

Oracle® Retail Item Planning Configured for COE
User Guide
Release 13.1.2.3

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Primary Author: Barrett Gaines

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Oracle Retail Item Planning Configured for COE, User Guide, Release 13.1.2.3

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

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Preface

The *Oracle Retail Item Planning Configured for COE User Guide* describes the application's user interface and how to navigate through it.

Audience

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

Related Documents

For more information, see the following documents in the Oracle Retail Item Planning Configured for COE release 13.1.2.3 documentation set:

- *Item Planning Configured for COE Release Notes*
- *Item Planning Configured for COE Installation Guide*
- Oracle Retail Predictive Application Server documentation

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

- Oracle Retail Assortment Planning documentation
- Oracle Retail Item Planning documentation
- Oracle Retail Merchandise Financial Planning documentation
- Oracle Retail Size Profile Optimization documentation

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- Product version and program/module name
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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 and 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

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

This is a code sample

It is used to display examples of code

Introduction

Overview

Oracle Retail Item Planning Configured for COE (IP/COE) facilitates the translation of merchandise financial plans into execution level, item driven strategies to be followed throughout the life of a product. It represents the bottom-up planning process, complementing and working in concert with the top-down financial plans. By providing weekly visibility into item performance and financial targets, the item planning process increases the likelihood that merchandising strategies are successfully executed within the financial plan parameters.

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 so that it can help drive a financial roadmap for success. Multiple versions of the plan are created to benchmark success as well as to provide insight to opportunities and risk for the in season period.

This continual process can be defined as two main steps; Pre Season planning and In Season planning. The Pre Season 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.

The Pre Season 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 Item Planner when in season on areas of opportunity and risk.

Once in season, the process of planning switches over to In Season planning. Now the Item Planner will focus on in season management. The Item Planner uses the OP plan as a benchmark against which to measure opportunity and risk. The plan version that the Item Planner uses is the WP (Working Plan). When the Item Planner is ready to self-approve the WP plans, the Planner approves to the Current Plan (CP) version.

In addition to the basic item planning process described above, Item Planning Configured for COE supports in-season markdown optimization, analysis, and execution. This is achieved through batch integration and a real-time service call to the Clearance Optimization Engine (COE). COE represents an effort to open up the markdown optimization engine for use in external applications such as IP/COE that need an in-season price recommendation and a forecast that accounts for planned promotions and future markdowns and product life cycle. The IP/COE exit strategy process has been configured to load the weekly batch forecasts calculated in COE. Based on this "Recommended" information, the user has the ability to run a what-if scenario to the COE optimization engine. In real-time, the user will receive a "Revised" forecast. Within IP/COE, analysis of the key planning metrics using both the "Recommended" and "Revised" forecast will take place in order to execute the optimal markdown recommendation.

Item Planning Benefits

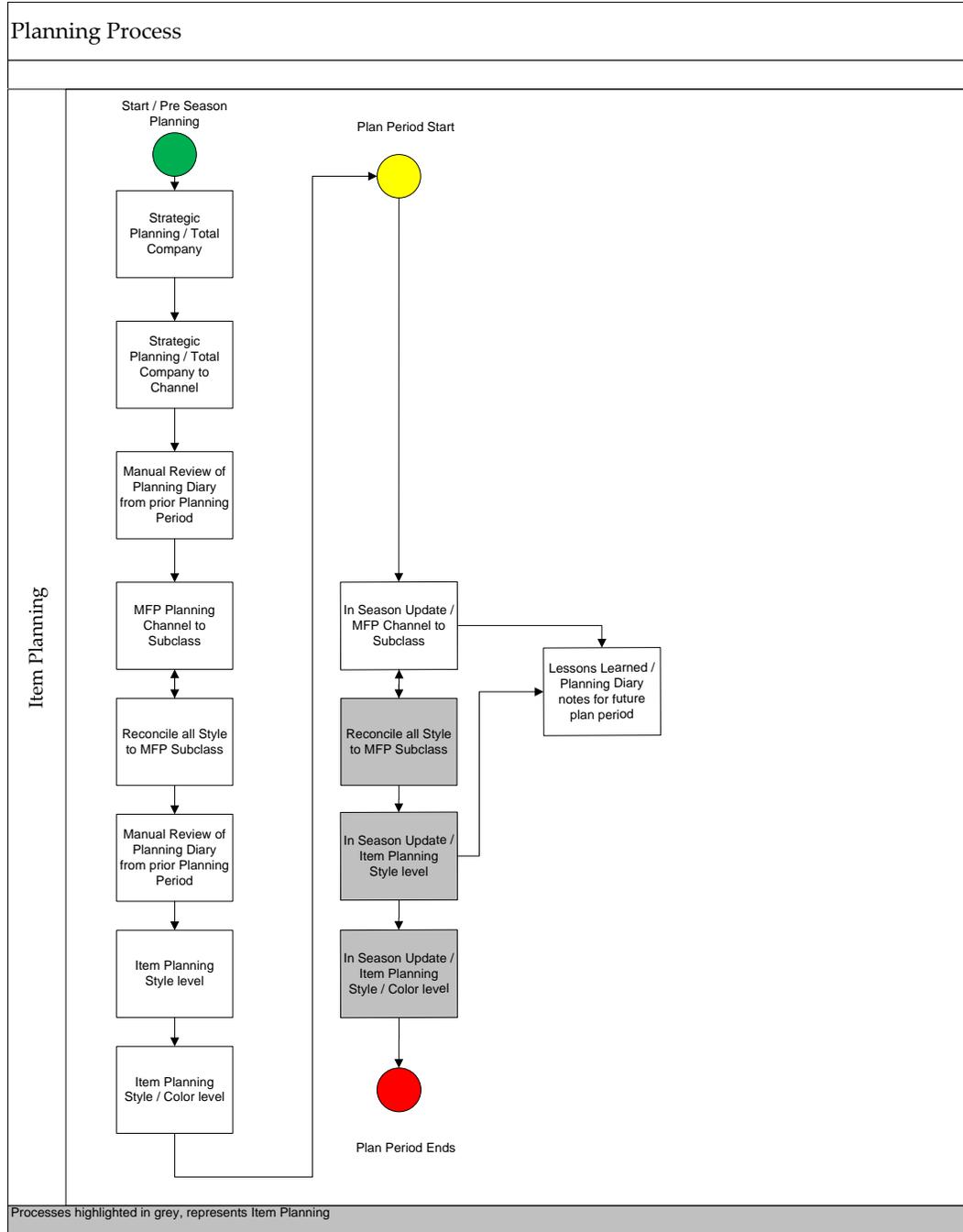
Item level planning provides the following benefits:

- 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
- Pre Season and In Season workflow process support
- Item demand forecast
- View-to-weekly marketing strategy for each item
- Promotional sales planning
- Like item functionality
- Placeholder functionality
- Self approval process
- Robust planning and assessment measure set



Item Planning Process Diagram

Pre-Season Planning

Prior to the beginning of the plan period, the Pre Season Planning takes place. The process begins with the Item Planner reviewing external and internal data, such as MFP Targets, and input from their Merchant Partners. The planner then maps history where needed for their items that are new, or perhaps have been included in a hierarchy reclassification, and for which the Item Planner would like to specify which history should be utilized by specified items. The Item Planner then 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.

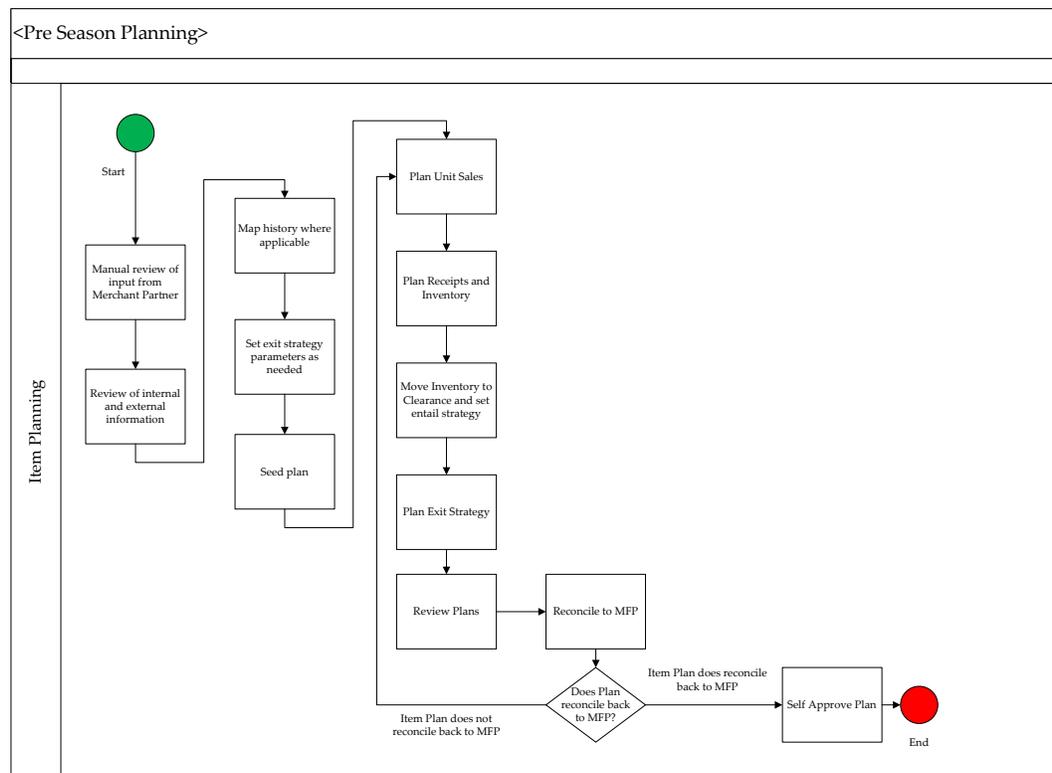
After the sales units and other reduction measures have been planned, the Item Planner plans the receipts and inventory flow. If necessary, the Item Planner can at this point move inventory to clearance and plan exit strategies.

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

The Item 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 Item Planner returns to the plan's unit sales/reductions 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 Item Planner's superior is integral to the efficiency and effectiveness of this process.



Pre-Season Planning Diagram

Plan Versions

The following are versions of the plan:

- **OP**
Original Plan; the benchmark against which to measure in season performance.
- **CP**
Current Plan; the in season-updated plan to reflect actual and projected performance.
- **WP**
Working Plan; the Item Planner's plan version to use while creating the CP.

Seeding a Plan

To initialize an Item Plan, the Item Planner must seed the plan. If this step is not completed, the Item Planner will have a blank slate and will not be able to use the curve of sales from last year or adjusted last year on which to base the plan.

Seeding is performed using mapped history, last year actual data, or adjusted last year actual data. If last year is not fully elapsed, the data represents a combination of last year actuals and last year's working plan.

The steps to seed a Pre-Season plan with Ly or Adj Ly data are as follows:

1. On the **Seed** window of the Getting Started tab, select the "Wp Seed (picklist)" measure and select either "LY" or "Adj LY". For those items that do not require seeding, leave the selection as the default, "No Action".
2. If this is a new item and the Planner has previously set an old item from which to map history, the old item is displayed in the History Item measure. If the Planner wants to use the history from this item for seeding, the Planner should select the **Wp Use Hist Map** checkbox. If the checkbox is left disabled, as it is by default, the history is not used.
3. Calculate the workbook using the **Calculate** toolbar button, or press **F9**.
4. Select the **Planning Actions - Seed** custom menu option from the menu bar.
5. From the **File** menu, select **Commit ASAP** to save all workbook data to RPAS.

Move of Inventory

To select the Item Planner to move inventory to clearance from regular price, the Planner can utilize the "move of inventory" ability in Item Planning. 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 **Planning Actions – Move Inv** custom menu option has been created to partially automate the movement of inventory from regular to clearance, to set the initial clearance price, to calculate the clearance markdown, and to calculate the initial clearance sales units. The initial clearance parameters must be defined before running the Move Inv custom menu option.

The steps to move the regular inventory units of a Style-Color to clearance are as follows:

1. On the Getting Started tab, Set Parameters worksheet, enter the initial clearance markdown percentage that should be taken when units are first moved from regular to clearance, and the initial clearance sell-through percentage the system should use to calculate the initial clearance sales units.

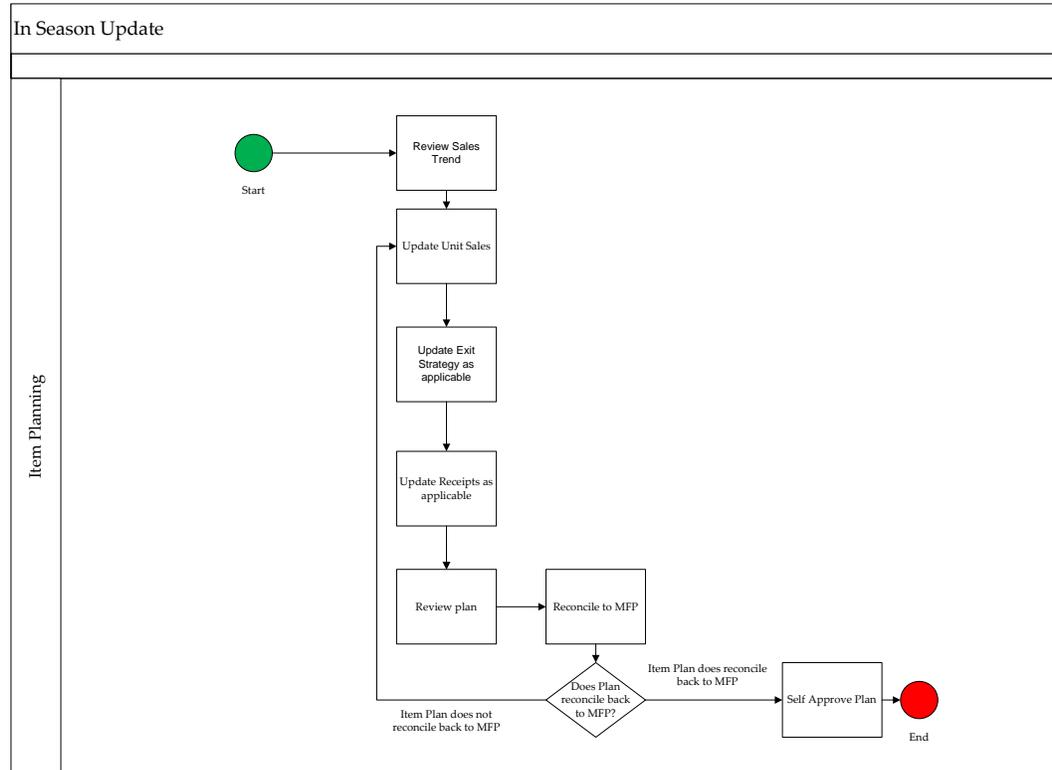
2. Before moving any inventory to clearance, the Planner must ensure that all plans for the regular priced inventory have been created. This includes regular and promotional sales, permanent price changes, receipts, and relevant inventory adjustments.
3. On the Inv Receipts tab, the Planner must determine which week is the correct week to move inventory. He or she should 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.
4. In the appropriate week, set the Wp Move Inv picklist to Move to Clr.
5. Calculate the workbook by clicking the **Calculate** toolbar button, or press **F9**.
6. Select the **Planning Actions – Move Inv** custom menu option.
7. From the **File** menu, select **Commit ASAP** to save all workbook data to RPAS.

In-Season Management

Once the Plan Period process has begun, in season planning begins. The Item Planner now uses the plan created in the Pre Season 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.

The Item Planner begins by reviewing sales trends, promotional events, and holiday expectations. The planner will answer determine whether these events will still be going, or whether they will behave the way they were originally planned. If these special trends will not persist, the Item Planner determines the differences and how they will affect the In Season planning process. After this process is complete, the Item Planner updates unit sales if needed. As in the Pre Season 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 Item Planner adjusts future receipts as needed. The planner also reviews how the new sales and receipts affect the resulting inventory. Then the exit strategy is updated. Once the exit strategy is updated, the Item Planner reviews the result in their plans. Then the planner reconciles to MFP, and if the Plans are reconciled, the planner self-approves the plan to the current plan. If the plan is not reconciled, the Item Planner goes back to unit sales and performs adjustments as necessary. This process continues until the item plan is reconciled to the MFP plan.



In-Season Update Diagram

Reconciliation to MFP Plan

Reconciliation to MFP is a key part of the Item Planning process. Item Planners use the MFP plan as their top-down plan to which they reconcile their planned measures. The Item Planner utilizes the worksheets on the Review MFP Plan tab for this action.

Approving a Plan

The approval process in Item Planning is a self-approval, executed by the Item Planner. When approving a plan, the Item Planner selects which versions to update as part of the approval process. During Pre-Season, it is recommended that the Planner update both OP and CP together, to ensure that they are in sync. Once In-Season planning begins, the Planner would then only update the CP version. If for some reason the OP needs to be updated once In-Season planning has begun, the Planner has the option to approve to the OP version only. Note that in this case, only un-elapsed time periods are approved from WP to OP.

Functionality has been included in the Item Planning solution to allow an Administrator to disallow approval to OP during certain time periods. The Enable OP Approval workbook is used for this purpose. By default, all quarters are disabled for OP approval. If users are allowed to approve to OP, the **OP Approval Enabled** checkbox needs to be selected. If the checkbox is not selected, the OP is not updated when a Planner approves it, even though the **Approve** custom menu option is performed successfully. This is indicated by the Last Approval Action and Last Approved measures not being updated.

The steps to approve to OP only are as follows:

1. On the Approval tab, for the quarters in the workbook to be approved, set the WP Approve picklist option to "Approve OP only".
2. Enter any specific comments into Wp Approval Comments.
3. Calculate the workbook using **Calculate** toolbar button, or press **F9**.
4. Select the **Planning Actions – Approve** custom menu option.
5. From the **File** menu, select **Commit ASAP** to save all workbook data to RPAS.

The steps to approve to CP only are as follows:

1. On the Approval tab, for the quarters in the workbook to be approved, set the Wp Approve picklist option to "Approve CP only".
2. Enter any specific comments into Wp Approval Comments.
3. Calculate the workbook using **Calculate** toolbar button, or press **F9**.
4. Select the **Planning Actions – Approve** custom menu option.
5. From the **File** menu, select **Commit ASAP** to save all workbook data to RPAS.

Week Mapping Workbook

Overview

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 templates for reference while planning. This functionality is helpful when events shift from one week to another, or when there are different numbers of weeks from one calendar year to another.

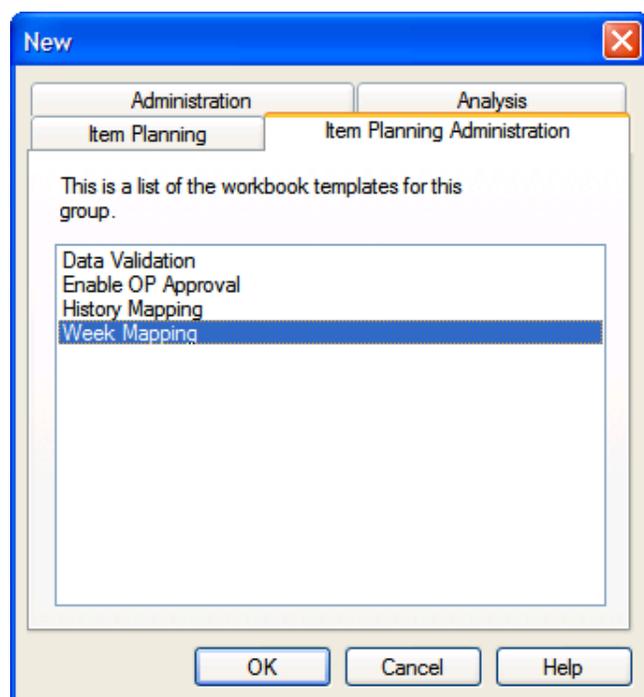
The Week Mapping workbook contains the following tab and worksheet:

- Week Mapping tab
 - Set LY Mappings worksheet

Week Mapping Workbook Wizard

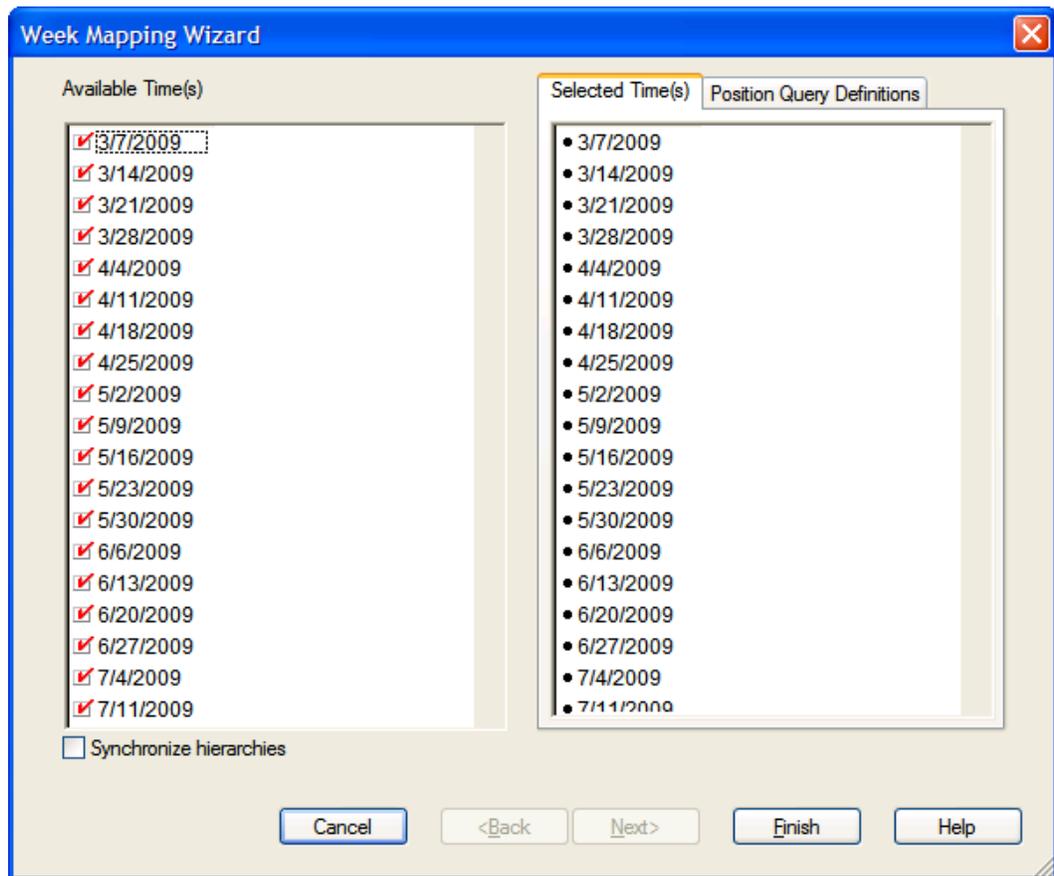
To open a Week Mapping workbook:

1. Select **File – New**, or click the **New** button.
2. On the **Item Planning Administration** tab, select **Week Mapping** and click **OK**.



Creating a New Week Mapping Workbook

3. The **Available Time(s)** screen appears. Select the time period you would like to examine, and click **Finish**.



Week Mapping Workbook Wizard – Available Time(s) Screen

The Week Mapping workbook builds.

Week Mapping Tab

The following section describes the worksheet available under the Week Mapping tab:

- Set LY Mappings worksheet

Set LY Mappings Worksheet

The screenshot shows a window titled "Set LY Mappings" with a "Calendar" tab. The calendar displays dates from 3/7/2009 to 4/4/2009. Below the calendar is a table with two rows: "Adj Ly Lag" and "Ly Lag". Each row has five columns corresponding to the dates in the calendar above. The values in the "Adj Ly Lag" row are W05_201, W06_2010, W07_2010, W08_2010, and W09_2010. The values in the "Ly Lag" row are W05_201, W06_2010, W07_2010, W08_2010, and W09_2010. At the bottom of the window, there is a "Measure" dropdown menu with a left arrow and a right arrow.

