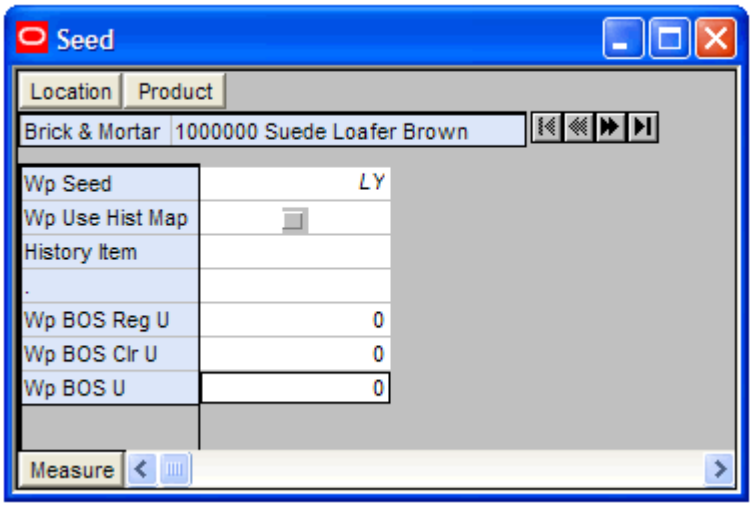


Table 4–3 Seed Worksheet Measures

Measure	Description
Wp Seed	The seed source used to seed the working plan. Use this option to seed or not seed the working plan. You can seed with Last Year's (Ly), Adjusted Last Year's (Adj Ly), or Assortment Plan (AP) data. Or, you can choose the No Action option if you do not want to seed the working plan.
Wp Use Hist Map	Select this option to use the history of the style that you mapped the current style to in the History Mapping workbook.
History Item	The style that you mapped the current style to in the History Mapping workbook.
Wp BOS Reg U	The planned Beginning of Season units at regular price.
Wp BOS Clr U	The planned Beginning of Season units at clearance price. Initializes Beginning of Period Inventory in the first period.
Wp BOS U	The planned Beginning of Season total units. Initializes Beginning of Period Inventory in the first period.

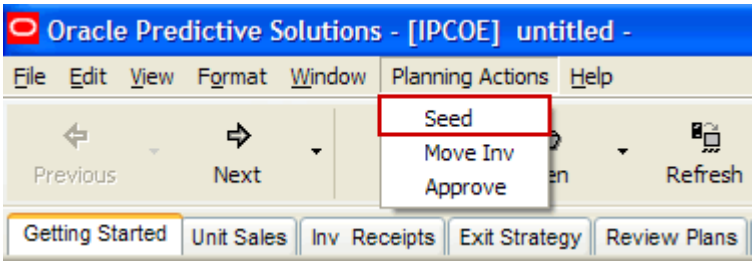
With this worksheet, you can choose to seed your plan with Last Year (Ly), Adjusted Last Year (Adj Ly), or Assortment Planning (AP) data to create a demand curve on which to spread the new plan's initial targets. Or, you can instead choose to not seed the plan, which allows you to create a plan that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

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one, some, or all styles in the workbook, as shown in Figure 4–7.

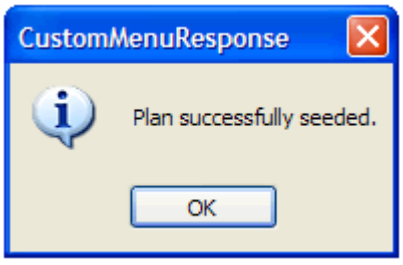
1. Select the style you want to seed.
2. Select the data you want to seed with in the Wp Seed measure. Choose **No Action**, **Ly**, **Adj Ly**, or **AP**.
3. Select **Wp Use Hist Map** if you want to use the data of the style's history item.
4. Enter data for the BOS measures.
5. When you have selected all the data you want to seed, click **Seed** in the Planning Actions menu.

Figure 4–8 Seed Option in the Planning Actions Menu



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

Figure 4–9 Seeding Success Message



Once you have seeded the styles you want to plan, continue to the next worksheet: Review Assortment Plan Parameters Worksheet.

Review Assortment Plan Parameters Worksheet

Use the Review Assortment Plan Parameters worksheet to reference the parameters that the Assortment Planning user set for the same styles you are planning.

Figure 4–10 Review Assortment Plan Parameters Worksheet

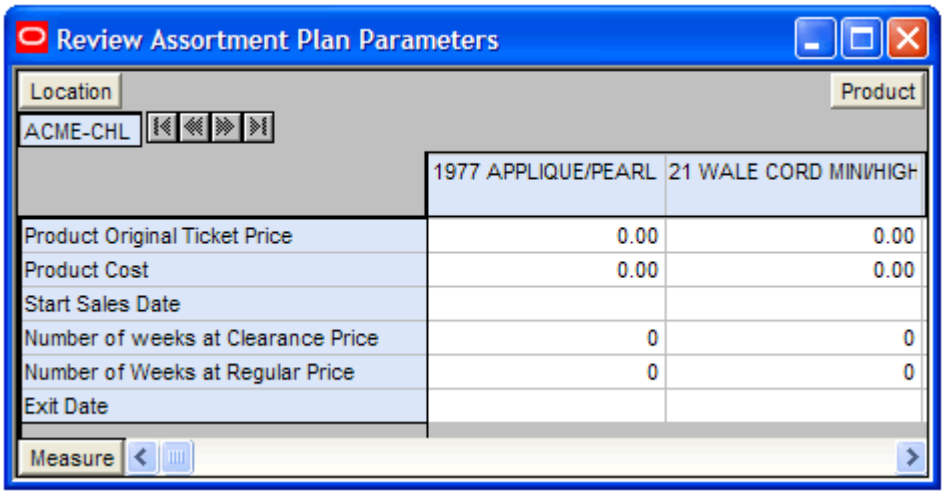


Table 4–4 Review Assortment Plan Parameters Worksheet Measures

Measure	Description
Product Original Ticket Price	Initial retail of product.
Product Cost	The cost of the product.
Start Sales Date	The date the product is expected to start selling.
Number of weeks at Clearance Price	Number of weeks the item is expected to sell at Clearance Price.
Number of Weeks at Regular Price	Number of weeks the item is expected to sell at Regular Price.
Exit Date	The date that the product should be removed from the sales floor.

After you have reviewed the parameters provided by Assortment Planning, continue to the Set Parameters Worksheet to set your own parameters.

Set Parameters Worksheet

In this worksheet, set the parameters for the styles you are planning.

Figure 4–11 Set Parameters

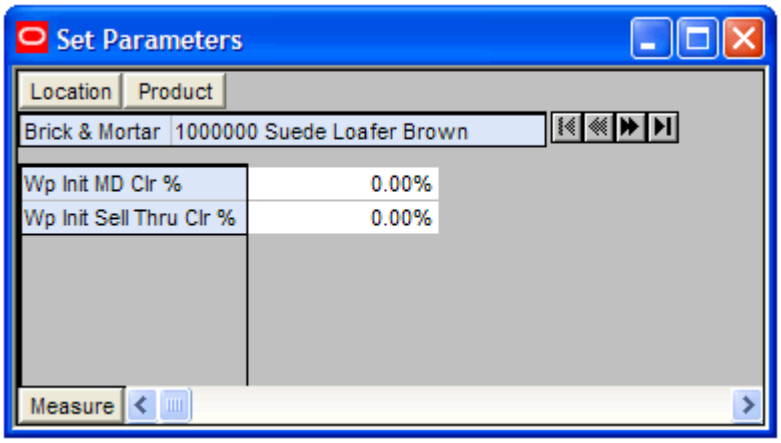


Table 4–5 Set Parameters Worksheet Measures

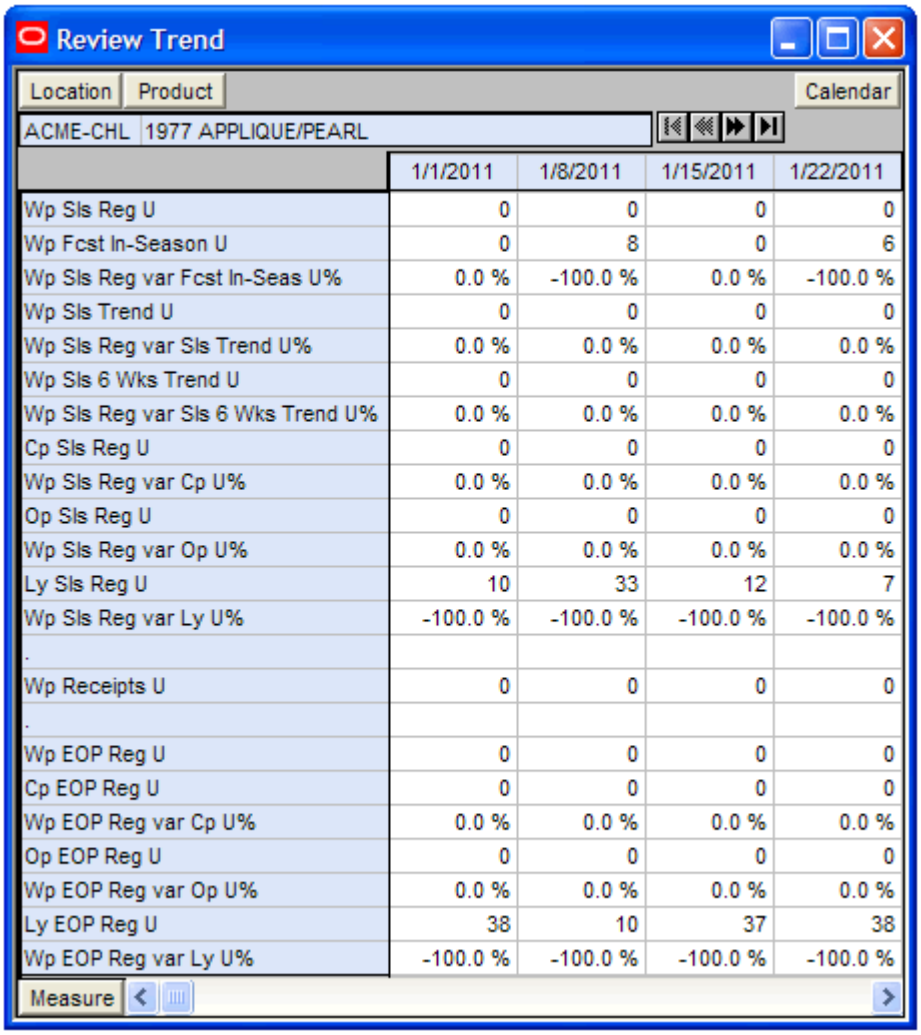
Measure	Description
Wp Init MD Clr %	The planned initial markdown rate for clearance items.
Wp Init Sell Thru Clr %	The planned initial sell through rate for clearance items.

After you have set your parameters review the trend in the Review Trend worksheet.

Review Trend

Use the Review Trend worksheet to find trends.

Figure 4–12 Review Trend Worksheet



	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Sls Reg U	0	0	0	0
Wp Fcst In-Season U	0	8	0	6
Wp Sls Reg var Fcst In-Seas U%	0.0 %	-100.0 %	0.0 %	-100.0 %
Wp Sls Trend U	0	0	0	0
Wp Sls Reg var Sls Trend U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls 6 Wks Trend U	0	0	0	0
Wp Sls Reg var Sls 6 Wks Trend U%	0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U	0	0	0	0
Wp Sls Reg var Cp U%	0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U	0	0	0	0
Wp Sls Reg var Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sls Reg U	10	33	12	7
Wp Sls Reg var Ly U%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.				
Wp Receipts U	0	0	0	0
.				
Wp EOP Reg U	0	0	0	0
Cp EOP Reg U	0	0	0	0
Wp EOP Reg var Cp U%	0.0 %	0.0 %	0.0 %	0.0 %
Op EOP Reg U	0	0	0	0
Wp EOP Reg var Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Ly EOP Reg U	38	10	37	38
Wp EOP Reg var Ly U%	-100.0 %	-100.0 %	-100.0 %	-100.0 %

Table 4–6 Review Trend Worksheet Measures

Measure	Description
Wp Sls Reg U	Working Plan Regular Sales Units.
Wp Fcst In-Season U	The planned forecast for in-season units.
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %.
Wp Sls Trend U	Working Plan Current sales projection based upon actualized vs. planned sales trend Units.
Wp Sls Reg var Sls Trend U%	Working Plan Regular Sales variance to Sales Trend Unit Percentage.
Wp Sls 6 Wks Trend U	Working Plan 6 Week Sales Trend Units.
Wp Sls Reg var Sls 6 Wks Trend U%	Working Plan Regular Sales variance to 6 Week Sales Trend Unit Percentage.

Table 4–6 (Cont.) Review Trend Worksheet Measures

Measure	Description
Cp Sls Reg U	Current Plan Regular Sales Units.
Wp Sls Reg var Cp U%	Working Plan Regular Sales variance to Current Plan Unit %.
Op Sls Reg U	Original Plan Regular Sales Units.
Wp Sls Reg var Op U%	Working Plan Regular Sales variance to Original Plan Unit %.
Ly Sls Reg U	Last Year Regular Sales Units.
Wp Sls Reg var Ly U%	Working Plan Regular Sales variance to Last Year Unit %.
WP Receipts U	Working Plan Receipts Units.
Wp EOP Reg U	Working Plan End of Period Regular Inventory Units.
Cp EOP Reg U	Current Plan End of Period Regular Inventory Units.
Wp EOP Reg var CP U%	Working Plan End of Period Regular Inventory variance to Current Plan Unit %.
Op EOP Reg U	Original Plan End of Period Regular Units.
Wp EOP Reg var Op U%	Working Plan End of Period Regular Inventory variance to Original Plan Unit %.
Ly EOP Reg U	Last Year End of Period Regular Inventory Units.
Wp EOP Reg var Ly U%	Working Plan End of Period Regular Inventory variance to Last Year Unit %.

After you have reviewed the trend, continue to the Review Assortment Plan Details worksheet.

Review Assortment Plan Details

Use the Review Assortment Plan Details worksheet to see the plan that was created in the Assortment Planning application for the same styles you are planning.

Figure 4–13 Review Assortment Plan Details Worksheet

Review Assortment Plan Details

Product | Location | Calendar

1977 APPLIQUE/PEARL

	1/1/2011	1/8/2011	1/15/2011
BOP Inv Cost	0.00	0.00	0.00
BOP Inv Retail	0.00	0.00	0.00
BOP Inv Units	0	0	0
EOP Inv Cost	0.00	0.00	0.00
AP Cp EopPerStr U%	0.0 %	0.0 %	0.0 %
EOP Inv Retail	0.00	0.00	0.00
EOP Inv Units	0	0	0
AP Cp Gross Margin	0.00	0.00	0.00
AP Cp GM R%	0.0 %	0.0 %	0.0 %
Clearance Markdown Retail	0.00	0.00	0.00
Perm Markdown Retail	0.00	0.00	0.00
Promo Markdown Retail	0.00	0.00	0.00
Pack Size	1	1	1
First Markdown % Off	0.0 %	0.0 %	0.0 %
Clearance Price Change %	0.0 %	0.0 %	0.0 %
Perm Price Change %	0.0 %	0.0 %	0.0 %
Promo Price Change %	0.0 %	0.0 %	0.0 %
Sell Thru %	0.0 %	0.0 %	0.0 %
AP Cp Price AUC	0.00	0.00	0.00
AP Cp Price AUR	0.00	0.00	0.00
AP Cp Price Clr AUC	0.00	0.00	0.00
AP Cp Price Clr AUR	0.00	0.00	0.00
Clearance Price Retail	0.00	0.00	0.00
Promo Price Retail	0.00	0.00	0.00
Perm Price Retail	0.00	0.00	0.00
AP Cp Price Reg AUC	0.00	0.00	0.00
AP Cp Price Reg AUR	0.00	0.00	0.00
AP Cp Receipts AUC	0.00	0.00	0.00
AP Cp Receipts AUR	0.00	0.00	0.00
Receipts Cost	0.00	0.00	0.00
AP Cp Average Recpts Per Str	0.0 %	0.0 %	0.0 %
Receipts Retail	0.00	0.00	0.00
Receipts Units	0	0	0
AP Cp Sls C	0.00	0.00	0.00

Measure

The following table lists the measures available on this worksheet.

