

Oracle® Retail Item Planning Configured for COE

User Guide for the RPAS Classic Client

Release 13.2

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Primary Author: Barrett Gaines

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Preface

This guide describes the Item Planning Configured for COE user interface. It provides workbook-by-workbook instructions to complete most tasks that can be performed through the user interface.

Audience

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

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

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

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

- Oracle Retail Item Planning documentation
- Oracle Retail Clearance Optimization Engine documentation
- Oracle Retail Assortment Planning documentation
- Oracle Retail Merchandise Financial Planning documentation
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- Functional and technical description of the problem (include business impact)
- Detailed workbook-by-workbook instructions to re-create
- Exact error message received
- Screen shots of each workbook you take

Review Patch Documentation

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

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

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

Introduction

Oracle Retail 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 Process

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 workbook enhances the following, and prior performance affects plans for future performance. Planning takes input from multiple parties, and communication enhances the process to help drive a financial road map for success. Multiple versions of the plan are created to benchmark success as well as provide insight to opportunities and risk for the in season period.

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

Preseason

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

In-Season

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

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 receives a revised forecast. Within IP COE, analysis of the key planning metrics using both the recommended and revised forecasts takes place in order to execute the optimal markdown recommendation.

Item Planning Benefits

Item level planning provides the following benefits:

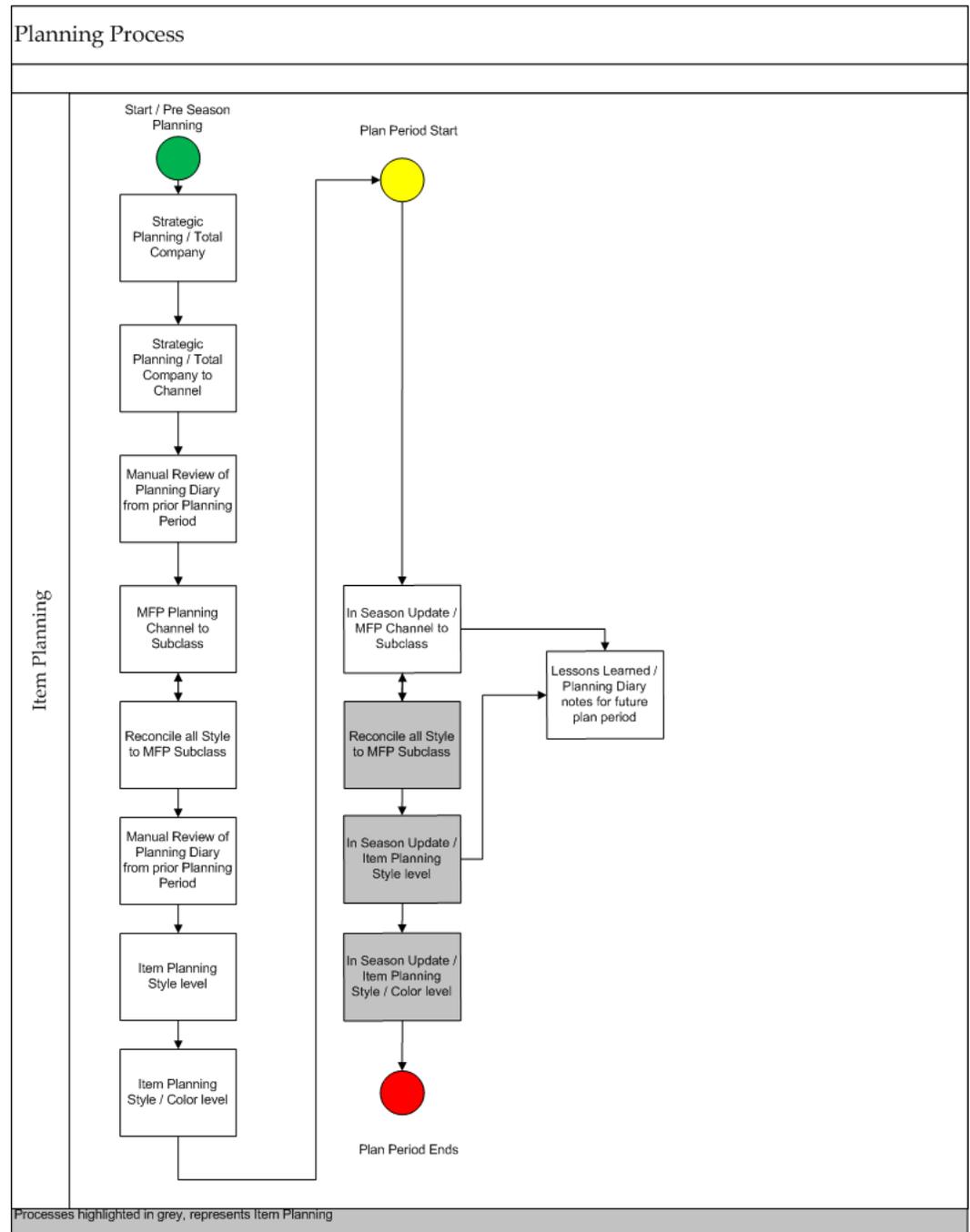
- Quantified financial plans
- Unified financial and item strategies
- A proactive approach towards business trends as opposed to reactive
- More efficient use of inventory
- Reduced markdowns
- Increased profits
- Increased return on investment

Item Planning Features

Item Planning provides the following features:

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

Figure 1-1 Item Planning Process Diagram



Preseason Planning

Prior to the beginning of the plan period, the preseason planning takes place. The process begins with the planner reviewing external and internal data, such as MFP targets, and input from their merchant partners. The planner then maps history where needed for their items that are new, or perhaps have been included in a hierarchy reclassification, and for which the planner would like to specify which history should be utilized by specified items. The 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 planner plans the receipts and inventory flow. If necessary, the planner can at this point move inventory to clearance and plan exit strategies.

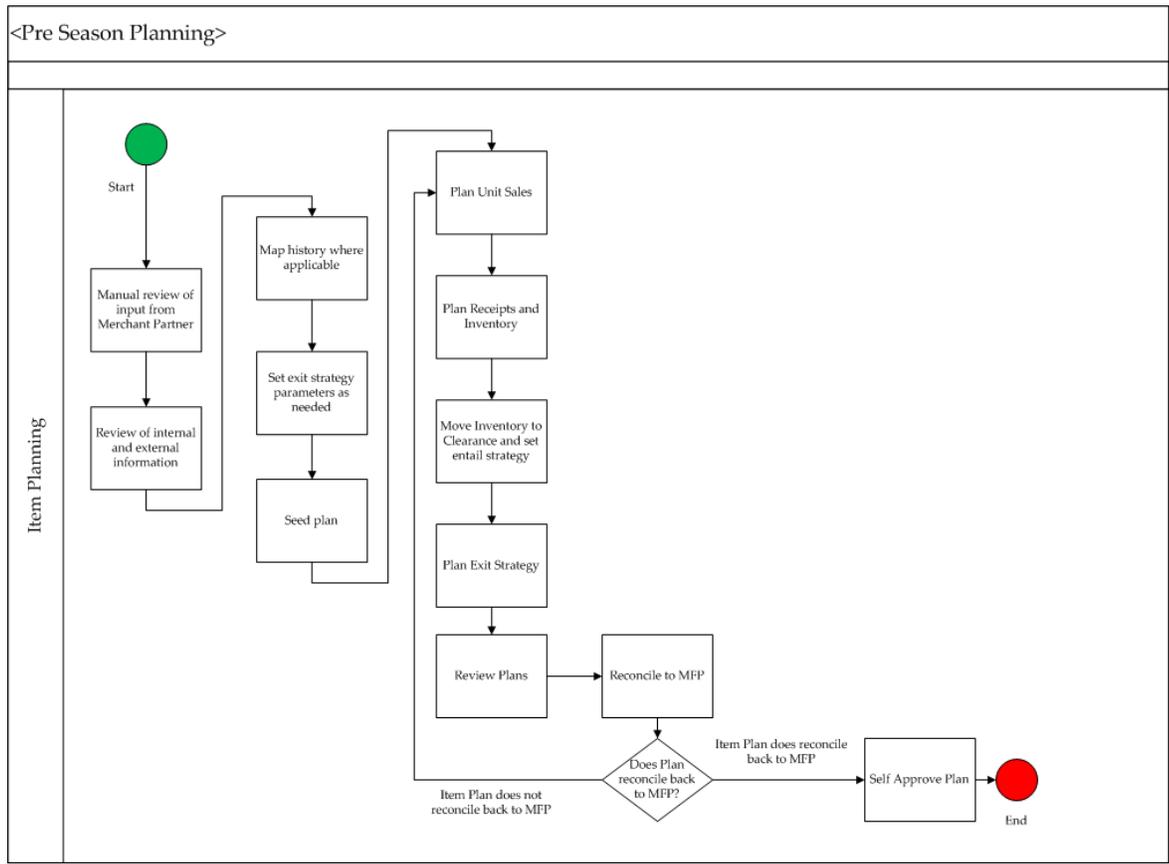
Next, the planner reviews plans to ensure that, when looking at the big picture and all measures, the plan represents the intentions initially set forth.

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

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

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

Figure 1-2 Preseason Planning Diagram



Plan Versions

The following are versions of the plan:

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

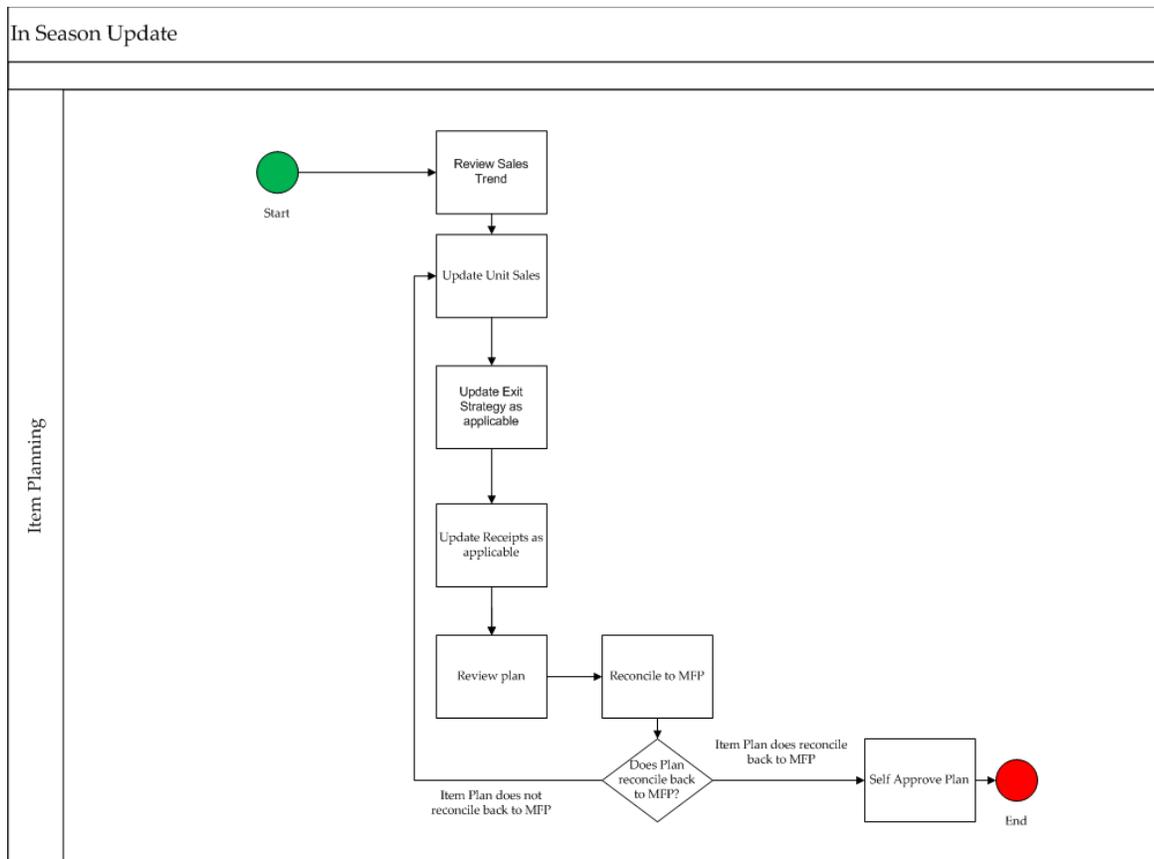
In-Season Management

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

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

Next, the planner adjusts future receipts as needed. 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 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 planner goes back to unit sales and performs adjustments as necessary. This process continues until the item plan is reconciled to the MFP plan.

Figure 1-3 In-Season Planning



Workflow Overview

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

Table 1-1 Workflow Overview

Tab	Purpose	User Activity
Dashboard	Provide Insight	Review specific potential issues for more investigation and follow up for: <ul style="list-style-type: none"> ■ Gross Profit ■ Markdowns ■ Sales ■ Sell Through % ■ Turnover
Getting Started	Seed Plan as Applicable	Seed plan using either LY, Adjusted LY, or AP data.

Table 1-1 (Cont.) Workflow Overview

Tab	Purpose	User Activity
Unit Sales	Review Unit Sales	<ul style="list-style-type: none"> ■ Review/revise weekly regular retail price. ■ Review/revise weekly cost price. ■ Review weekly marketing strategy. ■ Review weekly promotional price or % reduction. ■ Revise anticipated promotional sales lift. ■ Review resulting promotional unit sales. ■ Review resulting regular plus promotional unit sales. ■ Enter sales planning observations in the text field provided.
Inv Receipts	Review Inventory and Receipts	<ul style="list-style-type: none"> ■ Review current on order. ■ Plan additional receipts/cancellations. ■ Assess resulting inventories. ■ Re-project units to be sent to clearance status. ■ Revise receipts if necessary. ■ Enter inventory and receipt planning comments in text measure provided.
Exit Strategy	Review Exit Strategy	<ul style="list-style-type: none"> ■ Review/adjust weekly sell through to derive sales. ■ Revise clearance timing and pricing strategy. ■ Review impact on markdown dollars. ■ Apply markdown allowances. ■ Review resulting gross margin dollars and percent. ■ Adjust exit strategy as necessary. ■ Enter Exit Strategy comments in text measure provided.
Review Plans	Review Unit Plan	<ul style="list-style-type: none"> ■ Review compiled unit plan. ■ Return to initial planning processes to make pricing, sales, and receipt adjustments.
Review MFP Plan	Review Targets	<ul style="list-style-type: none"> ■ Compare results of the aggregated unit plans to the class level financial unit and value targets. ■ Return to initial planning process workbooks to make pricing, sales, and receipt adjustments.
Approval	Approval	Indicate approved plan week using Boolean check.
All Measures	Review all Measures	Review all Measures, or user can specify groups of measures to review using show/hide functionality.