	3/7/2009	3/14/2009	3/21/2009	3/28/2009	4/4/2009
Adj Ly Lag	W05_201	W06_2010	W07_2010	W08_2010	W09_2010
Ly Lag	W05_201	W06_2010	W07_2010	W08_2010	W09_2010

Set LY Mappings Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Adj Ly Lag	Adjusted Last Year Measure used to load weekly last year values using values defined by the administrator.
Ly Lag	Last Year Measure used to load weekly last year values using values defined by the administrator.

History Mapping Workbook

Overview

The History Mapping workbook template provides the Planner with the ability 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.

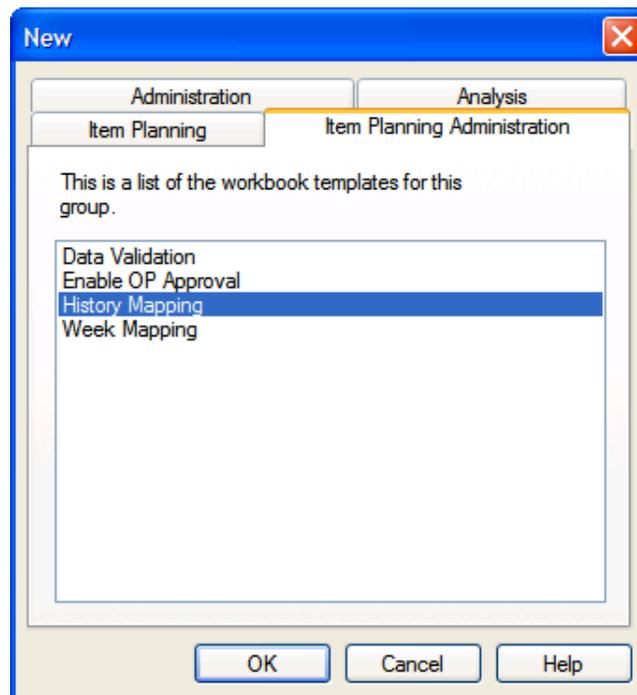
The History Mapping workbook contains the following tabs and worksheets:

- Map Items tab
 - Map Items worksheet
- Validate Mapping tab
 - Review Mapped Sales worksheet

History Mapping Workbook Wizard

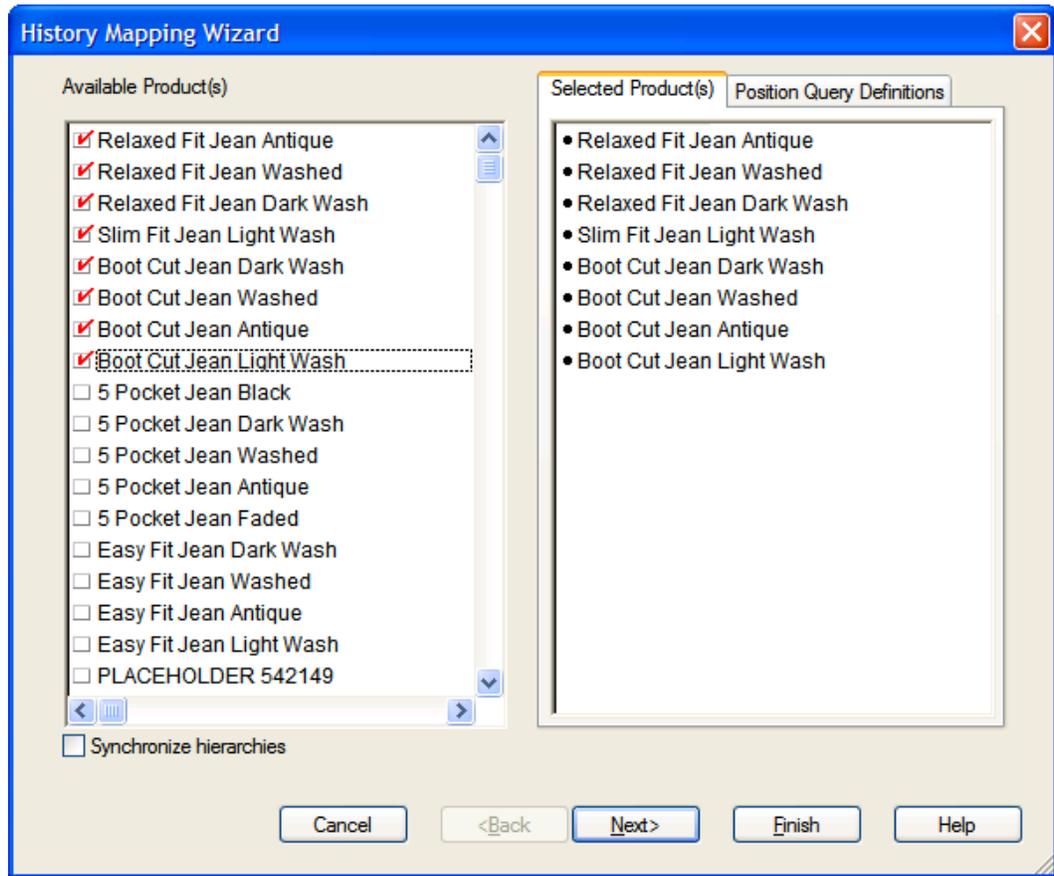
To open a History Mapping workbook:

1. Select **File – New**, or click the **New** button.
2. On the **Item Planning Administration** tab, select **History Mapping** and click **OK**.



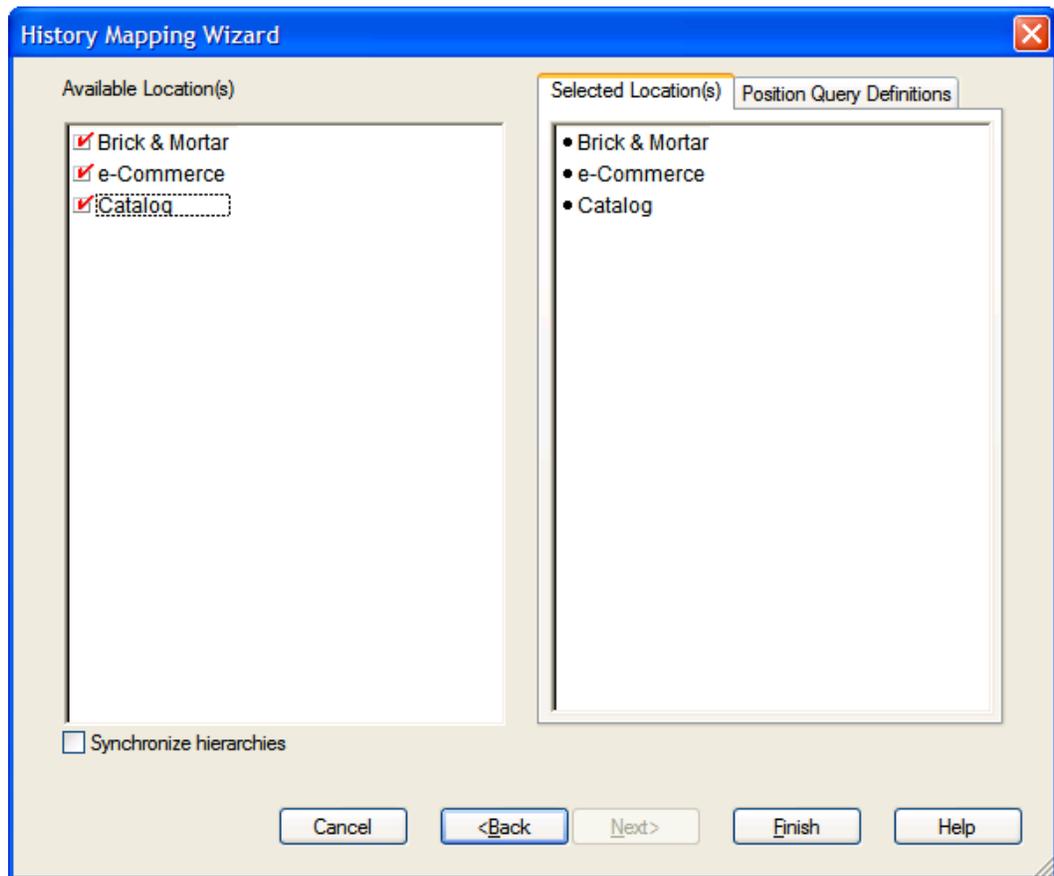
Creating a New History Mapping Workbook

3. The **Available Product(s)** screen appears. Select the products you would like to examine, and click **Next**.



History Mapping Workbook Wizard – Available Product(s) Screen

4. The **Available Location(s)** screen appears. Select the locations you would like to examine, and click **Finish**.



History Mapping Workbook Wizard – Available Location(s) Screen

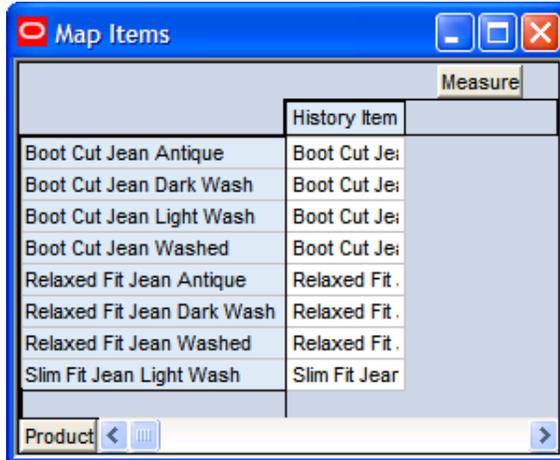
The History Mapping workbook builds.

Map Items Tab

The following section describes the worksheet available under the Map Items tab:

- Map Items worksheet

Map Items Worksheet



Map Items Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
History Item	Select an Item to use as the source to generate historical values.

Validate Mapping Tab

The following section describes the worksheet available under the Validate Mapping tab:

- Review Mapped Sales worksheet

Review Mapped Sales Worksheet

Location		Calendar			
Brick & Mortar		2/10/2007	2/17/2007	2/24/2007	3/3/2007
Boot Cut Jean Antique	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	8	9	21	6
Boot Cut Jean Dark Wash	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	9	34	8	0
Boot Cut Jean Light Wash	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	26	11	7	25
Boot Cut Jean Washed	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	20	7	27	19
Relaxed Fit Jean Antique	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	0	9	9	34
Relaxed Fit Jean Dark Wash	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	0	0	13	8
Relaxed Fit Jean Washed	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	11	0	18	0
Slim Fit Jean Light Wash	Mapped Sls Reg U	0	0	0	0
	Wp Sls Reg U	26	25	12	0

Review Mapped Sales Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Mapped Sls Reg U	Mapped History Regular Sales Units.
Wp Sls Reg U	Working Plan Regular Sales Units.

Item Planning COE Pre-Season Planning Workbook

Overview

The Item Planning COE Pre-Season Planning workbook template contains planning process workflow tabs, windows, and measures supporting the creation of Style-Color level Pre-Season unit plans.

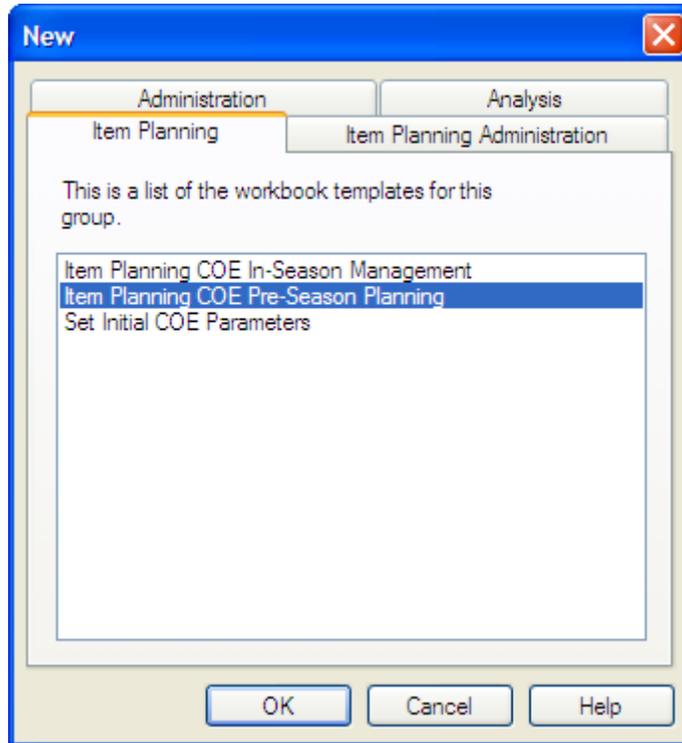
The Item Planning COE Pre-Season Planning workbook contains the following tabs and worksheets:

- Getting Started tab
 - Set Parameters worksheet
 - Seed worksheet
 - Review Trend worksheet
 - Review Assortment Plan Parameters worksheet
 - Review Assortment Plan Details worksheet
- Unit Sales tab
 - Unit Sales worksheet
- Inv Receipts tab
 - Inv & Receipts worksheet
- Exit Strategy tab
 - Exist Strategy worksheet
- Review Plans tab
 - Review Unit Plan worksheet
 - Review Retail Plan worksheet
 - Review Cost Plan worksheet
- Review MFP Plan tab
 - Review MFP Op Plan worksheet
 - Review MFP Cp Plan worksheet
- Approval tab
 - Approval worksheet
- All Measures tab
 - All Measures worksheet

Item Planning COE Pre-Season Planning Workbook Wizard

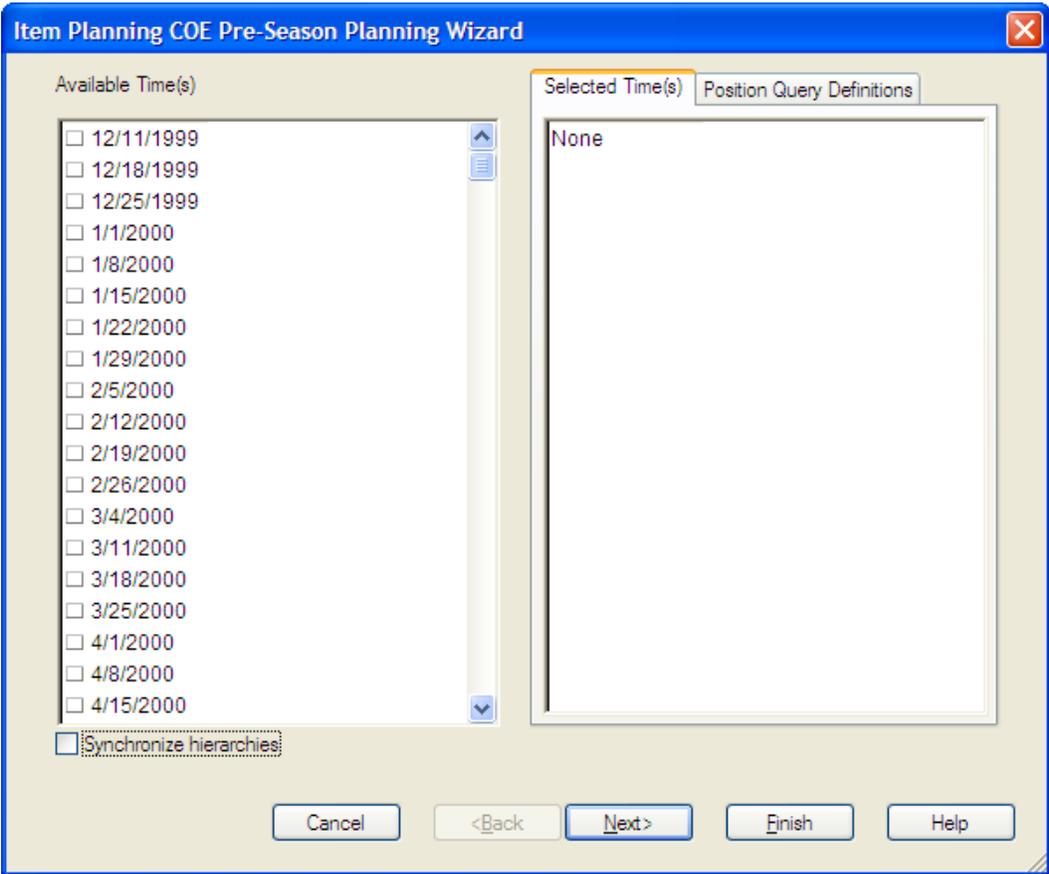
To open an Item Planning COE Pre-Season Planning workbook:

1. Select **File – New**, or click the **New** button.
2. On the Item Planning tab, select **Item Planning COE Pre-Season Planning** and click **OK**.



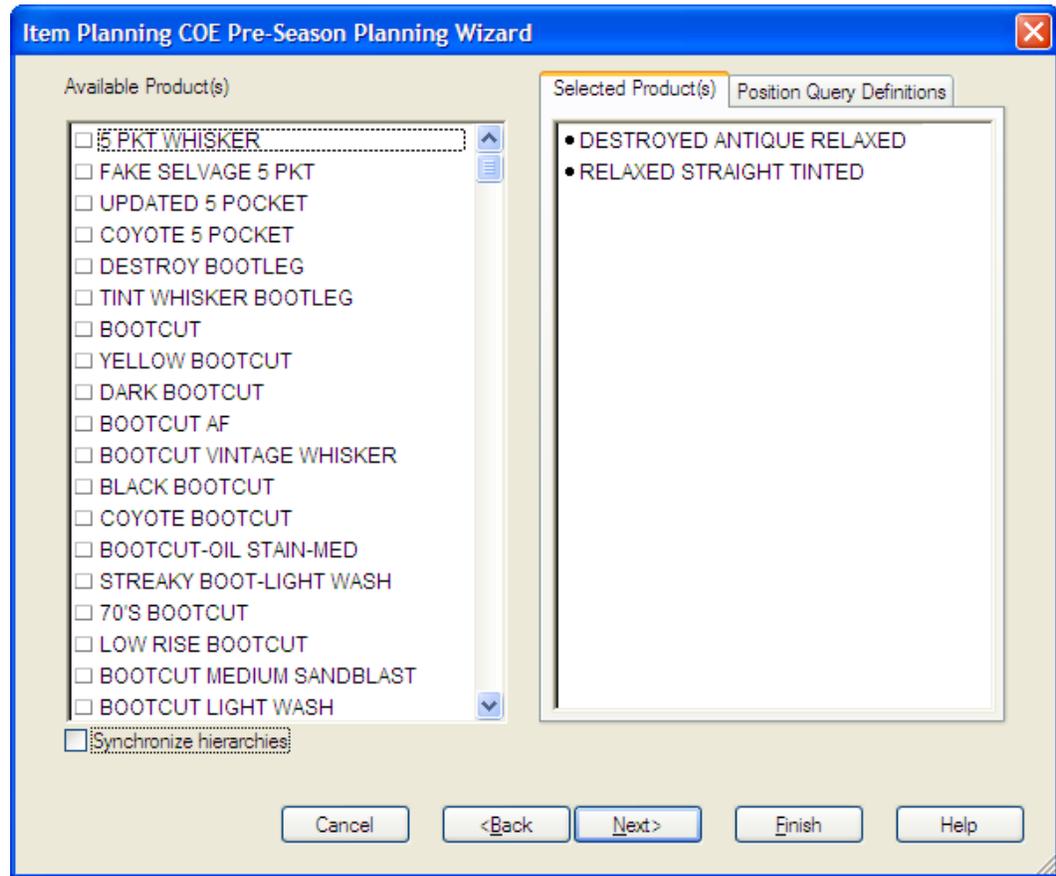
Creating a New Item Planning COE Pre-Season Planning Workbook

3. The **Available Time(s)** screen appears. Select the periods you would like to examine, and click **Next**.



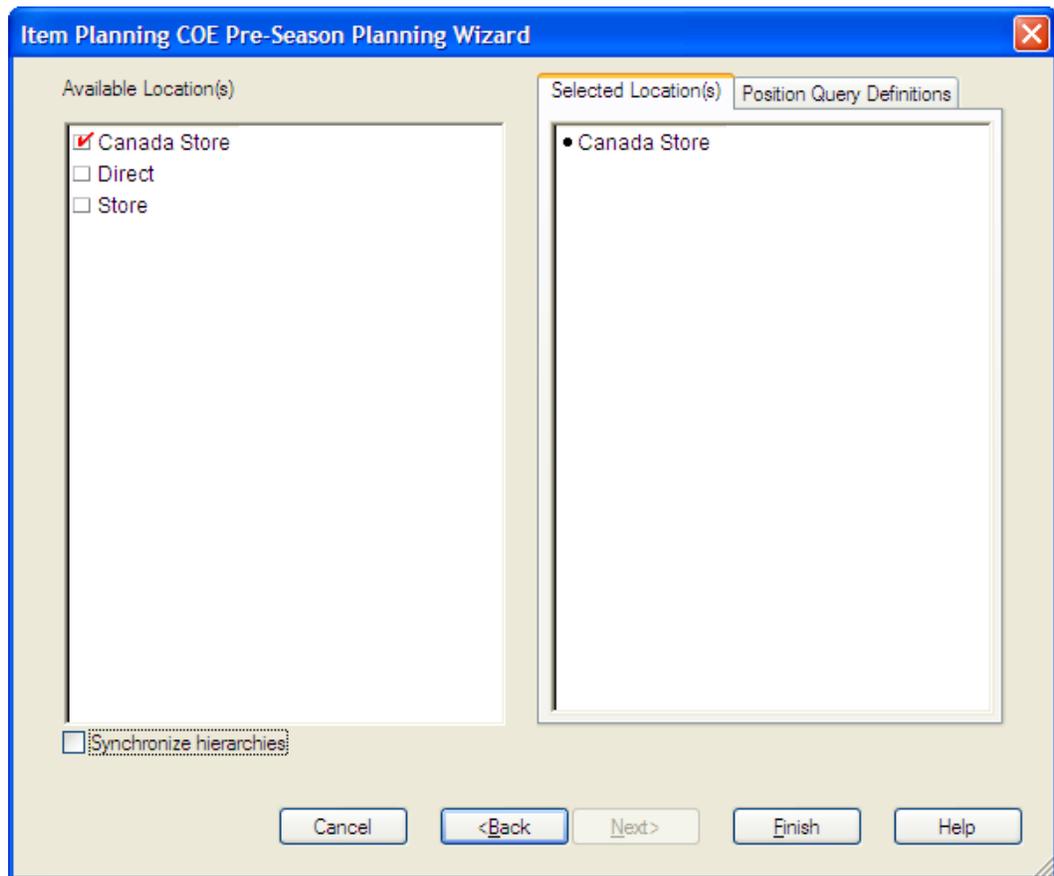
Item Planning COE Pre-Season Planning Workbook Wizard – Available Time(s) Screen

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



Item Planning COE Pre-Season Planning Workbook Wizard – Available Product(s) Screen

5. The **Available Location(s)** screen appears. Select the locations you would like to examine, and click **Finish**.



Item Planning COE Pre-Season Planning Workbook Wizard – Available Location(s) Screen

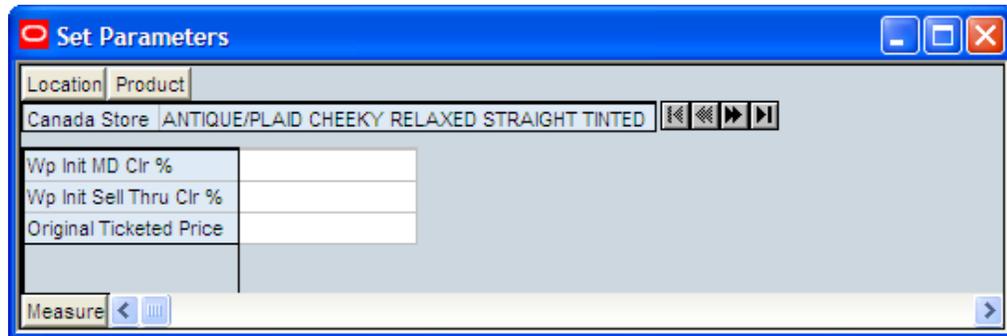
The Item Planning COE Pre-Season Planning workbook builds.