Table 4–7 Review Assortment Plan Details Worksheet Measures

Measure	Description
BOP Inv Cost	The Beginning of Period inventory cost from Assortment Planning's current plan.
BOP Inv Retail	The Beginning of Period inventory retail from Assortment Planning's current plan.
BOP Inv Units	The Beginning of Period inventory units from Assortment Planning's current plan.
EOP Inv Cost	The End of Period inventory cost from Assortment Planning's current plan.
AP Cp EopPerStr U%	Assortment Planning Current Plan End of Period Per Store Unit %.
EOP Inv Retail	The End of Period inventory retail.
EOP Inv Units	The End of Period inventory units.
AP Cp Gross Margin	Assortment Planning Current Plan Gross Margin.
AP Cp GP R%	Assortment Planning Current Plan Gross Profit Rate %.
Clearance Markdown Retail	Assortment Planning Current Plan Beginning of Period Inventory Units.
Perm Markdown Retail	Permanent Markdowns representing a permanent retail decrease to the owned inventory price of merchandise for strategic downward re-pricing decisions at Retail.
Promo Markdown Retail	Promotional Markdowns representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail.
Pack Size	Quantity of style-color or styles purchased from Supplier as a pack.
First Markdown % Off	Initial Markdown Taken expressed as a rate.
Clearance Price Change %	Assortment Planning Current Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Perm Price Change %	Permanent Price Change expressed as a rate.
Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Sell Thru %	Assortment Planning Current Plan Sell Thru representing the percent of total available Inventory sold in a period of time Change %.
AP Cp Price AUC	Assortment Planning Current Plan Average Unit Cost.
AP Cp Price AUR	Assortment Planning Current Plan Average Unit Retail.
AP Cp Price Clr AUC	Assortment Planning Current Plan Price Clearance Average Unit Cost.
AP Cp Price Clr AUR	Assortment Planning Current Plan Price Clearance Average Unit Retail.
Clearance Price Retail	Assortment Planning Current Plan Clearance Price Change %.
Promo Price Retail	Promotional Price Average Unit Retail.

Table 4–7 (Cont.) Review Assortment Plan Details Worksheet Measures

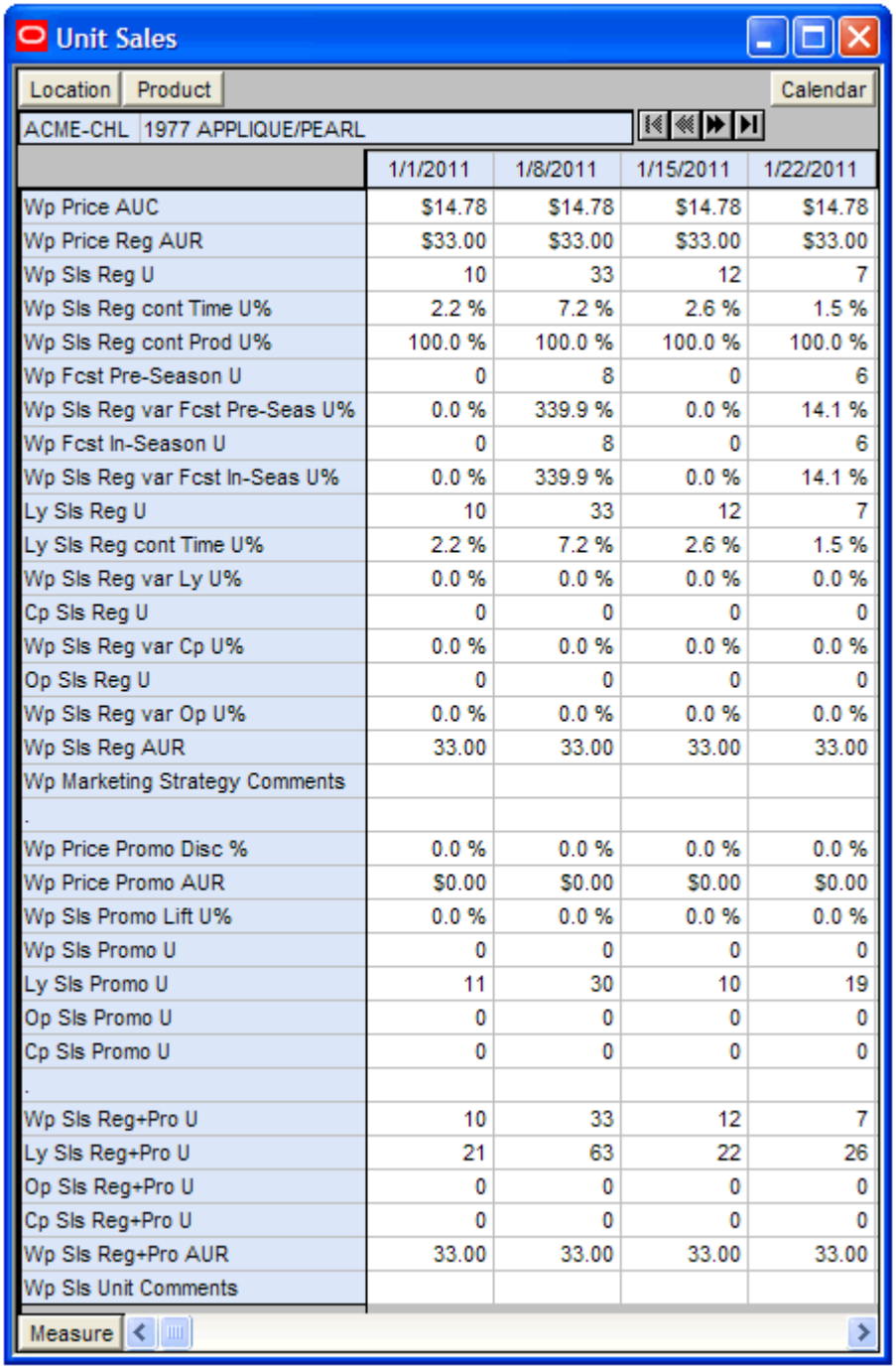
Measure	Description
Perm Price Retail	Average Unit Retail resulting from a Permanent Price Change.
AP Cp Price Reg AUC	Assortment Planning Current Plan Price Regular Average Unit Cost.
AP Cp Price Reg AUR	Assortment Planning Current Plan Price Regular Average Unit Retail.
AP Cp Receipts AUC	Assortment Planning Current Plan Receipts Average Unit Cost.
AP Cp Receipts AUR	Assortment Planning Current Plan Receipts Average Unit Retail.
Receipts Cost	Assortment Planning Current Plan Receipts Cost.
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
Receipts Retail	Assortment Planning Current Plan Receipts Retail.
Receipts Units	Receipts expressed as Units.
AP Cp Sls C	Assortment Planning Current Plan Sales Cost.
Clearance Sales Cost	Assortment Planning Current Plan Clearance Price cost.
Clearance Sales Retail	Assortment Planning Current Plan Clearance Sales retail.
Clearance Sales Units	Assortment Planning Current Plan Clearance Sales units.
AP Cp Avg Sls Per Str U	Assortment Planning Current Plan Average Sales per store represented in units.
AP Cp Sls R	Assortment Planning Current Plan sales retail.
Regular Sales Retail	Assortment Planning Current Plan Sales Retail.
Regular Sales Cost	Assortment Planning Current Plan Regular Sales Cost.
Regular Sales Units	Assortment Planning Current Plan Regular Sales Units.
AP Cp Sls U	Assortment Planning Current Plan Sales Units.
Store Count	Assortment Planning Current Plan Store Count.

After you have reviewed the Assortment Plan data and set your parameters, set your unit sales in the next tab: Unit Sales.

Unit Sales

After you have seeded the styles and set the parameters, develop the unit plan by setting the regular and promotional sales. The Unit Sales tab has one worksheet: Unit Sales.

Figure 4–14 Unit Sales Worksheet



	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Price AUC	$14.78	$14.78	$14.78	$14.78
Wp Price Reg AUR	$33.00	$33.00	$33.00	$33.00
Wp Sls Reg U	10	33	12	7
Wp Sls Reg cont Time U%	2.2 %	7.2 %	2.6 %	1.5 %
Wp Sls Reg cont Prod U%	100.0 %	100.0 %	100.0 %	100.0 %
Wp Fcst Pre-Season U	0	8	0	6
Wp Sls Reg var Fcst Pre-Seas U%	0.0 %	339.9 %	0.0 %	14.1 %
Wp Fcst In-Season U	0	8	0	6
Wp Sls Reg var Fcst In-Seas U%	0.0 %	339.9 %	0.0 %	14.1 %
Ly Sls Reg U	10	33	12	7
Ly Sls Reg cont Time U%	2.2 %	7.2 %	2.6 %	1.5 %
Wp Sls Reg var Ly U%	0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U	0	0	0	0
Wp Sls Reg var Cp U%	0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U	0	0	0	0
Wp Sls Reg var Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Reg AUR	33.00	33.00	33.00	33.00
Wp Marketing Strategy Comments				
.				
Wp Price Promo Disc %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Price Promo AUR	$0.00	$0.00	$0.00	$0.00
Wp Sls Promo Lift U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Promo U	0	0	0	0
Ly Sls Promo U	11	30	10	19
Op Sls Promo U	0	0	0	0
Cp Sls Promo U	0	0	0	0
.				
Wp Sls Reg+Pro U	10	33	12	7
Ly Sls Reg+Pro U	21	63	22	26
Op Sls Reg+Pro U	0	0	0	0
Cp Sls Reg+Pro U	0	0	0	0
Wp Sls Reg+Pro AUR	33.00	33.00	33.00	33.00
Wp Sls Unit Comments				

Table 4–8 lists the measures available on this worksheet.

Table 4–8 Unit Sales Worksheet Measures

Measure	Description
Wp Price AUC	The planned Average Unit Cost.
Wp Price Reg AUR	Regular Sales Average Unit Retail Price.
Wp Sls Reg U	Working Plan Regular Sales Units.
Wp Sls Reg cont Time U%	Working Plan Regular Sales current period contribution to Parent Time Unit %.
Wp Sls Reg cont Prod U%	Working Plan Regular Sales Product Contribution to Parent Product Unit %.
Wp Fcst Pre-Season U	Pre-Season Forecast Demand Units.
Wp Sls Reg var Fcst Pre-Seas U%	Working Plan Regular Sales variance to Pre-Season Forecast Unit %.
Wp Fcst In-Season U	The planned In-Season Forecast Demand Units.
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %.
Ly Sls Reg U	Last Year Regular Sales Units.
Ly Sls Reg cont Time U%	Last year's regular sales current period contribution to parent time unit %.
Wp Sls Reg var Ly U%	Working Plan Regular Sales variance to Last Year Unit %.
CP Sls Reg U	Current Plan Regular Sales Units.
Wp Sls Reg var Cp U%	Working Plan Regular Sales variance to Current Plan Unit %.
Op Sls Reg U	Original Plan Regular Sales Units.
Wp Sls Reg var Op U%	Working Plan Regular Sales variance to Original Plan Unit %.
Wp Sls Reg AUR	Working Plan Regular Sales Average Unit Retail.
Wp Marketing Strategy Comments	Use this measure to make comments about the marketing strategy.
Wp Price Promo Disc %	Working Plan Promotional Markdown discount representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail %.
Wp Price Promo AUR	Promotional Sales Average Unit Retail Price.
Wp Sls Promo Lift U%	Working Plan Unit percent of promotional sales based on promotional sales over regular sales Unit %.
Wp Sls Promo U	Working Plan Promotional Sales Units.
Ly Sls Promo U	Last Year Promotional Sales Units.
Op Sls Promo U	Original Plan Promotional Sales Units.
CP Sls Promo U	Current Plan Promotional Sales Units.
Wp Sls Reg+Pro U	Working Plan Sum of Regular Sales and Promotional Sales Units.
Ly Sls Reg+Pro U	Last Year Sum of Regular Sales and Promotional Sales Units.
Op Sls Reg+Pro U	Original Plan Sum of Regular Sales and Promotional Sales Units.
Cp Sls Reg+Pro U	Current Plan Sum of Regular Sales and Promotional Sales Units.
Wp Sls Reg+Pro AUR	Working plan sum of regular and promotional sales average unit retail.
Wp Sls Unit Comments	Working Plan Sales Unit Comments.

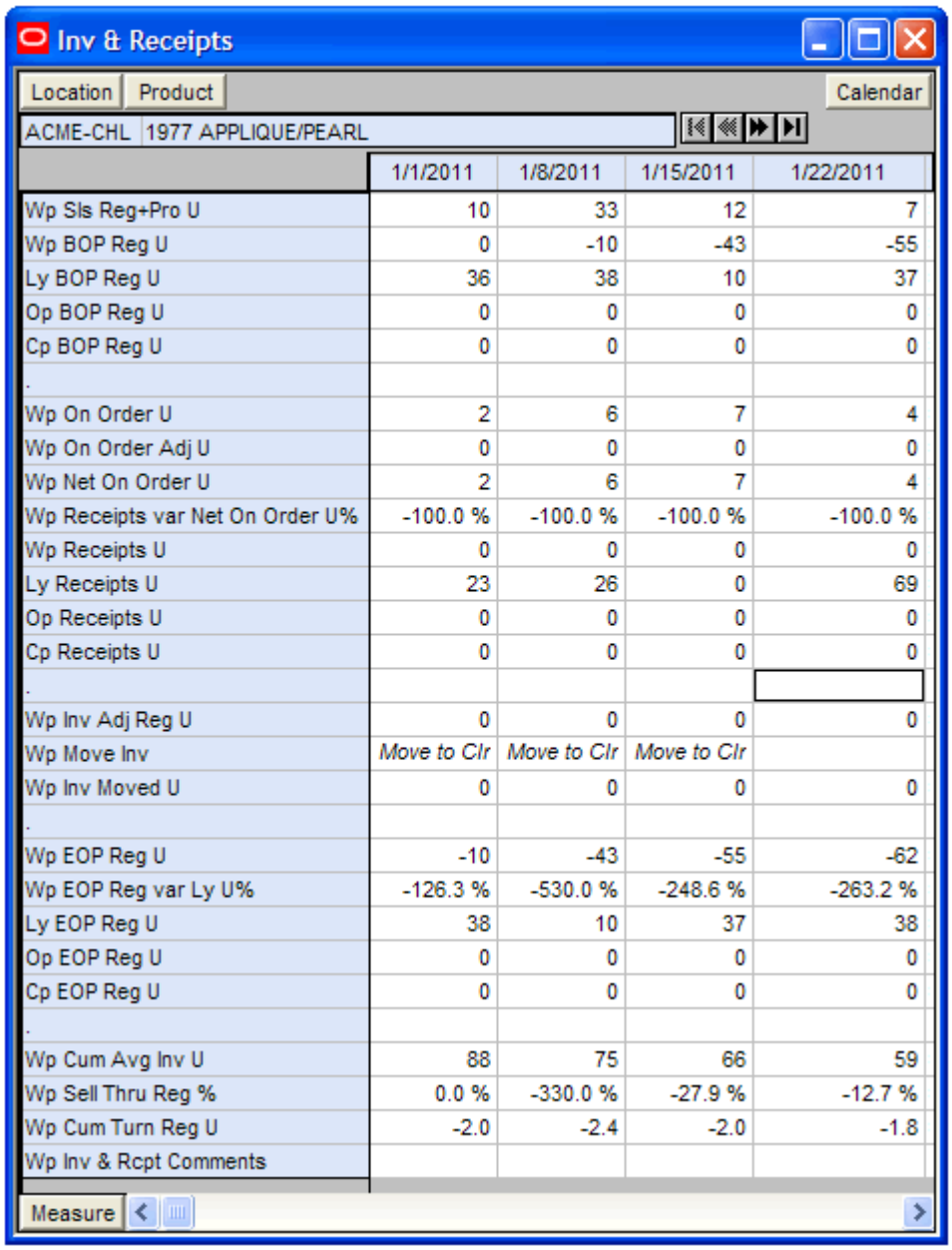
After you have planned the unit sales, plan the inventory and receipts in the next tab: Inventory and Receipts.