Week Mapping

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

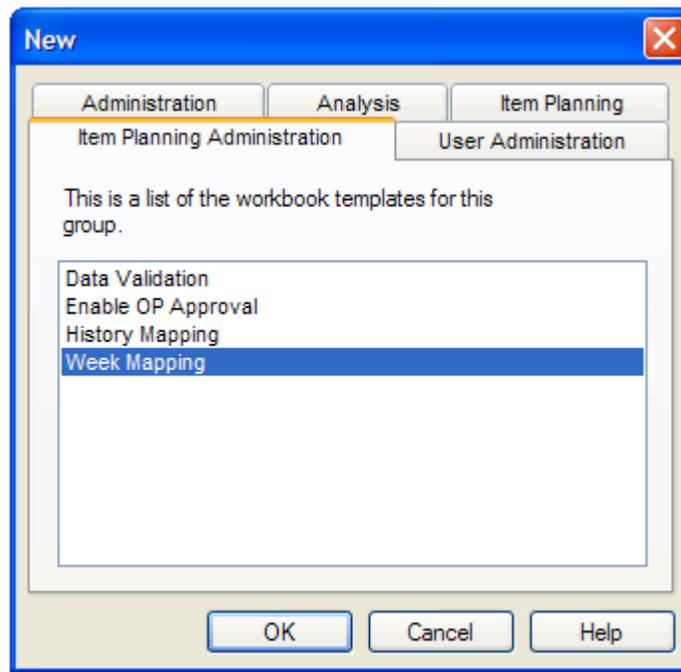
The Week Mapping workbook contains one worksheet: Week Mapping.

Building the Week Mapping Workbook

To build a Week Mapping workbook:

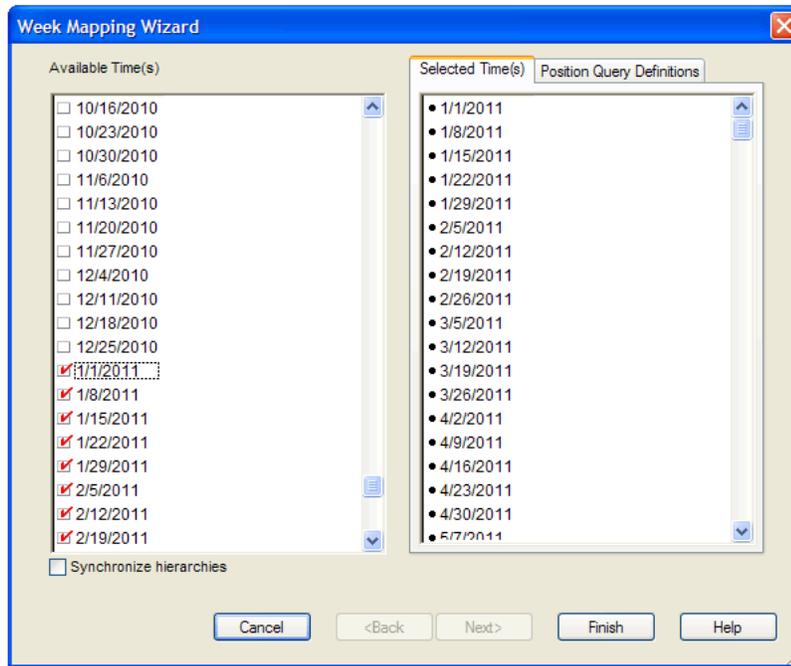
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Week Mapping** and click **OK**.

Figure 2-1 New Workbook Dialog Box



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

Figure 2–2 Week Mapping Wizard



The workbook is built.

Week Mapping

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

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

Figure 2–3 Set LY Mappings Worksheet

	Ly Lag	Adj Ly Lag	Measure
1/1/2011	20111231	20111231	
1/8/2011	20120107	20120107	
1/15/2011	20120114	20120114	
1/22/2011	20120121	20120121	
1/29/2011	20120128	20120128	
2/5/2011	20120204	20120204	
2/12/2011			
2/19/2011			
2/26/2011			
3/5/2011			
3/12/2011			
3/19/2011			
3/26/2011			
4/2/2011			
4/9/2011			
4/16/2011			
4/23/2011			
4/30/2011			
5/7/2011	20110507	20110507	
5/14/2011	20110514	20110514	

Table 2–1 Set LY Mappings Worksheet Measures

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

History Mapping

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

The History Mapping workbook contains two worksheets:

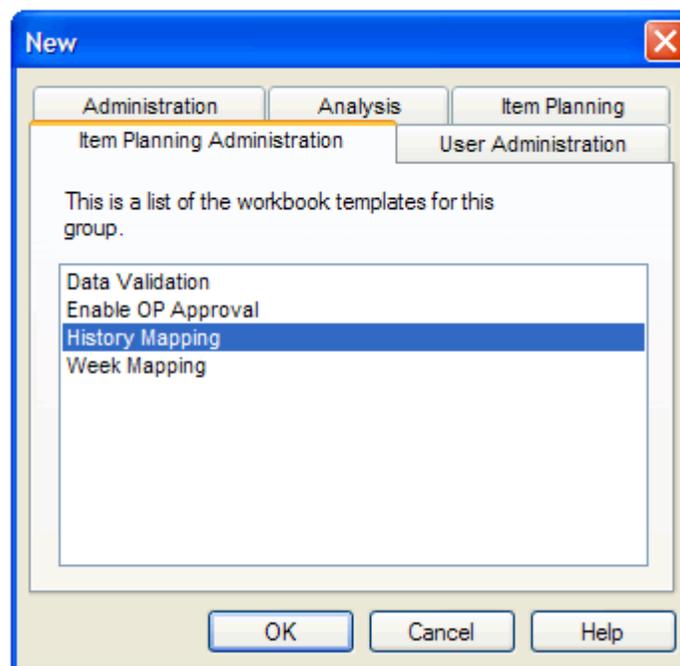
- [Map Items](#)
- [Validate Mapping](#)

Building the History Mapping Workbook

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

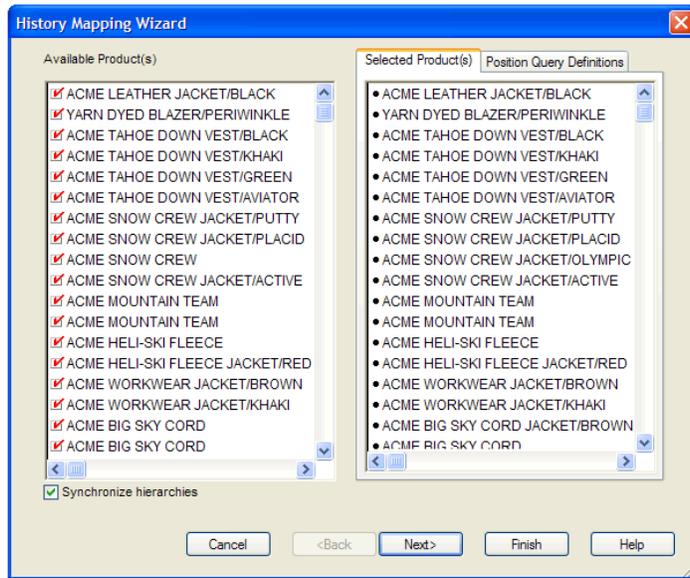
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **History Mapping** and click **OK**.

Figure 3–1 New Workbook Dialog Box



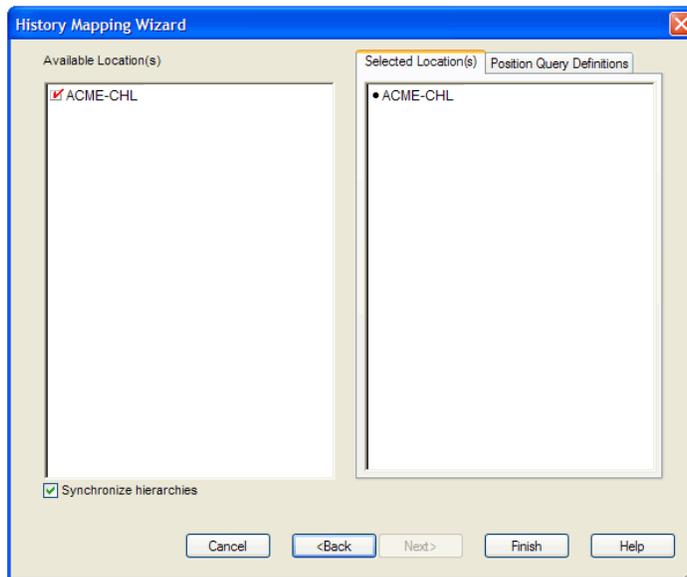
3. The History Mapping Workbook Wizard appears at the Select Products step. Select the products you want to map and click Next.

Figure 3–2 Week Mapping Workbook Wizard: Select Products



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

Figure 3–3 Week Mapping Workbook Wizard: Select Channel



The workbook is built.

Map Items

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

Figure 3–4 Map Items Worksheet

Product	History Item
1977 APPLIQUE/PEARL	
21 WALE CORD MIN/HIGHLIGHT	
3/4 OPENNECK RAGLAN TEE/KELLY	3/4 SLEEVE BASEBALL
3/4 OPENNECK RAGLAN TEE/LANGOUSTINE	3/4 SLEEVE BASEBALL
3/4 OPENNECK RAGLAN TEE/MARINA	3/4 SLEEVE BASEBALL
3/4 OPENNECK RAGLAN TEE/ROUGE	3/4 SLEEVE BASEBALL
3/4 OPENNECK RAGLAN TEE/WHITE	3/4 SLEEVE BASEBALL
3/4 OPENNECK RAGLAN TEE/YOGART	3/4 SLEEVE BASEBALL
3/4 SLEEVE BASEBALL TEE/ACADAMY GREEN	
3/4 SLEEVE BASEBALL TEE/ATLANTIC	
3/4 SLEEVE BASEBALL TEE/CAMPFIRE	
3/4 SLEEVE BASEBALL TEE/RED STRIPE	
3/4 SLEEVE BASEBALL TEE/SAPPHIRE BLUE	
3/4 SLEEVE BASEBALL TEE/SEAL	
3/4 SLV FAVORITE TEE/ATMOSPHERE	
3/4 SLV FAVORITE TEE/BLACK	
3/4 SLV FAVORITE TEE/FROSTING	
3/4 SLV FAVORITE TEE/SPELLBOUND	
3/4 SLV FAVORITE TEE/STRINGBEAN	
3/4 SLV FAVORITE TEE/WHITE	

Table 3–1 Set LY Mappings Worksheet Measures

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

Validate Mapping

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

Figure 3–5 Review Mapped Sales Worksheet

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

Table 3–2 Review Mapped Sales Worksheet Measures

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

Set Initial COE Parameters

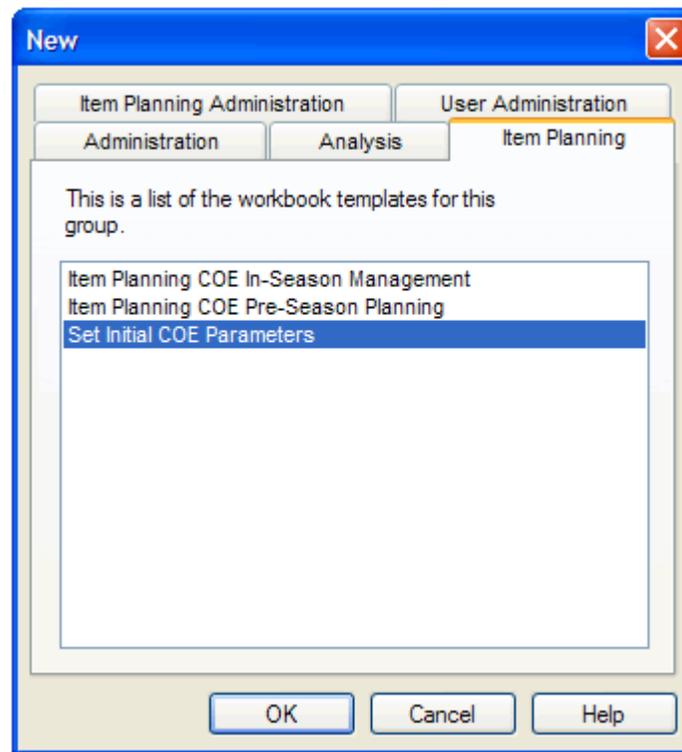
The Set Initial COE Parameters workbook is used to set the Exit Week, Salvage Value % Off, and EOL Sell Thru % measures that are exported to COE in batch processing. These parameters are used by COE in the weekly model run to provide an optimized markdown forecast.

Building the Set Initial COE Parameters Workbook

To build the workbook, perform the following steps.

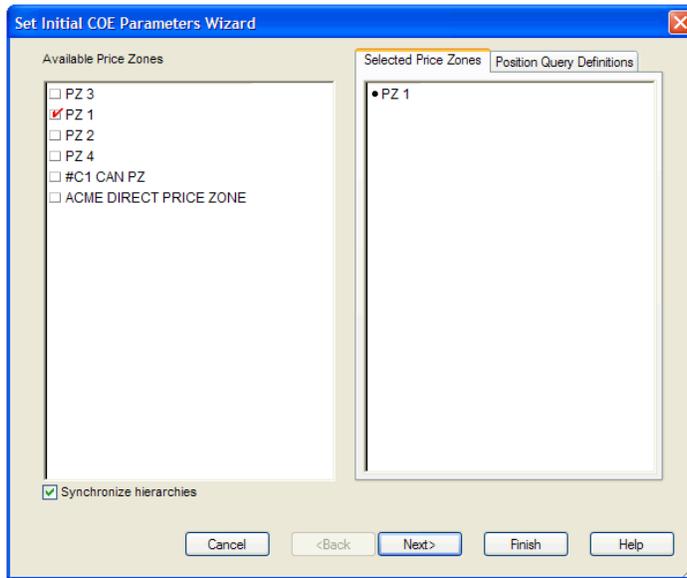
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning tab, select **Set Initial COE Parameters** and click **OK**.