Getting Started Tab

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

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

Set Parameters Worksheet

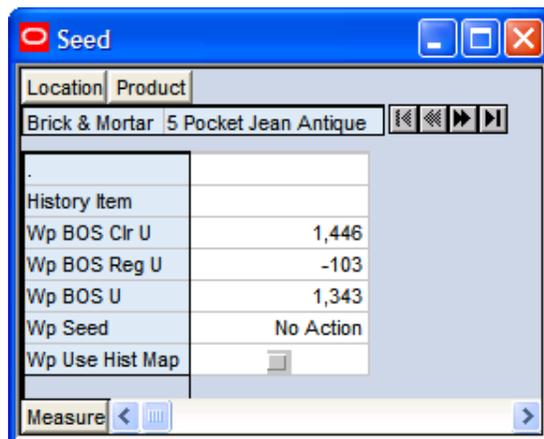


Set Parameters Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Init MD Clr %	Working Plan Initial Clearance Markdown Retail %.
Wp Init Sell Thru Clr %	Working Plan Initial Clearance Sell Through Unit Ratio.
Original Ticketed Price	Working Plan Original Ticketed Price value loaded.

Seed Worksheet



Seed Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
History Item	Select an Item to use as the source to generate historical values
Wp BOS Clr U	Working Plan Clearance Beginning of Season Inventory Units - Initializes Beginning of Period Inventory in the first period.
Wp BOS Reg U	Working Plan Regular Beginning of Season Inventory Units - Initializes Beginning of Period Inventory in the first period.
Wp BOS U	Working Plan Beginning of Season Inventory Units - Initializes Beginning of Period Inventory in the first period.
Wp Seed	Seed Working Plan Regular Sales Units
Wp Use Hist Map	Working Plan Use History Mapping Flag.

Review Trend Worksheet

The screenshot shows a software window titled "Review Trend" with a blue header. Below the header, there are fields for "Location" (Brick & Mortar) and "Product" (5 Pocket Jean Antique), along with a "Calendar" button and navigation icons. The main area contains a data table with columns for dates (2/9/2008, 2/16/2008, 2/23/2008, 3/1/2008, 3/8/2008, 3/15/2008) and rows for various measures. The measures include Cp EOP Reg U, Cp Sls Reg U, Fcst In-Season U, Ly EOP Reg U, Ly Sls Reg U, Op EOP Reg U, Op Sls Reg U, Wp EOP Reg U, Wp EOP Reg var Cp U%, and Wp EOP Reg var Ly U%. The table shows numerical values and percentages for each measure across the specified dates.

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008
Cp EOP Reg U	0	0	0	0	0	0
Cp Sls Reg U	0	0	0	0	0	0
Fcst In-Season U	0	0	0	0	0	0
Ly EOP Reg U	41	10	21	21	3	-40
Ly Sls Reg U	7	12	8	32	12	19
Op EOP Reg U	0	0	0	0	0	0
Op Sls Reg U	0	0	0	0	0	0
Wp EOP Reg U	-106	-44	-34	22	35	46
Wp EOP Reg var Cp U%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Wp EOP Reg var Ly U%	-358.54%	-540.00%	-261.90%	4.76%	1066.67%	-215.00%

Review Trend Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp EOP Reg U	Current Plan End of Period Regular Inventory Units
Cp Sls Reg U	Current Plan Regular Sales Units
Fcst In-Season U	In-Season Forecast Demand Units
Ly EOP Reg U	Last Year End of Period Regular Inventory Units
Ly Sls Reg U	Last Year Regular Sales Units
Op EOP Reg U	Original Plan End of Period Regular Units.
Op Sls Reg U	Original Plan Regular Sales Units
Wp EOP Reg U	Working 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 %

Measure	Description
Wp EOP Reg var Ly U%	Working Plan End of Period Regular Inventory variance to Last Year Unit %
Wp EOP Reg var Op U%	Working Plan End of Period Regular Inventory variance to Original Plan Unit %
WP Receipts U	Working Plan Receipts Units
Wp Sls 6 Wks Trend U	Working Plan 6 Week Sales Trend Units
Wp Sls Reg U	Working Plan Regular Sales Units
Wp Sls Reg var Cp U%	Working Plan Regular Sales variance to Current Plan Unit %
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %
Wp Sls Reg var Ly U%	Working Plan Regular Sales variance to Last Year Unit %
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %
Wp Sls Reg var LY U%	Working Plan Regular Sales variance to Last Year Unit %
Wp Sls Reg var Op U%	Working Plan Regular Sales variance to Original Plan Unit %
Wp Sls Reg var Sls 6 Wks Trend U%	Working Plan Regular Sales variance to 6 Week Sales Trend Unit Percentage
Wp Sls Reg var Sls Trend U%	Working Plan Regular Sales variance to Sales Trend Unit Percentage
Wp Sls Trend U	Working Plan Current sales projection based upon actualized vs. planned sales trend Units

Review Assortment Plan Parameters Worksheet

Location	Exit Date	Number of weeks at Clear	Number of Weeks at Regu	Product Cost	Product Original Ticket Pri	Start Sales Date
Brick & Mortar						
5 Pocket Jean Antique		0	0	0.00	0.00	
5 Pocket Jean Black		0	0	0.00	0.00	
5 Pocket Jean Dark Wash		0	0	0.00	0.00	
5 Pocket Jean Faded		0	0	0.00	0.00	
5 Pocket Jean Washed		0	0	0.00	0.00	
Boot Cut Jean Antique		0	0	0.00	0.00	
Boot Cut Jean Dark Wash		0	0	0.00	0.00	
Boot Cut Jean Light Wash		0	0	0.00	0.00	
Boot Cut Jean Washed		0	0	0.00	0.00	
Crew Neck T-shirt Black		0	0	0.00	0.00	
Crew Neck T-shirt Green		0	0	0.00	0.00	
Crew Neck T-shirt Navy		0	0	0.00	0.00	

Review Assortment Plan Parameters Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Exit Date	The date that the product should be removed from the sales floor.

Measure	Description
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.
Product Cost	The cost of the product.
Product Original Ticket Price	Initial retail of product.
Start Sales Date	The date the product is expected to start selling.

Review Assortment Plan Details Worksheet

The screenshot shows a software window titled "Review Assortment Plan Details". The window has a blue header bar with the title and standard window controls. Below the header, there are fields for "Product" (5 Pocket Jean Antique) and "Location" (Brick & Mortar). A "Measure" dropdown is also visible. The main area contains a table with the following columns: "Date", "AP Cp Average Recpts Per Str", "AP Cp Avg Sls Per Str U", "AP Cp EopPerStr U%", "AP Cp GP R%", and "AP Cp Gross Margin". The table lists dates from 2/9/2008 to 4/26/2008, with all measure values set to 0.00%. A "Calendar" button is located at the bottom left of the table area.

	AP Cp Average Recpts Per Str	AP Cp Avg Sls Per Str U	AP Cp EopPerStr U%	AP Cp GP R%	AP Cp Gross Margin
2/9/2008	0.00%	0.00%	0.00%	0.00%	0.00
2/16/2008	0.00%	0.00%	0.00%	0.00%	0.00
2/23/2008	0.00%	0.00%	0.00%	0.00%	0.00
3/1/2008	0.00%	0.00%	0.00%	0.00%	0.00
3/8/2008	0.00%	0.00%	0.00%	0.00%	0.00
3/15/2008	0.00%	0.00%	0.00%	0.00%	0.00
3/22/2008	0.00%	0.00%	0.00%	0.00%	0.00
3/29/2008	0.00%	0.00%	0.00%	0.00%	0.00
4/5/2008	0.00%	0.00%	0.00%	0.00%	0.00
4/12/2008	0.00%	0.00%	0.00%	0.00%	0.00
4/19/2008	0.00%	0.00%	0.00%	0.00%	0.00
4/26/2008	0.00%	0.00%	0.00%	0.00%	0.00

Review Assortment Plan Details Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
AP Cp Avg Sls Per Str U	Assortment Planning Current Plan Average Sales per store represented in units.
AP Cp EopPerStr U%	Assortment Planning Current Plan End of Period Per Store Unit %.
AP Cp GP R%	Assortment Planning Current Plan Gross Profit Rate %.
AP Cp Gross Margin	Assortment Planning Current Plan Gross Margin.
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.

Measure	Description
AP Cp Price Clr AUR	Assortment Planning Current Plan Price Clearance Average Unit Retail.
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.
AP Cp Sls C	Assortment Planning Current Plan Sales Cost.
AP Cp Sls R	Assortment Planning Current Plan Sales Retail.
AP Cp Sls U	Assortment Planning Current Plan Sales Units.
BOP Inv Cost	
BOP Inv Retail	Assortment Planning Current Plan Beginning of Period Inventory Cost.
BOP Inv Units	Assortment Planning Current Plan Beginning of Period Inventory Retail.
Clearance Markdown Retail	Assortment Planning Current Plan Beginning of Period Inventory Units.
Clearance Price Change %	Assortment Planning Current Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Clearance Price Retail	Assortment Planning Current Plan Clearance Price Change %.
Clearance Sales Cost	Assortment Planning Current Plan Clearance Price Retail.
Clearance Sales Retail	Assortment Planning Current Plan Clearance Sales Cost.
Clearance Sales Units	Assortment Planning Current Plan Clearance Sales Retail.
EOP Inv Cost	End of Period Inventory Cost.
EOP Inv Retail	End of Period Inventory Retail.
EOP Inv Units	End of Period Inventory Units.
First Markdown % Off	Initial Markdown Taken expressed as a rate.
Pack Size	Quantity of style / color or styles purchased from Supplier as a pack.
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.
Perm Price Change %	Permanent Price Change expressed as a rate.
Perm Price Retail	Average Unit Retail resulting from a Permanent Price Change.
Promo Markdown Retail	Promotional Markdowns representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail.
Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Promo Price Retail	Promotional Price Average Unit Retail.

Measure	Description
Receipts Cost	Assortment Planning Current Plan Receipts Cost.
Receipts Retail	Assortment Planning Current Plan Receipts Retail.
Receipts Units	Receipts expressed as Units.
Regular Sales Retail	Assortment Planning Current Plan Regular Sales Retail.
Regular Sales Cost	Assortment Planning Current Plan Regular Sales Cost.
Regular Sales Units	Assortment Planning Current Plan Regular 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	Assortment Planning Current Plan Store Count.

Unit Sales Tab

The following section describes the worksheet available under the Unit Sales tab:

- Unit Sales worksheet

Unit Sales Worksheet

Location	Product	Calendar					
Brick & Mortar	5 Pocket Jean Antique	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008
Cp Sls Promo U		0	0	0	0	0	0
Cp Sls Reg U		0	0	0	0	0	0
Cp Sls Reg+Pro U		0	0	0	0	0	0
Fcst In-Season U		0	0	0	0	0	0
Fcst Pre-Season U		0	0	0	0	0	0
Ly Sls Promo U		0	36	25	38	41	0
Ly Sls Reg cont Time U%		0.82%	1.40%	0.94%	3.74%	1.40%	2.22%
Ly Sls Reg U		7	12	8	32	12	19
Ly Sls Reg+Pro U		7	48	33	70	53	19
Op Sls Promo U		0	0	0	0	0	0
Op Sls Reg U		0	0	0	0	0	0

Unit Sales Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
CP Sls Promo U	Current Plan Promotional Sales Units.
CP Sls Reg U	Current Plan Regular Sales Units.
Cp Sls Reg+Pro U	Current Plan Sum of Regular Sales and Promotional Sales Units.
Fcst In-Season U	In-Season Forecast Demand Units.
Fcst Pre-Season U	Pre-Season Forecast Demand Units.
Ly Sls Promo U	Last Year Promotional Sales Units.
Ly Sls Reg cont Time U%	Last Year Regular Sales current period contribution to Parent Time Unit %.
Ly Sls Reg U	Last Year Regular Sales Units.
Ly Sls Reg+Pro U	Last Year Sum of Regular Sales and Promotional Sales Units.
Op Sls Promo U	Original Plan Promotional Sales Units.
Op Sls Reg U	Original Plan Regular Sales Units.
Op Sls Reg+Pro U	Original Plan Sum of Regular Sales and Promotional Sales Units.
Wp Price AUC	Average Unit Cost.
Wp Price Promo AUR	Promotional Sales Average Unit Retail Price.
Wp Price Promo Disc %	Working Plan Promotional Markdown discount representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail %.

Measure	Description
Wp Price Reg AUR	Regular 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.
Wp Sls Reg AUR	Working Plan Regular Sales Average Unit Retail.
Wp Sls Reg cont Prod U%	Working Plan Regular Sales Product Contribution to Parent Product Unit %.
Wp Sls Reg cont Time U%	Working Plan Regular Sales current period contribution to Parent Time Unit %.
Wp Sls Reg U	Working Plan Regular Sales Units.
Wp Sls Reg var Cp U%	Working Plan Regular Sales variance to Current Plan Unit %.
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %.
Wp Sls Reg var Fcst Pre-Seas U%	Working Plan Regular Sales variance to Pre-Season Forecast Unit %.
Wp Sls Reg var Ly U%	Working Plan Regular Sales variance to Last Year Unit %.
Wp Sls Reg var Op U%	Working Plan Regular Sales variance to Original Plan Unit %.
Wp Sls Reg+Pro AUR	Working Plan Sum of Regular Sales and Promotional Sales Average Unit Retail.
Wp Sls Reg+Pro U	Working Plan Sum of Regular Sales and Promotional Sales Units.
Wp Sls Unit Comments	Working Plan Sales Unit Comments.

Inv Receipts Tab

The following section describes the worksheet available under the Inv Receipts tab:

- Inv & Receipts worksheet

Inv & Receipts Worksheet

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008
Cp BOP Reg U	0	0	0	0	0	0
Cp EOP Reg U	0	0	0	0	0	0
Cp Receipts U	0	0	0	0	0	0
Ly BOP Reg U	0	41	10	21	21	3
Ly EOP Reg U	41	10	21	21	3	-40
Ly Receipts U	0	22	45	20	58	71
Op BOP Reg U	0	0	0	0	0	0
Op EOP Reg U	0	0	0	0	0	0
Op Receipts U	0	0	0	0	0	0
Wp BOP Reg U	-103	-106	-44	-34	22	35

Inv & Receipts Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Reg U	Current Plan Regular Beginning of Period Inventory Units.
Cp EOP Reg U	Current Plan End of Period Regular Inventory Units.
Cp Receipts U	Current Plan Receipts Units.
Ly BOP Reg U	Last Year Regular Beginning of Period Inventory Units.
Ly EOP Reg U	Last Year End of Period Regular Inventory Units.
Ly Receipts U	Last Year Receipt Units.
Op BOP Reg U	Original Plan Regular Beginning of Period Inventory Units.
Op EOP Reg U	Original Plan End of Period Regular Inventory Units.
Op Receipts U	Original Plan Receipts Units.
Wp BOP Reg U	Working Plan Regular Beginning of Period Inventory Units.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
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 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 %.
Wp Inv & Rcpt Comments	Working Plan Inventory & Receipt Comments.

Measure	Description
Wp Inv Adj Reg U	Working Plan Regular Inventory Adjustments Units.
Wp Inv Moved U	Working Plan Regular Inventory stock moving into clearance from regular status Units.
Wp Move Inv	Working Plan Move Inventory into Clearance from Regular.
Wp Net On Order U	Working Plan Purchase Commitments made, but not yet approved in the PO System Units.
Wp On Order Adj U	Working Plan Adjustments to On Order Units.
Wp On Order U	Working Plan On Order Units.
Wp Receipts U	Working Plan Receipts Units.
Wp Receipts var Net On Order U%	Working Plan Receipts variance to Net On Order Unit %.
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 Sls Reg+Pro U	Working Plan Sum of Regular Sales and Promotional Sales Units.

Exit Strategy Tab

The following section describes the worksheet available under the Exit Strategy tab:

- Exit Strategy worksheet

Exit Strategy Worksheet

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008
Cp BOP Clr U	0	0	0	0	0	0
Cp EOP Clr U	0	0	0	0	0	0
Cp Sls Clr U	0	0	0	0	0	0
Ly BOP Clr U	0	166	-96	-8	3	1
Ly EOP Clr U	166	-96	-8	3	1	-190
Ly MD R	0.00	0.00	0.00	0.00	0.00	0.00
Ly Sls Clr U	0	0	0	2	0	2
Op BOP Clr U	0	0	0	0	0	0
Op EOP Clr U	0	0	0	0	0	0
Op Sls Clr U	0	0	0	0	0	0
Wp BOP Clr U	1,446	1,621	1,718	1,710	1,954	2,019

Exit Strategy Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Clr U	Current Plan Clearance Beginning of Period Inventory Units.
Cp EOP Clr U	Current Plan End of Period Clearance Inventory Units.
Cp Sls Clr U	Current Plan Clearance Sales Units.
Ly BOP Clr U	Last Year Clearance Beginning of Period Inventory Units.
Ly EOP Clr U	Last Year End of Period Clearance Inventory Units.
Ly MD R	Last Year Markdown Retail.
Ly Sls Clr U	Last Year Clearance Sales Units.
Op BOP Clr U	Original Plan Clearance Beginning of Period Inventory Units.
Op EOP Clr U	Original Plan End of Period Clearance Inventory Units.
Op Sls Clr U	Original Plan Clearance Sales Units.
WP BOP Clr U	Working Plan Clearance Beginning of Period Inventory Units.
WP EOP Clr U	Working Plan End of Period Clearance Inventory Units.
WP Exit Strategy Comments	Working Plan Exit Strategy.
Wp Inv Adj Clr U	Working Plan Clearance Inventory Adjustments Units.

Measure	Description
Wp Inv Moved U	Working Plan Regular Inventory stock moving into clearance from regular status Units.
Wp MD Add Clr R	Working Plan Reduction of Clearance Price Average Unit Retail for second / subsequent markdowns Retail.
Wp MD Allowance R	Working Plan Markdown Allowances Retail.
Wp MD Clr %	Working Plan Reduction of Clearance Price Average Unit Retail taken as the first markdown Retail %.
Wp MD Clr R	Working Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Wp MD Init Clr R	Internal Measure.
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.
Wp MkUp Clr R	Working Plan Clearance Markup Retail.
Wp Move Inv	Working Plan Move Inventory into Clearance from Regular.
Wp Price Clr AUR	Clearance Sales Average Unit Retail Price.
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.

Review Plans Tab

The following sections describe the worksheets available under the Review Plans tab:

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

Review Unit Plan Worksheet

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008
Cp BOP Inv U	0	0	0	0	0	0
Cp EOP Inv U	0	0	0	0	0	0
Cp Receipts U	0	0	0	0	0	0
Cp Sls U	0	0	0	0	0	0
Ly BOP Inv U	0	207	-86	13	24	4
Ly EOP Inv U	207	-86	13	24	4	-230
Ly Receipts U	0	22	45	20	58	71
Ly Sls U	7	48	33	72	53	21
Op BOP Inv U	0	0	0	0	0	0
Op EOP Inv U	0	0	0	0	0	0

Review Unit Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv U	Current Plan Beginning of Period Inventory Units.
Cp EOP Inv U	Current Plan End of Period Inventory Units.
Cp Receipts U	Current Plan Receipts Units.
Cp Sls U	Current Plan Sales Units.
Ly BOP Inv U	Last Year Beginning of Period Inventory Units.
Ly EOP Inv U	Last Year End of Period Inventory Units.
Ly Receipts U	Last Year Receipts Units.
Ly Sls U	Last Year Sales Units.
Op BOP Inv U	Original Plan Beginning of Period Inventory Units.
Op EOP Inv U	Original Plan End of Period Inventory Units.
Op Receipts U	Original Plan Receipts Units.
Op Sls U	Original Plan Sales Units.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.

Measure	Description
Wp Cum Turn U	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Unit Ratio.
Wp EOP Inv U	Working Plan End of Period Inventory Units.
Wp EOP Inv var Ly U%	Working Plan End of Period Inventory variance to Last Year Unit %.
Wp Forward Cover U	Working Plan Number of Future Period Sales the current End of Period Inventory will cover Units.
Wp Inv Adj U	Working Plan Inventory Adjustments Units.
Wp Receipts U	Working Plan Receipts Units.
Wp Sell Thru %	Working Plan Sell Thru representing the percent of total available Inventory sold in a period of time Unit Ratio.
Wp Sls cont Time U%	Working Plan Sales current period contribution to Parent Time Unit %.
Wp Sls U	Working Plan Sales Units.
Wp Sls var Ly U%	Working Plan Sales variance to Last Year Unit %.
Wp Unit Plan Comments	Working Plan Unit Plan Comments.

Review Retail Plan Worksheet

The screenshot shows a software window titled "Review Retail Plan". At the top, there are fields for "Location" (Brick & Mortar) and "Product" (5 Pocket Jean Antique), along with a "Calendar" button and navigation arrows. Below these is a table with columns for dates: 2/9/2008, 2/16/2008, 2/23/2008, 3/1/2008, and 3/8/2008. The rows represent various financial measures, with values for current (Cp) and last year (Ly) data. A "Measure" dropdown is visible at the bottom left of the table area.

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008
Cp BOP Inv R	0.00	0.00	0.00	0.00	0.00
Cp EOP Inv R	0.00	0.00	0.00	0.00	0.00
Cp GP	0.00	0.00	0.00	0.00	0.00
Cp GP %	0.00%	0.00%	0.00%	0.00%	0.00%
Cp MD R	0.00	0.00	0.00	0.00	0.00
Cp Receipts R	0.00	0.00	0.00	0.00	0.00
Cp Sls R	0.00	0.00	0.00	0.00	0.00
Ly BOP Inv R	0.00	656.00	160.00	208.00	336.00
Ly EOP Inv R	656.00	160.00	208.00	336.00	64.00
Ly GP	33.42	221.68	151.80	329.76	242.72
Ly GP %	29.84%	28.86%	28.75%	28.63%	28.62%

Review Retail Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv R	Current Plan Beginning of Period Inventory Retail.
Cp EOP Inv R	Current Plan End of Period Inventory Retail.
Cp GP	Current Plan Gross Profit.
Cp GP %	Current Plan Gross Profit.
Cp MD R	Current Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Cp Receipts R	Current Plan Receipt Retail.
Cp Sls R	Current Plan Sales Retail.
Ly BOP Inv R	Last Year Beginning of Period Inventory Retail.
Ly EOP Inv R	Last Year End of Period Inventory Retail.
Ly GP	Last Year Gross Profit.
Ly GP %	Last Year Gross Profit.
Ly MD R	Last Year Total Markdowns (Clearance + Promotional + Regular) Retail.
Ly Receipts R	Last Year Receipts Retail.
Ly Sls R	Last Year Sales Retail.
Op BOP Inv R	Original Plan Beginning of Period Inventory Retail.
Op EOP Inv R	Original Plan End of Period Inventory Retail.
Op GP	Original Plan Gross Profit.
Op GP %	Original Plan Gross Profit.