Inventory and Receipts

After you have planned the unit sales, develop the inventory and receipts for the styles. A critical part of planning the inventory and receipts is planning when the style moves to clearance. To move a style to clearance, see Moving Inventory.

This tab has one worksheet: Inventory and Receipts.

Figure 4–15 Inventory and Receipts Worksheet



	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Sls Reg+Pro U	10	33	12	7
Wp BOP Reg U	0	-10	-43	-55
Ly BOP Reg U	36	38	10	37
Op BOP Reg U	0	0	0	0
Cp BOP Reg U	0	0	0	0
.				
Wp On Order U	2	6	7	4
Wp On Order Adj U	0	0	0	0
Wp Net On Order U	2	6	7	4
Wp Receipts var Net On Order U%	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Receipts U	0	0	0	0
Ly Receipts U	23	26	0	69
Op Receipts U	0	0	0	0
Cp Receipts U	0	0	0	0
.				
Wp Inv Adj Reg U	0	0	0	0
Wp Move Inv	*Move to Clr*	*Move to Clr*	*Move to Clr*	
Wp Inv Moved U	0	0	0	0
.				
Wp EOP Reg U	-10	-43	-55	-62
Wp EOP Reg var Ly U%	-126.3 %	-530.0 %	-248.6 %	-263.2 %
Ly EOP Reg U	38	10	37	38
Op EOP Reg U	0	0	0	0
Cp EOP Reg U	0	0	0	0
.				
Wp Cum Avg Inv U	88	75	66	59
Wp Sell Thru Reg %	0.0 %	-330.0 %	-27.9 %	-12.7 %
Wp Cum Turn Reg U	-2.0	-2.4	-2.0	-1.8
Wp Inv & Rcpt Comments				

The following table lists the measures available on this worksheet.

Table 4–9 Inventory and Receipts Worksheet Measures

Measure	Description
Wp Sls Reg+Pro U	Working Plan Sum of Regular Sales and Promotional Sales Units.
Wp BOP Reg U	Working Plan Regular Beginning of Period Inventory Units.
Ly BOP Reg U	Last Year Regular Beginning of Period Inventory Units.
Op BOP Reg U	Original Plan Regular Beginning of Period Inventory Units.
Cp BOP Reg U	Current Plan Regular Beginning of Period Inventory Units.
Wp On Order U	Working Plan On Order Units.
Wp On Order Adj U	Working Plan Adjustments to On Order Units.
Wp Net On Order U	Working Plan Purchase Commitments made, but not yet approved in the PO System Units.
Wp Receipts var Net On Order U%	Working Plan Receipts variance to Net On Order Unit %.
Wp Receipts U	Working Plan Receipts Units.
Ly Receipts U	Last Year Receipt Units.
Op Receipts U	Original Plan Receipts Units.
Cp Receipts U	Current Plan Receipts Units.
Wp Inv Adj Reg U	Working Plan Regular Inventory Adjustments Units.
Wp Move Inv	Working Plan Move Inventory into Clearance from Regular.
Wp Inv Moved U	Working Plan Regular Inventory stock moving into clearance from regular status Units.
Wp EOP Reg U	Working Plan End of Period Regular Inventory Units.
Wp EOP Reg var Ly U%	Working Plan End of Period Regular Inventory variance to Last Year Unit %.
Ly EOP Reg U	Last Year End of Period Regular Inventory Units.
Op EOP Reg U	Original Plan End of Period Regular Inventory Units.
Cp EOP Reg U	Current Plan End of Period Regular Inventory Units.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Sell Thru Reg %	Working Plan Regular Sell Thru representing the percent of available Regular Inventory sold in a period of time Unit Ratio.
Wp Cum Turn Reg U	Working Plan Cumulative Turnover representing the frequency which Regular Inventory is sold and replaced over a stated time period Unit Ratio.
Wp Inv & Rcpt Comments	Working Plan Inventory & Receipt Comments.

Moving Inventory

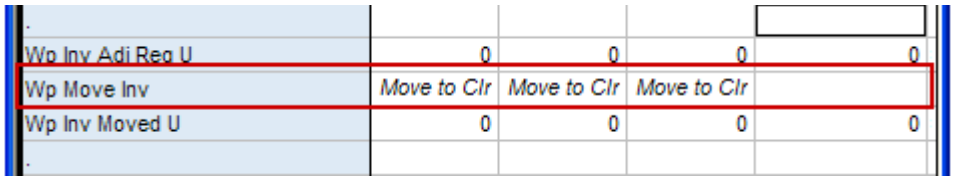
To move inventory to clearance from regular price, use the move of inventory feature. When a style/color is ready to move from regular to clearance merchandise, all units on hand must be moved at the same time. A given style/color should never have both regular and clearance inventory at the same time in any single channel.

The Move Inventory feature partially automates the movement of inventory from regular to clearance, sets the initial clearance price, calculates the clearance markdown, and calculates the initial clearance sales units. The initial clearance parameters must be defined before using the Move Inventory feature.

To move the regular inventory units of a style/color to clearance, perform the following steps:

1. Enter the initial clearance markdown percentage that should be taken when units are first moved from regular to clearance.
2. Enter the initial clearance sell-through percentage the system should use to calculate the initial clearance sales units.
3. Ensure that all plans for the regular priced inventory have been created. This includes regular and promotional sales, permanent price changes, receipts, and relevant inventory adjustments.
4. Determine which week is the correct week to move inventory. Select a week after which there are no more regular sales or receipts. Depending on the week is selected, the BOP (Beginning of Period) Reg Units are moved to clearance, clearance markdowns are booked based on those BOP units, and sales for that week going forward are considered clearance sales.
5. In the appropriate week, select **Move to Clr** in the Wp Move Inv measure.

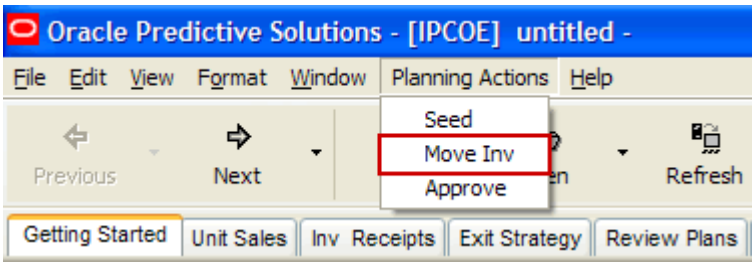
Figure 4–16 Wp Move Inv Measure



6. Repeat step 1 for other styles if necessary.

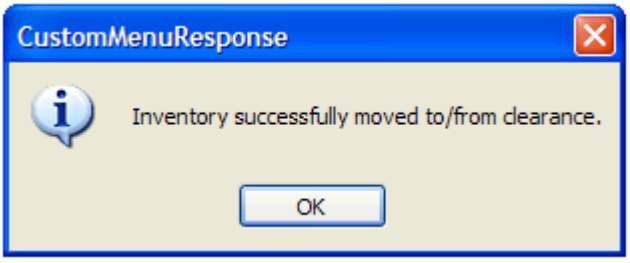
7. When finished, click **Move Inv** in the Planning Actions menu.

Figure 4–17 Move Inv Option in the Planning Actions Menu



8. A success message appears, informing you that the inventory was successfully moved to or from clearance. Click **OK** to close.

Figure 4–18 Move Inventory Success Message



9. Click **Commit Now** or **Commit ASAP** in the File menu to save the data to the database.

The same process is used to move inventory from clearance.

After you have created an inventory and receipts plan and moved inventory to clearance, continue to the Review Plans tab.

Review Plans

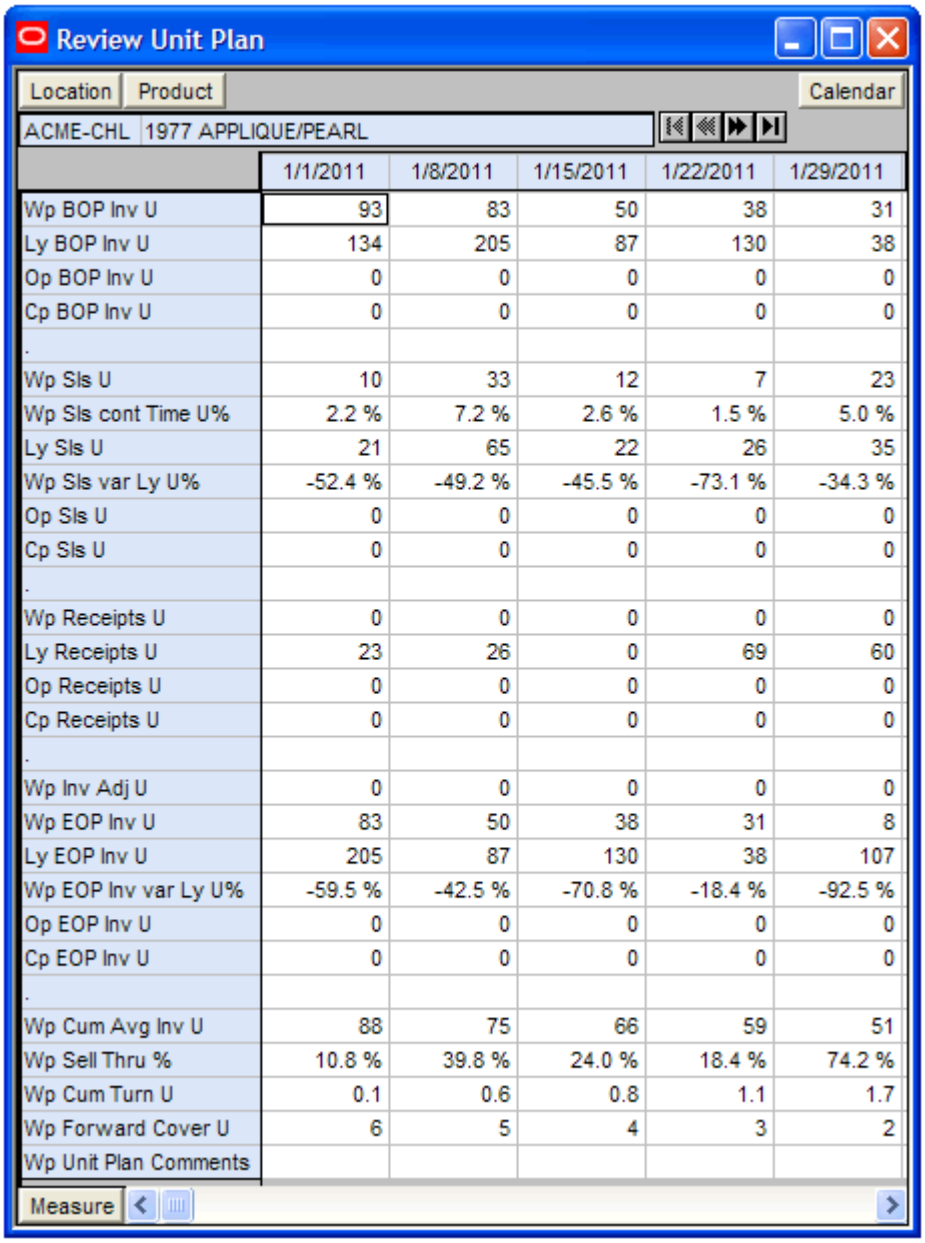
After you have developed the unit, inventory, receipts, and exit plans review them in the Review Plans tab. Depending upon what you reconcile to, use one of these worksheets:

- Review Unit Plan
- Review Retail Plan
- Review Cost Plan

Review Unit Plan

Use this worksheet to review the unit plan.

Figure 4–19 Review Unit Plan Worksheet

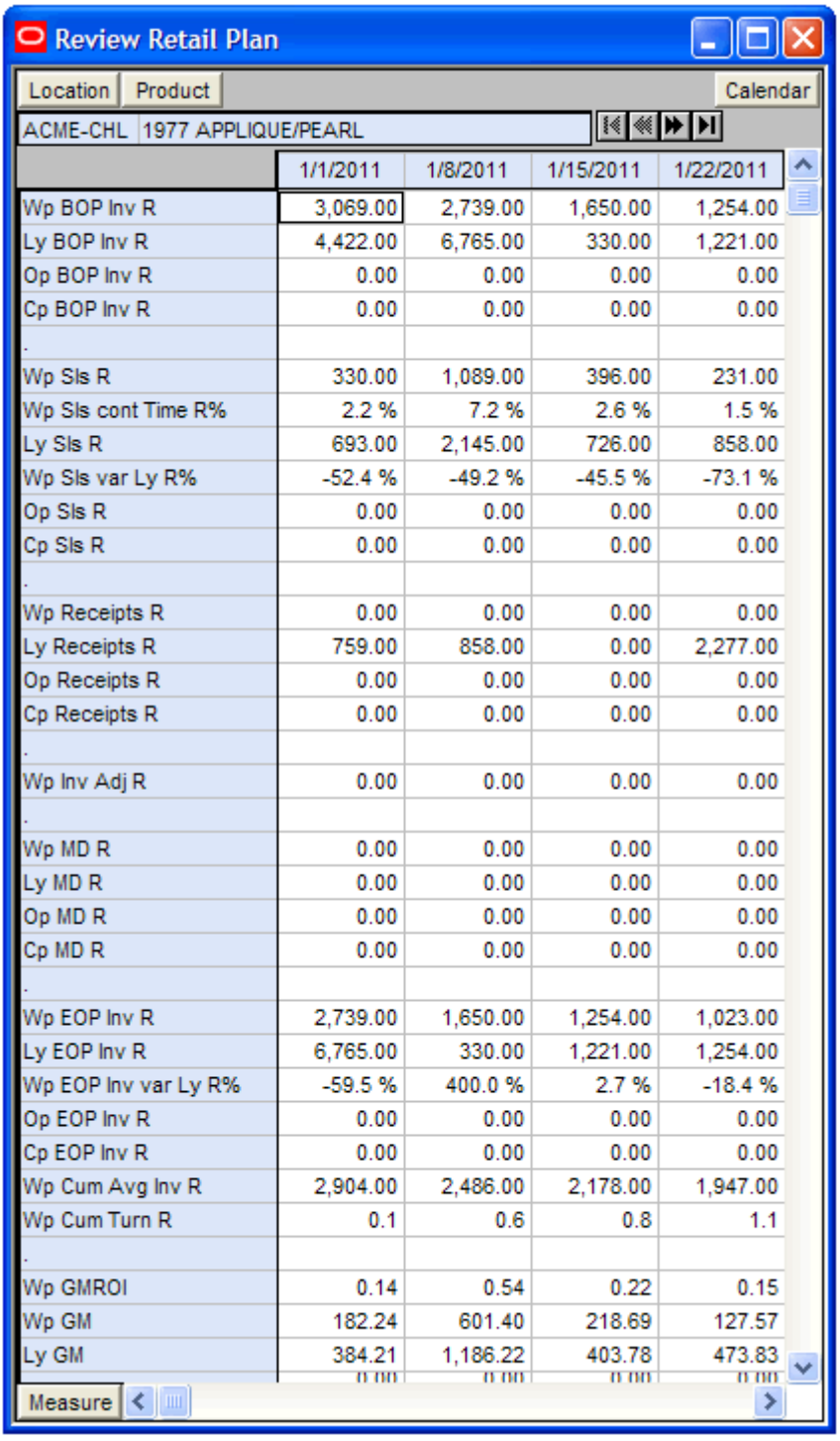


	1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011
Wp BOP Inv U	93	83	50	38	31
Ly BOP Inv U	134	205	87	130	38
Op BOP Inv U	0	0	0	0	0
Cp BOP Inv U	0	0	0	0	0
.					
Wp Sls U	10	33	12	7	23
Wp Sls cont Time U%	2.2 %	7.2 %	2.6 %	1.5 %	5.0 %
Ly Sls U	21	65	22	26	35
Wp Sls var Ly U%	-52.4 %	-49.2 %	-45.5 %	-73.1 %	-34.3 %
Op Sls U	0	0	0	0	0
Cp Sls U	0	0	0	0	0
.					
Wp Receipts U	0	0	0	0	0
Ly Receipts U	23	26	0	69	60
Op Receipts U	0	0	0	0	0
Cp Receipts U	0	0	0	0	0
.					
Wp Inv Adj U	0	0	0	0	0
Wp EOP Inv U	83	50	38	31	8
Ly EOP Inv U	205	87	130	38	107
Wp EOP Inv var Ly U%	-59.5 %	-42.5 %	-70.8 %	-18.4 %	-92.5 %
Op EOP Inv U	0	0	0	0	0
Cp EOP Inv U	0	0	0	0	0
.					
Wp Cum Avg Inv U	88	75	66	59	51
Wp Sell Thru %	10.8 %	39.8 %	24.0 %	18.4 %	74.2 %
Wp Cum Turn U	0.1	0.6	0.8	1.1	1.7
Wp Forward Cover U	6	5	4	3	2
Wp Unit Plan Comments					

Review Retail Plan

Use this worksheet to review the retail plan.