Figure 4–1 New Workbook Dialog Box



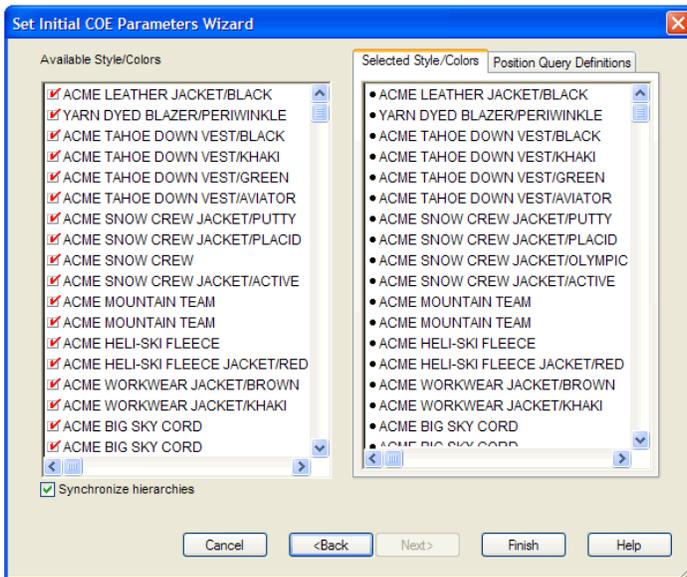
3. The workbook wizard opens at the Price Zone step. Select the price zones that you want to plan. Click **Next**.

Figure 4–2 Workbook Wizard: Price Zone Selection



4. The Product Selection step of the workbook wizard appears. Select the style/colors you want to plan. Click **Finish**.

Figure 4–3 Workbook Wizard: Product Selection



The workbook is built, and the Set Initial COE Parameters worksheet opens.

Set Initial COE Parameters

In the Set Initial COE Parameters worksheet, set the exit week, sell through percentage, and salvage value for each style/color.

Figure 4–4 Set Initial COE Parameters Worksheet

Table 4–1 Set Initial COE Parameters Worksheet Measures

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 you have entered the values, commit 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.

Item Planning COE Preseason Planning

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

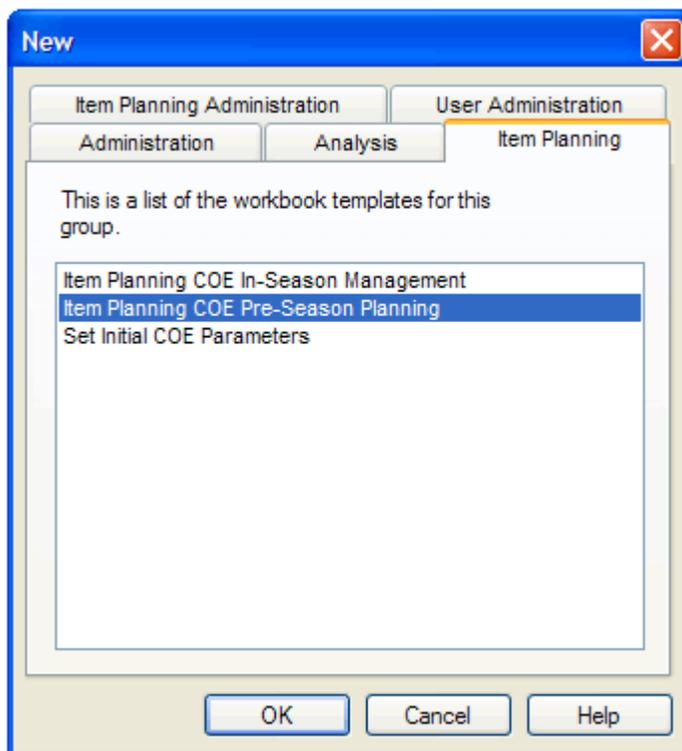
- [Getting Started](#)
- [Unit Sales](#)
- [Inventory and Receipts](#)
- [Exit Strategy](#)
- [Review Plans](#)
- [Review MFP Plans](#)
- [Approval](#)
- [All Measures](#)

Building the Preseason Workbook

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

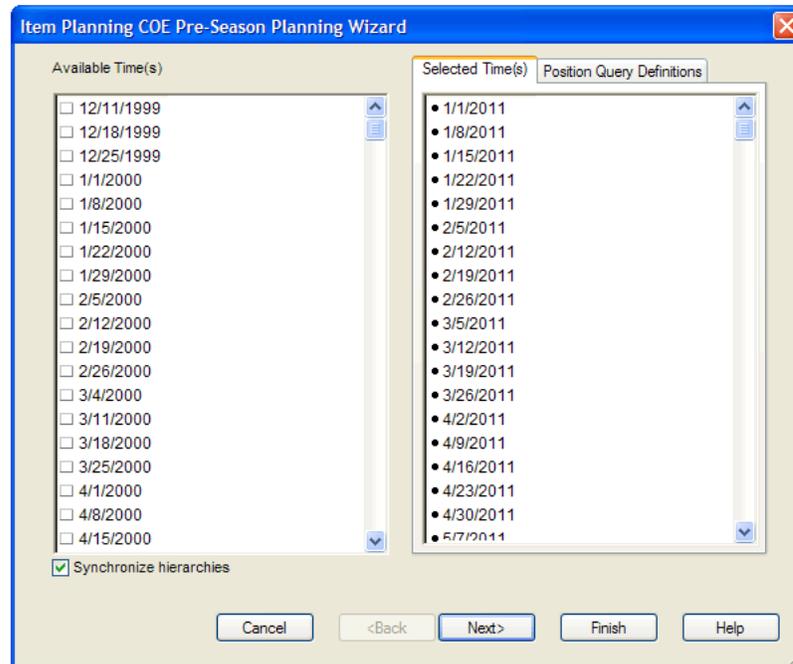
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning tab, select **Item Planning COE Preseason Planning** and click **OK**.

Figure 5–1 New Workbook Dialog Box



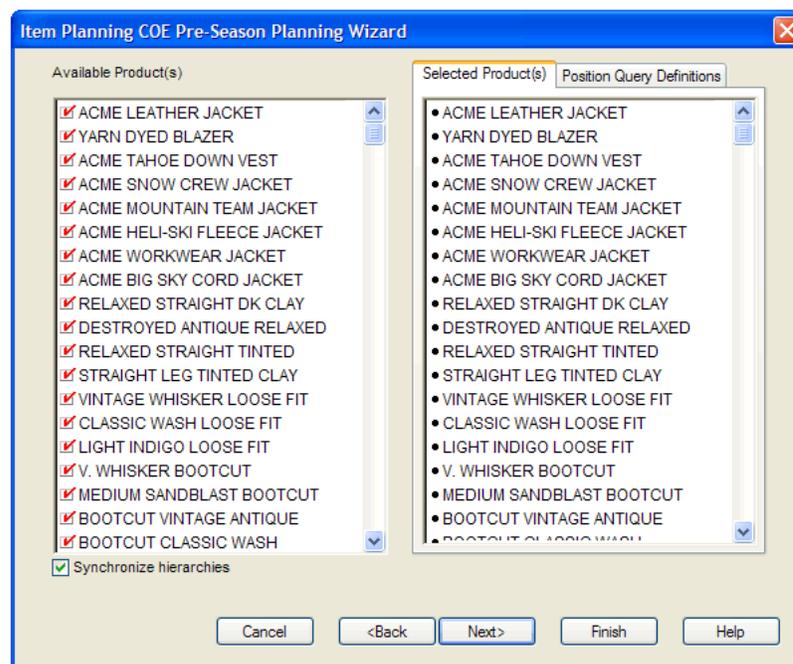
- The workbook wizard opens at the Calendar Selection step. Select the weeks that you want to plan. Click **Next**.

Figure 5–2 Workbook Wizard: Calendar Selection



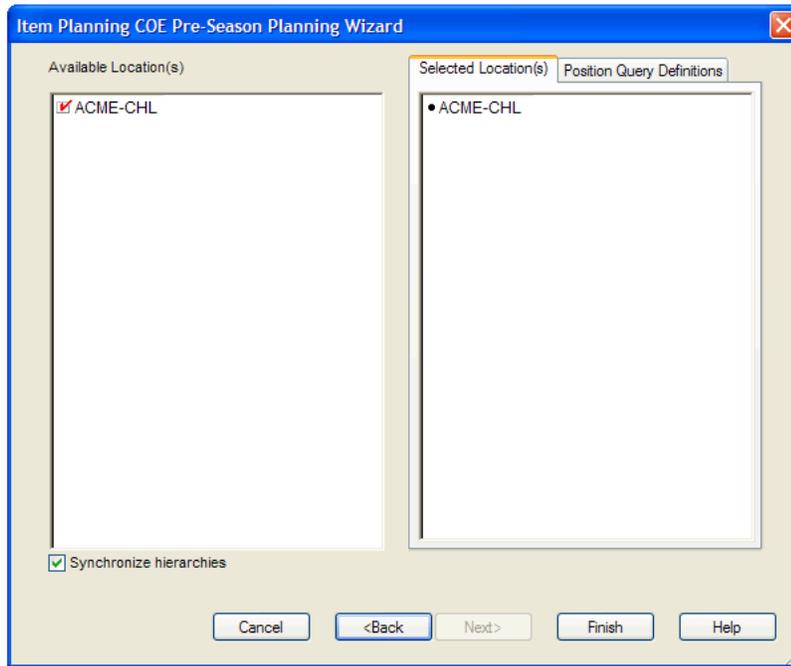
- The Product Selection step of the workbook wizard appears. Select the styles you want to plan. Click **Next**.

Figure 5–3 Workbook Wizard: Product Selection



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

Figure 5–4 Workbook Wizard: Location Selection



The Item Planning COE Preseason Planning workbook opens at the [Getting Started](#) tab.

Getting Started

The Getting Started tab has five worksheets:

- [Seed Worksheet](#)
- [Review Assortment Plan Parameters Worksheet](#)
- [Set Parameters Worksheet](#)
- [Review Assortment Plan Details](#)
- [Review Trend](#)

Seed Worksheet

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

Figure 5–5 Seed Worksheet

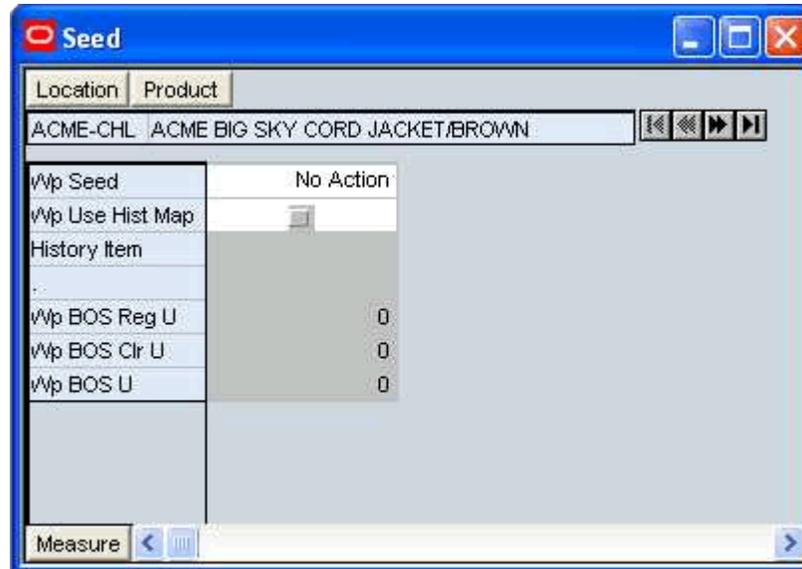


Table 5–1 Seed Worksheet Measures

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

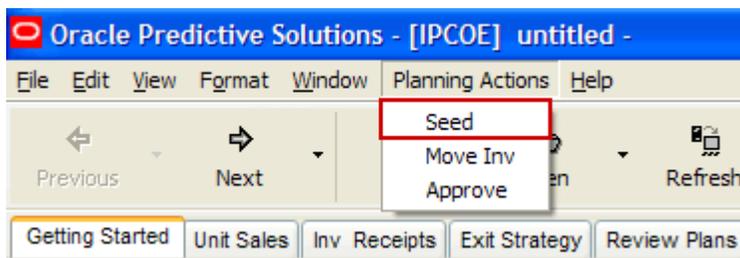
With this worksheet, you can choose to seed your plan with Last Year (Ly), Adjusted Last Year (Adj Ly), or Assortment Planning (AP) data to create a demand curve on which to spread the new plan's initial targets. Or, you can instead choose to not seed the plan, which allows you to create a plan that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

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one, some, or all styles in the workbook, as shown in [Figure 5-5](#).

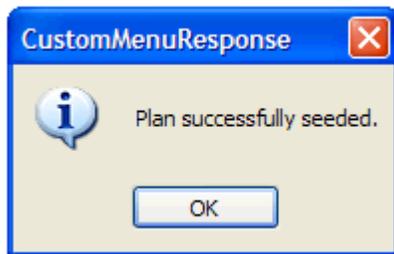
1. Select the style you want to seed.
2. Select the data you want to seed with in the Wp Seed measure. Choose **No Action**, **Ly**, **Adj Ly**, or **AP**.
3. Select **Wp Use Hist Map** if you want to use the data of the style's history item.
4. Enter data for the BOS measures.
5. When you have selected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

Figure 5-6 Seed Option in the Planning Actions Menu



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

Figure 5-7 Seeding Success Message



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

Review Assortment Plan Parameters Worksheet

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

Figure 5–8 Review Assortment Plan Parameters Worksheet

Location	Product	
ACME-CHL	1977 APPLIQUE/PEARL	21 WALE CORD MINVHIGH
Product Original Ticket Price	0.00	0.00
Product Cost	0.00	0.00
Start Sales Date		
Number of weeks at Clearance Price	0	0
Number of Weeks at Regular Price	0	0
Exit Date		

Table 5–2 Review Assortment Plan Parameters Worksheet Measures

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

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

Set Parameters Worksheet

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

Figure 5–9 Set Parameters

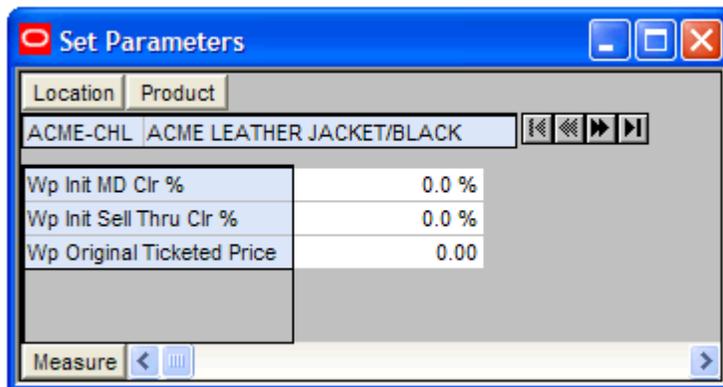


Table 5–3 Set Parameters Worksheet Measures

Measure	Description
Wp Init MD Clr %	The planned initial markdown rate for clearance items.
Wp Init Sell Thru Clr %	The planned initial sell through rate for clearance items.
Wp Original Ticketed Price	The planned original ticket price for an item.

After you have set your parameters review the trend in the [Review Trend](#) worksheet.

Review Trend

Use the Review Trend worksheet to find trends.