Measure	Description
Op MD R	Original Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Op Receipts R	Original Plan Receipts Retail.
Op Sls R	Original Plan Sales Retail.
Wp BOP Inv R	Working Plan Beginning of Period Inventory Retail.
Wp Cum Avg Inv R	Working 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.
Wp EOP Inv R	Working Plan End of Period Inventory Retail.
Wp EOP Inv var Ly R%	Working Plan End of Period Inventory variance to Last Year Retail %.
Wp GP	Working Plan Gross Profit.
Wp GP %	Working Plan Gross Profit.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Inv Adj R	Working Plan Inventory Adjustments Retail.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp Receipts R	Working Plan Receipts Retail.
Wp Sls cont Time R%	Working Plan Sales current period contribution to Parent Time Retail %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls var Ly R%	Working Plan Sales variance to Last Year Retail %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls var Ly R%	Working Plan Sales variance to Last Year Retail %.
Wp Value Plan Comments	Working Plan Value Plan Comments.

Review Cost Plan Worksheet

Review Cost Plan							
Location	Product						Calendar
Brick & Mortar 5 Pocket Jean Antique							
		2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008
Cp BOP Inv C		0.00	0.00	0.00	0.00	0.00	0.00
Cp EOP Inv C		0.00	0.00	0.00	0.00	0.00	0.00
Cp GP		0.00	0.00	0.00	0.00	0.00	0.00
Cp GP %		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Cp Receipts C		0.00	0.00	0.00	0.00	0.00	0.00
Cp Sls C		0.00	0.00	0.00	0.00	0.00	0.00
Ly BOP Inv C		0.00	2,368.67	-984.05	148.75	274.62	45.77
Ly EOP Inv C		2,368.67	-984.05	148.75	274.62	45.77	-2,631.75
Ly GP		33.42	221.68	151.80	329.76	242.72	105.12
Ly GP %		29.84%	28.86%	28.75%	28.63%	28.62%	31.29%

Review Cost Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost.
Cp EOP Inv C	Current Plan End of Period Inventory Cost.
Cp GP	Current Plan Gross Profit.
Cp GP %	Current Plan Gross Profit.
Cp Sls C	Current Plan Sales Cost.
Cp Receipts C	Current Plan Receipt Cost.
Ly BOP Inv C	Last Year Beginning of Period Inventory Cost.
Ly EOP Inv C	Last Year End of Period Inventory Cost.
Ly GP	Last Year Gross Profit.
Ly GP %	Last Year Gross Profit.
Ly Receipts C	Last Year Receipts Cost.
Ly Sls C	Last Year Sales Cost.
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost.
Op EOP Inv C	Original Plan End of Period Inventory Cost.
Op GP	Original Plan Gross Profit.
Op GP %	Original Plan Gross Profit.
Op Receipts C	Original Plan Receipts Cost.
Op Sls C	Original Plan Sales Cost.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.

Measure	Description
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp EOP Inv C	Working Plan End of Period Inventory Cost.
Wp EOP Inv var Ly C%	Working Plan End of Period Inventory variance to Last Year Cost %.
Wp GP	Working Plan Gross Profit.
Wp GP %	Working Plan Gross Profit.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Inv Adj R	Working Plan Inventory Adjustments Retail.
Wp Receipts C	Working Plan Receipts Cost.
Wp Sls C	Working Plan Sales Cost.
Wp Sls cont Time C%	Working Plan Sales Current Period contribution to Parent Time Cost %.
Wp Sls var Ly C%	Working Plan Sales variance to Last Year Cost %.
Wp Value Plan Comments	Working Plan Value Plan Comments.

Review MFP Plan Tab

The following sections describe the worksheets available under the Review MFP Plan tab:

- Review MFP Op Plan worksheet
- Review MFP Cp Plan worksheet

Review MFP Op Plan Worksheet

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008
MFP Op BOP Inv C	0.00	0.00	0.00	0.00	0.00
MFP Op BOP Inv R	0.00	0.00	0.00	0.00	0.00
MFP Op BOP Inv U	0	0	0	0	0
MFP Op COGS C	0.00	0.00	0.00	0.00	0.00
MFP Op Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
MFP Op Cum Avg Inv R	0.00	0.00	0.00	0.00	0.00
MFP Op Cum Avg Inv U	0	0	0	0	0
MFP Op Cum Turn C	0.0	0.0	0.0	0.0	0.0

Review MFP Op Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
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 Cum Avg Inv C	MFP Original Plan Cumulative Average Inventory Cost.
MFP Op Cum Avg Inv R	MFP Original Plan Cumulative Average Inventory Retail.
MFP Op Cum Avg Inv U	MFP Original Plan Cumulative Average Inventory Units.
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.
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.
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.
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.

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

Measure	Description
Wp EOP Inv U	Working Plan End of Period Inventory Units.
Wp GP	Working Plan Gross Profit.
Wp GP cont MFP Op R%	Working Plan Gross Profit contribution to Merchandise Financial Plan Original Plan %.
Wp MD cont MFP Op R%	Working Plan Total Markdowns (Clearance + Promotional + Regular) contribution to Merchandise Financial Plan Original Plan Retail %.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp Rcpts cont MFP Op C%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Rcpts cont MFP Op R%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Receipts %.
Wp Rcpts cont MFP Op U%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Receipts C	Working Plan Receipts Cost.
Wp Receipts R	Working Plan Receipts Retail.
Wp Receipts U	Working Plan Receipts Units.
Wp Sls C	Working Plan Sales Cost.
Wp Sls cont MFP Op C%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Sls cont MFP Op R%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Retail %.
Wp Sls cont MFP Op U%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls U	Working Plan Sales Units.
Wp Target Comments	Working Plan Target Comments.

Review MFP Cp Plan Worksheet

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008
MFP Cp BOP Inv C	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
MFP Cp BOP Inv U	0	0	0	0	0
MFP Cp Cum Avg Inv C	0.00	0.00	0.00	0.00	0.00
MFP Cp Cum Avg Inv R	0.00	0.00	0.00	0.00	0.00
MFP Cp Cum Avg Inv U	0	0	0	0	0
MFP Cp Cum Turn C	0.0	0.0	0.0	0.0	0.0
MFP Cp Cum Turn R	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

Review MFP Cp Plan Worksheet

The following table lists the measures available on this worksheet.

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 Cum Avg Inv C	MFP Current Plan Cumulative Average Inventory Cost.
MFP Cp Cum Avg Inv R	MFP Current Plan Cumulative Average Inventory Retail.
MFP Cp Cum Avg Inv U	MFP Current Plan Cumulative Average Inventory Units.
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.
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.
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.
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.

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

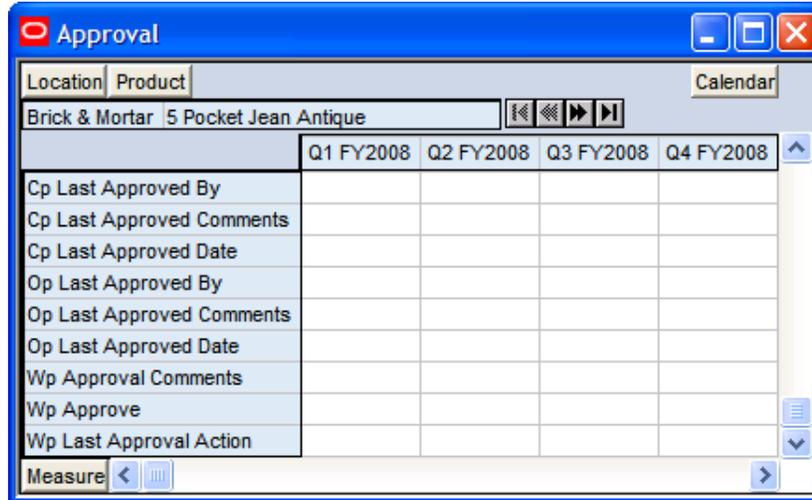
Measure	Description
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp Rcpts cont MFP Cp C%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Rcpts cont MFP Cp R%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Retail %.
Wp Rcpts cont MFP Cp U%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Receipts C	Working Plan Receipts Cost.
Wp Receipts R	Working Plan Receipts Retail.
Wp Receipts U	Working Plan Receipts Units.
Wp Sls C	Working Plan Sales Cost.
Wp Sls cont MFP Cp C%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Sls cont MFP Cp R%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Retail %.
Wp Sls cont MFP Cp U%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls U	Working Plan Sales Units.
Wp Target Comments	Working Plan Target Comments.

Approval Tab

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

- Approval worksheet

Approval Worksheet



Approval Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp Last Approved By	Current Plan Approver Name.
Cp Last Approved Comments	Current Plan Approval Comments.
Cp Last Approved Date	Current Plan Approval Date.
Op Last Approved By	Original Plan Approver Name.
Op Last Approved Comments	Original Plan Approval Comments.
Op Last Approved Date	Original Plan Approval Date.
Wp Approval Comments	Working Plan Approval Comments.
Wp Approve	Working Plan Approve.
Wp Last Approval Action	Working Plan Last Approval Action.

All Measures Tab

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

- All Measures worksheet

All Measures Worksheet

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008
Wp Sls U	23	11	6	7	0

All Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Sls U	Working Plan Sales Units.

Item Planning COE In-Season Management Workbook

Overview

The Item Planning COE In-Season Management workbook template contains planning process workflow tabs, windows, and measures supporting the creation of Style-Color level In-Season unit plans.

The Item Planning COE In-Season Management workbook contains the following tabs and worksheets:

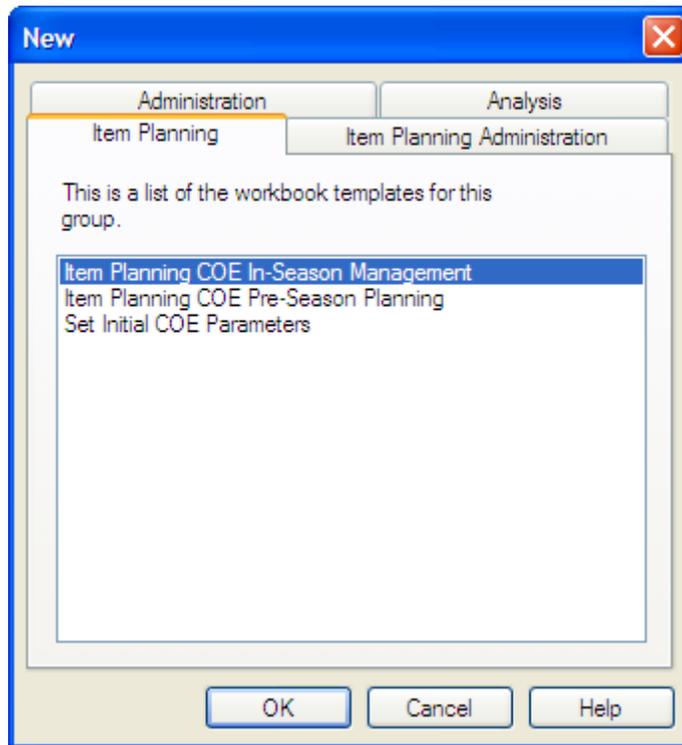
- Dashboard tab
 - 0. Set Dashboard Boundaries worksheet
 - 1. Dashboard worksheet
 - 2. Markdown Pre-Analysis worksheet
- Getting Started tab
 - Set Parameters worksheet
 - Seed worksheet
 - Review Trend worksheet
 - Review Assortment Plan Parameters worksheet
 - Review Assortment Plan Details worksheet
- Unit Sales tab
 - Unit Sales worksheet
- Inv Receipts tab
 - Inv & Receipts worksheet
- Exit Strategy tab
 - Exit Strategy worksheet
 - 1a. Lifecycle Summary worksheet
 - 1b. Lifecycle Visual Summary worksheet
 - 2a. Markdown Analysis I(Style-Color/Price Zone) worksheet
 - 2b. Markdown Analysis II(Style-Color/Price Zone/Week) worksheet
 - 3. Markdown Analysis Graph worksheet
 - 4. Markdown Impact Analysis Dashboard worksheet
 - 5. Accept Price Plan worksheet
- Review Plans tab
 - Review Unit Plan worksheet
 - Review Retail Plan worksheet
 - Review Cost Plan worksheet
- Review MFP Plan tab
 - Review MFP Op Plan worksheet
 - Review MFP Cp Plan worksheet

- Approval tab
 - Approval worksheet
- All Measures tab
 - All Measures worksheet

Item Planning COE In-Season Management Workbook Wizard

To open an Item Planning COE In-Season Management workbook:

1. Select **File – New**, or click the **New** button.
2. On the Item Planning tab, select **Item Planning COE In-Season Management** and click **OK**.



Creating a New Item Planning COE In-Season Management Workbook

3. The **Available Time(s)** screen appears. Select the periods you would like to examine, and click **Next**.

Item Planning COE In-Season Management Wizard

Available Time(s)

- Quarter 4 FY 1999
- Quarter 1 FY 2000
- Quarter 2 FY 2000
- Quarter 3 FY 2000
- Quarter 4 FY 2000
- Quarter 1 FY 2001
- Quarter 2 FY 2001
- Quarter 3 FY 2001
- Quarter 4 FY 2001
- Quarter 1 FY 2002
- Quarter 2 FY 2002
- Quarter 3 FY 2002
- Quarter 4 FY 2002
- Quarter 1 FY 2003
- Quarter 2 FY 2003
- Quarter 3 FY 2003
- Quarter 4 FY 2003
- Quarter 1 FY 2004
- Quarter 2 FY 2004

Synchronize hierarchies

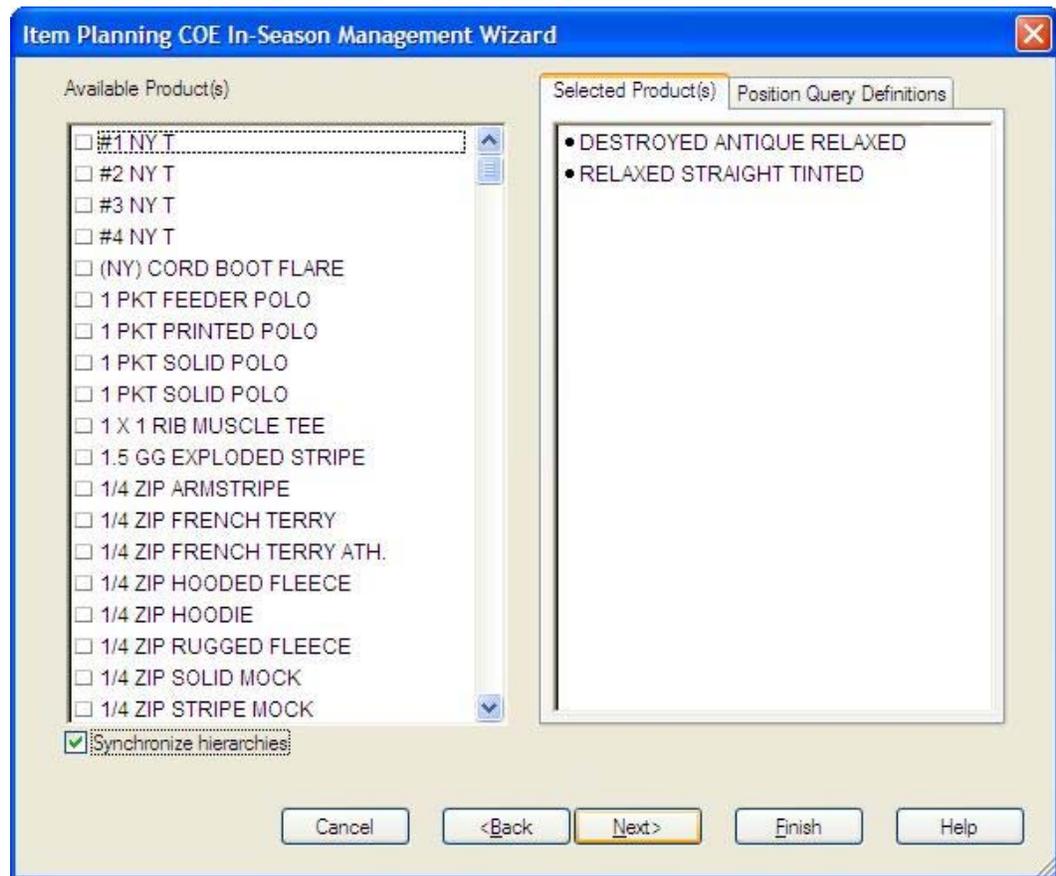
Selected Time(s) Position Query Definitions

- 10/2/2004
- 10/9/2004
- 10/16/2004
- 10/23/2004
- 10/30/2004
- 11/6/2004
- 11/13/2004
- 11/20/2004
- 11/27/2004
- 12/4/2004
- 12/11/2004
- 12/18/2004
- 12/25/2004

Cancel <Back Next> Finish Help

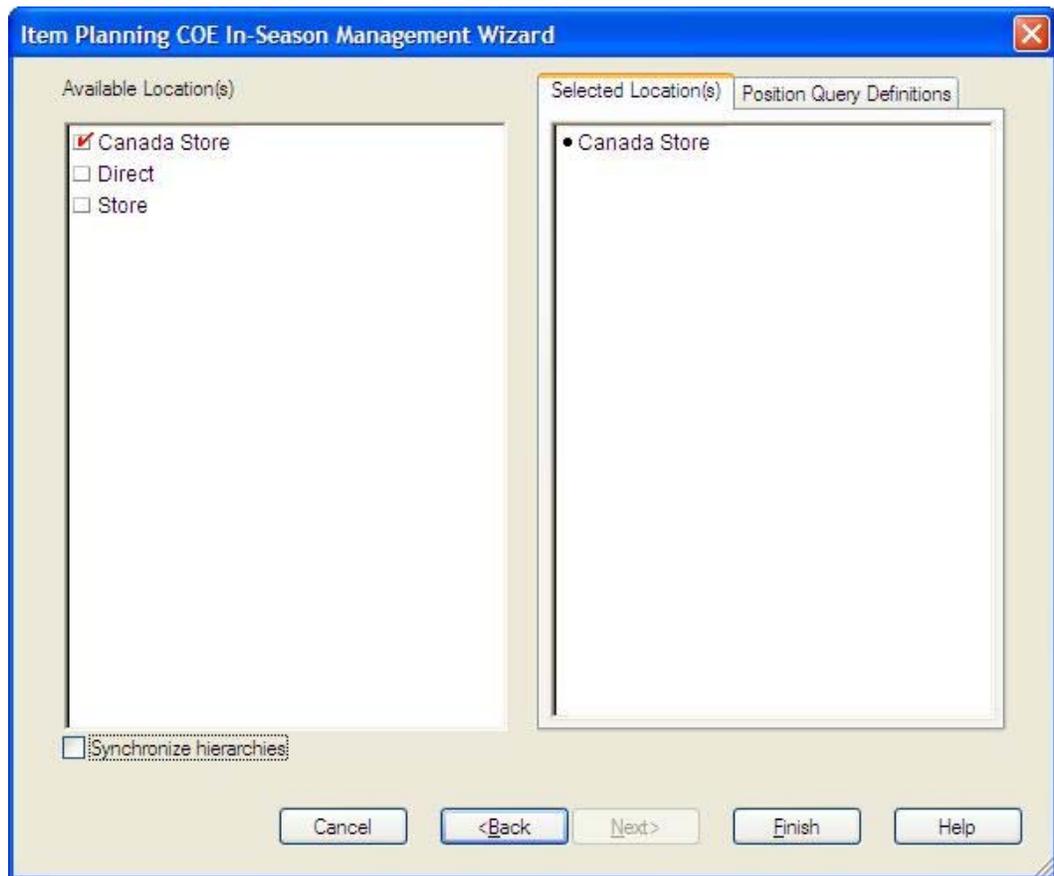
Item Planning COE In-Season Management Workbook Wizard – Available Time(s) Screen

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



Item Planning COE In-Season Management Workbook Wizard – Available Product(s) Screen

5. The **Available Location(s)** screen appears. Select the locations you would like to examine, and click **Finish**.



Item Planning COE In-Season Management Workbook Wizard – Available Location(s) Screen

The Item Planning COE In-Season Management workbook builds.

Dashboard Tab

The following sections describe the worksheets available under the Dashboard tab:

- 0. Set Dashboard Boundaries worksheet
- 1. Dashboard worksheet
- 2. Markdown Pre-Analysis worksheet

0. Set Dashboard Boundaries Worksheet

	01. Total Plan	02. Total Act/Proj	03. Total Act/Proj diff to T1	04. Total Act/Proj var to T1	05. LTD Plan
Sales Lower Boundary	0.00	0.00	-4000.00	-3.00	0.00
Sales Upper Boundary	0.00	0.00	3300.00	3.00	0.00
Markdown Lower Boundary	0.00	0.00	-400.00	-3.00	0.00
Markdown Upper Boundary	0.00	0.00	400.00	3.00	0.00
Gross Margin Lower Boundary	0.00	0.00	-2200.00	-3.00	0.00
Gross Margin Upper Boundary	0.00	0.00	2200.00	3.00	0.00
Gross Margin % Lower Boundary	0.0 %	0.0 %	-1.0 %	0.0 %	0.0 %
Gross Margin % Upper Boundary	0.0 %	0.0 %	1.0 %	0.0 %	0.0 %
Sell Thru % Lower Boundary	0.0 %	0.0 %	-1.0 %	0.0 %	0.0 %
Sell Thru % Upper Boundary	0.0 %	0.0 %	1.0 %	0.0 %	0.0 %
Turn Lower Boundary	0.00	0.00	-0.50	0.00	0.00
Turn Upper Boundary	0.00	0.00	0.50	0.00	0.00

0. Set Dashboard Boundaries Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Gross Margin % Lower Boundary	User defined Gross Profit % lower limit that initiates a highlighted result if reached.
Gross Margin % Upper Boundary	User defined Gross Profit % upper limit that initiates a highlighted result if reached.
Gross Margin Lower Boundary	User defined Gross Profit lower limit that initiates a highlighted result if reached.
Gross Margin Upper Boundary	User defined Gross Profit upper limit that initiates a highlighted result if reached.
Markdown Lower Boundary	User defined Markdown lower limit that initiates a highlighted result if reached.
Markdown Upper Boundary	User defined Markdown upper limit that initiates a highlighted result if reached.
Sales Lower Boundary	User defined Sales lower limit that initiates a highlighted result if reached.
Sales Upper Boundary	User defined Sales upper limit that initiates a highlighted result if reached.
Sell Thru % Lower Boundary	User defined Sell Through % lower limit that initiates a highlighted result if reached.

Measure	Description
Sell Thru % Upper Boundary	User defined Sell Through % upper limit that initiates a highlighted result if reached.
Turn Lower Boundary	User defined Turn lower limit that initiates a highlighted result if reached.
Turn Upper Boundary	User defined Turn upper limit that initiates a highlighted result if reached.

1. Dashboard Worksheet

	01. Total Plan	02. Total Act/Proj	03. Total Act/Proj diff to T1	04. Total Act/Proj var to T1	05. LTD Plan	06. LTD Actual
Sales Retail	126,660.67	126,560.67	-100.00	-0.08	0.00	0.00
Sales Exception	0.00	0.00	0.00	0.00	0.00	0.00
Markdown	22,339.33	22,139.33	-200.00	-0.90	0.00	0.00
Markdown Exception	0.00	0.00	0.00	0.00	0.00	0.00
Gross Margin	77,327.33	77,427.33	100.00	0.13	0.00	0.00
Gross Margin Exception	0.00	0.00	0.00	0.00	0.00	0.00
Gross Margin %	61.05	61.18	0.13	0.00	0.00	0.00
Gross Margin % Exception	0.00	0.00	1.00	0.00	0.00	0.00
Sell Thru %	98.67	98.27	-0.40	0.00	0.00	0.00
Sell Thru % Exception	0.00	0.00	-1.00	0.00	0.00	0.00
Turn Retail	3.65	3.74	0.09	0.00	0.00	0.00
Turn Exception	0.00	0.00	0.00	0.00	0.00	0.00

1. Dashboard Worksheet

The following table lists the measures available on this worksheet.