Figure 4–20 Review Retail Plan Worksheet

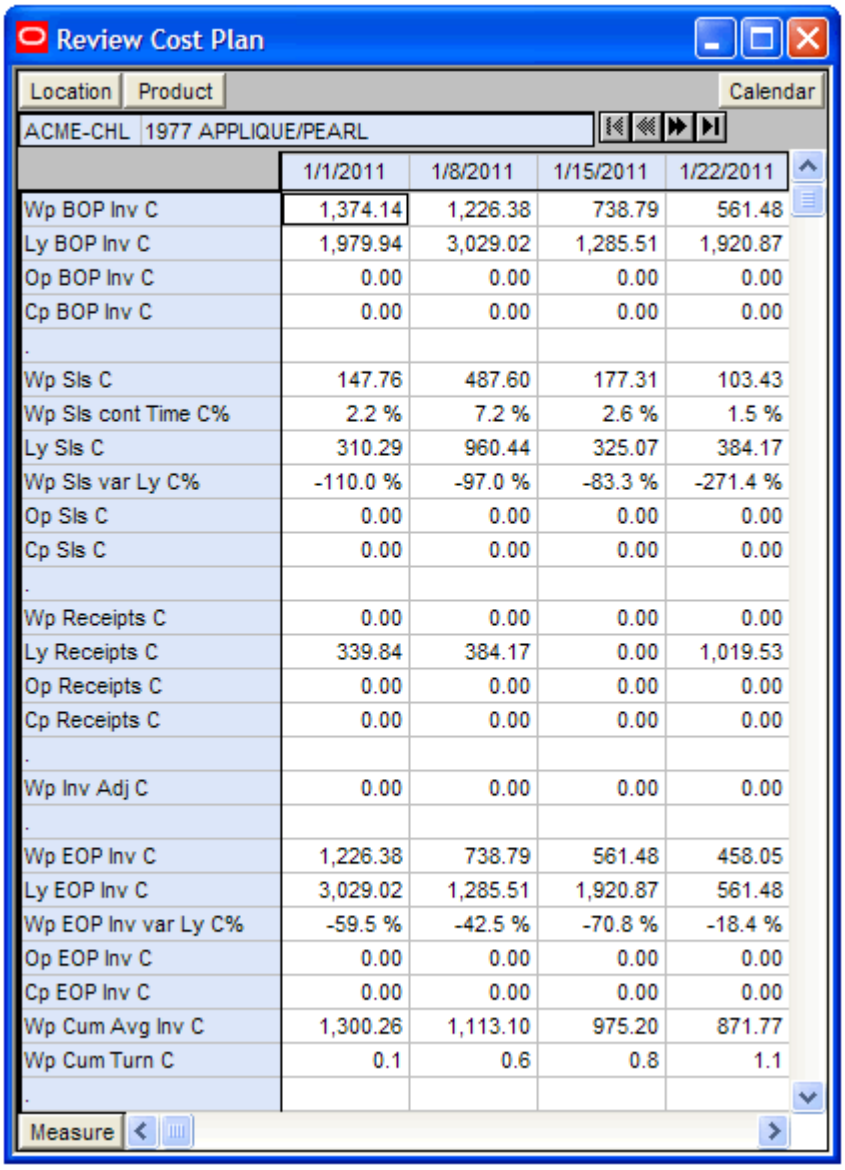


	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv R	3,069.00	2,739.00	1,650.00	1,254.00
Ly BOP Inv R	4,422.00	6,765.00	330.00	1,221.00
Op BOP Inv R	0.00	0.00	0.00	0.00
Cp BOP Inv R	0.00	0.00	0.00	0.00
.				
Wp Sls R	330.00	1,089.00	396.00	231.00
Wp Sls cont Time R%	2.2 %	7.2 %	2.6 %	1.5 %
Ly Sls R	693.00	2,145.00	726.00	858.00
Wp Sls var Ly R%	-52.4 %	-49.2 %	-45.5 %	-73.1 %
Op Sls R	0.00	0.00	0.00	0.00
Cp Sls R	0.00	0.00	0.00	0.00
.				
Wp Receipts R	0.00	0.00	0.00	0.00
Ly Receipts R	759.00	858.00	0.00	2,277.00
Op Receipts R	0.00	0.00	0.00	0.00
Cp Receipts R	0.00	0.00	0.00	0.00
.				
Wp Inv Adj R	0.00	0.00	0.00	0.00
.				
Wp MD R	0.00	0.00	0.00	0.00
Ly MD R	0.00	0.00	0.00	0.00
Op MD R	0.00	0.00	0.00	0.00
Cp MD R	0.00	0.00	0.00	0.00
.				
Wp EOP Inv R	2,739.00	1,650.00	1,254.00	1,023.00
Ly EOP Inv R	6,765.00	330.00	1,221.00	1,254.00
Wp EOP Inv var Ly R%	-59.5 %	400.0 %	2.7 %	-18.4 %
Op EOP Inv R	0.00	0.00	0.00	0.00
Cp EOP Inv R	0.00	0.00	0.00	0.00
Wp Cum Avg Inv R	2,904.00	2,486.00	2,178.00	1,947.00
Wp Cum Turn R	0.1	0.6	0.8	1.1
.				
Wp GMROI	0.14	0.54	0.22	0.15
Wp GM	182.24	601.40	218.69	127.57
Ly GM	384.21	1,186.22	403.78	473.83

Review Cost Plan

Use this worksheet to review the cost plan.

Figure 4–21 Review Cost Plan Worksheet



	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv C	1,374.14	1,226.38	738.79	561.48
Ly BOP Inv C	1,979.94	3,029.02	1,285.51	1,920.87
Op BOP Inv C	0.00	0.00	0.00	0.00
Cp BOP Inv C	0.00	0.00	0.00	0.00
.				
Wp Sls C	147.76	487.60	177.31	103.43
Wp Sls cont Time C%	2.2 %	7.2 %	2.6 %	1.5 %
Ly Sls C	310.29	960.44	325.07	384.17
Wp Sls var Ly C%	-110.0 %	-97.0 %	-83.3 %	-271.4 %
Op Sls C	0.00	0.00	0.00	0.00
Cp Sls C	0.00	0.00	0.00	0.00
.				
Wp Receipts C	0.00	0.00	0.00	0.00
Ly Receipts C	339.84	384.17	0.00	1,019.53
Op Receipts C	0.00	0.00	0.00	0.00
Cp Receipts C	0.00	0.00	0.00	0.00
.				
Wp Inv Adj C	0.00	0.00	0.00	0.00
.				
Wp EOP Inv C	1,226.38	738.79	561.48	458.05
Ly EOP Inv C	3,029.02	1,285.51	1,920.87	561.48
Wp EOP Inv var Ly C%	-59.5 %	-42.5 %	-70.8 %	-18.4 %
Op EOP Inv C	0.00	0.00	0.00	0.00
Cp EOP Inv C	0.00	0.00	0.00	0.00
Wp Cum Avg Inv C	1,300.26	1,113.10	975.20	871.77
Wp Cum Turn C	0.1	0.6	0.8	1.1
.				

Next, review the MFP plans in the next tab: Review MFP Plans.

Review MFP Plans

After you have reviewed your plans, review the plans from Merchandise Financial Planning (MFP). The Review MFP Plans tab has two worksheets:

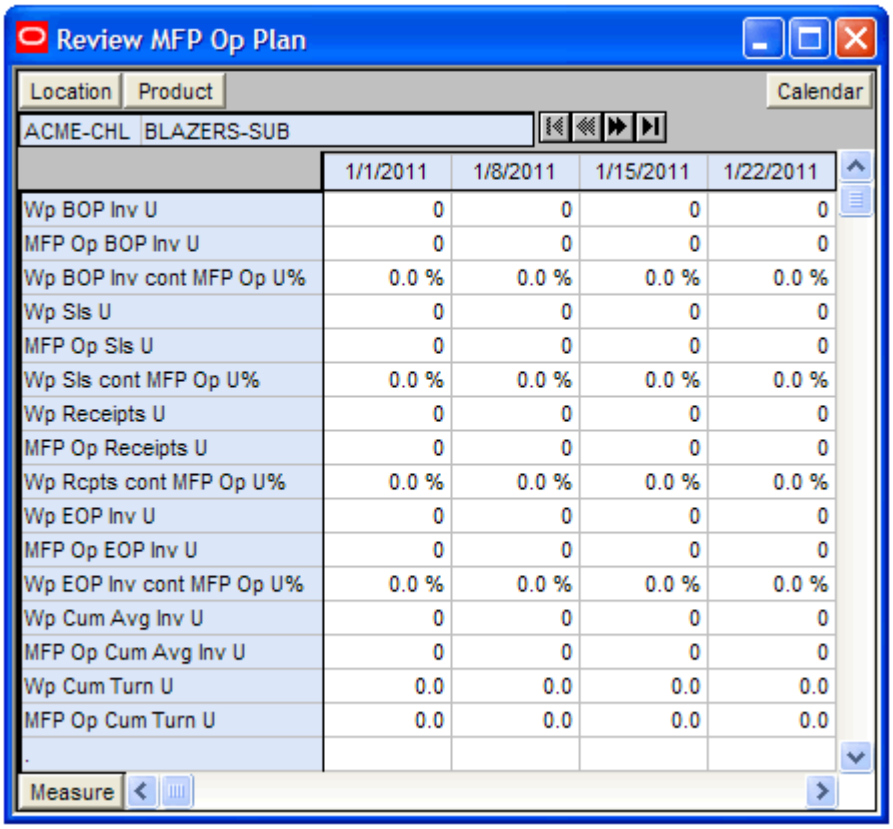
- Review MFP Op Plan
- Review MFP Cp Plan

Review the Op plan first, then the Cp plan.

Review MFP Op Plan

Use this view to review the MFP original plan.

Figure 4–22 Review MFP Op Plan Worksheet



The following table lists the measures available on this view.

Table 4–10 Review MFP Op Worksheet Measures

Measure	Description
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
MFP Op BOP Inv U	MFP Original Plan Beginning of Period Inventory Units.
Wp BOP Inv cont MFP Op U%	Working Plan Beginning of Period Inventory contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Sls U	Working Plan Sales Units.
MFP Op Sls U	MFP Original Plan Sales Units.

Table 4–10 (Cont.) Review MFP Op Worksheet Measures

Measure	Description
Wp Sls cont MFP Op U%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Receipts U	Working Plan Receipts Units.
MFP Op Receipts U	MFP Original Plan Receipts Units.
Wp Rcpts cont MFP Op U%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Unit %.
Wp EOP Inv U	Working Plan End of Period Inventory Units.
MFP Op EOP Inv U	MFP Original Plan End of Period Inventory Units.
Wp EOP Inv cont MFP Op U%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
MFP Op Cum Avg Inv U	MFP Original Plan Cumulative Average Inventory Units.
Wp Cum Turn U	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Unit Ratio.
MFP Op Cum Turn U	MFP Original Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Unit Ratio.
Wp BOP Inv R	Working Plan Beginning of Period Inventory Retail.
MFP Op BOP Inv R	MFP Original Plan Beginning of Period Inventory Retail.
Wp BOP Inv cont MFP Op R%	Working Plan Beginning of Period Inventory contribution to Merchandise Financial Plan Original Plan Retail %.
Wp Sls R	Working Plan Sales Retail.
MFP Op Sls R	MFP Original Plan Sales Retail.
Wp Sls cont MFP Op R%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Retail %.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
MFP Op MD R	MFP Original Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp MD cont MFP Op R%	Working Plan Total Markdowns (Clearance + Promotional + Regular) contribution to Merchandise Financial Plan Original Plan Retail %.
Wp Receipts R	Working Plan Receipts Retail.
MFP Op Receipts R	MFP Original Plan Receipts Retail.
Wp Rcpts cont MFP Op R%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Retail %.
Wp EOP Inv R	Working Plan End of Period Inventory Retail.
MFP Op EOP Inv R	MFP Original Plan End of Period Inventory Retail.
Wp EOP Inv cont MFP Op R%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Original Plan Retail %.
Wp GP	Working Plan Gross Profit.
MFP Op GP	MFP Original Plan Gross Profit.

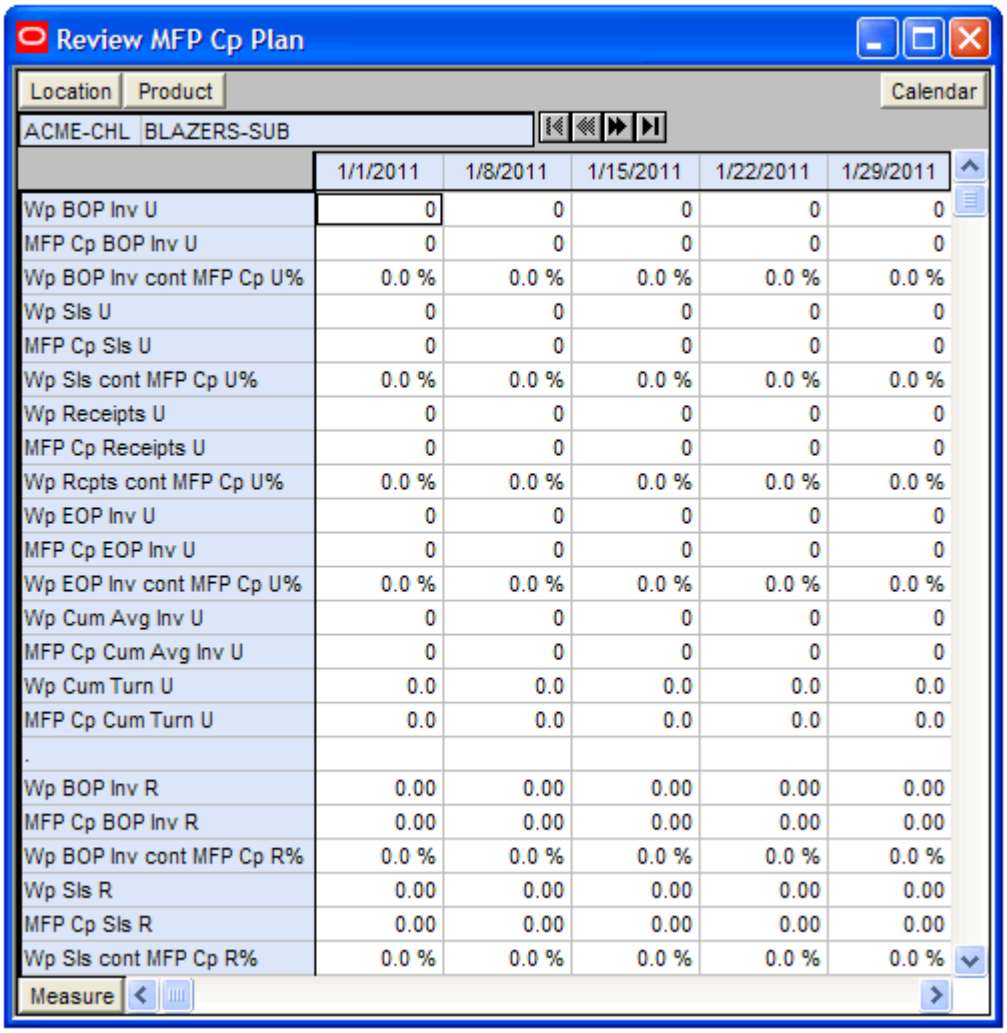
Table 4–10 (Cont.) Review MFP Op Worksheet Measures

Measure	Description
Wp Op cont MFP Cp R%	Working Plan Gross Profit contribution to Merchandise Financial Plan Original Plan %.
Wp Cum Avg Inv R	Working Plan Cumulative Average Inventory Retail.
MFP Op Cum Avg Inv R	MFP Original Plan Cumulative Average Inventory Retail.
Wp Cum Turn R	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail Ratio.
MFP Op Cum Turn R	MFP Original Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail Ratio.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
MFP Op BOP Inv C	MFP Original Plan Beginning of Period Inventory Cost.
Wp BOP Inv cont MFP Op C%	Working Plan Beginning of Period Inventory contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Sls C	Working Plan Sales Cost.
MFP Op Sls C	MFP Original Plan Sales Cost.
Wp Sls cont MFP Op C%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Receipts C	Working Plan Receipts Cost.
MFP Op Receipts C	MFP Original Plan Receipts Cost.
Wp Rcpts cont MFP Op C%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Cost %.
Wp EOP Inv C	Working Plan End of Period Inventory Cost.
MFP Op EOP Inv C	MFP Original Plan End of Period Inventory Cost.
Wp EOP Inv cont MFP Op C%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
MFP Op Cum Avg Inv C	MFP Original Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Cost Ratio.
MFP Op Cum Turn C	MFP Original Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Cost Ratio.
Wp Target Comments	Working Plan Target Comments.