Figure 5–10 Review Trend Worksheet

Location	Product	Calendar			
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Sls Reg U		0	0	0	0
Wp Fcst In-Season U		0	8	0	6
Wp Sls Reg var Fcst In-Seas U%		0.0 %	-100.0 %	0.0 %	-100.0 %
Wp Sls Trend U		0	0	0	0
Wp Sls Reg var Sls Trend U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls 6 Wks Trend U		0	0	0	0
Wp Sls Reg var Sls 6 Wks Trend U%		0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U		0	0	0	0
Wp Sls Reg var Cp U%		0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U		0	0	0	0
Wp Sls Reg var Op U%		0.0 %	0.0 %	0.0 %	0.0 %
Ly Sls Reg U		10	33	12	7
Wp Sls Reg var Ly U%		-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Receipts U		0	0	0	0
Wp EOP Reg U		0	0	0	0
Cp EOP Reg U		0	0	0	0
Wp EOP Reg var Cp U%		0.0 %	0.0 %	0.0 %	0.0 %
Op EOP Reg U		0	0	0	0
Wp EOP Reg var Op U%		0.0 %	0.0 %	0.0 %	0.0 %
Ly EOP Reg U		38	10	37	38
Wp EOP Reg var Ly U%		-100.0 %	-100.0 %	-100.0 %	-100.0 %

Table 5–4 Review Trend Worksheet Measures

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

Table 5–4 (Cont.) Review Trend Worksheet Measures

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

After you have reviewed the trend, continue to the [Review Assortment Plan Details](#) worksheet.

Review Assortment Plan Details

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

Figure 5–11 Review Assortment Plan Details Worksheet

Product	Location	Calendar		
1977 APPLIQUE/PEARL		1/1/2011	1/8/2011	1/15/2011
BOP Inv Cost		0.00	0.00	0.00
BOP Inv Retail		0.00	0.00	0.00
BOP Inv Units		0	0	0
EOP Inv Cost		0.00	0.00	0.00
AP Cp EopPerStr U%		0.0 %	0.0 %	0.0 %
EOP Inv Retail		0.00	0.00	0.00
EOP Inv Units		0	0	0
AP Cp Gross Margin		0.00	0.00	0.00
AP Cp GM R%		0.0 %	0.0 %	0.0 %
Clearance Markdown Retail		0.00	0.00	0.00
Perm Markdown Retail		0.00	0.00	0.00
Promo Markdown Retail		0.00	0.00	0.00
Pack Size		1	1	1
First Markdown % Off		0.0 %	0.0 %	0.0 %
Clearance Price Change %		0.0 %	0.0 %	0.0 %
Perm Price Change %		0.0 %	0.0 %	0.0 %
Promo Price Change %		0.0 %	0.0 %	0.0 %
Sell Thru %		0.0 %	0.0 %	0.0 %
AP Cp Price AUC		0.00	0.00	0.00
AP Cp Price AUR		0.00	0.00	0.00
AP Cp Price Clr AUC		0.00	0.00	0.00
AP Cp Price Clr AUR		0.00	0.00	0.00
Clearance Price Retail		0.00	0.00	0.00
Promo Price Retail		0.00	0.00	0.00
Perm Price Retail		0.00	0.00	0.00
AP Cp Price Reg AUC		0.00	0.00	0.00
AP Cp Price Reg AUR		0.00	0.00	0.00
AP Cp Receipts AUC		0.00	0.00	0.00
AP Cp Receipts AUR		0.00	0.00	0.00
Receipts Cost		0.00	0.00	0.00
AP Cp Average Recpts Per Str		0.0 %	0.0 %	0.0 %
Receipts Retail		0.00	0.00	0.00
Receipts Units		0	0	0
AP Cp Sls C		0.00	0.00	0.00

The following table lists the measures available on this worksheet.

Table 5-5 Review Assortment Plan Details Worksheet Measures

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

Table 5–5 (Cont.) Review Assortment Plan Details Worksheet Measures

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

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

Unit Sales

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

Figure 5–12 Unit Sales Worksheet

Unit Sales		Calendar			
Location	Product				
ACME-CHL	1977 APPLIQUE/PEARL	[Navigation icons]			
		1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Price AUC		\$14.78	\$14.78	\$14.78	\$14.78
Wp Price Reg AUR		\$33.00	\$33.00	\$33.00	\$33.00
Wp Sls Reg U		10	33	12	7
Wp Sls Reg cont Time U%		2.2 %	7.2 %	2.6 %	1.5 %
Wp Sls Reg cont Prod U%		100.0 %	100.0 %	100.0 %	100.0 %
Wp Fcst Pre-Season U		0	8	0	6
Wp Sls Reg var Fcst Pre-Seas U%		0.0 %	339.9 %	0.0 %	14.1 %
Wp Fcst In-Season U		0	8	0	6
Wp Sls Reg var Fcst In-Seas U%		0.0 %	339.9 %	0.0 %	14.1 %
Ly Sls Reg U		10	33	12	7
Ly Sls Reg cont Time U%		2.2 %	7.2 %	2.6 %	1.5 %
Wp Sls Reg var Ly U%		0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U		0	0	0	0
Wp Sls Reg var Cp U%		0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U		0	0	0	0
Wp Sls Reg var Op U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Reg AUR		33.00	33.00	33.00	33.00
Wp Marketing Strategy Comments					
.					
Wp Price Promo Disc %		0.0 %	0.0 %	0.0 %	0.0 %
Wp Price Promo AUR		\$0.00	\$0.00	\$0.00	\$0.00
Wp Sls Promo Lift U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Promo U		0	0	0	0
Ly Sls Promo U		11	30	10	19
Op Sls Promo U		0	0	0	0
Cp Sls Promo U		0	0	0	0
.					
Wp Sls Reg+Pro U		10	33	12	7
Ly Sls Reg+Pro U		21	63	22	26
Op Sls Reg+Pro U		0	0	0	0
Cp Sls Reg+Pro U		0	0	0	0
Wp Sls Reg+Pro AUR		33.00	33.00	33.00	33.00
Wp Sls Unit Comments					

The following table lists the measures available on this worksheet.

Table 5–6 Unit Sales Worksheet Measures

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

Table 5-6 (Cont.) Unit Sales Worksheet Measures

Measure	Description
Cp Sls Reg+Pro U	Current Plan Sum of Regular Sales and Promotional Sales Units.
Wp Sls Reg+Pro AUR	Working Plan Sum of Regular Sales and Promotional Sales Average Unit Retail.
Wp Sls Unit Comments	Working Plan Sales Unit Comments.

After you have planned the unit sales, plan the inventory and receipts in the next tab: [Inventory and Receipts](#).

Inventory and Receipts

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

This tab has one worksheet: Inventory and Receipts.

Figure 5–13 *Inventory and Receipts Worksheet*

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

The following table lists the measures available on this worksheet.

Table 5-7 Inventory and Receipts Worksheet Measures

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

Moving Inventory

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

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

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

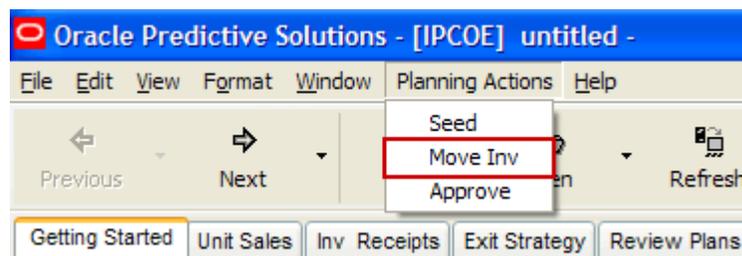
1. Enter the initial clearance markdown percentage that should be taken when units are first moved from regular to clearance.
2. Enter the initial clearance sell-through percentage the system should use to calculate the initial clearance sales units.
3. Ensure that all plans for the regular priced inventory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

Figure 5–14 Wp Move Inv Measure

Wp Inv Adj Reg U	0	0	0	0
Wp Move Inv	Move to Clr	Move to Clr	Move to Clr	
Wp Inv Moved U	0	0	0	0

6. Repeat step 1 for other styles if necessary.
7. When finished, click **Move Inv** in the Planning Actions menu.

Figure 5–15 Move Inv Option in the Planning Actions Menu



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

Figure 5–16 *Move Inventory Success Message*



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

The same process is used to move inventory from clearance.

After you have created an inventory and receipts plan and moved inventory to clearance, continue to the [Review Plans](#) tab.

Review Plans

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

- [Review Unit Plan](#)
- [Review Retail Plan](#)
- [Review Cost Plan](#)

Review Unit Plan

Use this worksheet to review the unit plan.

Figure 5–17 Review Unit Plan Worksheet

Location	Product	Calendar				
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011
Wp BOP Inv U		93	83	50	38	31
Ly BOP Inv U		134	205	87	130	38
Op BOP Inv U		0	0	0	0	0
Cp BOP Inv U		0	0	0	0	0
Wp Sls U		10	33	12	7	23
Wp Sls cont Time U%		2.2 %	7.2 %	2.6 %	1.5 %	5.0 %
Ly Sls U		21	65	22	26	35
Wp Sls var Ly U%		-52.4 %	-49.2 %	-45.5 %	-73.1 %	-34.3 %
Op Sls U		0	0	0	0	0
Cp Sls U		0	0	0	0	0
Wp Receipts U		0	0	0	0	0
Ly Receipts U		23	26	0	69	60
Op Receipts U		0	0	0	0	0
Cp Receipts U		0	0	0	0	0
Wp Inv Adj U		0	0	0	0	0
Wp EOP Inv U		83	50	38	31	8
Ly EOP Inv U		205	87	130	38	107
Wp EOP Inv var Ly U%		-59.5 %	-42.5 %	-70.8 %	-18.4 %	-92.5 %
Op EOP Inv U		0	0	0	0	0
Cp EOP Inv U		0	0	0	0	0
Wp Cum Avg Inv U		88	75	66	59	51
Wp Sell Thru %		10.8 %	39.8 %	24.0 %	18.4 %	74.2 %
Wp Cum Turn U		0.1	0.6	0.8	1.1	1.7
Wp Forward Cover U		6	5	4	3	2
Wp Unit Plan Comments						

Review Retail Plan

Use this worksheet to review the retail plan.

Figure 5–18 Review Retail Plan Worksheet

Location	Product	Calendar			
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv R		3,069.00	2,739.00	1,650.00	1,254.00
Ly BOP Inv R		4,422.00	6,765.00	330.00	1,221.00
Op BOP Inv R		0.00	0.00	0.00	0.00
Cp BOP Inv R		0.00	0.00	0.00	0.00
.					
Wp Sls R		330.00	1,089.00	396.00	231.00
Wp Sls cont Time R%		2.2 %	7.2 %	2.6 %	1.5 %
Ly Sls R		693.00	2,145.00	726.00	858.00
Wp Sls var Ly R%		-52.4 %	-49.2 %	-45.5 %	-73.1 %
Op Sls R		0.00	0.00	0.00	0.00
Cp Sls R		0.00	0.00	0.00	0.00
.					
Wp Receipts R		0.00	0.00	0.00	0.00
Ly Receipts R		759.00	858.00	0.00	2,277.00
Op Receipts R		0.00	0.00	0.00	0.00
Cp Receipts R		0.00	0.00	0.00	0.00
.					
Wp Inv Adj R		0.00	0.00	0.00	0.00
.					
Wp MD R		0.00	0.00	0.00	0.00
Ly MD R		0.00	0.00	0.00	0.00
Op MD R		0.00	0.00	0.00	0.00
Cp MD R		0.00	0.00	0.00	0.00
.					
Wp EOP Inv R		2,739.00	1,650.00	1,254.00	1,023.00
Ly EOP Inv R		6,765.00	330.00	1,221.00	1,254.00
Wp EOP Inv var Ly R%		-59.5 %	400.0 %	2.7 %	-18.4 %
Op EOP Inv R		0.00	0.00	0.00	0.00
Cp EOP Inv R		0.00	0.00	0.00	0.00
Wp Cum Avg Inv R		2,904.00	2,486.00	2,178.00	1,947.00
Wp Cum Turn R		0.1	0.6	0.8	1.1
.					
Wp GMROI		0.14	0.54	0.22	0.15
Wp GM		182.24	601.40	218.69	127.57
Ly GM		384.21	1,186.22	403.78	473.83

Review Cost Plan

Use this worksheet to review the cost plan.

Figure 5–19 Review Cost Plan Worksheet

Location	Product	Calendar			
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv C		1,374.14	1,226.38	738.79	561.48
Ly BOP Inv C		1,979.94	3,029.02	1,285.51	1,920.87
Op BOP Inv C		0.00	0.00	0.00	0.00
Cp BOP Inv C		0.00	0.00	0.00	0.00
.					
Wp Sls C		147.76	487.60	177.31	103.43
Wp Sls cont Time C%		2.2 %	7.2 %	2.6 %	1.5 %
Ly Sls C		310.29	960.44	325.07	384.17
Wp Sls var Ly C%		-110.0 %	-97.0 %	-83.3 %	-271.4 %
Op Sls C		0.00	0.00	0.00	0.00
Cp Sls C		0.00	0.00	0.00	0.00
.					
Wp Receipts C		0.00	0.00	0.00	0.00
Ly Receipts C		339.84	384.17	0.00	1,019.53
Op Receipts C		0.00	0.00	0.00	0.00
Cp Receipts C		0.00	0.00	0.00	0.00
.					
Wp Inv Adj C		0.00	0.00	0.00	0.00
.					
Wp EOP Inv C		1,226.38	738.79	561.48	458.05
Ly EOP Inv C		3,029.02	1,285.51	1,920.87	561.48
Wp EOP Inv var Ly C%		-59.5 %	-42.5 %	-70.8 %	-18.4 %
Op EOP Inv C		0.00	0.00	0.00	0.00
Cp EOP Inv C		0.00	0.00	0.00	0.00
Wp Cum Avg Inv C		1,300.26	1,113.10	975.20	871.77
Wp Cum Turn C		0.1	0.6	0.8	1.1
.					

Next, review the MFP plans in the next tab: [Review MFP Plans](#).

Review MFP Plans

Reconciliation to MFP is a key part of the Item Planning process. Use the MFP plan as your top-down plan to reconcile the planned measures.

The Review MFP Plans tab has two worksheets:

- [Review MFP Op Plan](#)
- [Review MFP Cp Plan](#)

Review the Op plan first, then the Cp plan.

Review MFP Op Plan

Use this worksheet to review the MFP original plan.