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

Measure	Description
Turn Exception	The turn 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

2. Markdown Pre-Analysis Worksheet

2. Markdown Pre-Analysis Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Current Ticketed Price	The Current Ticketed Retail Price of the Style-Color.
Recommended Markdown Ticketed Price	The Recommended Markdown Ticketed Price for the Style-Color effective next week from COE
Wp Clearance Optimization Exit Date (EOL Date)	The Current Exit Week (end-of-week) date fed from COE.
Number of Remaining Weeks	Number of weeks remaining between the Current week and the Exit week.
Projected Markdown	The Projected Markdown cost value based on the Recommended Markdown Ticked Price and the projected EOP Inv of the current week.
MFP Markdown Plan	The approved Markdown Plan for the next period (next week) from Merchandise Financial Planning (MFP).
Clearance Optimization Action Note	Notation for the type of Clearance Optimization What-If action that may be initiated.
Total Plan Sell Thru %	The planned Sell Thru % AT End of Life. The Sell Thru % represents the percentage of inventory sold of the total inventory available to sell at the End of Life. IP Op Sell Thru %
Total Act/Proj Sell Thru %	The projected Sell Thru % at End of Life. The Sell Thru % represents the percentage of inventory sold of the total inventory available to sell at the End of Life. IP Wp/Cp Sell Thru % (Wp in elapsed periods and Cp in un-elapsed periods)

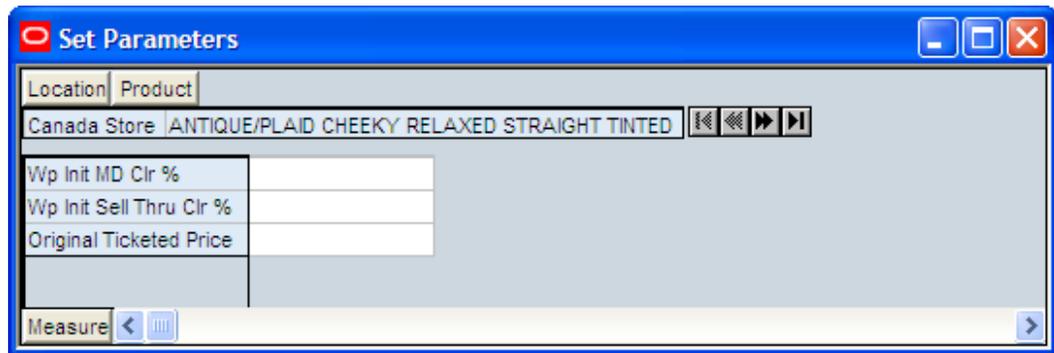
Measure	Description
Total Act/Proj Sell Thru % diff to Total Plan %	The base-point difference between the Proj Sell Thru % and the Plan Sell Thru %.
Total Plan Sales R	The Planned Sales retail value for the entire life. This corresponds to the Original Plan values.
Total Act/Proj Sales R	The Projected Sales retail value for the entire life. This represents the Working Plan values in elapsed periods (Actuals) and the Current Plan in un-elapsed periods (Projected).
Total Act/Proj Sales R var to Total Plan R%	The difference between the Projected and Planned Sales Retail, expressed as a percentage.
Total Plan Gross Margin	The Planned Gross Marginal value for the entire life. Ip Op GMP V
Total Act/Proj Gross Margin	The Projected Gross Margin value for the entire life. Wp GMP V in elapsed periods and Cp GMP V in un-elapsed periods.
Total Act/Proj GM diff to Total Plan	The difference between the Projected and Planned Gross Margin values.
Total Act/Proj GM var to Total Plan %	The difference between the Projected and Planned Gross Margin values, expressed as a percentage.
Total Plan Gross Margin %	The Planned Gross Margin expressed as a percentage of Planned Sales R Ip Op GMP V%
Total Act/Proj Gross Margin %	The Projected Gross Margin expressed as a percentage of Planned Sales R Ip Wp/Cp GMP V%
Proj GM % diff to Plan %	The base-point difference between the Proj GM % and the Plan GM %.

Getting Started Tab

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

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

Set Parameters Worksheet

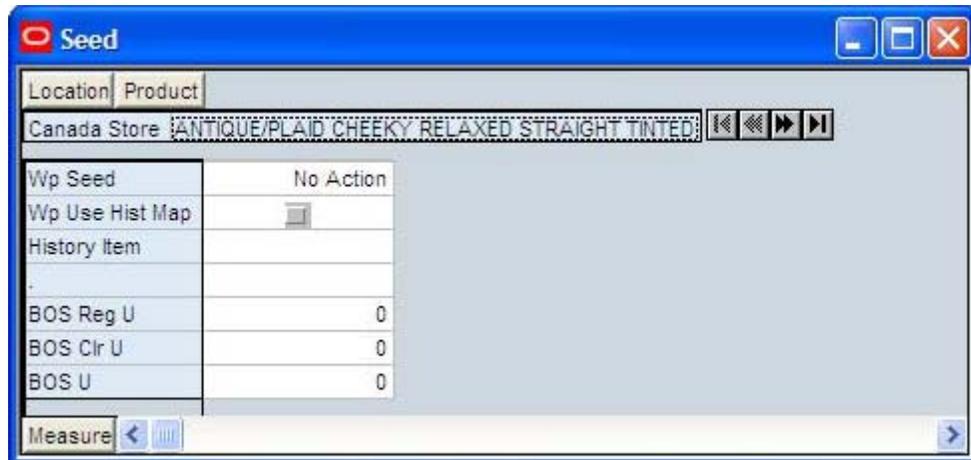


Set Parameters Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Init MD Clr %	Working Plan Initial Clearance Markdown Retail %.
Wp Init Sell Thru Clr %	Working Plan Initial Clearance Sell Through Unit Ratio.
Original Ticketed Price	Working Plan Original Ticketed Price value loaded.

Seed Worksheet



Seed Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
History Item	Select an Item to use as the source to generate historical values
Wp BOS Clr U	Working Plan Clearance Beginning of Season Inventory Units - Initializes Beginning of Period Inventory in the first period.
Wp BOS Reg U	Working Plan Regular Beginning of Season Inventory Units - Initializes Beginning of Period Inventory in the first period.

Measure	Description
Wp BOS U	Working Plan Beginning of Season Inventory Units - Initializes Beginning of Period Inventory in the first period.
Wp Seed	Drop Down List provides seeding options of Last Year, Adjusted Last Year or Assortment Plan.
Wp Use Hist Map	Working Plan Use History Mapping Flag.

Review Trend Worksheet

The screenshot shows a software window titled 'Review Trend'. It contains a data table with columns for dates: 10/2/2004, 10/9/2004, 10/16/2004, 10/23/2004, and 10/30/2004. The rows list various measures such as 'Sls Reg U', 'Fcst In-Season U', 'Sls Reg var Fcst In-Seas U%', 'Sls Trend U', 'Sls Reg var Sls Trend U%', 'Sls 6 Wks Trend U', 'Sls Reg var Sls 6 Wks Trend U%', 'Cp Sls Reg U', 'Sls Reg var Cp U%', 'Op Sls Reg U', 'Sls Reg var Op U%', and 'Ly Sls Reg U'. The values are numerical or percentage-based, showing trends over time.

	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004
Sls Reg U	0	210	127	83	153
Fcst In-Season U	0	0	0	0	0
Sls Reg var Fcst In-Seas U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sls Trend U	0	0	0	0	0
Sls Reg var Sls Trend U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sls 6 Wks Trend U	0	210	127	83	153
Sls Reg var Sls 6 Wks Trend U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U	0	210	127	83	153
Sls Reg var Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U	0	200	133	67	133
Sls Reg var Op U%	0.0 %	5.0 %	-5.0 %	25.0 %	15.0 %
Ly Sls Reg U	0	0	0	0	0

Review Trend Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp EOP Reg U	Current Plan End of Period Regular Inventory Units
Cp Sls Reg U	Current Plan Regular Sales Units
Fcst In-Season U	In-Season Forecast Demand Units
Ly EOP Reg U	Last Year End of Period Regular Inventory Units
Ly Sls Reg U	Last Year Regular Sales Units
Op EOP Reg U	Original Plan End of Period Regular Units.
Op Sls Reg U	Original Plan Regular Sales Units
Wp EOP Reg U	Working 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 %

Measure	Description
Wp EOP Reg var Ly U%	Working Plan End of Period Regular Inventory variance to Last Year Unit %
Wp EOP Reg var Op U%	Working Plan End of Period Regular Inventory variance to Original Plan Unit %
WP Receipts U	Working Plan Receipts Units
Wp Sls 6 Wks Trend U	Working Plan 6 Week Sales Trend Units
Wp Sls Reg U	Working Plan Regular Sales Units
Wp Sls Reg var Cp U%	Working Plan Regular Sales variance to Current Plan Unit %
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %
Wp Sls Reg var Ly U%	Working Plan Regular Sales variance to Last Year Unit %
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %
Wp Sls Reg var LY U%	Working Plan Regular Sales variance to Last Year Unit %
Wp Sls Reg var Op U%	Working Plan Regular Sales variance to Original Plan Unit %
Wp Sls Reg var Sls 6 Wks Trend U%	Working Plan Regular Sales variance to 6 Week Sales Trend Unit Percentage
Wp Sls Reg var Sls Trend U%	Working Plan Regular Sales variance to Sales Trend Unit Percentage
Wp Sls Trend U	Working Plan Current sales projection based upon actualized vs. planned sales trend Units

Review Assortment Plan Parameters Worksheet



Review Assortment Plan Parameters Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Exit Date	The date that the product should be removed from the sales floor.
Number of weeks at Clearance Price	Number of weeks the item is expected to sell at Clearance Price.

Measure	Description
Number of Weeks at Regular Price	Number of weeks the item is expected to sell at Regular Price.
Product Cost	The cost of the product.
Product Original Ticket Price	Initial retail of product.
Start Sales Date	The date the product is expected to start selling.

Review Assortment Plan Details Worksheet

	BOP Inv Cost	BOP Inv Retail	BOP Inv Units	EOP Inv Cost	AP Cp EopPerStr U%
10/2/2004	0.00	0.00	0	0.00	0.0 %
10/9/2004	0.00	0.00	0	0.00	0.0 %
10/16/2004	0.00	0.00	0	0.00	0.0 %
10/23/2004	0.00	0.00	0	0.00	0.0 %
10/30/2004	0.00	0.00	0	0.00	0.0 %
11/6/2004	0.00	0.00	0	0.00	0.0 %
11/13/2004	0.00	0.00	0	0.00	0.0 %
11/20/2004	0.00	0.00	0	0.00	0.0 %
11/27/2004	0.00	0.00	0	0.00	0.0 %
12/4/2004	0.00	0.00	0	0.00	0.0 %
12/11/2004	0.00	0.00	0	0.00	0.0 %
12/18/2004	0.00	0.00	0	0.00	0.0 %
12/25/2004	0.00	0.00	0	0.00	0.0 %

Review Assortment Plan Details Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
AP Cp Avg Sls Per Str U	Assortment Planning Current Plan Average Sales per store represented in units.
AP Cp EopPerStr U%	Assortment Planning Current Plan End of Period Per Store Unit %.
AP Cp GP R%	Assortment Planning Current Plan Gross Profit Rate %.
AP Cp Gross Margin	Assortment Planning Current Plan Gross Margin.
AP Cp Price AUC	Assortment Planning Current Plan Average Unit Cost.
AP Cp Price AUR	Assortment Planning Current Plan Average Unit Retail.

Measure	Description
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.
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.
AP Cp Sls C	Assortment Planning Current Plan Sales Cost.
AP Cp Sls R	Assortment Planning Current Plan Sales Retail.
AP Cp Sls U	Assortment Planning Current Plan Sales Units.
BOP Inv Cost	The Cost of Inventory available at the beginning of the time period.
BOP Inv Retail	Assortment Planning Current Plan Beginning of Period Inventory Cost.
BOP Inv Units	Assortment Planning Current Plan Beginning of Period Inventory Retail.
Clearance Markdown Retail	Assortment Planning Current Plan Beginning of Period Inventory Units.
Clearance Price Change %	Assortment Planning Current Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Clearance Price Retail	Assortment Planning Current Plan Clearance Price Change %.
Clearance Sales Cost	Assortment Planning Current Plan Clearance Price Retail.
Clearance Sales Retail	Assortment Planning Current Plan Clearance Sales Cost.
Clearance Sales Units	Assortment Planning Current Plan Clearance Sales Retail.
EOP Inv Cost	End of Period Inventory Cost.
EOP Inv Retail	End of Period Inventory Retail.
EOP Inv Units	End of Period Inventory Units.
First Markdown % Off	Initial Markdown Taken expressed as a rate.
Pack Size	Quantity of style / color or styles purchased from Supplier as a pack.
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.
Perm Price Change %	Permanent Price Change expressed as a rate.
Perm Price Retail	Average Unit Retail resulting from a Permanent Price Change.
Promo Markdown Retail	Promotional Markdowns representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail.

Measure	Description
Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Promo Price Retail	Promotional Price Average Unit Retail.
Receipts Cost	Assortment Planning Current Plan Receipts Cost.
Receipts Retail	Assortment Planning Current Plan Receipts Retail.
Receipts Units	Receipts expressed as Units.
Regular Sales Retail	Assortment Planning Current Plan Regular Sales Retail.
Regular Sales Cost	Assortment Planning Current Plan Regular Sales Cost.
Regular Sales Units	Assortment Planning Current Plan Regular 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	Assortment Planning Current Plan Store Count.

Unit Sales Tab

The following section describes the worksheet available under the Unit Sales tab:

- Unit Sales worksheet

Unit Sales Worksheet

The screenshot shows a software window titled "Unit Sales" with a data table. The table has columns for dates: 10/2/2004, 10/9/2004, 10/16/2004, 10/23/2004, 10/30/2004, and 11/6/2004. The rows list various measures such as Price AUC, Price Reg AUR, Sls Reg U, and Sls Reg cont Time U%.

	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
Price AUC	\$0.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Price Reg AUR	\$0.00	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Sls Reg U	0	210	127	83	153	217
Sls Reg cont Time U%	0.0 %	17.2 %	10.4 %	6.8 %	12.5 %	17.7 %
Sls Reg cont Prod U%	0.0 %	28.8 %	22.6 %	18.1 %	24.7 %	26.1 %
Fcst Pre-Season U	0	0	0	0	0	0
Sls Reg var Fcst Pre-Seas U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Fcst In-Season U	0	0	0	0	0	0
Sls Reg var Fcst In-Seas U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Sls Reg U	0	0	0	0	0	0
Ly Sls Reg cont Time U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sls Reg var Ly U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U	0	210	127	83	153	217

Unit Sales Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
CP Sls Promo U	Current Plan Promotional Sales Units.
CP Sls Reg U	Current Plan Regular Sales Units.

Measure	Description
Cp Sls Reg+Pro U	Current Plan Sum of Regular Sales and Promotional Sales Units.
Fcst In-Season U	In-Season Forecast Demand Units.
Fcst Pre-Season U	Pre-Season Forecast Demand Units.
Ly Sls Promo U	Last Year Promotional Sales Units.
Ly Sls Reg cont Time U%	Last Year Regular Sales current period contribution to Parent Time Unit %.
Ly Sls Reg U	Last Year Regular Sales Units.
Ly Sls Reg+Pro U	Last Year Sum of Regular Sales and Promotional Sales Units.
Op Sls Promo U	Original Plan Promotional Sales Units.
Op Sls Reg U	Original Plan Regular Sales Units.
Op Sls Reg+Pro U	Original Plan Sum of Regular Sales and Promotional Sales Units.
Wp Price AUC	Average Unit Cost.
Wp Price Promo AUR	Promotional Sales Average Unit Retail Price.
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 Reg AUR	Regular 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.
Wp Sls Reg AUR	Working Plan Regular Sales Average Unit Retail.
Wp Sls Reg cont Prod U%	Working Plan Regular Sales Product Contribution to Parent Product Unit %.
Wp Sls Reg cont Time U%	Working Plan Regular Sales current period contribution to Parent Time Unit %.
Wp Sls Reg U	Working Plan Regular Sales Units.
Wp Sls Reg var Cp U%	Working Plan Regular Sales variance to Current Plan Unit %.
Wp Sls Reg var Fcst In-Seas U%	Working Plan Regular Sales variance to In-Season Forecast Unit %.
Wp Sls Reg var Fcst Pre-Seas U%	Working Plan Regular Sales variance to Pre-Season Forecast Unit %.
Wp Sls Reg var Ly U%	Working Plan Regular Sales variance to Last Year Unit %.
Wp Sls Reg var Op U%	Working Plan Regular Sales variance to Original Plan Unit %.
Wp Sls Reg+Pro AUR	Working Plan Sum of Regular Sales and Promotional Sales Average Unit Retail.
Wp Sls Reg+Pro U	Working Plan Sum of Regular Sales and Promotional Sales Units.
Wp Sls Unit Comments	Working Plan Sales Unit Comments.

Inv Receipts Tab

The following section describes the worksheet available under the Inv Receipts tab:

- Inv & Receipts worksheet

Inv & Receipts Worksheet

Location	Product	Calendar					
Canada Store	ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
Sis Reg+Pro U		0	210	127	350	153	217
BOP Reg U		0	0	790	663	980	827
Ly BOP Reg U		0	0	0	0	0	0
Op BOP Reg U		0	0	800	667	1,000	867
Cp BOP Reg U		0	0	790	663	980	827
On Order U		0	0	0	0	0	0
On Order Adj U		0	0	0	0	0	0
Net On Order U		0	0	0	0	0	0
Receipts var Net On Order U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Receipts U		0	1,000	0	667	0	833
Ly Receipts U		0	0	0	0	0	0
Op Receipts U		0	1,000	0	667	0	833

Inv & Receipts Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Reg U	Current Plan Regular Beginning of Period Inventory Units.
Cp EOP Reg U	Current Plan End of Period Regular Inventory Units.
Cp Receipts U	Current Plan Receipts Units.
Ly BOP Reg U	Last Year Regular Beginning of Period Inventory Units.
Ly EOP Reg U	Last Year End of Period Regular Inventory Units.
Ly Receipts U	Last Year Receipt Units.
Op BOP Reg U	Original Plan Regular Beginning of Period Inventory Units.
Op EOP Reg U	Original Plan End of Period Regular Inventory Units.
Op Receipts U	Original Plan Receipts Units.
Wp BOP Reg U	Working Plan Regular Beginning of Period Inventory Units.
Wp Clearance Price Duration	Total number of Clearance selling periods for the Style-Color
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
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.

Measure	Description
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 %.
Wp Inv & Rcpt Comments	Working Plan Inventory & Receipt Comments.
Wp Inv Adj Reg U	Working Plan Regular Inventory Adjustments Units.
Wp Inv Moved U	Working Plan Regular Inventory stock moving into clearance from regular status Units.
Wp Move Inv	Working Plan Move Inventory into Clearance from Regular.
Wp Net On Order U	Working Plan Purchase Commitments made, but not yet approved in the PO System Units.
Wp On Order Adj U	Working Plan Adjustments to On Order Units.
Wp On Order U	Working Plan On Order Units.
Wp Receipts U	Working Plan Receipts Units.
Wp Receipts var Net On Order U%	Working Plan Receipts variance to Net On Order Unit %.
Wp Regular Price Duration	Total number of Regular selling periods for the Style-Color. This measure will have a hybrid aggregation. When viewing the data at higher levels of the Calendar hierarchy, the measure uses total aggregation. For aggregates along the Product and Location hierarchies, the measure will use minimum aggregation. For Weeks that are true, the value in the measure will be 1.
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 Sls Reg+Pro U	Working Plan Sum of Regular Sales and Promotional Sales Units.
Wp Total Life Duration	Total number of periods representing the entire Life of the Style-Color. The sum of the Regular Periods plus Clearance Periods

Exit Strategy Tab

The following section describes the worksheet available under the Exit Strategy tab:

- Exit Strategy worksheet
- 1a. Lifecycle Summary worksheet
- 1b. Lifecycle Visual Summary worksheet
- 2a. Markdown Analysis I(Style-Color/Price Zone) worksheet
- 2b. Markdown Analysis II(Style-Color/Price Zone/Week) worksheet
- 3. Markdown Analysis Graph worksheet
- 4. Markdown Impact Analysis Dashboard worksheet
- 5. Accept Price Plan worksheet

Exit Strategy Worksheet

	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
BOP Clr U	0	0	0	0	0	0
Ly BOP Clr U	0	0	0	0	0	0
Op BOP Clr U	0	0	0	0	0	0
Cp BOP Clr U	0	0	0	0	0	0
Ticketed Price	56.91	56.91	56.91	56.91	56.91	56.91
Price Clr AUR	\$0.00	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Wp MD Clr %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sell Thru Clr %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sls Clr U	0	0	0	0	0	0
Ly Sls Clr U	0	0	0	0	0	0

Exit Strategy Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Clr U	Current Plan Clearance Beginning of Period Inventory Units.
Cp EOP Clr U	Current Plan End of Period Clearance Inventory Units.
Cp Sls Clr U	Current Plan Clearance Sales Units.
Ly BOP Clr U	Last Year Clearance Beginning of Period Inventory Units.
Ly EOP Clr U	Last Year End of Period Clearance Inventory Units.
Ly MD R	Last Year Markdown Retail.
Ly Sls Clr U	Last Year Clearance Sales Units.
Op BOP Clr U	Original Plan Clearance Beginning of Period Inventory Units.
Op EOP Clr U	Original Plan End of Period Clearance Inventory Units.

Measure	Description
Op Sls Clr U	Original Plan Clearance Sales Units.
WP BOP Clr U	Working Plan Clearance Beginning of Period Inventory Units.
Wp Clearance Price Duration	Total number of Clearance selling periods for the Style-Color.
WP EOP Clr U	Working Plan End of Period Clearance Inventory Units.
WP Exit Strategy Comments	Working Plan Exit Strategy.
Wp Inv Adj Clr U	Working Plan Clearance Inventory Adjustments Units.
Wp Inv Moved U	Working Plan Regular Inventory stock moving into clearance from regular status Units.
Wp MD Add Clr R	Working Plan Reduction of Clearance Price Average Unit Retail for second / subsequent markdowns Retail.
Wp MD Allowance R	Working Plan Markdown Allowances Retail.
Wp MD Clr %	Working Plan Reduction of Clearance Price Average Unit Retail taken as the first markdown Retail %.
Wp MD Clr R	Working Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Wp MD Init Clr R	Internal Measure.
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.
Wp MkUp Clr R	Working Plan Clearance Markup Retail.
Wp Move Inv	Working Plan Move Inventory into Clearance from Regular.
Wp Price Clr AUR	Clearance Sales Average Unit Retail Price.
Wp Regular Price Duration	Total number of Regular selling periods for the Style-Color. This measure will have a hybrid aggregation. When viewing the data at higher levels of the Calendar hierarchy, the measure uses total aggregation. For aggregates along the Product and Location hierarchies, the measure will use minimum aggregation. For Weeks that are true, the value in the measure will be 1.
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.
Wp Ticketed Price	Working Plan Ticketed Price for the Style-Color.
Wp Total Life Duration	Total number of periods representing the entire Life of the Style-Color. The sum of the Regular Periods plus Clearance Periods.