Review MFP Cp Plan

Use this view to review the MFP current plan.

Figure 4–23 Review MFP Cp Plan Worksheet



	1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011
Wp BOP Inv U	0	0	0	0	0
MFP Cp BOP Inv U	0	0	0	0	0
Wp BOP Inv cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls U	0	0	0	0	0
MFP Cp Sls U	0	0	0	0	0
Wp Sls cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts U	0	0	0	0	0
MFP Cp Receipts U	0	0	0	0	0
Wp Rcpts cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv U	0	0	0	0	0
MFP Cp EOP Inv U	0	0	0	0	0
Wp EOP Inv cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Cum Avg Inv U	0	0	0	0	0
MFP Cp Cum Avg Inv U	0	0	0	0	0
Wp Cum Turn U	0.0	0.0	0.0	0.0	0.0
MFP Cp Cum Turn U	0.0	0.0	0.0	0.0	0.0
.					
Wp BOP Inv R	0.00	0.00	0.00	0.00	0.00
MFP Cp BOP Inv R	0.00	0.00	0.00	0.00	0.00
Wp BOP Inv cont MFP Cp R%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls R	0.00	0.00	0.00	0.00	0.00
MFP Cp Sls R	0.00	0.00	0.00	0.00	0.00
Wp Sls cont MFP Cp R%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

The following table lists the measures available on this view.

Table 4–11 Review MFP Cp Worksheet Measures

Measure	Description
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
MFP Cp BOP Inv U	MFP Current Plan Beginning of Period Inventory Units.
Wp BOP Inv cont MFP Cp U%	Working Plan Beginning of Period Inventory contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Sls U	Working Plan Sales Units.
MFP Cp Sls U	MFP Current Plan Sales Units.
Wp Sls cont MFP Cp U%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Receipts U	Working Plan Receipts Units.

Table 4–11 (Cont.) Review MFP Cp Worksheet Measures

Measure	Description
MFP Cp Receipts U	MFP Current Plan Receipts Units.
Wp Rcpts cont MFP Cp U%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Unit %.
Wp EOP Inv U	Working Plan End of Period Inventory Units.
MFP Cp EOP Inv U	MFP Current Plan End of Period Inventory Units.
Wp EOP Inv cont MFP Cp U%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
MFP Cp Cum Avg Inv U	MFP Current Plan Cumulative Average Inventory Units.
Wp Cum Turn U	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Unit Ratio.
MFP Cp Cum Turn U	MFP Current Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Unit Ratio.
Wp BOP Inv R	Working Plan Beginning of Period Inventory Retail.
MFP Cp BOP Inv R	MFP Current Plan Beginning of Period Inventory Retail.
Wp BOP Inv cont MFP Cp R%	Working Plan Beginning of Period Inventory contribution to Merchandise Financial Plan Current Plan Retail %.
Wp Sls R	Working Plan Sales Retail.
MFP Cp Sls R	MFP Current Plan Sales Retail.
Wp Sls cont MFP Cp R%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Retail %.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
MFP Cp MD R	MFP Current Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp MD cont MFP Cp R%	Working Plan Total Markdowns (Clearance + Promotional + Regular) contribution to Merchandise Financial Plan Current Plan Retail %.
Wp Receipts R	Working Plan Receipts Retail.
MFP Cp Receipts R	MFP Current Plan Receipts Retail.
Wp Rcpts cont MFP Cp R%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Retail %.
Wp EOP Inv R	Working Plan End of Period Inventory Retail.
MFP Cp EOP Inv R	MFP Current Plan End of Period Inventory Retail.
Wp EOP Inv cont MFP Cp R%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Current Plan Retail %.
Wp GP	Working Plan Gross Profit.
MFP Cp GPMFP	Current Plan Gross Profit.
Wp GP cont MFP Cp R%	Working Plan Gross Profit contribution to Merchandise Financial Plan Current Plan %.
Wp Cum Avg Inv R	Working Plan Cumulative Average Inventory Retail.

Table 4–11 (Cont.) Review MFP Cp Worksheet Measures

Measure	Description
MFP Cp Cum Avg Inv R	MFP Current Plan Cumulative Average Inventory Retail.
Wp Cum Turn R	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail Ratio.
MFP Cp Cum Turn R	MFP Current Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail Ratio.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
MFP Cp BOP Inv C	MFP Current Plan Beginning of Period Inventory Cost.
Wp BOP Inv cont MFP Cp C%	Working Plan Beginning of Period Inventory contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Sls C	Working Plan Sales Cost.
MFP Cp Sls C	MFP Current Plan Sales Cost.
Wp Sls cont MFP Cp C%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Receipts C	Working Plan Receipts Cost.
MFP Cp Receipts C	MFP Current Plan Receipts Cost.
Wp Rcpts cont MFP Cp C%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Cost %.
Wp EOP Inv C	Working Plan End of Period Inventory Cost.
MFP Cp EOP Inv C	MFP Current Plan End of Period Inventory Cost.
Wp EOP Inv cont MFP Cp C%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
MFP Cp Cum Avg Inv C	MFP Current Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Cost Ratio.
MFP Cp Cum Turn C	MFP Current Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Cost Ratio.
Wp Target Comments	Working Plan Target Comments.

After you have reviewed the MFP Op and Cp plans, continue to the Approval tab.

Approval

After you have reviewed the plans, approve them in the Approval tab. This tab has one worksheet: Approval.

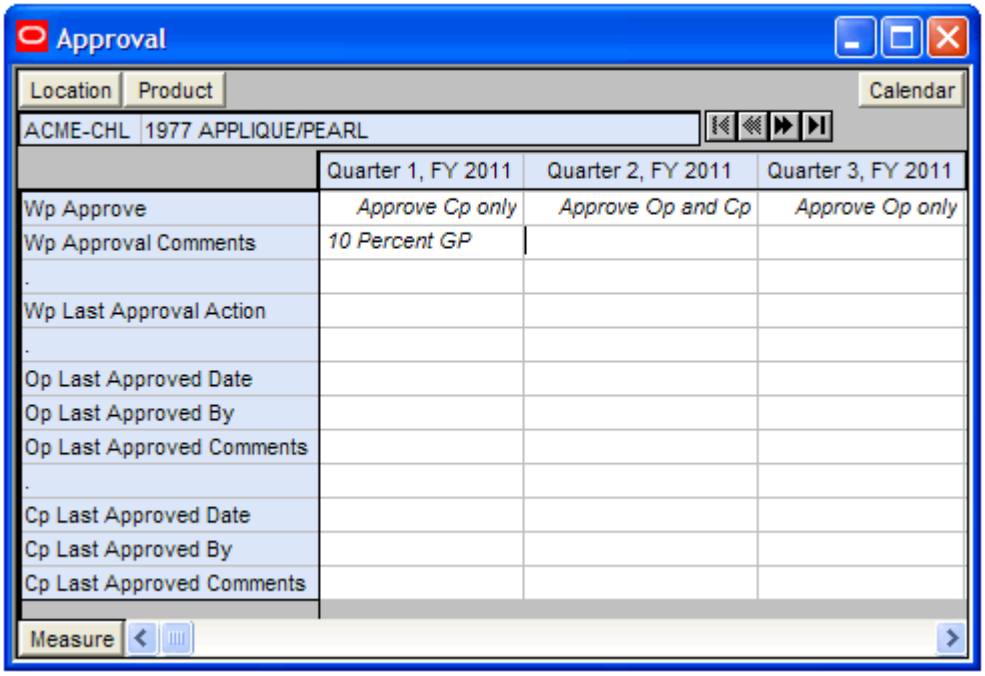
The approval process is self-approved and executed by the item planner. The versions to be updated are determined during the approval process. During preseason, it is recommended that Op and Cp are updated together to ensure synchronization. When in-season planning begins, only the Cp version is updated. If for some reason the Op needs to be updated after in-season planning has begun, you have the option to approve to the Op version only. Note that in this case, only unelapsed time periods are approved from Wp to Op.

By default, all quarters are disabled for Op approval. If the administrator allows users to approve to Op, you can approve the Op.

To approve the plans, perform the following steps:

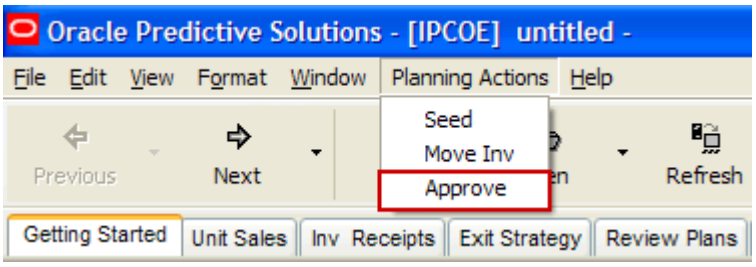
1. Use the Wp Approve measure to approve the plan. You can approve just the current plan, just the original plan, or both plans.
2. Optional: Enter comments in the the Wp Approval Comments measure.

Figure 4–24 Approval Worksheet



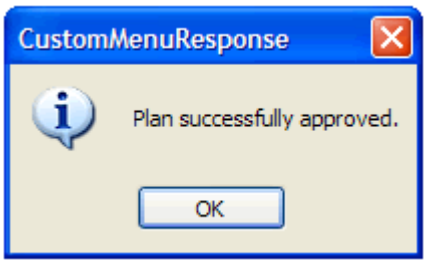
3. When ready to approve, click **Approve** in the Planning Actions menu Figure 4–25.

Figure 4–25 Approve Option in the Planning Actions Menu



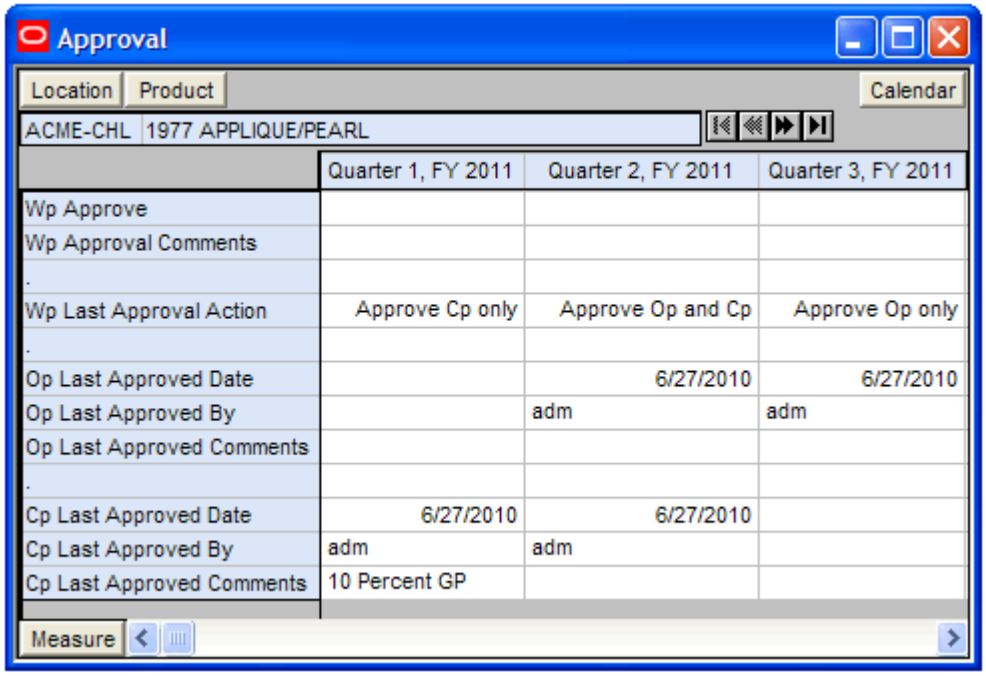
4. A success message appears, informing you that the plan was successfully approved. Click **OK** to close it.

Figure 4–26 Plan Approved Message



The worksheet refreshes and the Wp Approve and Wp Approval Comments measures are cleared. The Wp Last Approval Action measure along with the associated Op and Cp measures are populated (Figure 4–27).

Figure 4–27 Approved Plans



The following table lists the measures available on this worksheet.

Table 4–12 Approval Worksheet Measures

Measure	Description
Wp Approve	Use this measure to approve the plan to the current plan, original plan, or both.
Wp Approval Comments	Use this measure to enter comments about the plan.
Wp Last Approval Action	Displays the last type of approval for the time period. The choices are Approve Op and Cp, Approve Op Only, and Approve Cp Only.
Op Last Approved Date	The date that the last original plan was approved.
Op Last Approved By	The username of the person who last approved the original plan.
Op Last Approved Comments	The comments about the original plan approval made by the user.
Cp Last Approved Date	The date that the last current plan was approved.
Cp Last Approved By	The username of the person who last approved the current plan.
Cp Last Approved Comments	The comments about the current plan approval made by the user.

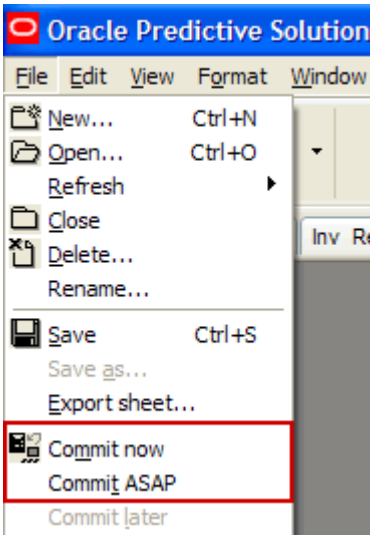
Commit Targets

When you are ready to share your plan with other users, you should commit your workbook to the domain. This shares your plan with others. For more information about committing, see the *Oracle Retail Predictive Application Server User Guide for the Classic Client*.

To commit your plan, perform the following steps:

1. Approve your plans using the instructions in Approval section.
2. In the workbook that you have approved the plans, click **Commit Now** or **Commit ASAP** in the File menu.