Figure 5–20 Review MFP Op Plan Worksheet

	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv U	0	0	0	0
MFP Op BOP Inv U	0	0	0	0
Wp BOP Inv cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls U	0	0	0	0
MFP Op Sls U	0	0	0	0
Wp Sls cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts U	0	0	0	0
MFP Op Receipts U	0	0	0	0
Wp Rcpts cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv U	0	0	0	0
MFP Op EOP Inv U	0	0	0	0
Wp EOP Inv cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Cum Avg Inv U	0	0	0	0
MFP Op Cum Avg Inv U	0	0	0	0
Wp Cum Turn U	0.0	0.0	0.0	0.0
MFP Op Cum Turn U	0.0	0.0	0.0	0.0

The following table lists the measures available on this worksheet.

Table 5–8 Review MFP Op Worksheet Measures

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

Table 5–8 (Cont.) Review MFP Op Worksheet Measures

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

Table 5–8 (Cont.) Review MFP Op Worksheet Measures

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

After you have reviewed the MFP Op and Cp plans, continue to the [Approval](#) tab.

Review MFP Cp Plan

Use this worksheet to review the MFP current plan.

Figure 5–21 Review MFP Cp Plan Worksheet

Location	Product	Calendar				
ACME-CHL	BLAZERS-SUB	1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011
Wp BOP Inv U		0	0	0	0	0
MFP Cp BOP Inv U		0	0	0	0	0
Wp BOP Inv cont MFP Cp U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls U		0	0	0	0	0
MFP Cp Sls U		0	0	0	0	0
Wp Sls cont MFP Cp U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts U		0	0	0	0	0
MFP Cp Receipts U		0	0	0	0	0
Wp Rcpts cont MFP Cp U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv U		0	0	0	0	0
MFP Cp EOP Inv U		0	0	0	0	0
Wp EOP Inv cont MFP Cp U%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Cum Avg Inv U		0	0	0	0	0
MFP Cp Cum Avg Inv U		0	0	0	0	0
Wp Cum Turn U		0.0	0.0	0.0	0.0	0.0
MFP Cp Cum Turn U		0.0	0.0	0.0	0.0	0.0
Wp BOP Inv R		0.00	0.00	0.00	0.00	0.00
MFP Cp BOP Inv R		0.00	0.00	0.00	0.00	0.00
Wp BOP Inv cont MFP Cp R%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls R		0.00	0.00	0.00	0.00	0.00
MFP Cp Sls R		0.00	0.00	0.00	0.00	0.00
Wp Sls cont MFP Cp R%		0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

The following table lists the measures available on this worksheet.

Table 5–9 Review MFP Cp Worksheet Measures

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

Table 5–9 (Cont.) Review MFP Cp Worksheet Measures

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

Table 5-9 (Cont.) Review MFP Cp Worksheet Measures

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

Approval

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

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

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

To approve the plans, perform the following steps:

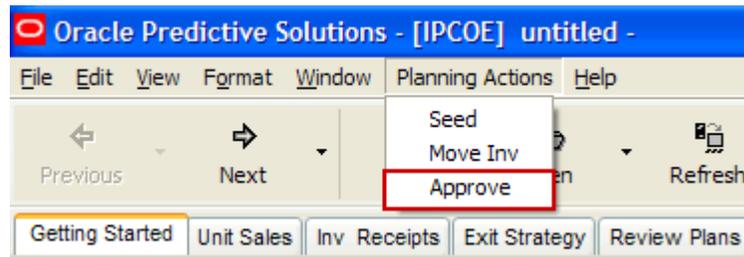
1. Use the Wp Approve measure to approve the plan. You can approve just the current plan, just the original plan, or both plans.
2. Optional: Enter comments in the the Wp Approval Comments measure.

Figure 5–22 Approval Worksheet

Location	Product	Calendar		
ACME-CHL	1977 APPLIQUE/PEARL			
		Quarter 1, FY 2011	Quarter 2, FY 2011	Quarter 3, FY 2011
Wp Approve		<i>Approve Cp only</i>	<i>Approve Op and Cp</i>	<i>Approve Op only</i>
Wp Approval Comments		<i>10 Percent GP</i>		
Wp Last Approval Action				
Op Last Approved Date				
Op Last Approved By				
Op Last Approved Comments				
Cp Last Approved Date				
Cp Last Approved By				
Cp Last Approved Comments				

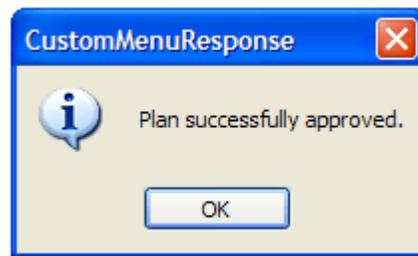
- When ready to approve, click **Approve** in the Planning Actions menu [Figure 5–23](#).

Figure 5–23 Approve Option in the Planning Actions Menu



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

Figure 5–24 Plan Approved Message



The worksheet refreshes and the Wp Approve and Wp Approval Comments measures are cleared. The Wp Last Approval Action measure along with the associated Op and Cp measures are populated ([Figure 5–25](#)).

Figure 5–25 Approved Plans

The screenshot shows the "Approval" dialog box with a table of approved plans. The table has columns for Location, Product, and three quarters of FY 2011. The table contains the following data:

Location	Product	Quarter 1, FY 2011	Quarter 2, FY 2011	Quarter 3, FY 2011
ACME-CHL	1977 APPLIQUE/PEARL			
Wp Approve				
Wp Approval Comments				
Wp Last Approval Action		Approve Cp only	Approve Op and Cp	Approve Op only
Op Last Approved Date			6/27/2010	6/27/2010
Op Last Approved By			adm	adm
Op Last Approved Comments				
Cp Last Approved Date		6/27/2010	6/27/2010	
Cp Last Approved By		adm	adm	
Cp Last Approved Comments		10 Percent GP		

At the bottom of the dialog, there is a "Measure" field with a dropdown arrow and a refresh button.

The following table lists the measures available on this worksheet.

Table 5–10 Approval Worksheet Measures

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

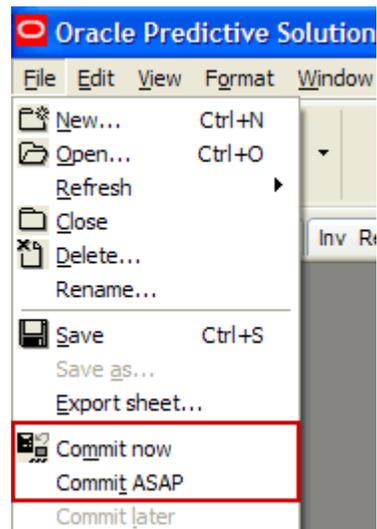
Commit Targets

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

To commit your plan, perform the following steps:

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

Figure 5–26 Commit a Workbook



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

Exit Strategy

After you have created your unit, inventory, and receipts plans, plan your exit strategy. This tab has one worksheet: Exit Strategy.

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

Figure 5–27 Exit Strategy

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

The following table lists the measures available on this worksheet.

Table 5–11 Target Setting Worksheet Measures

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

All Measures

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

Figure 5–28 All Measures

The screenshot shows a window titled 'All Measures' with a blue header. Below the header is a table with columns for 'Location', 'Product', and 'Calendar'. The 'Location' is 'ACME-CHL' and the 'Product' is '1977 APPLIQUE/PEARL'. The 'Calendar' column has dates: 1/1/2011, 1/8/2011, 1/15/2011, 1/22/2011, 1/29/2011, and 2/5/2011. The 'Wp Sls U' measure is visible in the table with values: 10, 33, 12, 7, 23, and 7. At the bottom, there is a 'Measure' dimension tile with navigation arrows.

Location	Product	Calendar					
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011	2/5/2011
Wp Sls U		10	33	12	7	23	7

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

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

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

Item Planning COE In-Season Planning

The Item Planning COE In-Season Planning workbook allows you to manage the item plan during the in-season. This workbook has nine tabs:

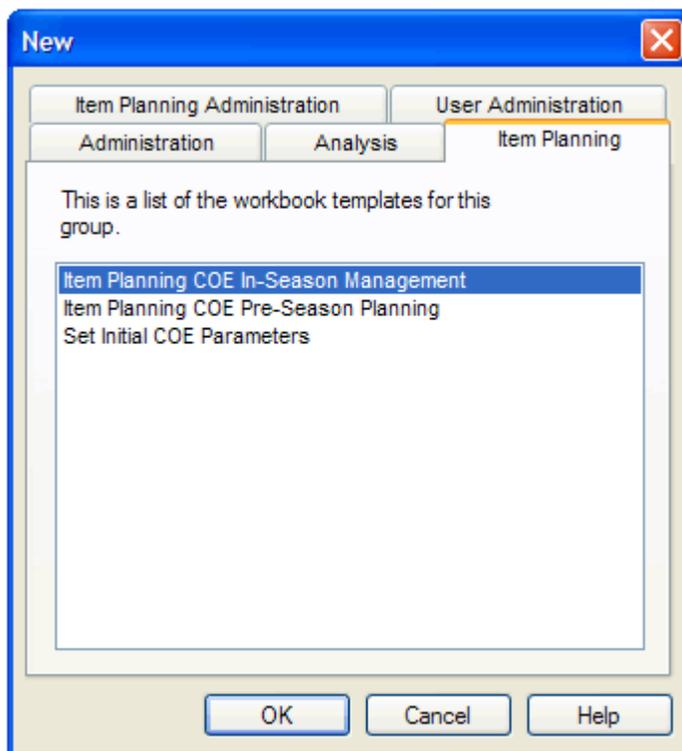
- [Dashboard](#)
- [Getting Started](#)
- [Unit Sales](#)
- [Inventory and Receipts](#)
- [Exit Strategy](#)
- [Review Plans](#)
- [Review MFP Plans](#)
- [Approval](#)
- [All Measures](#)

Building the In-Season Workbook

To build the Item Planning COE In-Season Planning workbook, perform the following steps.

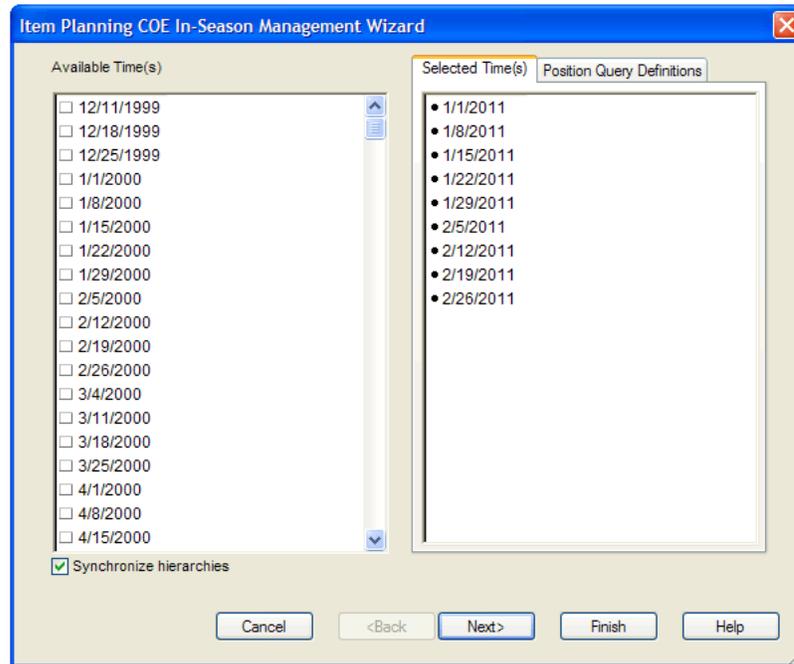
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning tab, select **Item Planning COE In-Season Management** and click **OK**.

Figure 6–1 New Workbook Dialog Box



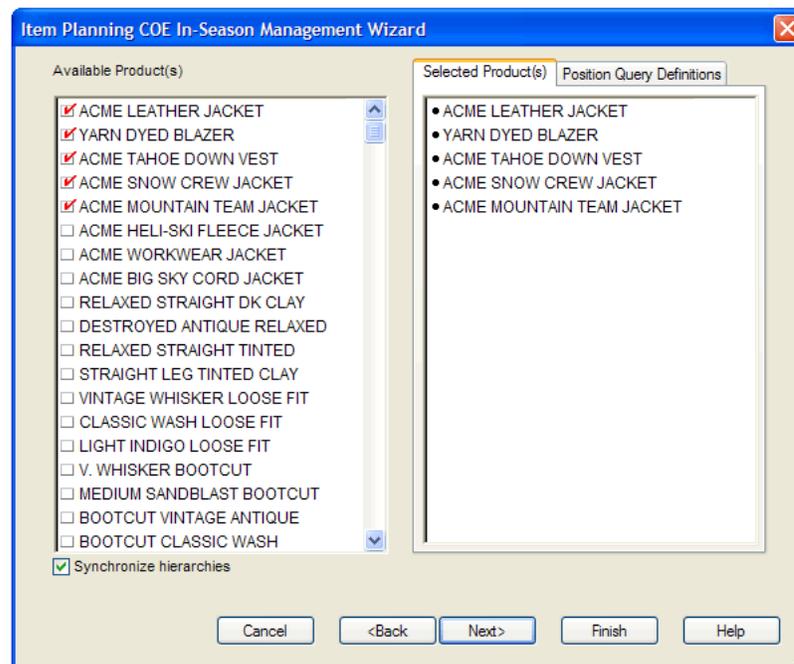
3. The workbook wizard opens at the Calendar Selection step. Select the weeks that you want to plan. Click **Next**.

Figure 6–2 Workbook Wizard: Calendar Selection



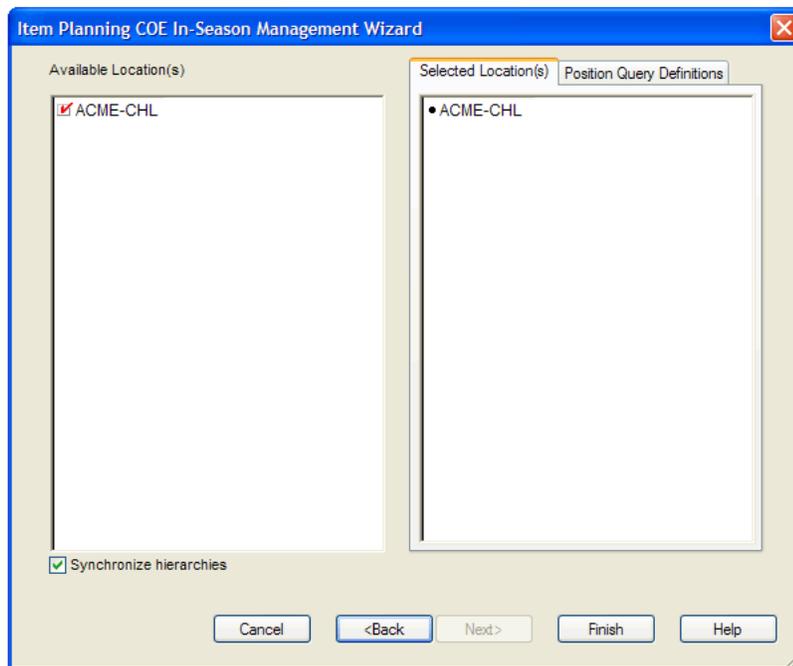
4. The Product Selection step of the workbook wizard appears. Select the styles you want to plan. Click **Next**.