1a. Lifecycle Summary

Location	Product
Canada Store	ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED
Start Selling Week	10/9/2004
End of Life Week	12/25/2004
Number of Weeks - Regular Price	8
Number of Weeks - Clearance Price	4
Number of Weeks - Total Life	12
Exit Strategy Start Week	11/27/2004
Clearance Optimization Model Start Week	10/16/2004

1a. Lifecycle Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Start Selling Week	Week the Style-Color is expected to start selling. Start Selling Date determined in Item Planning or seeded from Assortment Planning.
Wp End of Life Week	The last week the Style-Color is expected to have a plan and associated inventory. The Salvage Value will be applied to any remaining Inventory at the end of this week. The Sell Thru % represents the percentage of inventory sold through the end of this week.
Wp Number of Weeks – Regular Price	Total number of Regular selling periods for the Style-Color.
Wp Number of Weeks – Clearance Price	Total number of Clearance selling periods for the Style-Color.
Wp Number of Weeks – Total Life	Total number of periods representing the entire Life of the Style-Color. The sum of the Regular Periods plus Clearance Periods.
Wp Exit Strategy Start Week	The first week the Style-Color inventory and sales are moved from Regular (status) and are considered Clearance (status).
Wp Clearance Optimization Model Start Week	The first Week COE will begin Optimization Models.

1b. Lifecycle Visual Summary

	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
Regular Price Duration	0	1	1	1	1	1
Clearance Price Duration	0	0	0	0	0	0
Total Life Duration	0	1	1	1	1	1
Clearance Optimization Blackout Periods	0	1	1	0	0	1
COE Promotional Blackout Periods	0	0	0	0	0	0
Clearance Optimization Model Duration	0	0	1	1	1	1
COE Promotional Indicator	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Set Clearance Optimization Blackout Periods	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

1b. Lifecycle Visual Summary Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Regular Price Duration	Total number of Regular selling periods for the Style-Color. This measure will have a hybrid aggregation. When viewing the data at higher levels of the Calendar hierarchy, the measure uses total aggregation. For aggregates along the Product and Location hierarchies, the measure will use minimum aggregation. For Weeks that are true, the value in the measure will be 1.
Wp Clearance Price Duration	Total number of Clearance selling periods for the Style-Color. This measure will have a hybrid aggregation. Along time the measure will be total, along product and location it will be min.
Wp Total Life Duration	Total number of periods representing the entire Life of the Style-Color. The sum of the Regular Periods plus Clearance Periods. This measure will have a hybrid aggregation. Along time the measure will be total, along product and location it will be min. For Weeks that are true, the value in the measure will be 1.
Wp Clearance Optimization Blackout Periods	Visual representation of the Black-out periods where no Clearance Markdowns will be suggested. The Black-out Periods are a combination of the no-touch periods determined from business rules set upon implementation of COE and from any Promotional event feeds loaded into COE. This measure will have a hybrid aggregation. Along time the measure will be total, along product and location it will be min. For Weeks that are true, the value in the measure will be 1. The measure is true based on the setting of the Wp Set Clearance Optimization Blackout Periods.
Wp COE Promotional Blackout Periods	Visual representation of the Promotional Blackout Periods. This will be based on the promotional events of the business. This measure will have a hybrid aggregation. Along time the measure will be total, along product and location it will be min. For weeks that are true, the value in the measure will be 1. The measure is based on the setting of the Wp COE Promotional Indicator.

Measure	Description
Wp Clearance Optimization Model Duration	The first Week MDO will begin Optimization Models through the End of Life. This measure will have a hybrid aggregation. Along time the measure will be total, along product and location it will be min. For Weeks that are true, the value in the measure will be 1.
Wp COE Promotional Indicator	The measure to set the Promotional Blackout Periods. This will be based on the promotional events of the business. The user can select the weeks where Promotions are running and the Wp COE Promotional Blackout Periods measure is set to 1 when this measure is true.
Wp Set Clearance Optimization Blackout Periods	The measure to set the Black-out periods where no Clearance Markdowns will be suggested. The Black-out Periods are a combination of the no-touch periods determined from business rules set upon implementation of COE and from any Promotional event feeds loaded into COE. The user can select the weeks where Markdowns will not be suggested and the Wp Clearance Optimization Blackout Periods is set to 1 when this measure is true.

2a. Markdown Analysis I (Style-Color/Price Zone)

Location	Product
AVALON MALL	ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED
Wp COE Initial EOL Exit Week	20041210
Wp COE Initial EOL Sell Thru %	100.0 %
Wp COE Initial EOL Salvage Value % Off	0.0 %
COE Initial EOL Salvage Value Price	58.00
COE Forecasted Clearance Markdown Retail Price Effective Date	20041016
COE Forecasted Opportunity Cost	129.56
COE Forecasted Exit Week Sell Thru%	0
COE Forecasted EOL EOP Inv U at Forecasted Exit Week	0
COE Forecasted GM Initial Exit Week	0.00
COE Forecasted GM % Forecasted Exit Week	0.0 %
Clearance Optimization Action Note	Do Nothing
COE What-If Clearance Retail Price	58.00
COE What-If Clearance Retail Price % Off	0.0 %

2a. Markdown Analysis I (Style-Color/Price Zone) Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp COE Initial EOL Exit Week	The Exit Date COE uses to calculate the Recommended Clearance Markdown.

Measure	Description
Wp COE Initial EOL Sell Thru %	The Recommended Sell Thru % used by COE to determine the optimal Recommended Clearance Markdown Price Plan that will achieve the desired Sell Thru %.
Wp COE Initial EOL Salvage Value % Off	The percent off the Current Ticketed Retail Price that is used to determine the Salvage Value Price for any remaining inventory at the Exit Date.
COE Initial EOL Salvage Value Price	The Salvage Value Price applied to any remaining inventory at the end of the Exit Date.
COE Forecasted Clearance Markdown Retail Price Effective Date	The Effective Week of the COE Recommended Clearance Markdown Ticketed Retail Price
COE Forecasted Opportunity Cost	The Opportunity Cost that is fed from COE in the batch process.
COE Forecasted Exit Week Sell Thru%	The Forecasted week in which the Targeted Sell Thru % will be achieved.
COE Forecasted EOL EOP Inv U at Forecasted Exit Week	The Forecasted EOP Inv Units in the Forecasted Exit Week.
COE Forecasted GM Initial Exit Week	The cumulative Forecasted Gross Margin value at the Forecasted Exit Week (Date). Calculated for each time period based on the COE Recommended Clearance Markdown Retail Price and the Product Cost Price.
COE Forecasted GM % Forecasted Exit Week	The cumulative Forecasted Gross Margin Value at the Forecasted Exit Week (Date) expressed as a percentage of the COE Forecasted Sales Retail Value.
Clearance Optimization Action Note	Notation for the type of Clearance Optimization What-If action that may have been initiated.
COE What-If Clearance Retail Price	User-selected revised Clearance Price to be used during the What-If COE Optimization Service Call.
COE What-If Clearance Retail Price % Off	User- selected revised Clearance Price percent off the Current Ticketed Retail Price.
COE What-If Price Ladder ID	User-selected Price Ladder used for validation within COE.
COE What-If Price Type	User-selected Price Type (either Price Point or Percentage Off).
COE What-If Markdown Week	User-selected week in which the What-If Price will be applied to be used during the What-If COE Optimization Service Call.
COE What-If EOL Exit Week	User-selected revised EOL Exit Week to be used during the What-If COE Optimization Service Call.
COE What-If EOL Sell Thru %	User-selected revised EOL Sell Thru% to be used during the What-If COE Optimization Service Call.
COE What-If EOL Salvage Value % Off	User-selected revised SalvageValue % Off the Current Ticketed Price to be used during the What-If COE Optimization Service Call.

Measure	Description
COE What-If EOL Salvage Value Price	The revised Salvage Value Price based on the What-If Clearance Salvage Value % Off and the Current Ticketed Price.
COE What-If Current Inventory U	User-selected Current Inventory Units to be used during the What-If COE Optimization Service Call.
Initiate COE Optimization What-If Call	Selecting this measure indicates that a What-If Call should be invoked from the Planning Action – What-If Markdown Call custom menu option.
Last What-If Call Date	Date of the last What-If Call.
Last What-If Call Comments	Text measure for user comments associated with the last What-If Call.
COE What-If Service Call Information	Text measure that will contain error information passed from the COE service call.
COE Revised EOL Exit Week	Revised EOL Exit Week used during the What-If COE Optimization Service Call.
COE Revised EOL Sell Thru %	Revised EOL Sell Thru% used during the What-If COE Optimization Service Call.
COE Revised Current Inventory U	The Revised Current Inventory Units returned from the What-If COE Optimization Service Call.
COE Revised EOL Salvage Value % Off	Revised EOL Salvage Value % Off the Current Ticketed Price used during the What-If COE Optimization Service Call.
COE Revised EOL Salvage Value Price	Revised Salvage Value Price based on the Revised EOL Salvage Value % Off and the Current Ticketed Price.
COE Revised Exit Week Sell Thru %	The Revised Forecasted week in which the Targeted Sell Thru % is achieved.
COE Revised EOL EOP Inv U at Initial Exit Week	The Revised Forecasted EOP Inv Units in the Forecasted Exit week.
COE Revised GM Initial Exit Week	The revised cumulative Forecasted Gross Margin value at the Forecasted Exit Week (Date). Calculated for each time period based on the COE Recommended Clearance Markdown Retail Price and the Product Cost Price.
COE Revised GM % Initial Exit Week	The revised cumulative Forecasted Gross Margin Value at the Forecasted Exit Week (Date) expressed as a percentage of the COE Forecasted Sales Retail Value.
COE Revised Opportunity Cost	The Opportunity Cost that is calculated in the What-If COE Service Call.

2b. Markdown Analysis I (Style-Color/Price Zone/Week)

Location	Product	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
AVALON MALL	ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED						
Original Ticketed Retail Price		58.00	58.00	58.00	58.00	58.00	58.00
Product Cost Price		18.14	18.14	18.14	18.14	18.14	18.14
Current Ticketed Retail Price		58.00	58.00	58.00	58.00	58.00	58.00
COE Forecasted Clearance Markdown Retail Price		0.00	0.00	34.80	0.00	23.20	0.00
COE Forecasted % Off Original Ticketed Retail Price		100.0 %	0.0 %	40.0 %	40.0 %	60.0 %	60.0 %
COE Forecasted % Off Current Ticketed Retail Price		100.0 %	0.0 %	40.0 %	40.0 %	60.0 %	60.0 %
COE Recommended Clearance Markdown R		0.00	0.00	1,670.40	0.00	742.40	0.00
COE Initial EOL Salvage Value Markdown R		0.00	0.00	0.00	0.00	0.00	0.00
COE Forecasted Sales U		0	2	4	4	7	9
COE Forecasted Sales R		0.00	116.00	139.20	139.20	162.40	208.80
COE Forecasted Sales AUR		0.00	58.00	36.72	34.80	24.36	23.20
COE Revised Price Type							
COE Forecasted GM Forecasted Exit Week		0.00	79.72	66.64	66.64	35.42	45.54
COE Forecasted GM % Initial Exit Week		0.0 %	68.7 %	47.9 %	47.9 %	21.8 %	21.8 %
Measure		0.00	0.00	0.00	0.00	0.00	0.00

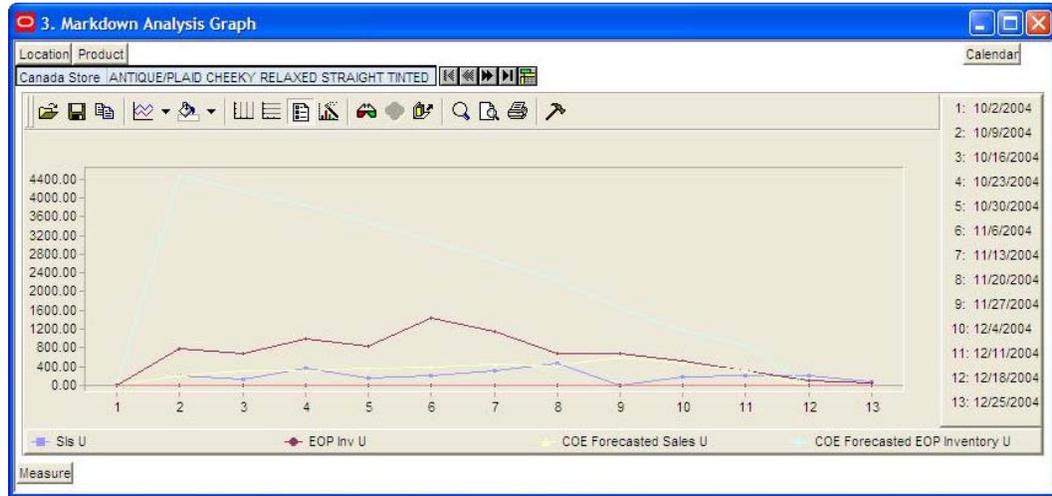
2b. Markdown Analysis I (Style-Color/Price Zone/Week) Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Original Ticketed Retail Price	The Original Ticketed Retail Price at the time when the product was first set-up in the Item Master files.
Product Cost Price	The Cost Price of the product.
Current Ticketed Retail Price	The Current Ticketed Retail Price for the product at the end of the last period / beginning of the current time period.
COE Forecasted Clearance Markdown Retail Price	The COE Optimized Recommended Clearance Markdown Ticketed Retail Price.
COE Forecasted % Off Original Ticketed Retail Price	The difference between the Original Ticketed Retail Price and the COE Optimized Recommended Clearance Markdown Ticketed Retail Price expressed as a percentage.
COE Forecasted % Off Current Ticketed Retail Price	The difference between the Current Ticketed Retail Price and the COE Optimized Recommended Clearance Markdown Ticketed Retail Price expressed as a percentage.
COE Recommended Clearance Markdown R	The extended Retail Value of the COE Clearance Markdown based on the COE Recommended Clearance Markdown Price and the Beginning of Period Inventory Units in the effective week of the Clearance Markdown.
COE Initial EOL Salvage Value Markdown R	The extended Retail Value of the Salvage Markdowns taken based on the actual Ending Inventory Units on hand in the COE Targeted EOL Exit Week.
COE Forecasted Sales U	COE Forecasted Sales Units in un-elapsed time periods combined with Actual Sales Units in elapsed time periods.

Measure	Description
COE Forecasted Sales R	The extended Retail Value of the COE Forecasted Sales Units.
COE Forecasted Sales AUR	Forecasted price per unit for the time period
COE Revised Price Type	Text measure that will contain the price type value returned from the COE service call.
COE Forecasted GM Forecasted Exit Week	The Projected Gross Margin value based on the Initial EOL Exit Date.
COE Forecasted GM % Initial Exit Week	The Projected Gross Margin value based on the Initial EOL Exit Date expressed as a Percentage of the COE Forecasted Sales Retail Value.
COE Revised Clearance Retail Price	Revised Clearance Price validated against the COE Price Ladders and used during the What-If COE Optimization Service Call.
COE Revised Clearance Retail Price % Off	Revised Clearance Price percent off the Current Ticketed Retail Price.
COE Revised Price % Off Original Price	Measure that will hold the value returned by the COE service call.
COE Revised Clearance Markdown R	The extended Retail Value of the COE Clearance Markdown based on the COE Revised Clearance Markdown Price and the Beginning of Period Inventory Units in the effective week of the Clearance Markdown.
COE Revised Salvage Value Markdown R	The extended Retail Value of the Salvage Markdown.
COE Revised Clearance Markdown Retail Price Plan	The COE Optimized Revised Clearance Markdown Ticketed Retail Price Plan following a What-If COE Optimization Service Call.
COE Revised Forecasted Sales U	COE Forecasted Sales Units in un-elapsed time periods combined with Actual Sales Units in elapsed time periods.
COE Revised Forecasted Sales R	The extended Retail Value of the COE Forecasted Sales Units.
COE Revised Sales AUR	The Revised Sales AUR following a What-if COE Optimization Service Call.
COE Revised Forecasted GM Revised Exit Week	The Forecasted Periodic Gross Margin value at the Targeted Exit Date. Calculated for each time period based on the COE Revised Clearance Markdown Retail Price and the Product Cost Price.
COE Revised Forecasted GM % Revised Exit Week	The Forecasted Periodic Gross Margin Value at the Targeted Exit Date expressed as a Percentage of the COE Forecasted Sales Retail Value.

3. Markdown Analysis Graph



3. Markdown Analysis Graph Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Sls U	Sales Units.
EOP Inv U	End of Period Inventory Units.
COE Forecasted Sales U	COE Forecasted Sales Units in un-elapsed time periods combined with Actual Sales Units in elapsed time periods.
COE Forecasted EOP Inventory U	Ending Inventory Units on hand at the end of the time period. The EOP Inv U reflects the reduction of COE Forecasted Sales Units and the addition of On-Order U.
COE Revised Forecasted Sales U	COE Forecasted Sales Units in un-elapsed time periods combined with Actual Sales Units in elapsed time periods.
COE Revised EOP Inventory U	Ending Inventory Units on hand at the end of the time period. The EOP Inv U reflects the reduction of COE Forecasted Sales Units and the addition of On-Order U.

4. Markdown Impact Analysis Dashboard

	01. Total Plan	02. Total Act/Proj	03. Total Act/Plan diff to T	04. Total Act/Proj var to T	05. Total Act/Initial Optim
MFP Total Sales Retail	0.00	0.00	0.00	-1.00	241660.77
Sales Retail	126660.67	126560.67	-100.00	0.00	133852.40
MFP Total Markdowns Retail	0.00	0.00	0.00	-1.00	365317.71
Markdowns	22339.33	22139.33	-200.00	-0.01	137065.60
Gross Margin	77327.33	77427.33	100.00	100.00	948.04
Gross Margin %	0.61	0.61	0.00	0.00	0.01
Sell Thru %	0.99	0.98	0.00	0.00	0.00
EOL Inventory Retail	1000.00	1300.00	300.00	0.30	0.00

4. Markdown Impact Analysis Dashboard Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
MFP Total Sales Retail	This is a Key Performance Indicator that contains the MFP Total Sales Retail for the measure details on this worksheet. The measure details are shown in the table below.
Sales Retail	This is a Key Performance Indicator that contains the Sales Retail for the measure details on this worksheet. The measure details are shown in the table below.
MFP Total Markdowns Retail	This is a Key Performance Indicator that contains the MFP Total Markdowns Retail for the measure details on this worksheet. The measure details are shown in the table below.
Markdowns	This is a Key Performance Indicator that contains the Markdowns for the measure details on this worksheet. The measure details are shown in the table below.
Gross Margin	This is a Key Performance Indicator that contains the Gross Margin for the measure details on this worksheet. The measure details are shown in the table below.
Gross Margin %	This is a Key Performance Indicator that contains the Gross Margin % for the measure details on this worksheet. The measure details are shown in the table below.
Sell Thru %	This is a Key Performance Indicator that contains the Sell Thru % for the measure details on this worksheet. The measure details are shown in the table below.
EOL Inventory Retail	This is a Key Performance Indicator that contains the EOL Inventory Retail for the measure details on this worksheet. The measure details are shown in the table below.

The following table lists the measure detail information for the Markdown Impact Dashboard.

Measure Detail	Measure Detail Description
1. Total Plan	Original Plan for all time periods until EOL.

2. Total Act / Proj	Actual data in all elapsed time periods and Current Plan Projection for all un-elapsed time periods until EOL.
3. Total Act/Proj diff to Total Plan	The difference between the Actual-Projections and the Original Plan.
4. Total Act/Proj var to Total Plan	The difference between the Actual-Projections and the Original Plan expressed as a percentage variance to the Original Plan.
5. Total Act / Initial Optimization Forecast	Actual data in all elapsed time periods and Initial Optimized Forecast for all un-elapsed time periods until EOL.
6. Total Act/Initial Opt Fcst diff to Total Plan	The difference between the Actual-Initial Optimized Forecast and the Original Plan.
7. Total Act/Initial Opt Fcst var to Total Plan	The difference between the Actual-Initial Optimized Forecast and the Original Plan expressed as a percentage variance to the Original Plan.
8. Total Act / Revised Optimization Forecast	Actual data in all elapsed time periods and Revised Optimized Forecast for all un-elapsed time periods until EOL.
9. Total Act / Rev Opt Fcst diff to Total Plan	The difference between the Actual-Revised Optimized Forecast and the Original Plan.
10. Total Act/ Rev Opt Fcst var to Total Plan	The difference between the Actual-Revised Optimized Forecast and the Original Plan expressed as a percentage variance to the Original Plan.

5. Accept Price Plan

Product	Clearance Optimization Ex	Update IP Regular or Clear	COE Forecasted Sales U	COE Revised Forecasted
ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED	Do Nothing	?	3,825	0
PLAID LIGHTHOUSE DESTROYED ANTIQUE RELAXED	Do Nothing	?	3,199	0
PLAID LIGHTHOUSE RELAXED STRAIGHT TINTED	Do Nothing	?	0	0
STRIPE CHEEKY RELAXED STRAIGHT TINTED	Do Nothing	?	0	0

5. Accept Price Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Clearance Optimization Execution Decision	Selection to identify what markdown recommendations to use when accepting the price plan. The pick list options are Accept Initial Price Recommendation and Accept Revised Price Recommendation.
Update IP Regular or Clearance Working Plan Measures	Selection to identify what Item Planning Status Type measures (Regular or Clearance) to update when the Accept Price Plan is invoked.
COE Forecasted Sales U	COE Forecasted Sales Units in un-elapsed time periods combined with Actual Sales Units in elapsed time periods.

Measure	Description
COE Revised Forecasted Sales U	COE Revised Forecasted Sales Units in un-elapsd time periods combined with Actual Sales Units in elapsed time periods.
Sls Clr U	Clearance Sales Units.
Sls Reg U	Regular Sales Units.
COE Forecasted Clearance Markdown Retail Price Plan	The COE Optimized Recommended Clearance Markdown Ticketed Retail Price Plan reflecting the Clearance Ticketed Prices in the effective time period.
COE Revised Clearance Markdown Retail Price Plan	The COE Optimized Revised Clearance Markdown Ticketed Retail Price Plan following a What-If COE Optimization Service Call.
Price Clr AUR	Clearance Sales Average Unit Retail Price.
Price Reg AUR	Regular Sales Average Unit Retail Price.

Review Plans Tab

The following sections describe the worksheets available under the Review Plans tab:

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

Review Unit Plan Worksheet

Location	Product	Calendar					
Canada Store	ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
BOP Inv U		0	0	790	663	980	827
Ly BOP Inv U		0	0	0	0	0	0
Op BOP Inv U		0	0	800	667	1,000	867
Cp BOP Inv U		0	0	790	663	980	827
Sls U		0	210	127	350	153	217
Sls cont Time U%		0.0 %	8.5 %	5.2 %	14.2 %	6.2 %	8.8 %
Ly Sls U		0	0	0	0	0	0
Sls var Ly U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Op Sls U		0	200	133	333	133	200
Cp Sls U		0	210	127	350	153	217
Receipts U		0	1,000	0	667	0	833
Ly Receipts U		0	0	0	0	0	0
Op Receipts U		0	1,000	0	667	0	833

Review Unit Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv U	Current Plan Beginning of Period Inventory Units.
Cp EOP Inv U	Current Plan End of Period Inventory Units.
Cp Receipts U	Current Plan Receipts Units.
Cp Sls U	Current Plan Sales Units.
Ly BOP Inv U	Last Year Beginning of Period Inventory Units.
Ly EOP Inv U	Last Year End of Period Inventory Units.
Ly Receipts U	Last Year Receipts Units.
Ly Sls U	Last Year Sales Units.
Op BOP Inv U	Original Plan Beginning of Period Inventory Units.
Op EOP Inv U	Original Plan End of Period Inventory Units.
Op Receipts U	Original Plan Receipts Units.