Figure 4–28 Commit a Workbook



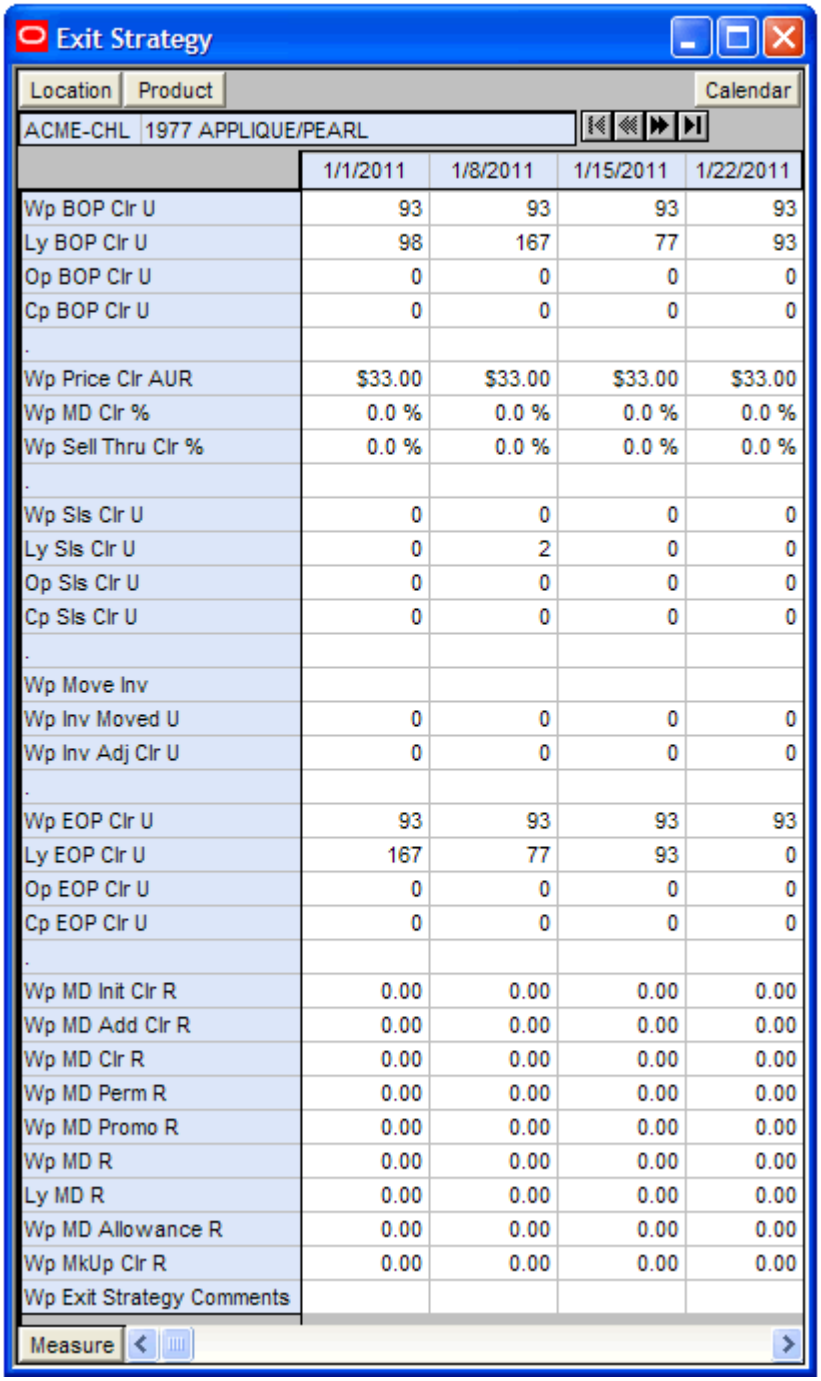
Once the commit has occurred, the commit status changes to committed.

Exit Strategy

After you have approved your plan, plan your exit strategy. This tab has one worksheet: Exit Strategy.

Like the Inventory and Receipts worksheet, the Exit Strategy worksheet allows you to move inventory to and from clearance with the Mp Move Inv measure. To move inventory, follow the directions in Moving Inventory.

Figure 4–29 Exit Strategy



	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Clr U	93	93	93	93
Ly BOP Clr U	98	167	77	93
Op BOP Clr U	0	0	0	0
Cp BOP Clr U	0	0	0	0
.				
Wp Price Clr AUR	$33.00	$33.00	$33.00	$33.00
Wp MD Clr %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sell Thru Clr %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp Sls Clr U	0	0	0	0
Ly Sls Clr U	0	2	0	0
Op Sls Clr U	0	0	0	0
Cp Sls Clr U	0	0	0	0
.				
Wp Move Inv				
Wp Inv Moved U	0	0	0	0
Wp Inv Adj Clr U	0	0	0	0
.				
Wp EOP Clr U	93	93	93	93
Ly EOP Clr U	167	77	93	0
Op EOP Clr U	0	0	0	0
Cp EOP Clr U	0	0	0	0
.				
Wp MD Init Clr R	0.00	0.00	0.00	0.00
Wp MD Add Clr R	0.00	0.00	0.00	0.00
Wp MD Clr R	0.00	0.00	0.00	0.00
Wp MD Perm R	0.00	0.00	0.00	0.00
Wp MD Promo R	0.00	0.00	0.00	0.00
Wp MD R	0.00	0.00	0.00	0.00
Ly MD R	0.00	0.00	0.00	0.00
Wp MD Allowance R	0.00	0.00	0.00	0.00
Wp MkUp Clr R	0.00	0.00	0.00	0.00
Wp Exit Strategy Comments				

The following table lists the measures available on this worksheet.

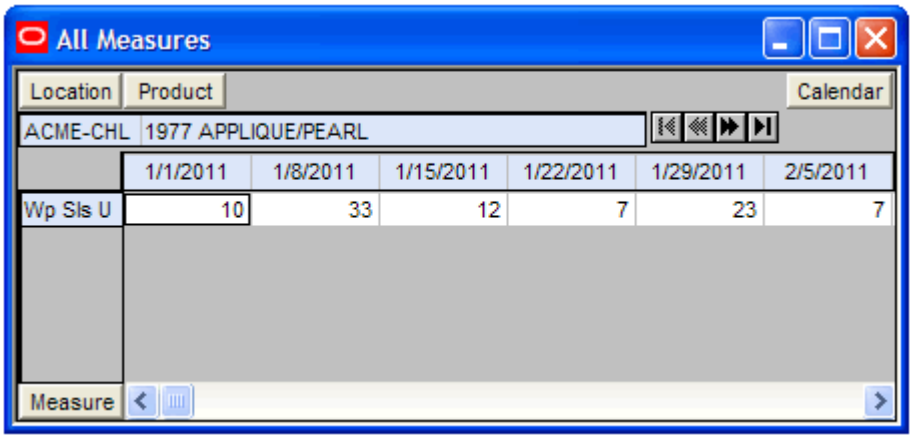
Table 4–13 Target Setting Worksheet Measures

Measure	Description
WP BOP Clr U	Working Plan Clearance Beginning of Period Inventory Units.
Ly BOP Clr U	Last Year Clearance Beginning of Period Inventory Units.
Op BOP Clr U	Original Plan Clearance Beginning of Period Inventory Units.
Cp BOP Clr U	Current Plan Clearance Beginning of Period Inventory Units.
Wp Price Clr AUR	Clearance Sales Average Unit Retail Price.
Wp MD Clr %	Working Plan Reduction of Clearance Price Average Unit Retail taken as the first markdown Retail %.
Wp Sell Thru Clr %	Working Plan Clearance Sell Thru representing the percent of available Clearance Inventory sold in a period of time Unit Ratio.
Wp Sls Clr U	Working Plan Clearance Sales Units.
Ly Sls Clr U	Last Year Clearance Sales Units
Op Sls Clr U	Original Plan Clearance Sales Units.
Cp Sls Clr U	Current Plan Clearance Sales Units.
Wp Move Inv	Working Plan Move Inventory into Clearance from Regular.
Wp Inv Moved U	Working Plan Regular Inventory stock moving into clearance from regular status Units.
Wp Inv Adj Clr U	Working Plan Clearance Inventory Adjustments Units.
WP EOP Clr U	Working Plan End of Period Clearance Inventory Units.
Ly EOP Clr U	Last Year End of Period Clearance Inventory Units.
Op EOP Clr U	Original Plan End of Period Clearance Inventory Units.
Cp EOP Clr U	Current Plan End of Period Clearance Inventory Units.
Wp MD Init Clr R	The planned initial markdown for clearance.
Wp MD Add Clr R	Working Plan Reduction of Clearance Price Average Unit Retail for second / subsequent markdowns Retail.
Wp MD Clr R	Working Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Wp MD Perm R	Working Plan Permanent Markdowns representing a permanent retail decrease to the owned inventory price of merchandise for strategic downward re-pricing decisions at Retail.
Wp MD Promo R	Working Plan Promotional Markdowns representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Ly MD R	Last Year Markdown Retail.
Wp MD Allowance R	Working Plan Markdown Allowances Retail.
Wp MkUp Clr R	Working Plan Clearance Markup Retail.
WP Exit Strategy Comments	Use this measure to enter comments about the planned exit strategy.

All Measures

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

Figure 4–30 All Measures



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

1. Right-click the **Measure** dimension tile and click **Select Display and Sort Attributes**. The All Measures - Measure window appears.
2. The Tree Options window appears. Click the **Show/Hide** tab.
3. Move measures you want to see in the worksheet from the Hidden Measures box to the Visible Measures box.
4. When finished, click **OK**.

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

5

Enable Op Approval Workbook

The Enable Op Approval step is used by planning administrators only. They use the workbook to enable and disable the ability of users to approve a quarterly original plan (Op). If the planning administrator disables the Op approval, users cannot approve plans to Op status.

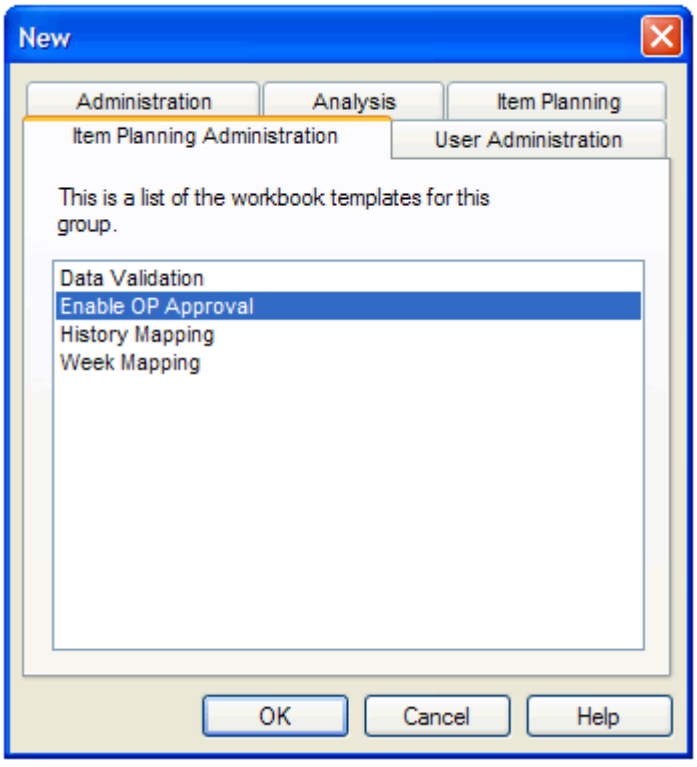
By default, the Op approval is set to enabled.

Building the Enable Op Approval Workbook

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

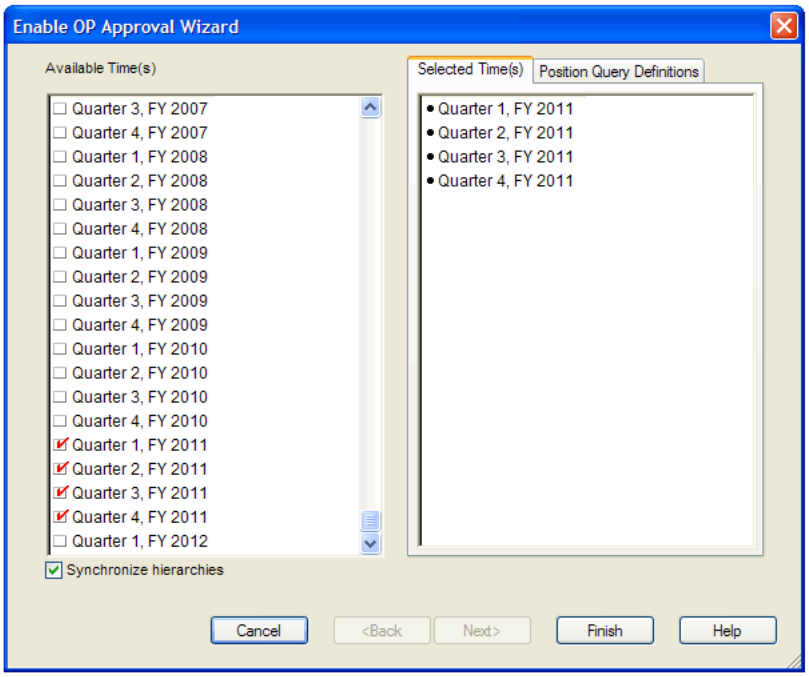
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Enable Op Approval** and click **OK**.

Figure 5–1 New Workbook Dialog Box



3. The Enable Op Approval Wizard appears at the Select Calendar step. Select the quarters you want to enable and click **Finish**.

Figure 5–2 Enable Op Approval Wizard: Select Calendar



The Enable Op Approval workbook is built and opens at the Allow Op Approval worksheet.

Allow Op Approval

The Allow Op Approval tab has one worksheet: Allow OP Approval.

Select the quarters that you want to enable users to approve plans to the original plan.

Figure 5–3 Allow OP Approval Worksheet

The following table lists the measures available on this view.

Table 5–1 Allow Op Approval Worksheet Measures

Measure	Description
Op Approval Enabled	Select this measure to enable users to approve plans to the original plan for the quarter.

6

Data Validation

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 tabs:

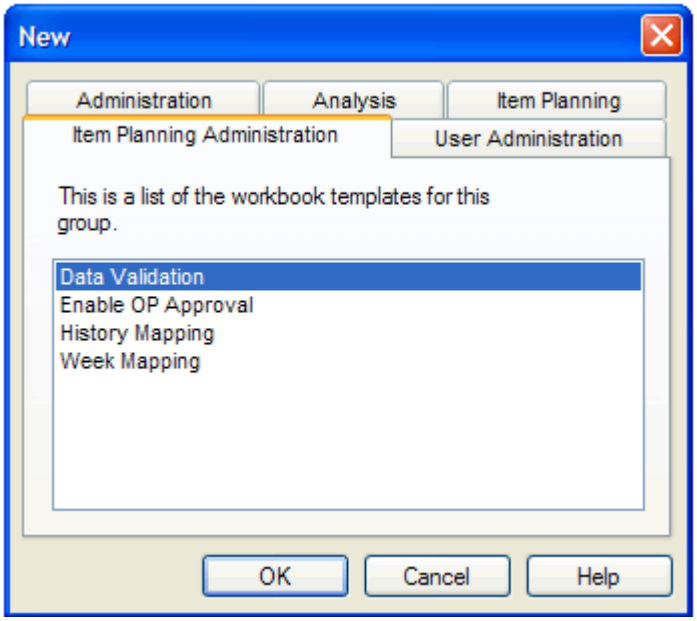
- Assortment Planning Measures
- Default Measures
- Item Planning Measures
- MFP Measures

Building the Data Load Validation Workbook

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

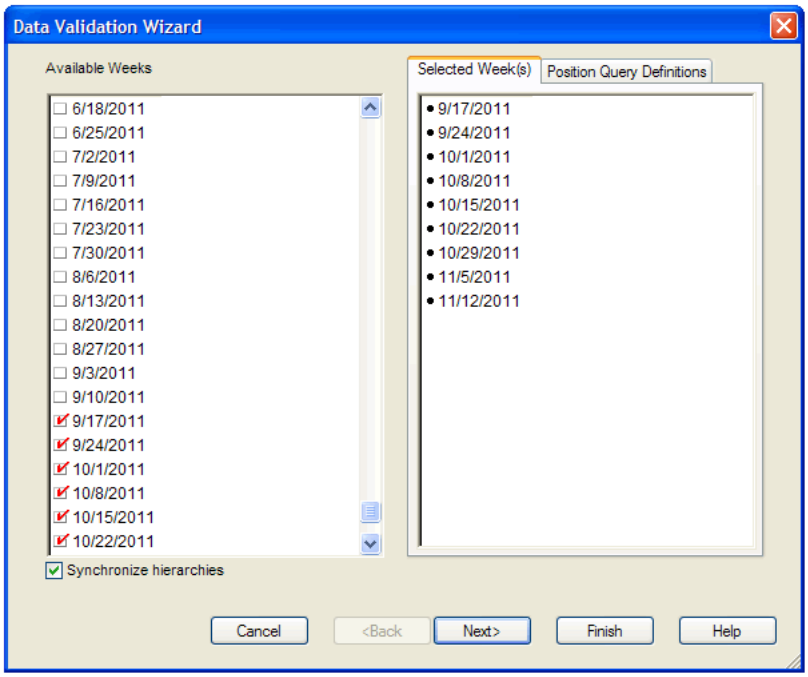
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Data Validation** and click **OK**.