Figure 6–3 Workbook Wizard: Product Selection



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

Figure 6–4 Workbook Wizard: Location Selection



The Item Planning COE Preseason Planning workbook opens at the [Getting Started](#) tab.

Dashboard

At the dashboard tab, review the overall status of each style. The Dashboard tab has three worksheets:

- [Set Dashboard Boundaries Worksheet](#)
- [Dashboard Worksheet](#)
- [Markdown Pre-Analysis Worksheet](#)

Set Dashboard Boundaries Worksheet

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

Figure 6–5 Set Dashboard Boundaries Worksheet

	01. Total Plan	02. Total Act/Proj	03. Total Act/Proj diff to Total Plan	04. Total Act/Proj var to Total Plan
Sales Lower Boundary	0.00	0.00	0.00	0.00
Sales Upper Boundary	0.00	0.00	0.00	0.00
Markdown Lower Boundary	0.00	0.00	0.00	0.00
Markdown Upper Boundary	0.00	0.00	0.00	0.00
Gross Margin Lower Boundary	0.00	0.00	0.00	0.00
Gross Margin Upper Boundary	0.00	0.00	0.00	0.00
Gross Margin % Lower Boundary	0.0 %	0.0 %	0.0 %	0.0 %
Gross Margin % Upper Boundary	0.0 %	0.0 %	0.0 %	0.0 %
Sell Thru % Lower Boundary	0.0 %	0.0 %	0.0 %	0.0 %
Sell Thru % Upper Boundary	0.0 %	0.0 %	0.0 %	0.0 %
Turn Lower Boundary	0.00	0.00	0.00	0.00
Turn Upper Boundary	0.00	0.00	0.00	0.00

The following table lists the measures available on this worksheet.

Table 6–1 Set Dashboard Boundaries worksheet Measures

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

Table 6–1 (Cont.) Set Dashboard Boundaries worksheet Measures

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

After you have reviewed the dashboard, continue to the [Dashboard Worksheet](#).

Dashboard Worksheet

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

Figure 6–6 Dashboard Worksheet

Location	Product	Measure_Status				
ACME-CHL	ACME LEATHER JACKET/BLACK					
		01. Total Plan	02. Total Act/Proj	03. Total Act/Proj diff to Total Plan	04. Total Act/Proj var to Total Plan	05. LTD Plan
Sales Retail		0.00	0.00	0.00	0.00	0.00
Sales Exception						
Markdown		0.00	0.00	0.00	0.00	0.00
Markdown Exception						
Gross Margin		0.00	0.00	0.00	0.00	0.00
Gross Margin Exception						
Gross Margin %		0.00	0.00	0.00	0.00	0.00
Gross Margin % Exception						
Sell Thru %		0.00	0.00	0.00	0.00	0.00
Sell Thru % Exception						
Turn Retail		0.00	0.00	0.00	0.00	0.00
Turn Exception						

The following table lists the measures available on this worksheet.

Table 6–2 Dashboard Worksheet Measures

Measure	Description
Sales Retail	The Retail value of Sales.
Sales Exception	The Sales exception that is highlighted per the user defined upper and lower bound limits.
Markdown	Total Markdowns Retail.
Markdown Exception	The Markdown exception that is highlighted per the user defined upper and lower bound limits.
Gross Profit	Gross Profit Retail.
Gross Profit Exception	The Gross profit result that is highlighted per the user defined upper and lower bound limits.
Gross Profit %	Gross Profit Rate.
Gross Profit Exception	The Gross profit % result that is highlighted per the user defined upper and lower bound limits.
Sell Thru %	The rate at which sales units are moved through beginning of period inventory.
Sell Thru % Exception	The Sell through % exception that is highlighted per the user defined upper and lower bound limits.

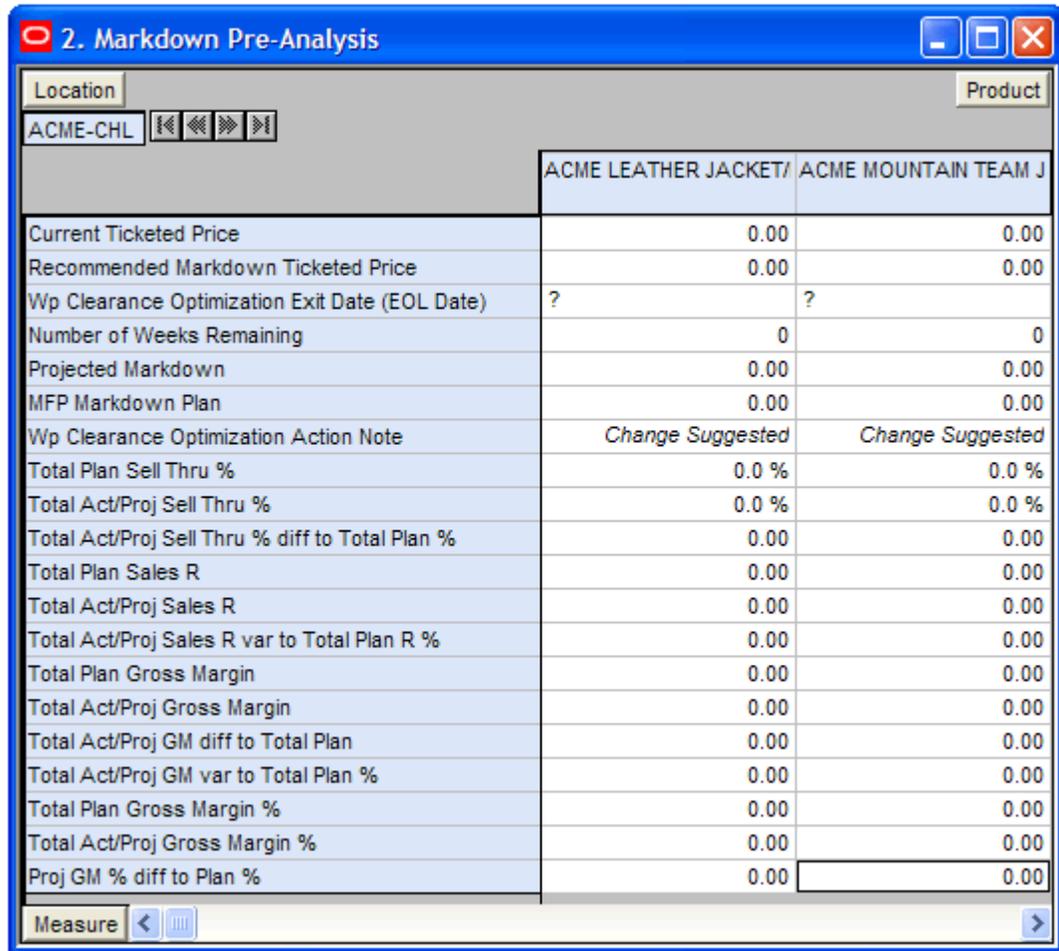
Table 6–2 (Cont.) Dashboard Worksheet Measures

Measure	Description
Turn Retail	Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail.
Turn Exception	The turn exception that is highlighted per the user defined upper and lower bound limits.

Markdown Pre-Analysis Worksheet

Use this worksheet analyze markdowns.

Figure 6–7 Markdown Pre-Analysis Worksheet



The following table lists the measures available on this worksheet.

Table 6–3 Markdown Pre-Analysis Worksheet Measures

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.

Table 6–3 (Cont.) Markdown Pre-Analysis Worksheet Measures

Measure	Description
Number of Weeks Remaining	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).
Wp Clearance Optimization Action Note	Notation for the type of Clearance Optimization What-If action that may be initiated.
Op Sell Thru Total %	Original plan sell through total rate.
Ap Sell Thru Total %	Actuals plus projected total sell through rate. This combines actuals (real data) from elapsed periods with planned data from the current plan for the future time periods that have yet to occur.
Ap Sell Thru Total diff Op	The difference between the actuals plus projected total sell through and the original plan.
Op Sls Total R	Original plan sales retail.
Ap Sls Total R	Actuals plus projected sales retail. This combines actuals (real data) from elapsed periods with planned data from the current plan for the future time periods that have yet to occur.
Ap Sls Total var Op R	Actuals plus projected total sales variance to the original plan (expressed as a percentage).
Op GM Total	Original plan gross margin total.
Ap GM Total	Actuals plus projected gross margin total.
Ap GM Total dif Op	The difference between the actuals plus projected gross margin total and the original plan.
Ap GM Total var Op	Actuals plus projected total gross margin variance to the original plan (expressed as a percentage).
Op GM Total P	The ratio of Op GM Total to the Op Sls Total R.
Ap GM Total P	The ratio of Ap GM Total to the Ap Sls Total R.
Ap GM Total dif Op P	The difference between Ap GM Total and Op GM Total.

After you have reviewed the dashboards and markdown analysis worksheets, continue to the next tab: [Getting Started](#).

Getting Started

The Getting Started tab has five worksheets:

- [Seed Worksheet](#)
- [Review Assortment Plan Parameters Worksheet](#)
- [Set Parameters Worksheet](#)
- [Review Assortment Plan Details](#)
- [Review Trend](#)

Seed Worksheet

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

Figure 6–8 Seed Worksheet

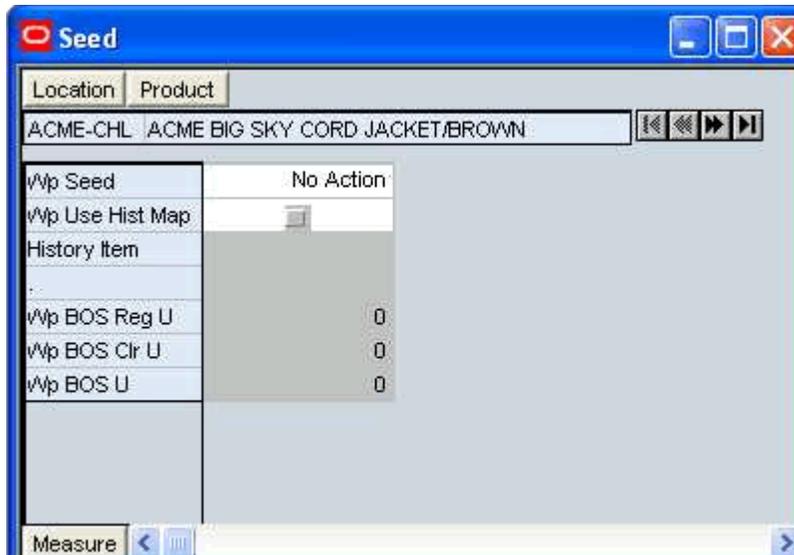


Table 6–4 Seed Worksheet Measures

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

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

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one, some, or all styles in the workbook, as shown in [Figure 6–8](#).

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

Figure 6–9 Seed Option in the Planning Actions Menu



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

Figure 6–10 Seeding Success Message



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

Review Assortment Plan Parameters Worksheet

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

Figure 6–11 Review Assortment Plan Parameters Worksheet

Measure	1977 APPLIQUE/PEARL	21 WALE CORD MIN/HIGH
Product Original Ticket Price	0.00	0.00
Product Cost	0.00	0.00
Start Sales Date		
Number of weeks at Clearance Price	0	0
Number of Weeks at Regular Price	0	0
Exit Date		

Table 6–5 Review Assortment Plan Parameters Worksheet Measures

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

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

Set Parameters Worksheet

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

Figure 6–12 *Set Parameters*

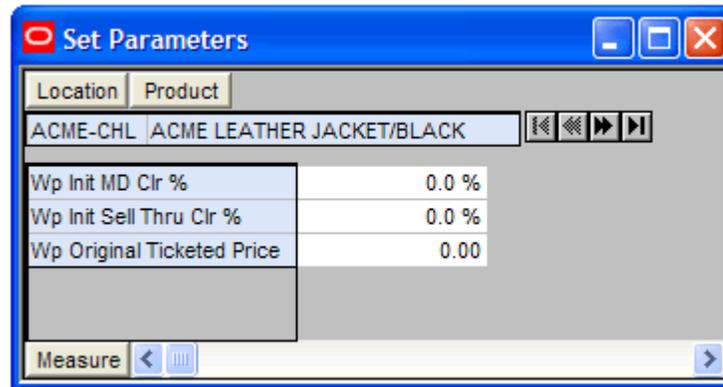


Table 6–6 *Set Parameters Worksheet Measures*

Measure	Description
Wp Init MD Clr %	The planned initial markdown rate for clearance items.
Wp Init Sell Thru Clr %	The planned initial sell through rate for clearance items.
Wp Original Ticketed Price	The planned original ticket price for an item.

After you have set your parameters, review the trend in the [Review Trend](#) worksheet.

Review Trend

Use the Review Trend worksheet to find trends.

Figure 6–13 Review Trend

Location	Product	Calendar			
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Sls Reg U		0	0	0	0
Wp Fcst In-Season U		0	8	0	6
Wp Sls Reg var Fcst In-Seas U%		0.0 %	-100.0 %	0.0 %	-100.0 %
Wp Sls Trend U		0	0	0	0
Wp Sls Reg var Sls Trend U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls 6 Wks Trend U		0	0	0	0
Wp Sls Reg var Sls 6 Wks Trend U%		0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U		0	0	0	0
Wp Sls Reg var Cp U%		0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U		0	0	0	0
Wp Sls Reg var Op U%		0.0 %	0.0 %	0.0 %	0.0 %
Ly Sls Reg U		10	33	12	7
Wp Sls Reg var Ly U%		-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Receipts U		0	0	0	0
Wp EOP Reg U		0	0	0	0
Cp EOP Reg U		0	0	0	0
Wp EOP Reg var Cp U%		0.0 %	0.0 %	0.0 %	0.0 %
Op EOP Reg U		0	0	0	0
Wp EOP Reg var Op U%		0.0 %	0.0 %	0.0 %	0.0 %
Ly EOP Reg U		38	10	37	38
Wp EOP Reg var Ly U%		-100.0 %	-100.0 %	-100.0 %	-100.0 %

Table 6–7 Review Trend Worksheet Measures

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

Table 6–7 (Cont.) Review Trend Worksheet Measures

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

After you have reviewed the trend, continue to the [Review Assortment Plan Details](#) worksheet.