Measure	Description
Op Sls U	Original Plan Sales Units.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp Cum Avg Inv U	Working Plan Cumulative Average Inventory Units.
Wp Cum Turn U	Working Plan Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Unit Ratio.
Wp EOP Inv U	Working Plan End of Period Inventory Units.
Wp EOP Inv var Ly U%	Working Plan End of Period Inventory variance to Last Year Unit %.
Wp Forward Cover U	Working Plan Number of Future Period Sales the current End of Period Inventory will cover Units.
Wp Inv Adj U	Working Plan Inventory Adjustments Units.
Wp Receipts U	Working Plan Receipts Units.
Wp Sell Thru %	Working Plan Sell Thru representing the percent of total available Inventory sold in a period of time Unit Ratio.
Wp Sls cont Time U%	Working Plan Sales current period contribution to Parent Time Unit %.
Wp Sls U	Working Plan Sales Units.
Wp Sls var Ly U%	Working Plan Sales variance to Last Year Unit %.
Wp Unit Plan Comments	Working Plan Unit Plan Comments.

Review Retail Plan Worksheet

Review Retail Plan						
Location	Product	Calendar				
Canada Store	ANTIQUE/PLAID CHEEKY RELAXED STRAIGHT TINTED					
	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
BOP Inv R	0.00	0.00	47,400.00	39,800.00	58,800.00	49,600.00
Ly BOP Inv R	0.00	0.00	0.00	0.00	0.00	0.00
Op BOP Inv R	0.00	0.00	48,000.00	40,000.00	60,000.00	52,000.00
Cp BOP Inv R	0.00	0.00	47,400.00	39,800.00	58,800.00	49,600.00
.						
Sls R	0.00	12,600.00	7,600.00	18,330.67	9,200.00	13,000.00
Sls cont Time R%	0.0 %	10.0 %	6.0 %	14.5 %	7.3 %	10.3 %
Ly Sls R	0.00	0.00	0.00	0.00	0.00	0.00
Sls var Ly R%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Op Sls R	0.00	12,000.00	8,000.00	17,330.67	8,000.00	12,000.00
Cp Sls R	0.00	12,600.00	7,600.00	18,330.67	9,200.00	13,000.00
.						
Receipts R	0.00	60,000.00	0.00	40,000.00	0.00	50,000.00
Ly Receipts R	0.00	0.00	0.00	0.00	0.00	0.00
Op Receipts R	0.00	60,000.00	0.00	40,000.00	0.00	50,000.00

Review Retail Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv R	Current Plan Beginning of Period Inventory Retail.
Cp EOP Inv R	Current Plan End of Period Inventory Retail.
Cp GP	Current Plan Gross Profit.
Cp GP %	Current Plan Gross Profit.
Cp MD R	Current Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Cp Receipts R	Current Plan Receipt Retail.
Cp Sls R	Current Plan Sales Retail.
Ly BOP Inv R	Last Year Beginning of Period Inventory Retail.
Ly EOP Inv R	Last Year End of Period Inventory Retail.
Ly GP	Last Year Gross Profit.
Ly GP %	Last Year Gross Profit.
Ly MD R	Last Year Total Markdowns (Clearance + Promotional + Regular) Retail.
Ly Receipts R	Last Year Receipts Retail.
Ly Sls R	Last Year Sales Retail.
Op BOP Inv R	Original Plan Beginning of Period Inventory Retail.

Measure	Description
Op EOP Inv R	Original Plan End of Period Inventory Retail.
Op GP	Original Plan Gross Profit.
Op GP %	Original Plan Gross Profit.
Op MDR	Original Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Op Receipts R	Original Plan Receipts Retail.
Op Sls R	Original Plan Sales Retail.
Wp BOP Inv R	Working Plan Beginning of Period Inventory Retail.
Wp Cum Avg Inv R	Working 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.
Wp EOP Inv R	Working Plan End of Period Inventory Retail.
Wp EOP Inv var Ly R%	Working Plan End of Period Inventory variance to Last Year Retail %.
Wp GP	Working Plan Gross Profit.
Wp GP %	Working Plan Gross Profit.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Inv Adj R	Working Plan Inventory Adjustments Retail.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp Receipts R	Working Plan Receipts Retail.
Wp Sls cont Time R%	Working Plan Sales current period contribution to Parent Time Retail %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls var Ly R%	Working Plan Sales variance to Last Year Retail %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls var Ly R%	Working Plan Sales variance to Last Year Retail %.
Wp Value Plan Comments	Working Plan Value Plan Comments.

Review Cost Plan Worksheet

Review Cost Plan						
Location	Product	Calendar				
Canada Store	ANTIQUÉ/PLAID CHEEKY RELAXED STRAIGHT TINTED					
	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
BOP Inv C	0.00	0.00	15,800.00	13,266.67	19,600.00	16,533.33
Ly BOP Inv C	0.00	0.00	0.00	0.00	0.00	0.00
Op BOP Inv C	0.00	0.00	0.00	0.00	0.00	0.00
Cp BOP Inv C	0.00	0.00	0.00	0.00	0.00	0.00
Sls C	0.00	4,200.00	2,533.33	7,000.00	3,066.67	4,333.33
Sls cont Time C%	0.0 %	8.5 %	5.2 %	14.2 %	6.2 %	8.8 %
Ly Sls C	0.00	0.00	0.00	0.00	0.00	0.00
Sls var Ly C%	0.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Op Sls C	0.00	4,000.00	2,666.67	6,666.67	2,666.67	4,000.00
Cp Sls C	0.00	4,200.00	2,533.33	7,000.00	3,066.67	4,333.33
Receipts C	0.00	20,000.00	0.00	13,333.33	0.00	16,666.67
Ly Receipts C	0.00	0.00	0.00	0.00	0.00	0.00
Op Receipts C	0.00	20,000.00	0.00	13,333.33	0.00	16,666.67

Review Cost Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Cp BOP Inv C	Current Plan Beginning of Period Inventory Cost.
Cp EOP Inv C	Current Plan End of Period Inventory Cost.
Cp GP	Current Plan Gross Profit.
Cp GP %	Current Plan Gross Profit.
Cp Sls C	Current Plan Sales Cost.
Cp Receipts C	Current Plan Receipt Cost.
Ly BOP Inv C	Last Year Beginning of Period Inventory Cost.
Ly EOP Inv C	Last Year End of Period Inventory Cost.
Ly GP	Last Year Gross Profit.
Ly GP %	Last Year Gross Profit.
Ly Receipts C	Last Year Receipts Cost.
Ly Sls C	Last Year Sales Cost.
Op BOP Inv C	Original Plan Beginning of Period Inventory Cost.
Op EOP Inv C	Original Plan End of Period Inventory Cost.
Op GP	Original Plan Gross Profit.
Op GP %	Original Plan Gross Profit.

Measure	Description
Op Receipts C	Original Plan Receipts Cost.
Op Sls C	Original Plan Sales Cost.
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
Wp Cum Avg Inv C	Working Plan Cumulative Average Inventory Cost.
Wp Cum Turn C	Working Plan Cumulative Turn Cost.
Wp EOP Inv C	Working Plan End of Period Inventory Cost.
Wp EOP Inv var Ly C%	Working Plan End of Period Inventory variance to Last Year Cost %.
Wp GP	Working Plan Gross Profit.
Wp GP %	Working Plan Gross Profit.
Wp GPROI	Working Plan Gross Profit Return on Investment.
Wp Inv Adj R	Working Plan Inventory Adjustments Retail.
Wp Receipts C	Working Plan Receipts Cost.
Wp Sls C	Working Plan Sales Cost.
Wp Sls cont Time C%	Working Plan Sales Current Period contribution to Parent Time Cost %.
Wp Sls var Ly C%	Working Plan Sales variance to Last Year Cost %.
Wp Value Plan Comments	Working Plan Value Plan Comments.

Review MFP Plan Tab

The following sections describe the worksheets available under the Review MFP Plan tab:

- Review MFP Op Plan worksheet
- Review MFP Cp Plan worksheet

Review MFP Op Plan Worksheet

Location	Product	Calendar					
Canada Store	STRAIGHT LEG						
		10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
BOP Inv U		0	0	3,270	2,710	4,450	3,830
MFP Op BOP Inv U		0	0	0	0	0	0
BOP Inv cont MFP Op U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sls U		0	730	560	1,260	620	830
MFP Op Sls U		0	0	0	0	0	0
Sls cont MFP Op U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Receipts U		0					
MFP Op Receipts U		0	0	0	0	0	0
Wp Rcpts cont MFP Op U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EOP Inv U		0	3,270	2,710	4,450	3,830	7,000
MFP Op EOP Inv U		0	0	0	0	0	0
EOP Inv cont MFP Op U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cum Avg Inv U		0	1,090	1,495	2,086	2,377	3,037
MFP Op Cum Avg Inv U		0	0	0	0	0	0

Review MFP Op Plan Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
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 Cum Avg Inv C	MFP Original Plan Cumulative Average Inventory Cost.
MFP Op Cum Avg Inv R	MFP Original Plan Cumulative Average Inventory Retail.
MFP Op Cum Avg Inv U	MFP Original Plan Cumulative Average Inventory Units.
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.
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.

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

Measure	Description
Wp EOP Inv cont MFP Op R%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Original Plan Unit %.
Wp EOP Inv cont MFP Op U%	Working Plan End of Period Inventory contribution to Merchandise Financial Plan Original Plan Unit %.
Wp EOP Inv R	Working Plan End of Period Inventory Retail.
Wp EOP Inv U	Working Plan End of Period Inventory Units.
Wp GP	Working Plan Gross Profit.
Wp GP cont MFP Op R%	Working Plan Gross Profit contribution to Merchandise Financial Plan Original Plan %.
Wp MD cont MFP Op R%	Working Plan Total Markdowns (Clearance + Promotional + Regular) contribution to Merchandise Financial Plan Original Plan Retail %.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp Rcpts cont MFP Op C%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Rcpts cont MFP Op R%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Receipts %.
Wp Rcpts cont MFP Op U%	Working Plan Receipts contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Receipts C	Working Plan Receipts Cost.
Wp Receipts R	Working Plan Receipts Retail.
Wp Receipts U	Working Plan Receipts Units.
Wp Sls C	Working Plan Sales Cost.
Wp Sls cont MFP Op C%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Cost %.
Wp Sls cont MFP Op R%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Retail %.
Wp Sls cont MFP Op U%	Working Plan Sales contribution to Merchandise Financial Plan Original Plan Unit %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls U	Working Plan Sales Units.
Wp Target Comments	Working Plan Target Comments.

Review MFP Cp Plan Worksheet

Review MFP Cp Plan						
Location	Product	Calendar				
Canada Store	STRAIGHT LEG					
	10/2/2004	10/9/2004	10/16/2004	10/23/2004	10/30/2004	11/6/2004
BOP Inv U	0	0	3,270	2,710	4,450	3,830
MFP Cp BOP Inv U	0	0	0	0	0	0
BOP Inv cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sls U	0	730	560	1,260	620	830
MFP Cp Sls U	0	0	0	0	0	0
Sls cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Receipts U	0	4,000	0	3,000	0	4,000
MFP Cp Receipts U	0	0	0	0	0	0
Wp Rcpts cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EOP Inv U	0	3,270	2,710	4,450	3,830	7,000
MFP Cp EOP Inv U	0	0	0	0	0	0
EOP Inv cont MFP Cp U%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Cum Avg Inv U	0	1,090	1,495	2,086	2,377	3,037
MFP Cp Cum Avg Inv U	0	0	0	0	0	0

Review MFP Cp Plan Worksheet

The following table lists the measures available on this worksheet.

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 Cum Avg Inv C	MFP Current Plan Cumulative Average Inventory Cost.
MFP Cp Cum Avg Inv R	MFP Current Plan Cumulative Average Inventory Retail.
MFP Cp Cum Avg Inv U	MFP Current Plan Cumulative Average Inventory Units.
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.
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.
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.
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.

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

Measure	Description
Wp GP cont MFP Cp R%	Working Plan Gross Profit contribution to Merchandise Financial Plan Current Plan %.
Wp MD cont MFP Cp R%	Working Plan Total Markdowns (Clearance + Promotional + Regular) contribution to Merchandise Financial Plan Current Plan Retail %.
Wp MD R	Working Plan Total Markdowns (Clearance + Promotional + Regular) Retail.
Wp Rcpts cont MFP Cp C%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Rcpts cont MFP Cp R%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Retail %.
Wp Rcpts cont MFP Cp U%	Working Plan Receipts contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Receipts C	Working Plan Receipts Cost.
Wp Receipts R	Working Plan Receipts Retail.
Wp Receipts U	Working Plan Receipts Units.
Wp Sls C	Working Plan Sales Cost.
Wp Sls cont MFP Cp C%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Cost %.
Wp Sls cont MFP Cp R%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Retail %.
Wp Sls cont MFP Cp U%	Working Plan Sales contribution to Merchandise Financial Plan Current Plan Unit %.
Wp Sls R	Working Plan Sales Retail.
Wp Sls U	Working Plan Sales Units.
Wp Target Comments	Working Plan Target Comments.

Approval Tab

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

- Approval worksheet

Approval Worksheet

Approval Worksheet

The following table lists the measures available on this worksheet.

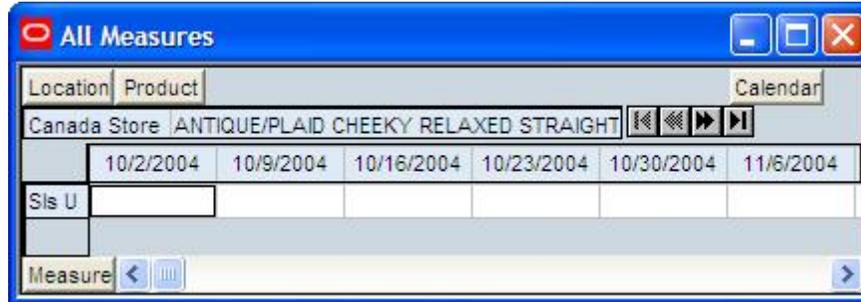
Measure	Description
Cp Last Approved By	Current Plan Approver Name.
Cp Last Approved Comments	Current Plan Approval Comments.
Cp Last Approved Date	Current Plan Approval Date.
Op Last Approved By	Original Plan Approver Name.
Op Last Approved Comments	Original Plan Approval Comments.
Op Last Approved Date	Original Plan Approval Date.
Wp Approval Comments	Working Plan Approval Comments.
Wp Approve	Working Plan Approve.
Wp Last Approval Action	Working Plan Last Approval Action.

All Measures Tab

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

- All Measures worksheet

All Measures Worksheet



All Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Wp Sls U	Working Plan Sales Units.

Enable OP Approval Workbook

Overview

The Enable OP Approval workbook template is used by the administrator only. The purpose of this workbook is to facilitate the enablement of quarterly Original Plan approval. The Planner cannot approve plans to Original Plan status without the administrator first taking action in this workbook.

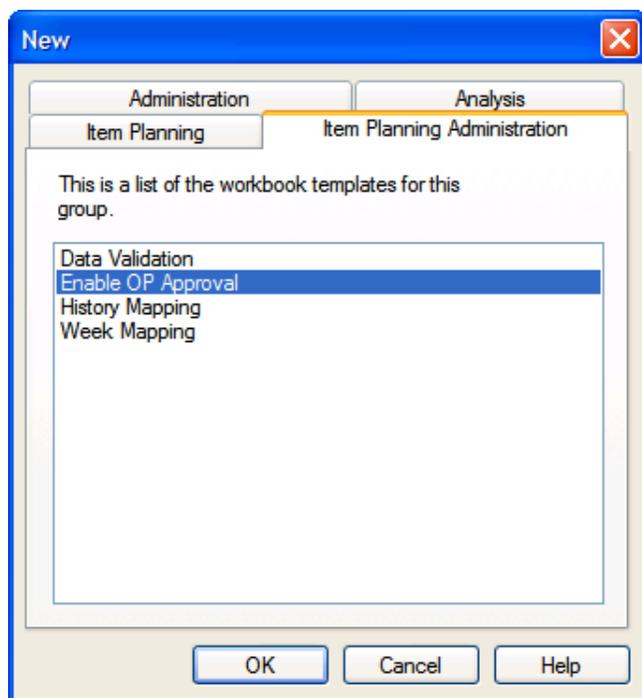
The Enable OP Approval workbook contains the following tab and worksheet:

- Allow OP Approval tab
 - Allow OP Approval worksheet

Enable OP Approval Workbook Wizard

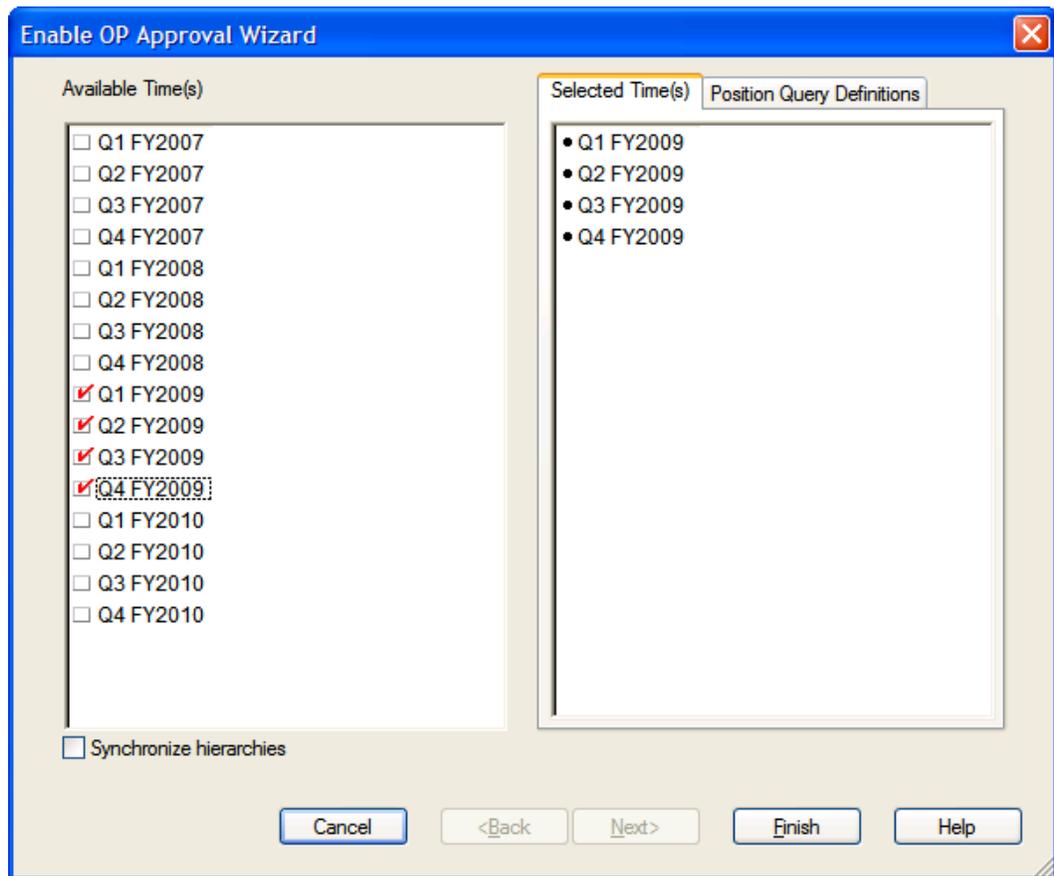
To open an Enable OP Approval workbook:

1. Select **File – New**, or click the **New** button.
2. On the **Item Planning Administration** tab, select **Enable OP Approval** and click **OK**.



Creating a New Enable OP Approval Workbook

3. The **Available Time(s)** screen appears. Select the time period you would like to examine, and click **Finish**.



Enable OP Approval Workbook Wizard – Available Time(s) Screen

The Enable OP Approval workbook builds.

Allow OP Approval Tab

The following section describes the worksheet available under the Allow OP Approval tab:

- Allow OP Approval worksheet

Allow OP Approval Worksheet



Allow OP Approval Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
Op Approval Enabled	Checkbox to display action has been taken.

Data Validation Workbook

Overview

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

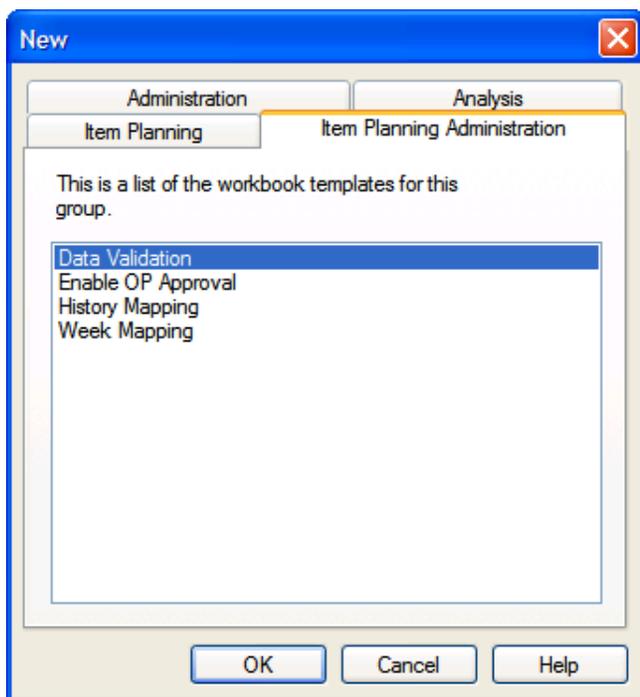
The Data Validation workbook contains the following tab and worksheets:

- Data Validation tab
 - Item Planning Measures worksheet
 - MFP Measures worksheet
 - Default Measures worksheet
 - Assortment Planning Measures worksheet

Data Validation Workbook Wizard

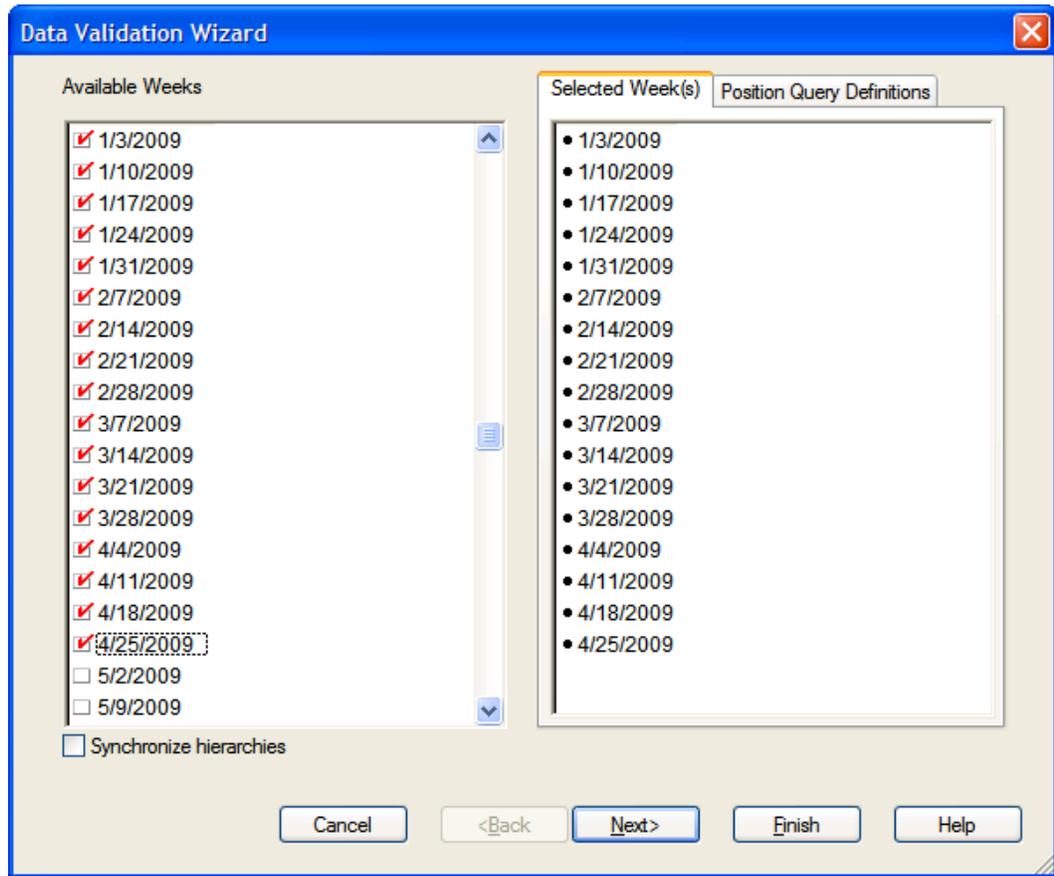
To open a Data Validation workbook:

1. Select **File – New**, or click the **New** button.
2. On the Item Planning Administration tab, select **Data Validation** and click **OK**.