Figure 6–1 New Workbook Dialog Box



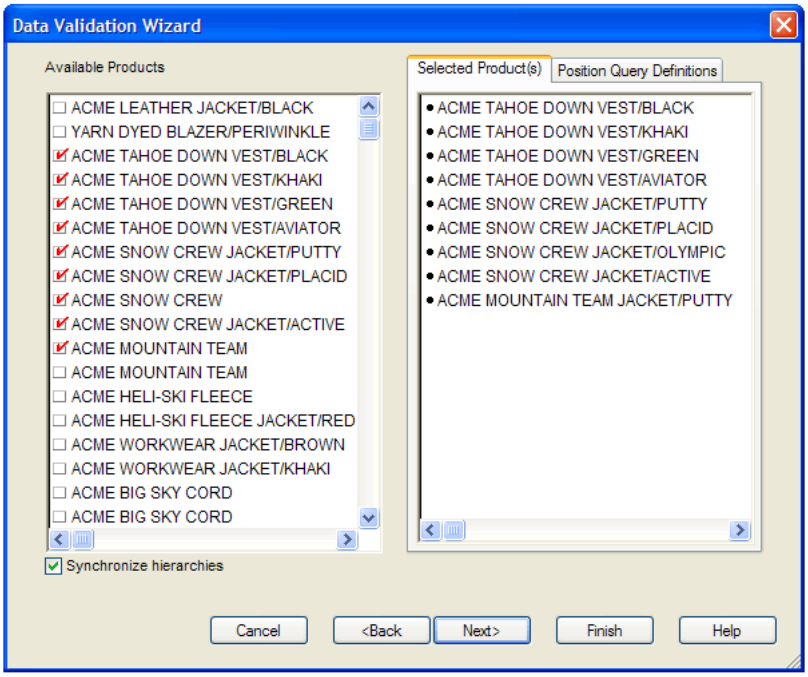
3. The Data Validation Wizard appears at the Select Calendar step. Select the weeks you want to validate and click **Next**.

Figure 6–2 Data Validation Wizard: Select Calendar



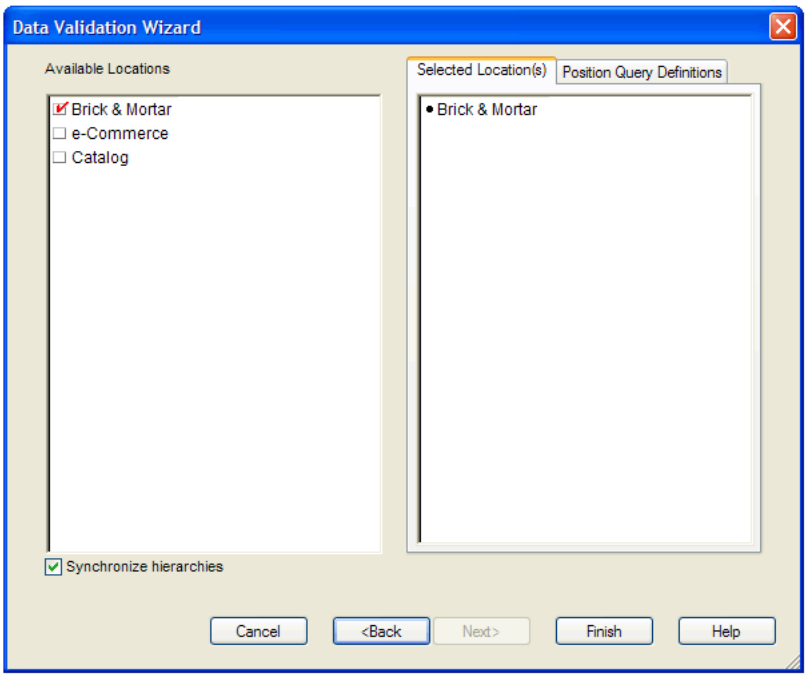
4. The Select Product step appears. Select the products you want to validate and click **Next**.

Figure 6–3 Data Validation Wizard: Select Product



5. The Select Location step appears. Select the channels you want to validate and click **Finish**.

Figure 6–4 Data Validation Wizard: Select Location Step

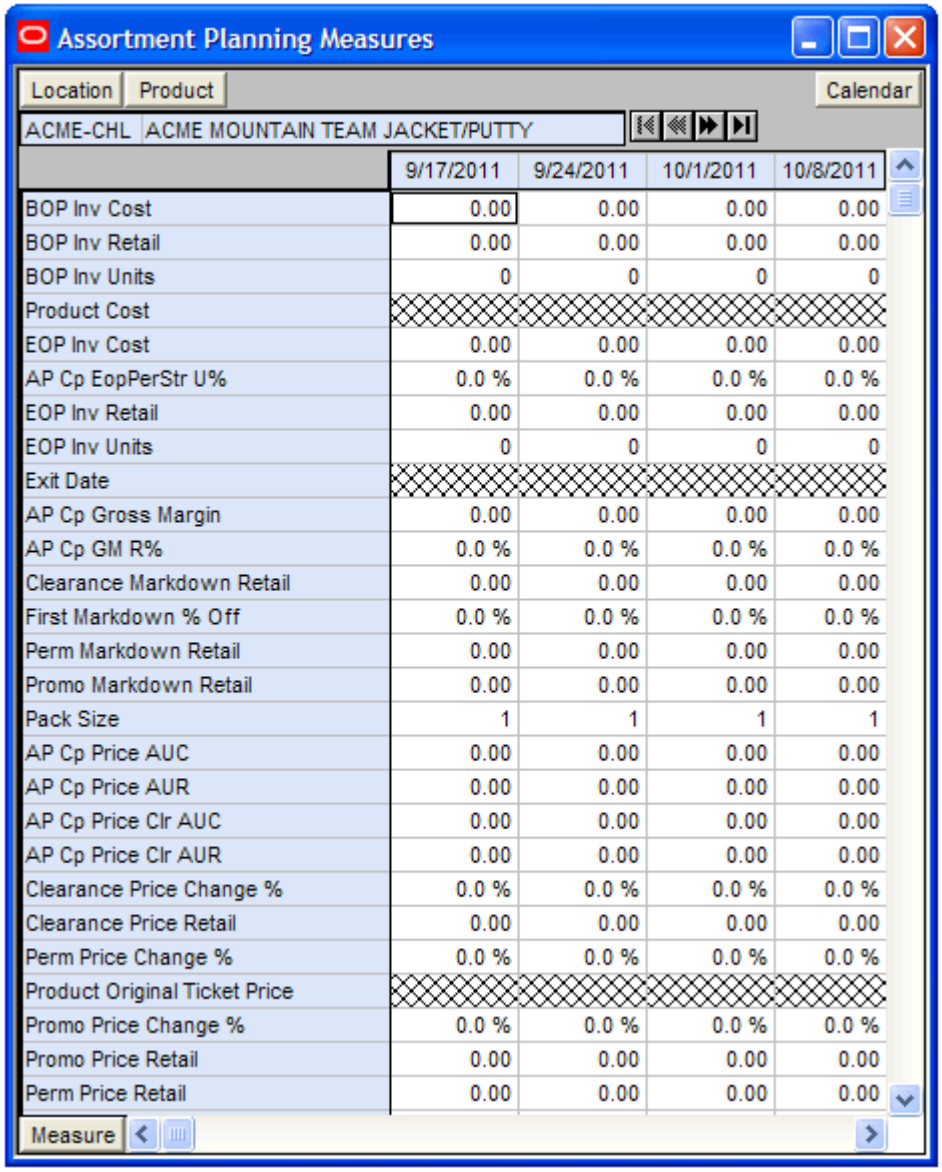


The Data Load Validation workbook is built.

Assortment Planning Measures

Use the Assortment Planning Measures view to validate that the Assortment Planning data was updated in the batch process.

Figure 6–5 Assortment Planning Worksheet



The following table lists the measures available on this worksheet.

Table 6–1 Assortment Planning Measures

Measure	Description
BOP Inv Cost	Assortment Planning Current Plan Beginning of Period Inventory Cost.
BOP Inv Retail	Assortment Planning Current Plan Beginning of Period Inventory Retail.

Table 6–1 (Cont.) Assortment Planning Measures

Measure	Description
BOP Inv Units	Assortment Planning Current Plan Beginning of Period Inventory Units.
Product Cost	The cost of the product.
EOP Inv Cost	End of Period Inventory Cost.
AP Cp EopPerStr U%	Assortment Planning Current Plan EOP Per Store Unit %.
EOP Inv Retail	End of Period Inventory Retail.
EOP Inv Units	End of Period Inventory Units.
Exit Date	Date that inventory should be removed from sales floor.
AP Cp Gross Margin	Assortment Planning Current Plan Gross Margin.
AP Cp GP R%	Assortment Planning Current Plan Gross Profit Retail %.
Clearance Markdown Retail	Assortment Planning Current Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Perm Markdown Retail	Permanent Markdowns representing a permanent retail decrease to the owned inventory price of merchandise for strategic downward re-pricing decisions at Retail.
Promo Markdown Retail	Promotional Markdowns representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail.
Pack Size	Quantity of style / color or styles purchased from Supplier as a pack.
AP Cp Price AUC	Assortment Planning Current Plan Average Unit Cost.
AP Cp Price AUR	Assortment Planning Current Plan Average Unit Retail.
AP Cp Price Clr AUC	Assortment Planning Current Plan Price Clearance Average Unit Cost.
AP Cp Price Clr AUR	Assortment Planning Current Plan Price Clearance Average Unit Retail.
Clearance Price Change %	Assortment Planning Current Plan Clearance Price Change %.
Clearance Price Retail	Assortment Planning Current Plan Clearance Price Retail.
Perm Price Change %	Permanent Price Change expressed as a rate.
Product Original Ticket Price	Initial retail of product.
Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Promo Price Retail	Promotional Price Average Unit Retail.
Perm Price Retail	Average Unit Retail resulting from a Permanent Price Change.
AP Cp Price Reg AUC	Assortment Planning Current Plan Price Regular Average Unit Cost.
AP Cp Price Reg AUR	Assortment Planning Current Plan Price Regular Average Unit Retail.
AP Cp Receipts AUC	Assortment Planning Current Plan Receipts Average Unit Cost.
AP Cp Receipts AUR	Assortment Planning Current Plan Receipts Average Unit Retail.

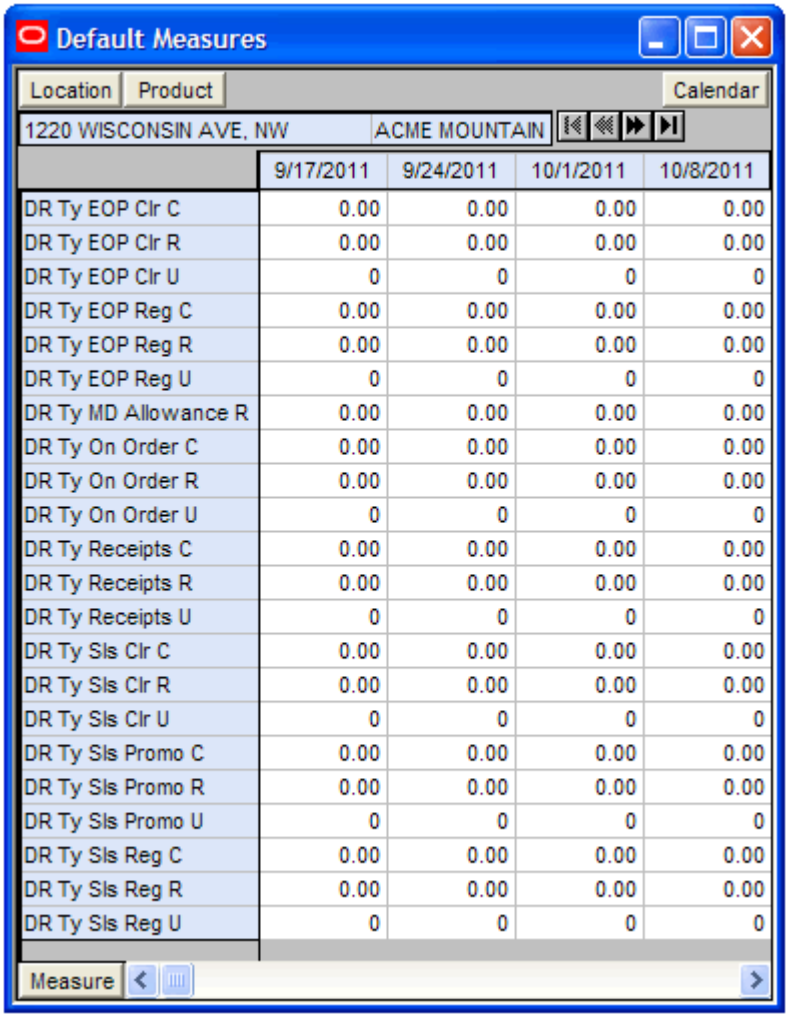
Table 6–1 (Cont.) Assortment Planning Measures

Measure	Description
Receipts Cost	Assortment Planning Current Plan Receipts Cost.
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
Receipts Retail	Assortment Planning Current Plan Receipts Retail.
Receipts Units	Receipts expressed as Units.
AP Cp Receipts U%	Assortment Planning Current Plan Receipts Units rate.
AP Cp Sls C	Assortment Planning Current Plan Sales Cost.
Clearance Sales Cost	Assortment Planning Current Plan Clearance Sales Cost.
Clearance Sales Retail	Assortment Planning Current Plan Clearance Sales Retail.
Clearance Sales Units	See Clearance Sell Thru %.
AP Cp Avg Sls Per Str U	Assortment Planning Current Plan Average Sales per store represented in units.
AP Cp Sls R	Assortment Planning Current Plan Sales Retail.
Regular Sales Cost	Assortment Planning Current Plan Regular Sales Cost.
Regular Sales Retail	Assortment Planning Current Plan Regular Sales Retail.
Regular Sales Units	Assortment Planning Current Plan Regular Sales Units.
Start Sales Date	The date the product is expected to start selling.
AP Cp Sls U	Assortment Planning Current Plan Sales Units.
Sell Thru %	Assortment Planning Current Plan Sell Thru representing the percent of total available Inventory sold in a period of time Change %.
Store Count	Count of Stores.
Number of weeks at Clearance Price	Number of weeks the item is expected to sell at Clearance Price.
Number of Weeks at Regular Price	Number of weeks the item is expected to sell at Regular Price.

Default Measures

Use the Default Measures view to validate that the default measure data was updated in the batch process.

Figure 6–6 Default Measures Worksheet



	9/17/2011	9/24/2011	10/1/2011	10/8/2011
DR Ty EOP Clr C	0.00	0.00	0.00	0.00
DR Ty EOP Clr R	0.00	0.00	0.00	0.00
DR Ty EOP Clr U	0	0	0	0
DR Ty EOP Reg C	0.00	0.00	0.00	0.00
DR Ty EOP Reg R	0.00	0.00	0.00	0.00
DR Ty EOP Reg U	0	0	0	0
DR Ty MD Allowance R	0.00	0.00	0.00	0.00
DR Ty On Order C	0.00	0.00	0.00	0.00
DR Ty On Order R	0.00	0.00	0.00	0.00
DR Ty On Order U	0	0	0	0
DR Ty Receipts C	0.00	0.00	0.00	0.00
DR Ty Receipts R	0.00	0.00	0.00	0.00
DR Ty Receipts U	0	0	0	0
DR Ty Sls Clr C	0.00	0.00	0.00	0.00
DR Ty Sls Clr R	0.00	0.00	0.00	0.00
DR Ty Sls Clr U	0	0	0	0
DR Ty Sls Promo C	0.00	0.00	0.00	0.00
DR Ty Sls Promo R	0.00	0.00	0.00	0.00
DR Ty Sls Promo U	0	0	0	0
DR Ty Sls Reg C	0.00	0.00	0.00	0.00
DR Ty Sls Reg R	0.00	0.00	0.00	0.00
DR Ty Sls Reg U	0	0	0	0

The following table lists the measures available on this worksheet.