Review Assortment Plan Details

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

Figure 6–14 Review Assortment Plan Details Worksheet

Product	Location	Calendar		
1977 APPLIQUE/PEARL		1/1/2011	1/8/2011	1/15/2011
BOP Inv Cost		0.00	0.00	0.00
BOP Inv Retail		0.00	0.00	0.00
BOP Inv Units		0	0	0
EOP Inv Cost		0.00	0.00	0.00
AP Cp EopPerStr U%		0.0 %	0.0 %	0.0 %
EOP Inv Retail		0.00	0.00	0.00
EOP Inv Units		0	0	0
AP Cp Gross Margin		0.00	0.00	0.00
AP Cp GM R%		0.0 %	0.0 %	0.0 %
Clearance Markdown Retail		0.00	0.00	0.00
Perm Markdown Retail		0.00	0.00	0.00
Promo Markdown Retail		0.00	0.00	0.00
Pack Size		1	1	1
First Markdown % Off		0.0 %	0.0 %	0.0 %
Clearance Price Change %		0.0 %	0.0 %	0.0 %
Perm Price Change %		0.0 %	0.0 %	0.0 %
Promo Price Change %		0.0 %	0.0 %	0.0 %
Sell Thru %		0.0 %	0.0 %	0.0 %
AP Cp Price AUC		0.00	0.00	0.00
AP Cp Price AUR		0.00	0.00	0.00
AP Cp Price Clr AUC		0.00	0.00	0.00
AP Cp Price Clr AUR		0.00	0.00	0.00
Clearance Price Retail		0.00	0.00	0.00
Promo Price Retail		0.00	0.00	0.00
Perm Price Retail		0.00	0.00	0.00
AP Cp Price Reg AUC		0.00	0.00	0.00
AP Cp Price Reg AUR		0.00	0.00	0.00
AP Cp Receipts AUC		0.00	0.00	0.00
AP Cp Receipts AUR		0.00	0.00	0.00
Receipts Cost		0.00	0.00	0.00
AP Cp Average Recpts Per Str		0.0 %	0.0 %	0.0 %
Receipts Retail		0.00	0.00	0.00
Receipts Units		0	0	0
AP Cp Sls C		0.00	0.00	0.00

The following table lists the measures available on this worksheet.

Table 6–8 Review Assortment Plan Details Worksheet Measures

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

Table 6–8 (Cont.) Review Assortment Plan Details Worksheet Measures

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

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

Unit Sales

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

Figure 6–15 Unit Sales Worksheet

Location	Product	Calendar			
ACME-CHL	ACME LEATHER JACKET/BLACK	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp Price AUC	0	\$0.00	\$0.00	\$0.00	\$0.00
Wp Price Reg AUR		\$0.00	\$0.00	\$0.00	\$0.00
Wp Sls Reg U		0	0	0	0
Wp Sls Reg cont Time U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Reg cont Prod U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Fcst Pre-Season U		0	0	0	0
Wp Sls Reg var Fcst Pre-Seas U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Fcst In-Season U		0	0	0	0
Wp Sls Reg var Fcst In-Seas U%		0.0 %	0.0 %	0.0 %	0.0 %
Ly Sls Reg U		0	0	0	0
Ly Sls Reg cont Time U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Reg var Ly U%		0.0 %	0.0 %	0.0 %	0.0 %
Cp Sls Reg U		0	0	0	0
Wp Sls Reg var Cp U%		0.0 %	0.0 %	0.0 %	0.0 %
Op Sls Reg U		0	0	0	0
Wp Sls Reg var Op U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Reg AUR		0.00	0.00	0.00	0.00
Wp Marketing Strategy Comments					
.					
Wp Price Promo Disc %		0.0 %	0.0 %	0.0 %	0.0 %
Wp Price Promo AUR		\$0.00	\$0.00	\$0.00	\$0.00
Wp Sls Promo Lift U%		0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls Promo U		0	0	0	0
Ly Sls Promo U		0	0	0	0
Op Sls Promo U		0	0	0	0
Cp Sls Promo U		0	0	0	0
.					
Wp Sls Reg+Pro U		0	0	0	0
Ly Sls Reg+Pro U		0	0	0	0
Op Sls Reg+Pro U		0	0	0	0
Cp Sls Reg+Pro U		0	0	0	0
Wp Sls Reg+Pro AUR		0.00	0.00	0.00	0.00
Wp Sls Unit Comments					
Wp Ticketed Price		0.00	0.00	0.00	0.00

The following table lists the measures available on this worksheet.

Table 6–9 Unit Sales Worksheet Measures

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

Table 6–9 (Cont.) Unit Sales Worksheet Measures

Measure	Description
Wp Sls Reg+Pro AUR	Working Plan Sum of Regular Sales and Promotional Sales Average Unit Retail.
Wp Sls Unit Comments	Working Plan Sales Unit Comments.
Wp Ticketed Price	The planned ticketed price.

After you have planned the unit sales, plan the inventory and receipts in the next tab: [Inventory and Receipts](#).

Inventory and Receipts

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

This tab has one worksheet: Inventory and Receipts.

Figure 6–16 Inventory and Receipts Worksheet

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

The following table lists the measures available on this worksheet.

Table 6–10 Inventory and Receipts Worksheet Measures

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

After you have created an inventory and receipts plan and moved inventory to clearance, continue to the [Exit Strategy](#) tab.

Exit Strategy

After you have created your unit, inventory, and receipts plans, plan your exit strategy. This tab has eight worksheets:

- [LifeCycle Summary](#)
- [LifeCycle Visual Summary](#)
- [Markdown Analysis I \(Style-Color/Price Zone\)](#)
- [Markdown Analysis II \(Style-Color/Price Zone/Week\)](#)
- [Markdown Analysis Graph](#)
- [Markdown Impact Analysis Dashboard](#)
- [Accept Price Plan](#)
- [Exit Strategy](#)

LifeCycle Summary

Use this worksheet to enter the start and end weeks for the style.

Figure 6–17 *LifeCycle Summary Worksheet*

Table 6–11 *LifeCycle Summary Worksheet Measures*

Measure	Description
Wp Start Selling Week	Week the style-color is expected to start selling.
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.
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.

Table 6–11 (Cont.) LifeCycle Summary Worksheet Measures

Measure	Description
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.

LifeCycle Visual Summary

Use this worksheet to review the lifecycle of the style.

Figure 6–18 LifeCycle Visual Summary Worksheet

Location	Product	Calendar
ACME-CHL	ACME LEATHER JACKET/BLACK	Navigation icons
		1/1/2011 1/8/2011 1/15/2011 1/22/2011
Wp Regular Price Duration		0 0 0 0
Wp Clearance Price Duration		0 0 0 0
Wp Total Life Duration		0 0 0 0
Clearance Optimization Blackout Periods		0 0 0 0
COE Promotional Blackout Periods		0 0 0 0
Wp Clearance Optimization Model Duration		0 0 0 0
COE Promotional Indicator		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Wp Set Clearance Optimization Blackout Periods		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

Table 6–12 LifeCycle Visual Summary Worksheet Measures

Measure	Description
Wp Regular Price Duration	Total number of Regular selling periods for the style-color. This measure will have a hybrid aggregation. When reviewing 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.

Table 6–12 (Cont.) LifeCycle Visual Summary Worksheet Measures

Measure	Description
Wp Clearance Optimization Blackout Periods	<p>Visual representation of the Black-out periods where no Clearance Markdowns will be suggested.</p> <p>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.</p> <p>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.</p>
Wp COE Promotional Blackout Periods	<p>Visual representation of the Promotional Blackout Periods. This will be based on the promotional events of the business.</p> <p>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.</p>
Wp Clearance Optimization Model Duration	<p>The first Week MDO will begin Optimization Models through the End of Life.</p> <p>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.</p>
Wp COE Promotional Indicator	<p>The measure to set the Promotional Blackout Periods. This will be based on the promotional events of the business.</p> <p>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.</p>
Wp Set Clearance Optimization Blackout Periods	<p>The measure to set the Black-out periods where no Clearance Markdowns will be suggested.</p> <p>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.</p> <p>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.</p>

Markdown Analysis I (Style-Color/Price Zone)

Use this worksheet to analyze the markdown at the style-color/prize zone level.

Figure 6-19 *Markdown Analysis I (Style-Color/Price Zone) Worksheet*

Location	Product
#C1 CAN PZ	ACME LEATHER JACKET/BLACK
COE Initial EOL Exit Week	
COE Initial EOL Sell Thru %	0.0 %
COE Initial EOL Salvage Value % Off	0.0 %
COE Initial EOL Salvage Value Price	0.00
COE Forecasted Clearance Markdown Retail Price Effective Date	
COE Forecasted Opportunity Cost	0.00
COE Forecasted Exit Week Sell Thru%	
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	Change
COE What-If Clearance Retail Price	0.00
COE What-If Clearance Retail Price % Off	0.0 %
COE What-If Price Ladder ID	0
COE What-If Price Type	
COE What-If Markdown Week	
COE What-If EOL Exit Week	
COE What-If EOL Sell Thru %	0.0 %
COE What-If EOL Salvage Value % Off	0.0 %
COE What-If EOL Salvage Value Price	0.00
COE What-If Current Inventory U	0
Initiate COE Optimization What-If Call	<input type="checkbox"/>
COE What-If Call Date	
COE Last What-If Call Comments	
COE What-If Service Call Information	
COE Revised EOL Exit Week	
COE Revised EOL Sell Thru %	0.0 %
COE Revised Current Inventory U	0
COE Revised EOL Salvage Value % Off	0.0 %
COE Revised EOL Salvage Value Price	0.00
COE Revised Exit Week Sell Thru %	
COE Revised EOL EOP Inv U at Initial Exit Week	0
COE Revised GM Initial Exit Week	0.00
COE Revised GM % Initial Exit Week	0.0 %
COE Revised Opportunity Cost	0.00

Measure < [] >

Table 6–13 Markdown Analysis I (Style-Color/Price Zone) Worksheet Measures

Measure	Description
Wp COE Initial EOL Exit Week	The Exit Date COE uses to calculate the Recommended Clearance Markdown.
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.
OE What-If EOL Sell Thru %	User-selected revised EOL Sell Thru% to be used during the What-If COE Optimization Service Call.
CCOE What-If EOL Salvage Value % Off	User-selected revised Salvage Value % Off the Current Ticketed Price to be used during the What-If COE Optimization Service Call.
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.

Table 6–13 (Cont.) Markdown Analysis I (Style-Color/Price Zone) Worksheet Measures

Measure	Description
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.

Markdown Analysis II (Style-Color/Price Zone/Week)

Use this worksheet to analyze the markdown at the style-color/prize zone/week level.

Figure 6–20 *Markdown Analysis II (Style-Color/Price Zone/Week) Worksheet*

	1/1/2011	1/8/2011	1/15/2011
Wp Original Ticketed Retail Price	0.00	0.00	0.00
Wp Product Cost Price	0.00	0.00	0.00
Wp Current Ticketed Retail Price	0.00	0.00	0.00
COE Forecasted Clearance Markdown Retail Price	0.00	0.00	0.00
COE Forecasted % Off Original Ticketed Retail Price	0.0 %	0.0 %	0.0 %
COE Forecasted % Off Current Ticketed Retail Price	0.0 %	0.0 %	0.0 %
COE Recommended Clearance Markdown R	0.00	0.00	0.00
COE Initial EOL Salvage Value Markdown R	0.00	0.00	0.00
COE Forecasted Sales U	0	0	0
COE Forecasted Sales R	0.00	0.00	0.00
COE Forecasted Sales AUR	0.00	0.00	0.00
COE Revised Price Type			
COE Forecasted GM Forecasted Exit Week	0.00	0.00	0.00
COE Forecasted GM % Initial Exit Week	0.0 %	0.0 %	0.0 %
COE Revised Clearance Retail Price	0.00	0.00	0.00
COE Revised Clearance Retail Price % Off	0.0 %	0.0 %	0.0 %
Invalid Prive Point	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
COE Revised Price % Off Original Price	0.0 %	0.0 %	0.0 %
COE Revised Clearance Markdown R	0.00	0.00	0.00
COE Revised Salvage Value Markdown R	0.00	0.00	0.00
COE Revised Clearance Markdown Retail Price Plan	0.00	0.00	0.00
COE Revised Forecasted Sales U	0	0	0
COE Revised Forecasted Sales R	0.00	0.00	0.00
COE Revised Sales AUR	0.00	0.00	0.00
COE Revised Forecasted GM Revised Exit Week	0.00	0.00	0.00
COE Revised Forecasted GM % Revised Exit Week	0.0 %	0.0 %	0.0 %

Table 6–14 *Markdown Analysis II (Style-Color/Price Zone/Week) Worksheet Measures*

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.

Table 6–14 (Cont.) Markdown Analysis II (Style-Color/Price Zone/Week) Worksheet

Measure	Description
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.
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 UCOE 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.

Table 6–14 (Cont.) Markdown Analysis II (Style-Color/Price Zone/Week) Worksheet

Measure	Description
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.

Markdown Analysis Graph

Use this worksheet to see the markdown analysis in a graph. Click the **Chart** option in the View menu to view the graph.

Figure 6–21 Markdown Analysis Graph Worksheet

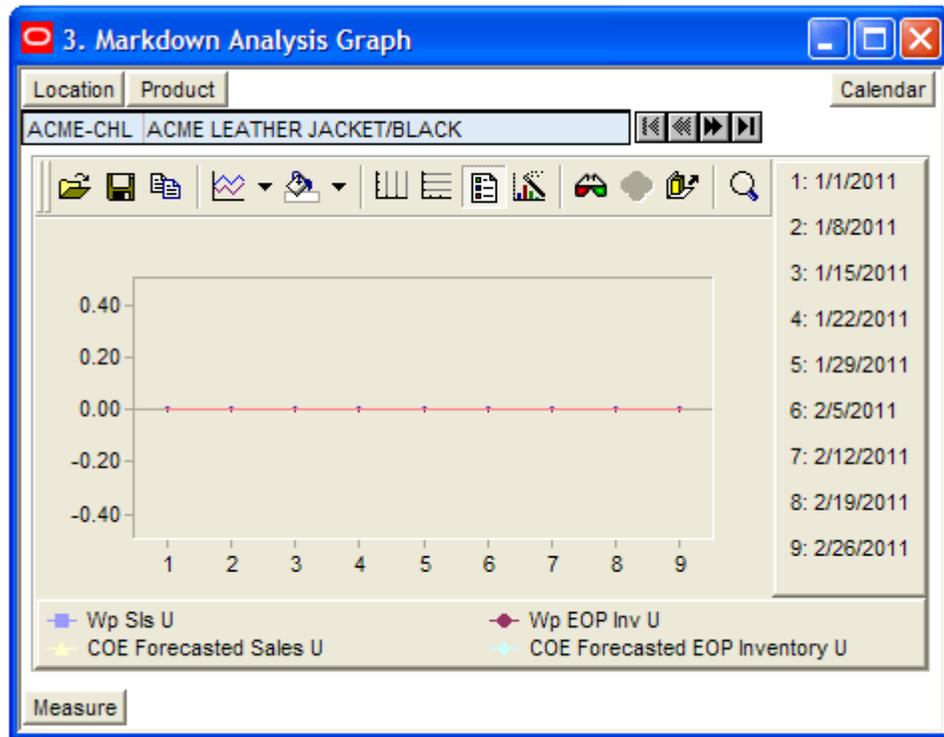


Table 6–15 Markdown Analysis Graph Worksheet Measures

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 UCOE	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.