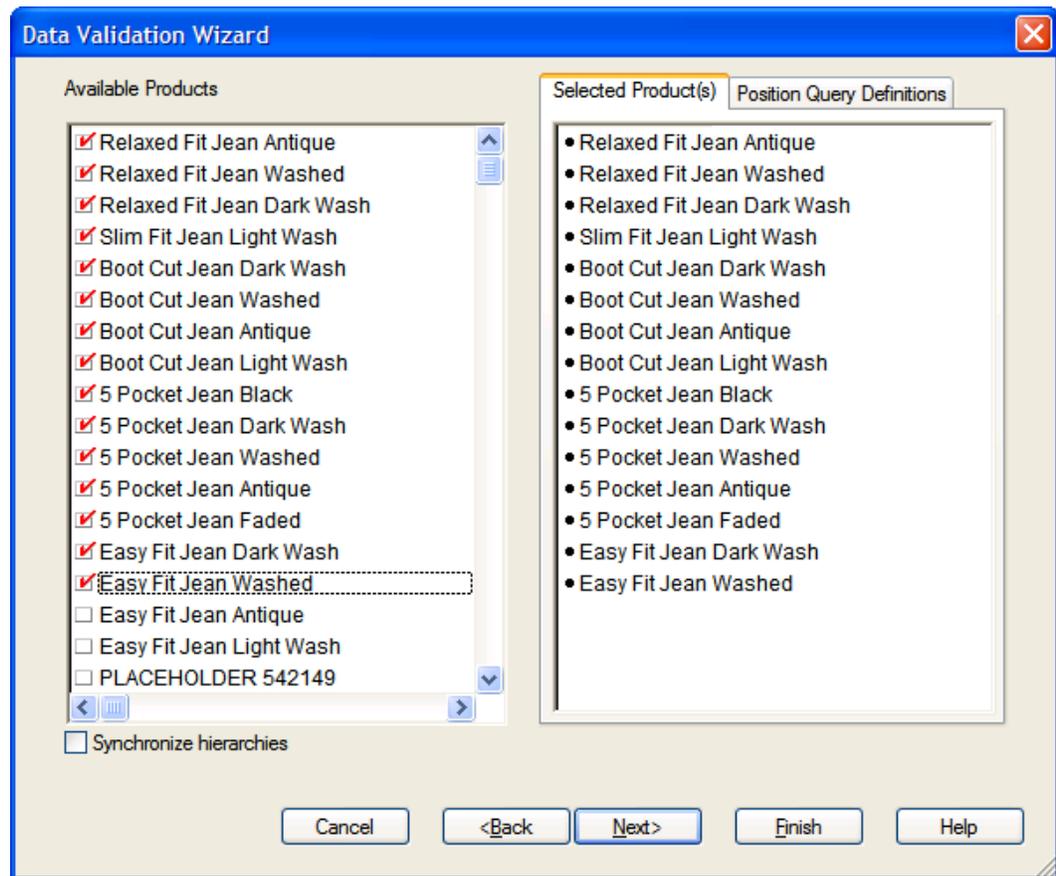
Creating a New Data Validation Workbook

3. The **Available Weeks** screen appears. Select the weeks you would like to examine, and click **Next**.



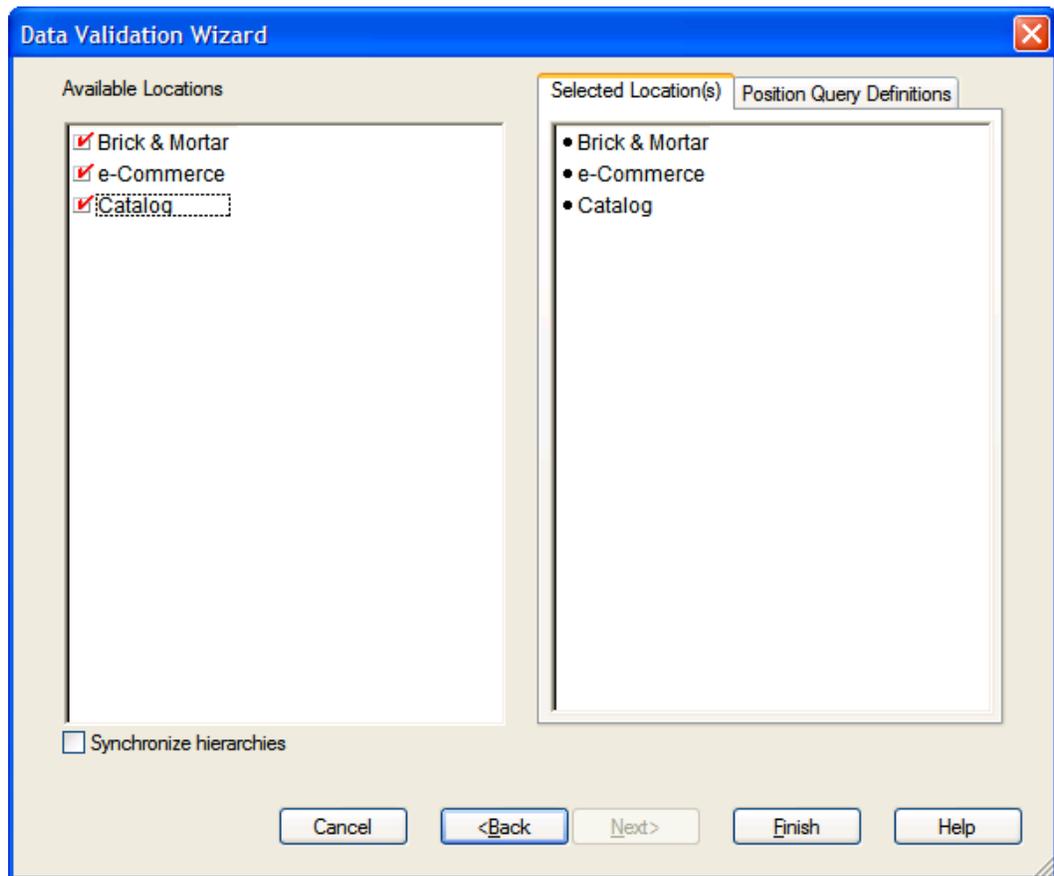
Data Validation Workbook Wizard – Available Weeks Screen

4. The **Available Products** screen appears. Select the products you would like to examine, and click **Next**.



Data Validation Workbook Wizard – Available Products Screen

5. The **Available Locations** screen appears. Select the locations you would like to examine, and click **Finish**.



Data Validation Workbook Wizard – Available Locations Screen

The Data Validation workbook builds.

Data Validation Tab

The following sections describe the worksheets available under the Data Validation tab:

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

Item Planning Measures Worksheet

Location	Product	Calendar				
Brick & Mortar	5 Pocket Jean Antique	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
Wp BOP Clr C		0.00	0.00	0.00	0.00	0.00
Wp BOP Clr R		0.00	0.00	0.00	0.00	0.00
Wp BOP Clr U		1,876	1,876	1,876	1,876	1,876
Wp BOP Reg C		-2,311.35	-2,311.35	-2,311.35	-2,311.35	-2,311.35
Wp BOP Reg R		-3,232.00	-3,232.00	-3,232.00	-3,232.00	-3,232.00
Wp BOP Reg U		-202	-202	-202	-202	-202
Wp EOP Clr C		0.00	0.00	0.00	0.00	0.00
Wp EOP Clr R		0.00	0.00	0.00	0.00	0.00
Wp EOP Clr U		1,876	1,876	1,876	1,876	1,876
Wp EOP Reg C		-2,311.35	-2,311.35	-2,311.35	-2,311.35	-2,311.35

Item Planning Measures Worksheet

The following table lists the measures available on this worksheet.

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.
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 MD Allowance R	Working Plan Markdown Allowances Retail.
Wp On Order C	Working Plan On Order Cost.

Measure	Description
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 Worksheet

Measure	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
MFP Cp BOP Inv C	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
MFP Cp BOP Inv U	0	0	0	0	0
MFP Cp COGS C	0.00	0.00	0.00	0.00	0.00
MFP Cp EOP Inv C	0.00	0.00	0.00	0.00	0.00
MFP Cp EOP Inv R	0.00	0.00	0.00	0.00	0.00
MFP Cp EOP Inv U	0	0	0	0	0
MFP Cp GP	0.00	0.00	0.00	0.00	0.00

MFP Measures Worksheet

The following table lists the measures available on this worksheet.

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.

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 Net Sls R	MFP Current Plan Net Sales 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 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 Net Sls R	MFP Original Plan Net Sales 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 Sls R	MFP Original Plan Sales Retail.
MFP Op Sls U	MFP Original Plan Sales Units.

Default Measures Worksheet

Location	Product	Calendar				
1000 Charlotte	5 Pocket Jean Antique	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
DR Ty BOP Clr C		0.00	0.00	0.00	0.00	0.00
DR Ty BOP Clr R		0.00	0.00	0.00	0.00	0.00
DR Ty BOP Clr U		0	0	0	0	0
DR Ty BOP Reg C		183.08	0.00	0.00	0.00	0.00
DR Ty BOP Reg R		256.00	0.00	0.00	0.00	0.00
DR Ty BOP Reg U		16	0	0	0	0
DR Ty EOP Clr C		0.00	0.00	938.28	0.00	0.00
DR Ty EOP Clr R		0.00	0.00	1,312.00	0.00	0.00
DR Ty EOP Clr U		0	0	82	0	0
DR Ty EOP Reg C		0.00	0.00	148.75	0.00	240.29

Default Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
DR Ty COP Clr C	Default Role used for loading measures This Year Beginning of Period Clearance Cost.
DR Ty COP Clr R	Default Role used for loading measures This Year Beginning of Period Clearance Retail.
DR Ty COP Clr U	Default Role used for loading measures This Year Beginning of Period Clearance Units.
DR Ty BOP Reg C	Default Role used for Loading Measures This Year Regular Beginning of Period Inventory Cost.
DR Ty BOP Reg R	Default Role used for Loading Measures This Year Regular Beginning of Period Inventory Retail.
DR Ty BOP Reg U	Default Role used for Loading Measures This Year Regular Beginning of Period Inventory Units.
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.
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.

Measure	Description
DR Ty MD Allowance R	Default Role used for Loading Measures This Year Markdown Allowances Retail.
DR Ty On Order C	Default Role used for Loading Measures This Year On Order Cost.
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.

Assortment Planning Measures Worksheet

Location	Product	Calendar				
Brick & Mortar	5 Pocket Jean Antique	1/3/2009	1/10/2009	1/17/2009	1/24/2009	1/31/2009
AP Cp Average Recpts Per Str		0.00%	0.00%	0.00%	0.00%	0.00%
AP Cp Avg Sls Per Str U		0.00%	0.00%	0.00%	0.00%	0.00%
AP Cp EopPerStr U%		0.00%	0.00%	0.00%	0.00%	0.00%
AP Cp GP R%		0.00%	0.00%	0.00%	0.00%	0.00%
AP Cp Gross Margin		0.00	0.00	0.00	0.00	0.00
AP Cp Price AUC		0.00	0.00	0.00	0.00	0.00
AP Cp Price AUR		0.00	0.00	0.00	0.00	0.00
AP Cp Price Clr AUC		0.00	0.00	0.00	0.00	0.00
AP Cp Price Clr AUR		0.00	0.00	0.00	0.00	0.00
AP Cp Price Reg AUC		0.00	0.00	0.00	0.00	0.00

Assortment Planning Measures Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
AP Cp Avg Sls Per Str U	Assortment Planning Current Plan Average Sales per store represented in units.
AP Cp EopPerStr U%	Assortment Planning Current Plan EOP Per Store Unit %.
AP Cp GP R%	Assortment Planning Current Plan Gross Profit Retail %.
AP Cp Gross Margin	Assortment Planning Current Plan Gross Margin.
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.
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.
AP Cp Sls C	Assortment Planning Current Plan Sales Cost.
AP Cp Sls R	Assortment Planning Current Plan Sales Retail.
AP Cp Sls U	Assortment Planning Current Plan Sales Units.

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.
BOP Inv Units	Assortment Planning Current Plan Beginning of Period Inventory Units.
Clearance Markdown Retail	Assortment Planning Current Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.
Clearance Price Change %	Assortment Planning Current Plan Clearance Price Change %.
Clearance Price Retail	Assortment Planning Current Plan Clearance Price Retail.
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 %.
EOP Inv Cost	End of Period Inventory Cost.
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.
First Markdown % Off	Initial Markdown expressed as rate.
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.
Pack Size	Quantity of style / color or styles purchased from Supplier as a pack.
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.
Perm Price Change %	Permanent Price Change expressed as a rate.
Perm Price Retail	Average Unit Retail resulting from a Permanent Price Change.
Product Cost	The cost of the product.
Product Original Ticket Price	Initial retail of product.
Promo Markdown Retail	Promotional Markdowns representing the temporary reduction to the owned inventory price for promotional purposes expressed at Retail.
Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Promo Price Retail	Promotional Price Average Unit Retail.
Receipts Cost	Assortment Planning Current Plan Receipts Cost.
Receipts Retail	Assortment Planning Current Plan Receipts Retail.

Measure	Description
Receipts Units	Receipts expressed as Units.
Regular Sales Retail	Assortment Planning Current Plan Regular Sales Retail.
Regular Sales Cost	Assortment Planning Current Plan Regular Sales Cost.
Regular Sales Units	Assortment Planning Current Plan Regular Sales Units.
Sell Thru %	Assortment Planning Current Plan Sell Thru representing the percent of total available Inventory sold in a period of time Change %.
Start Sales Date	The date the product is expected to start selling.
Store Count	Count of Stores.

Set Initial COE Parameters Workbook

Overview

The Set Initial COE Parameters workbook template is used by the administrator or the end user to set the Exit Week, Salvage Value % Off, and EOL Sell Thru % measures that are exported to COE in batch processing. These parameters are used by COE in the weekly model run to provide an optimized markdown forecast.

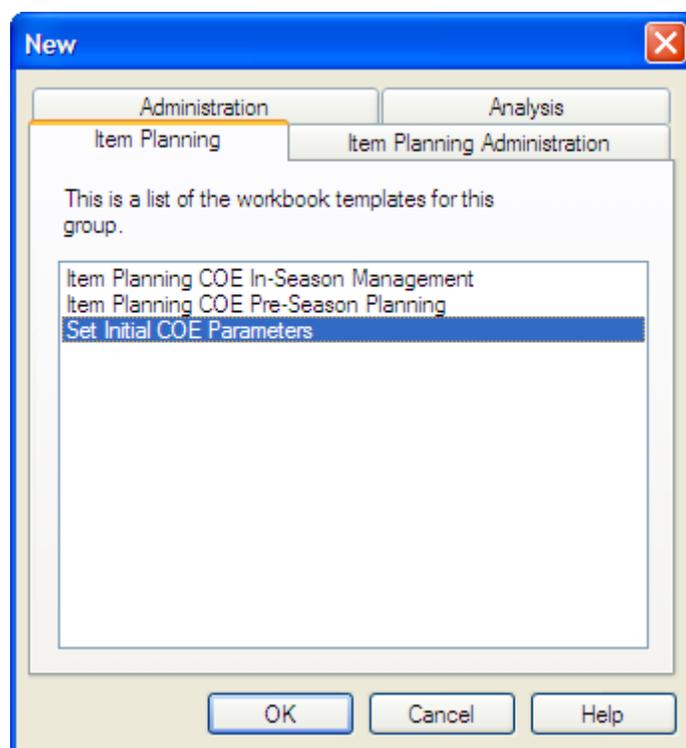
The Set Initial COE Parameters workbook contains the following tab and worksheet:

- Set Initial COE Parameters tab
 - Set Initial COE Parameters worksheet

Set Initial COE Parameters Workbook Wizard

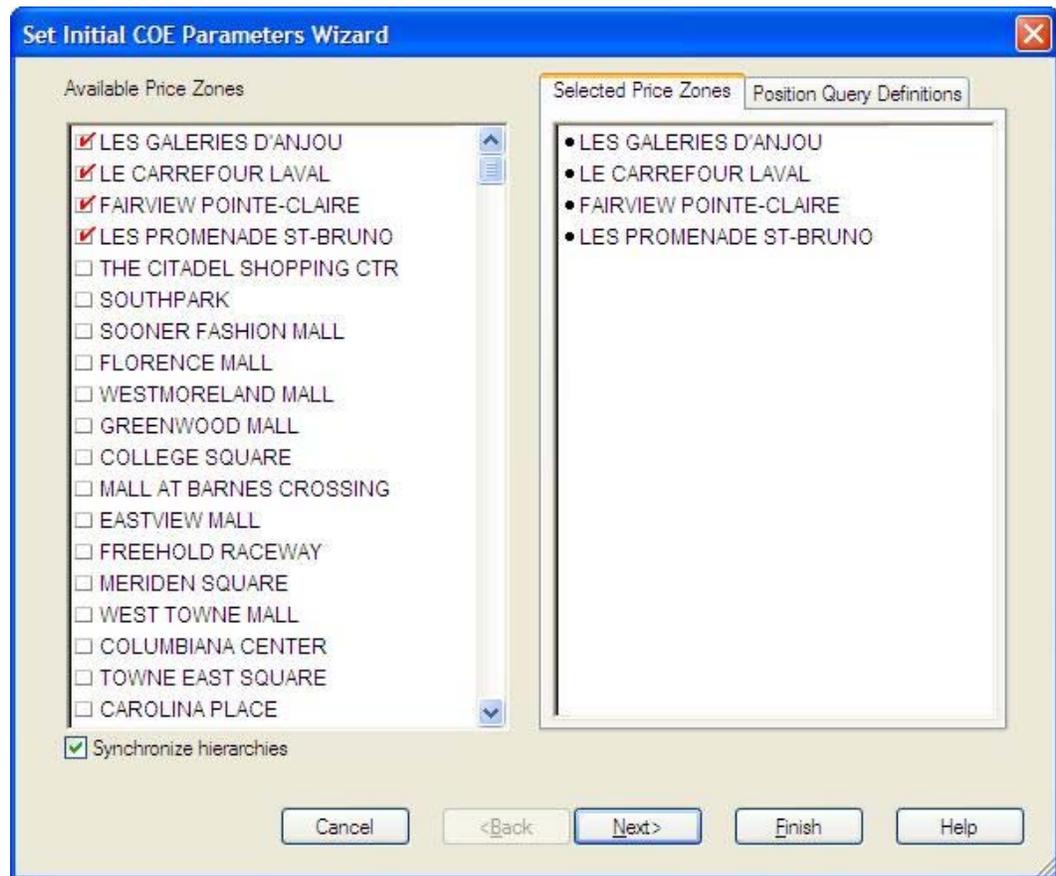
To open a Set Initial COE Parameters workbook:

1. Select **File – New**, or click the **New** button.
2. On the **Item Planning** tab, select **Set Initial COE Parameters** and click **OK**.



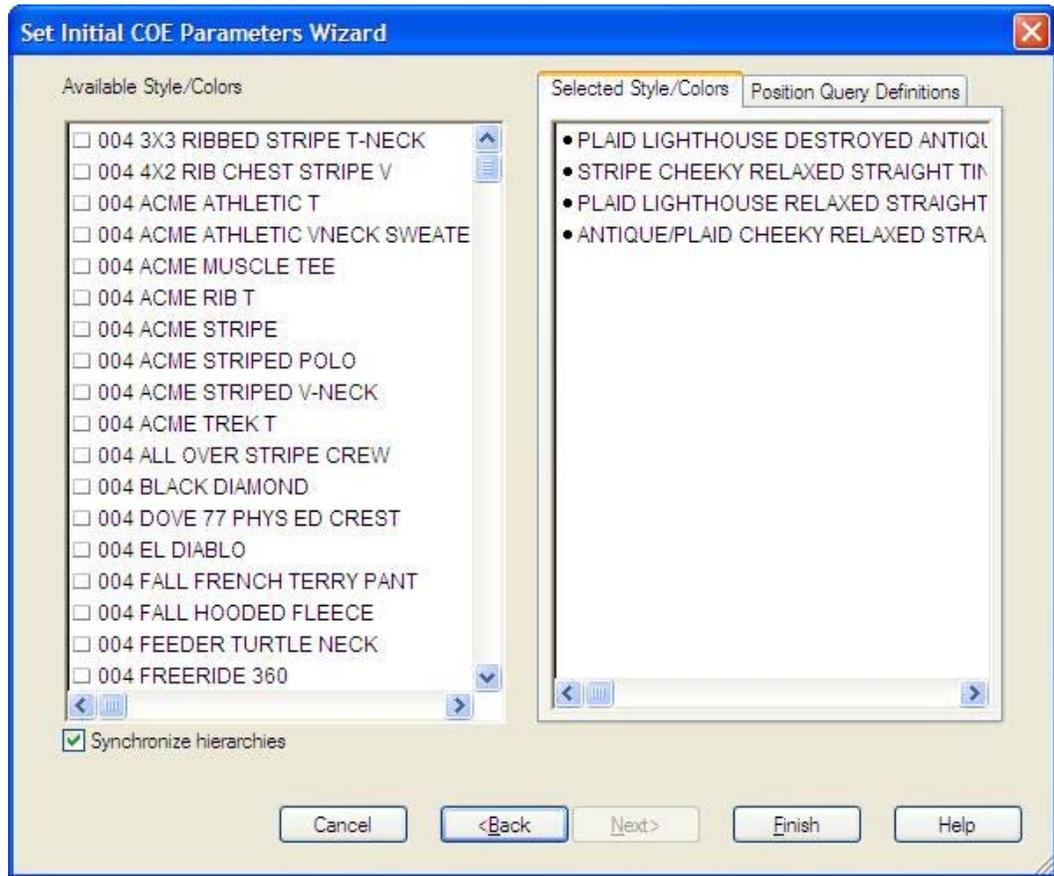
Creating a Set Initial COE Parameters Workbook

3. The Available Price Zones screen appears. Select the price zones you would like to set and click **Next**.



Set Initial COE Parameters Workbook Wizard – Available Price Zones Screen

4. The Available Style/Colors screen appears. Select the style/colors you would like to set, and click **Finish**.



Set Initial COE Parameters Workbook Wizard – Available Style/Colors Screen

The Set Initial COE Parameters workbook builds.

Set Initial COE Parameters Tab

The following section describes the worksheet available under the Set Initial COE Parameters tab:

- Set Initial COE Parameters worksheet

Set Initial COE Parameters Worksheet

Set Initial COE Parameters Worksheet

The following table lists the measures available on this worksheet.

Measure	Description
COE Initial EOL Exit Week	The Exit Date COE uses to calculate the Recommended Clearance Markdown. This measure is a single hierarchy selection that allows the user to select the week ending date of the exit week.
COE Initial EOL Salvage Value % Off	The percent off the Current Ticketed Retail Price that is used to determine the Salvage Value Price for any remaining inventory at the Exit Date.
COE Initial EOL Sell Thru %	The Recommended Sell Thru % used by COE to determine the optimal Recommended Clearance Markdown Price Plan that will achieve the desired Sell Thru %.

After the user has entered in the values, he or she commits the parameters to the RPAS database. Then, the batch process exports these files and transfers them to COE for loading within the COE Business Rules Manager.