Table 6–2 Default Measures Worksheet Measures

Measure	Description
DR Ty EOP Clr C	Default Role Used for Loading Measures This Year End of Period Clearance Inventory Cost.
DR Ty EOP Clr R	Default Role Used for Loading Measures This Year End of Period Clearance Inventory Retail.
DR Ty EOP Clr U	Default Role Used for Loading Measures This Year End of Period Clearance Inventory Units.
DR Ty EOP Reg C	Default Role Used for Loading Measures This Year End of Period Regular Inventory Cost.

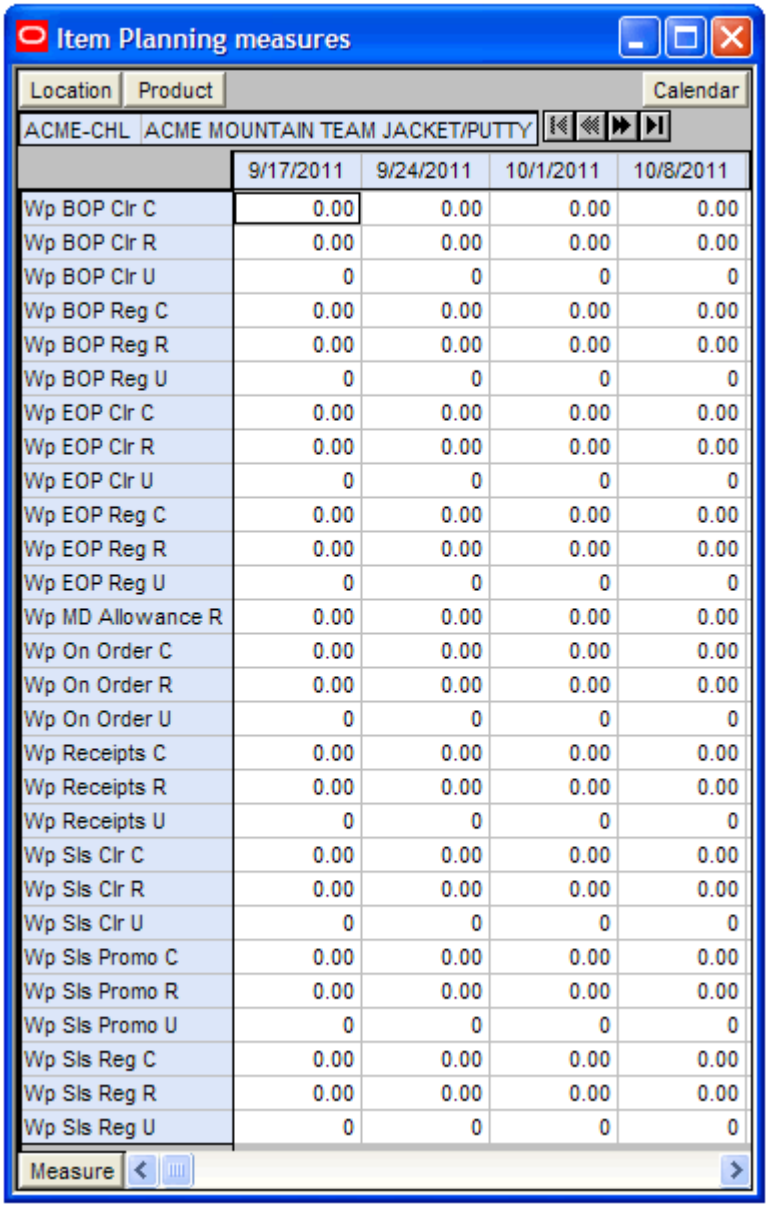
Table 6–2 (Cont.) Default Measures Worksheet Measures

Measure	Description
DR Ty EOP Reg R	Default Role Used for Loading Measures This Year End of Period Regular Inventory Retail.
DR Ty EOP Reg U	Default Role Used for Loading Measures This Year End of Period Regular Inventory Units.
DR Ty On Order C	Default Role Used for Loading Measures This Year On Order Cost.
DR Ty MD Allowance R	Default Role Used for Loading Measures This Year Markdown Allowances Retail.
DR Ty On Order R	Default Role Used for Loading Measures This Year On Order Retail.
DR Ty On Order U	Default Role Used for Loading Measures This Year On Order Units.
DR Ty Receipts C	Default Role Used for Loading Measures This Year Receipts Cost.
DR Ty Receipts R	Default Role Used for Loading Measures This Year Receipts Retail.
DR Ty Receipts U	Default Role Used for Loading Measures This Year Receipts Units.
DR Ty Sls Clr C	Default Role Used for Loading Measures This Year Clearance Sales Cost.
DR Ty Sls Clr R	Default Role Used for Loading Measures This Year Clearance Sales Retail.
DR Ty Sls Clr U	Default Role Used for Loading Measures This Year Clearance Sales Units.
DR Ty Sls Promo C	Default Role Used for Loading Measures This Year Promotional Sales Cost.
DR Ty Sls Promo R	Default Role Used for Loading Measures This Year Promotional Sales Retail.
DR Ty Sls Promo U	Default Role Used for Loading Measures This Year Promotional Sales Units.
DR Ty Sls Reg C	Default Role Used for Loading Measures This Year Regular Sales Cost.
DR Ty Sls Reg R	Default Role Used for Loading Measures This Year Regular Sales Retail.
DR Ty Sls Reg U	Default Role Used for Loading Measures This Year Regular Sales Units.

Item Planning Measures

Use the Item Planning Measures view to validate that the Item Planning data was updated in the batch process.

Figure 6–7 Item Planning Worksheet



The following table lists the measures available on this worksheet.

Table 6–3 Item Planning Measures Worksheet Measures

Measure	Description
WP BOP Clr C	Working Plan Clearance Beginning of Period Inventory Cost.
WP BOP Clr R	Working Plan Clearance Beginning of Period Inventory Retail.
WP BOP Clr U	Working Plan Clearance Beginning of Period Inventory Units.

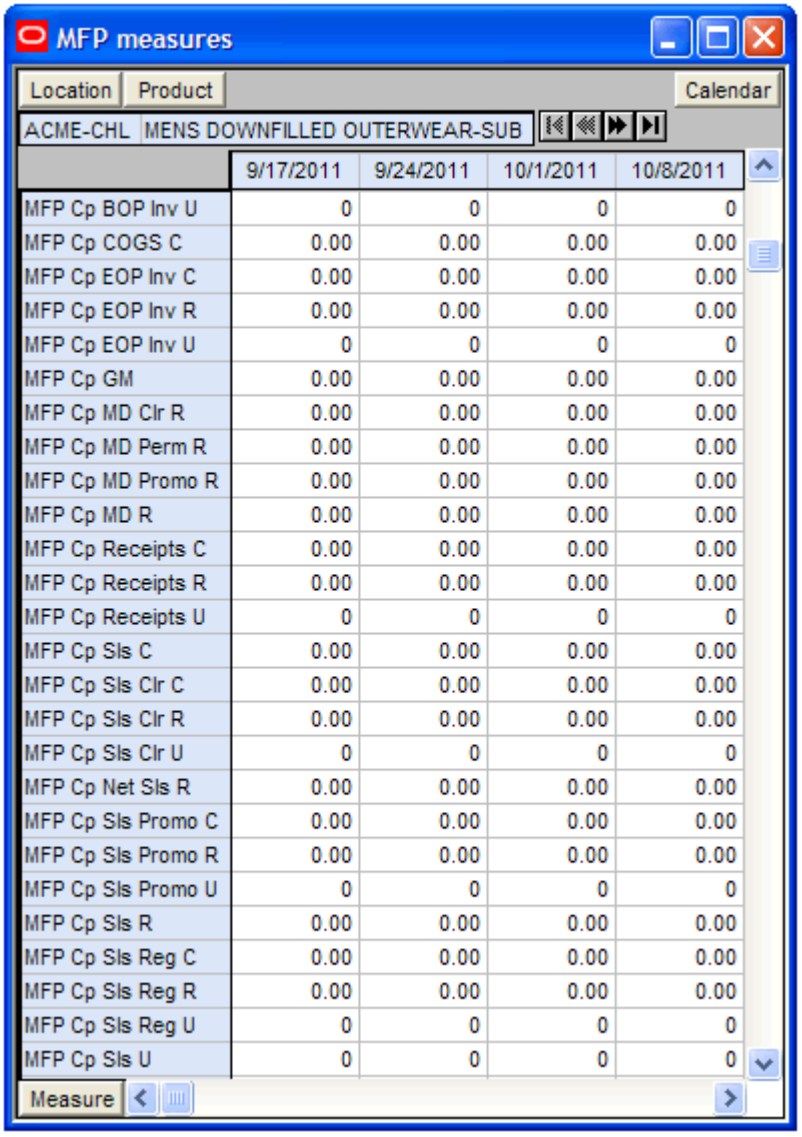
Table 6–3 (Cont.) Item Planning Measures Worksheet Measures

Measure	Description
WP BOP Reg C	Working Plan Regular Beginning of Period Inventory Cost.
WP BOP Reg R	Working Plan Regular Beginning of Period Inventory Retail.
WP BOP Reg U	Working Plan Regular Beginning of Period Inventory Units.
Wp EOP Clr C	Working Plan End of Period Clearance Inventory Cost.
Wp EOP Clr R	Working Plan End of Period Clearance Inventory Retail.
Wp EOP Clr U	Working Plan End of Period Clearance Inventory Units.
Wp EOP Reg C	Working Plan End of Period Regular Inventory Cost.
Wp EOP Reg R	Working Plan End of Period Regular Inventory Retail.
Wp EOP Reg U	Working Plan End of Period Regular Inventory Units.
Wp Inv Adj Clr C	Working Plan adjusted inventory cost for clearance.
Wp Inv Adj Clr R	Working Plan adjusted inventory retail for clearance.
Wp Inv Adj Clr U	Working Plan adjusted inventory units for clearance.
Wp Inv Adj Reg C	Working Plan adjusted inventory cost for regular price.
Wp Inv Adj Reg R	Working Plan adjusted inventory retail for regular price.
Wp Inv Adj Reg U	Working Plan adjusted inventory units for regular price.
Wp MD Allowance R	Working Plan Markdown Allowances Retail.
Wp On Order C	Working Plan On Order Cost.
Wp On Order R	Working Plan On Order Retail.
Wp On Order U	Working Plan On Order Units.
Wp Receipts C	Working Plan Receipts Cost.
Wp Receipts R	Working Plan Receipts Retail.
Wp Receipts U	Working Plan Receipts Units.
Wp Sls Clr C	Working Plan Clearance Sales Cost.
Wp Sls Clr R	Working Plan Clearance Sales Retail.
Wp Sls Clr U	Working Plan Clearance Sales Units.
Wp Sls Promo C	Working Plan Promotional Sales Cost.
Wp Sls Promo R	Working Plan Promotional Sales Retail.
Wp Sls Promo U	Working Plan Promotional Sales Units.
Wp Sls Reg C	Working Plan Regular Sales Cost.
Wp Sls Reg R	Working Plan Regular Sales Retail.
Wp Sls Reg U	Working Plan Regular Sales Units.

MFP Measures

Use the MFP Measures view to validate that the MFP data was updated in the batch process.

Figure 6–8 MFP Measures Worksheet



	9/17/2011	9/24/2011	10/1/2011	10/8/2011
MFP Cp BOP Inv U	0	0	0	0
MFP Cp COGS C	0.00	0.00	0.00	0.00
MFP Cp EOP Inv C	0.00	0.00	0.00	0.00
MFP Cp EOP Inv R	0.00	0.00	0.00	0.00
MFP Cp EOP Inv U	0	0	0	0
MFP Cp GM	0.00	0.00	0.00	0.00
MFP Cp MD Clr R	0.00	0.00	0.00	0.00
MFP Cp MD Perm R	0.00	0.00	0.00	0.00
MFP Cp MD Promo R	0.00	0.00	0.00	0.00
MFP Cp MD R	0.00	0.00	0.00	0.00
MFP Cp Receipts C	0.00	0.00	0.00	0.00
MFP Cp Receipts R	0.00	0.00	0.00	0.00
MFP Cp Receipts U	0	0	0	0
MFP Cp Sls C	0.00	0.00	0.00	0.00
MFP Cp Sls Clr C	0.00	0.00	0.00	0.00
MFP Cp Sls Clr R	0.00	0.00	0.00	0.00
MFP Cp Sls Clr U	0	0	0	0
MFP Cp Net Sls R	0.00	0.00	0.00	0.00
MFP Cp Sls Promo C	0.00	0.00	0.00	0.00
MFP Cp Sls Promo R	0.00	0.00	0.00	0.00
MFP Cp Sls Promo U	0	0	0	0
MFP Cp Sls R	0.00	0.00	0.00	0.00
MFP Cp Sls Reg C	0.00	0.00	0.00	0.00
MFP Cp Sls Reg R	0.00	0.00	0.00	0.00
MFP Cp Sls Reg U	0	0	0	0
MFP Cp Sls U	0	0	0	0

The following table lists the measures available on this worksheet.

Table 6–4 MFP Measures Worksheet Measures

Measure	Description
MFP Cp BOP Inv C	MFP Current Plan Beginning of Period Inventory Cost.
MFP Cp BOP Inv R	MFP Current Plan Beginning of Period Inventory Retail.
MFP Cp BOP Inv U	MFP Current Plan Beginning of Period Inventory Units.
MFP Cp COGS C	MFP Current Plan Cost of Goods Sold Cost.

Table 6–4 (Cont.) MFP Measures Worksheet Measures

Measure	Description
MFP Cp EOP Inv C	MFP Current Plan End of Period Inventory Cost.
MFP Cp EOP Inv R	MFP Current Plan End of Period Inventory Retail.
MFP Cp EOP Inv U	MFP Current Plan End of Period Inventory Units.
MFP Cp GP	MFP Current Plan Gross Profit.
MFP Cp MD R	MFP Current Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
MFP Cp Receipts C	MFP Current Plan Receipts Cost.
MFP Cp Receipts R	MFP Current Plan Receipts Retail.
MFP Cp Receipts U	MFP Current Plan Receipts Units.
MFP Cp Sls C	MFP Current Plan Sales Cost.
MFP Cp Net Sls R	MFP Current Plan Net Sales Retail.
MFP Cp Sls R	MFP Current Plan Sales Retail.
MFP Cp Sls U	MFP Current Plan Sales Units.
MFP Op BOP Inv C	MFP Original Plan Beginning of Period Inventory Cost.
MFP Op BOP Inv R	MFP Original Plan Beginning of Period Inventory Retail.
MFP Op BOP Inv U	MFP Original Plan Beginning of Period Inventory Units.
MFP Op COGS C	MFP Original Plan Cost of Goods Sold Cost.
MFP Op EOP Inv C	MFP Original Plan End of Period Inventory Cost.
MFP Op EOP Inv R	MFP Original Plan End of Period Inventory Retail.
MFP Op EOP Inv U	MFP Original Plan End of Period Inventory Units.
MFP Op GP	MFP Original Plan Gross Profit.
MFP Op MD R	MFP Original Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
MFP Op Receipts C	MFP Original Plan Receipts Cost.
MFP Op Receipts R	MFP Original Plan Receipts Retail.
MFP Op Receipts U	MFP Original Plan Receipts Units.
MFP Op Sls C	MFP Original Plan Sales Cost.
MFP Op Net Sls R	MFP Original Plan Net Sales Retail.
MFP Op Sls R	MFP Original Plan Sales Retail.
MFP Op Sls U	MFP Original Plan Sales Units.