Markdown Impact Analysis Dashboard

Use this worksheet to analyze the markdown impact on a style.

Figure 6–22 *Markdown Impact Analysis Dashboard Worksheet*

	01. Total Plan	02. Total Act/Proj	03. Total Act/Plan diff to Total Plan	04. Total Act/Proj var to Total Plan
MFP Total Sales Retail	0.00	0.00	0.00	-1.00
Sales Retail	0.00	0.00	0.00	0.00
MFP Total Markdowns Retail	0.00	0.00	0.00	-1.00
Markdowns	0.00	0.00	0.00	0.00
Gross Margin	0.00	0.00	0.00	0.00
Gross Margin %	0.00	0.00	0.00	0.00
Sell Thru %	0.00	0.00	0.00	0.00
EOL Inventory Retail	0.00	0.00	0.00	0.00

Table 6–16 *Markdown Impact Analysis Dashboard Worksheet Measures*

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 Table 6–17 .
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 Table 6–17 .
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 Table 6–17 .
Markdowns	This is a Key Performance Indicator that contains the Markdowns for the measure details on this worksheet. The measure details are shown in Table 6–17 .
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 Table 6–17 .
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 Table 6–17 .
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 Table 6–17 .
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 Table 6–17 .

Table 6–17 *Markdown Impact Analysis Dashboard Worksheet Measure Details*

Measure	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.

Accept Price Plan

Use this worksheet to accept the price plan.

Figure 6–23 *Accept Price Plan Worksheet*

Measure	Value
Wp Clearance Optimization Execution Decision	Do Nothing
Wp Update IP Regular or Clearance Working Plan Measures	Do Nothing
COE Forecasted Sales U	0
COE Revised Forecasted Sales U	0
Wp Sls Clr U	0
Wp Sls Reg U	0
COE Forecasted Clearance Markdown Retail Price Plan	19.95
COE Revised Clearance Markdown Retail Price Plan	0.00
Wp Price Clr AUR	\$0.00
Wp Price Reg AUR	\$0.00

Table 6–18 *Accept Price Plan Worksheet Measures*

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 UCOE	Forecasted Sales Units in un-elapsed time periods combined with Actual Sales Units in elapsed time periods.
COE Revised Forecasted Sales UCOE	Revised Forecasted Sales Units in un-elapsed 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.

Exit Strategy

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

Figure 6–24 Exit Strategy

	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Clr U	0	0	0	0
Ly BOP Clr U	0	0	0	0
Op BOP Clr U	0	0	0	0
Cp BOP Clr U	0	0	0	0
.				
Wp Ticketed Price	0.00	0.00	0.00	0.00
Wp Price Clr AUR	\$0.00	\$0.00	\$0.00	\$0.00
Wp MD Clr %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sell Thru Clr %	0.0 %	0.0 %	0.0 %	0.0 %
.				
Wp Sls Clr U	0	0	0	0
Ly Sls Clr U	0	0	0	0
Op Sls Clr U	0	0	0	0
Cp Sls Clr U	0	0	0	0
.				
Wp Regular Price Duration	0	0	0	0
Wp Clearance Price Duration	0	0	0	0
Wp Total Life Duration	0	0	0	0
.				
Wp Move Inv				
Wp Inv Adj Clr U	0	0	0	0
Wp Inv Moved U	0	0	0	0
Wp EOP Clr U	0	0	0	0
Ly EOP Clr U	0	0	0	0
Op EOP Clr U	0	0	0	0
Cp EOP Clr U	0	0	0	0
.				
Wp MD R	0.00	0.00	0.00	0.00
Ly MD R	0.00	0.00	0.00	0.00
Wp MD Allowance R	0.00	0.00	0.00	0.00
Wp Exit Strategy Comments				

The following table lists the measures available on this worksheet.

Table 6–19 Target Setting Worksheet Measures

Measure	Description
WP BOP Clr U	Working Plan Clearance Beginning of Period Inventory Units.

Table 6–19 (Cont.) Target Setting Worksheet Measures

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

After you plan the exit strategy, review the plan in the next workbook: [Review Plans](#).

Review Plans

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

- [Review Cost Plan](#)
- [Review Retail Plan](#)
- [Review Unit Plan](#)

Review Cost Plan

Use this worksheet to review the cost plan.

Figure 6–25 Review Cost Plan Worksheet

Location	Product	Calendar			
ACME-CHL	1977 APPLIQUE/PEARL	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv C		1,374.14	1,226.38	738.79	561.48
Ly BOP Inv C		1,979.94	3,029.02	1,285.51	1,920.87
Op BOP Inv C		0.00	0.00	0.00	0.00
Cp BOP Inv C		0.00	0.00	0.00	0.00
Wp Sls C		147.76	487.60	177.31	103.43
Wp Sls cont Time C%		2.2 %	7.2 %	2.6 %	1.5 %
Ly Sls C		310.29	960.44	325.07	384.17
Wp Sls var Ly C%		-110.0 %	-97.0 %	-83.3 %	-271.4 %
Op Sls C		0.00	0.00	0.00	0.00
Cp Sls C		0.00	0.00	0.00	0.00
Wp Receipts C		0.00	0.00	0.00	0.00
Ly Receipts C		339.84	384.17	0.00	1,019.53
Op Receipts C		0.00	0.00	0.00	0.00
Cp Receipts C		0.00	0.00	0.00	0.00
Wp Inv Adj C		0.00	0.00	0.00	0.00
Wp EOP Inv C		1,226.38	738.79	561.48	458.05
Ly EOP Inv C		3,029.02	1,285.51	1,920.87	561.48
Wp EOP Inv var Ly C%		-59.5 %	-42.5 %	-70.8 %	-18.4 %
Op EOP Inv C		0.00	0.00	0.00	0.00
Cp EOP Inv C		0.00	0.00	0.00	0.00
Wp Cum Avg Inv C		1,300.26	1,113.10	975.20	871.77
Wp Cum Turn C		0.1	0.6	0.8	1.1

Review Retail Plan

Use this worksheet to review the retail plan.

Figure 6–26 Review Retail Plan Worksheet

Review Retail Plan		Calendar			
Location	Product				
ACME-CHL	1977 APPLIQUE/PEARL				
		1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv R		3,069.00	2,739.00	1,650.00	1,254.00
Ly BOP Inv R		4,422.00	6,765.00	330.00	1,221.00
Op BOP Inv R		0.00	0.00	0.00	0.00
Cp BOP Inv R		0.00	0.00	0.00	0.00
.					
Wp Sls R		330.00	1,089.00	396.00	231.00
Wp Sls cont Time R%		2.2 %	7.2 %	2.6 %	1.5 %
Ly Sls R		693.00	2,145.00	726.00	858.00
Wp Sls var Ly R%		-52.4 %	-49.2 %	-45.5 %	-73.1 %
Op Sls R		0.00	0.00	0.00	0.00
Cp Sls R		0.00	0.00	0.00	0.00
.					
Wp Receipts R		0.00	0.00	0.00	0.00
Ly Receipts R		759.00	858.00	0.00	2,277.00
Op Receipts R		0.00	0.00	0.00	0.00
Cp Receipts R		0.00	0.00	0.00	0.00
.					
Wp Inv Adj R		0.00	0.00	0.00	0.00
.					
Wp MD R		0.00	0.00	0.00	0.00
Ly MD R		0.00	0.00	0.00	0.00
Op MD R		0.00	0.00	0.00	0.00
Cp MD R		0.00	0.00	0.00	0.00
.					
Wp EOP Inv R		2,739.00	1,650.00	1,254.00	1,023.00
Ly EOP Inv R		6,765.00	330.00	1,221.00	1,254.00
Wp EOP Inv var Ly R%		-59.5 %	400.0 %	2.7 %	-18.4 %
Op EOP Inv R		0.00	0.00	0.00	0.00
Cp EOP Inv R		0.00	0.00	0.00	0.00
Wp Cum Avg Inv R		2,904.00	2,486.00	2,178.00	1,947.00
Wp Cum Turn R		0.1	0.6	0.8	1.1
.					
Wp GMROI		0.14	0.54	0.22	0.15
Wp GM		182.24	601.40	218.69	127.57
Ly GM		384.21	1,186.22	403.78	473.83
		0.000	0.000	0.000	0.000

Review Unit Plan

Use this worksheet to review the unit plan.

Figure 6–27 Review Unit Plan Worksheet

Location		Product		Calendar	
ACME-CHL		1977 APPLIQUE/PEARL			
	1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011
Wp BOP Inv U	93	83	50	38	31
Ly BOP Inv U	134	205	87	130	38
Op BOP Inv U	0	0	0	0	0
Cp BOP Inv U	0	0	0	0	0
.					
Wp Sls U	10	33	12	7	23
Wp Sls cont Time U%	2.2 %	7.2 %	2.6 %	1.5 %	5.0 %
Ly Sls U	21	65	22	26	35
Wp Sls var Ly U%	-52.4 %	-49.2 %	-45.5 %	-73.1 %	-34.3 %
Op Sls U	0	0	0	0	0
Cp Sls U	0	0	0	0	0
.					
Wp Receipts U	0	0	0	0	0
Ly Receipts U	23	26	0	69	60
Op Receipts U	0	0	0	0	0
Cp Receipts U	0	0	0	0	0
.					
Wp Inv Adj U	0	0	0	0	0
Wp EOP Inv U	83	50	38	31	8
Ly EOP Inv U	205	87	130	38	107
Wp EOP Inv var Ly U%	-59.5 %	-42.5 %	-70.8 %	-18.4 %	-92.5 %
Op EOP Inv U	0	0	0	0	0
Cp EOP Inv U	0	0	0	0	0
.					
Wp Cum Avg Inv U	88	75	66	59	51
Wp Sell Thru %	10.8 %	39.8 %	24.0 %	18.4 %	74.2 %
Wp Cum Turn U	0.1	0.6	0.8	1.1	1.7
Wp Forward Cover U	6	5	4	3	2
Wp Unit Plan Comments					

Next, review the MFP plans in the next tab: [Review MFP Plans](#).

Review MFP Plans

Reconciliation to MFP is a key part of the Item Planning process. Use the MFP plan as your top-down plan to reconcile the planned measures.

The Review MFP Plans tab has two worksheets:

- [Review MFP Cp Plan](#)
- [Review MFP Op Plan](#)

Review MFP Cp Plan

Use this worksheet to review the MFP current plan.

Figure 6–28 Review MFP Cp Plan Worksheet

Location	Product	Calendar
ACME-CHL	BLAZERS-SUB	
		1/1/2011 1/8/2011 1/15/2011 1/22/2011 1/29/2011
Wp BOP Inv U		0 0 0 0 0
MFP Cp BOP Inv U		0 0 0 0 0
Wp BOP Inv cont MFP Cp U%		0.0 % 0.0 % 0.0 % 0.0 % 0.0 %
Wp Sls U		0 0 0 0 0
MFP Cp Sls U		0 0 0 0 0
Wp Sls cont MFP Cp U%		0.0 % 0.0 % 0.0 % 0.0 % 0.0 %
Wp Receipts U		0 0 0 0 0
MFP Cp Receipts U		0 0 0 0 0
Wp Rcpts cont MFP Cp U%		0.0 % 0.0 % 0.0 % 0.0 % 0.0 %
Wp EOP Inv U		0 0 0 0 0
MFP Cp EOP Inv U		0 0 0 0 0
Wp EOP Inv cont MFP Cp U%		0.0 % 0.0 % 0.0 % 0.0 % 0.0 %
Wp Cum Avg Inv U		0 0 0 0 0
MFP Cp Cum Avg Inv U		0 0 0 0 0
Wp Cum Turn U		0.0 0.0 0.0 0.0 0.0
MFP Cp Cum Turn U		0.0 0.0 0.0 0.0 0.0
Wp BOP Inv R		0.00 0.00 0.00 0.00 0.00
MFP Cp BOP Inv R		0.00 0.00 0.00 0.00 0.00
Wp BOP Inv cont MFP Cp R%		0.0 % 0.0 % 0.0 % 0.0 % 0.0 %
Wp Sls R		0.00 0.00 0.00 0.00 0.00
MFP Cp Sls R		0.00 0.00 0.00 0.00 0.00
Wp Sls cont MFP Cp R%		0.0 % 0.0 % 0.0 % 0.0 % 0.0 %

The following table lists the measures available on this worksheet.

Table 6–20 Review MFP Cp Worksheet Measures

Measure	Description
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.

Table 6–20 (Cont.) Review MFP Cp Worksheet Measures

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

Table 6–20 (Cont.) Review MFP Cp Worksheet Measures

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

Review MFP Op Plan

Use this worksheet to review the MFP original plan.

Figure 6–29 Review MFP Op Plan Worksheet

	1/1/2011	1/8/2011	1/15/2011	1/22/2011
Wp BOP Inv U	0	0	0	0
MFP Op BOP Inv U	0	0	0	0
Wp BOP Inv cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sls U	0	0	0	0
MFP Op Sls U	0	0	0	0
Wp Sls cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts U	0	0	0	0
MFP Op Receipts U	0	0	0	0
Wp Rcpts cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp EOP Inv U	0	0	0	0
MFP Op EOP Inv U	0	0	0	0
Wp EOP Inv cont MFP Op U%	0.0 %	0.0 %	0.0 %	0.0 %
Wp Cum Avg Inv U	0	0	0	0
MFP Op Cum Avg Inv U	0	0	0	0
Wp Cum Turn U	0.0	0.0	0.0	0.0
MFP Op Cum Turn U	0.0	0.0	0.0	0.0

The following table lists the measures available on this worksheet.

Table 6–21 Review MFP Op Worksheet Measures

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

Table 6–21 (Cont.) Review MFP Op Worksheet Measures

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

Table 6–21 (Cont.) Review MFP Op Worksheet Measures

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

After you have reviewed the MFP Op and Cp plans, continue to the [Approval](#) tab.

Approval

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

The approval process is self-approved, executed by the item planner. When approving a plan, the select which versions to update as part of the approval process. During preseason, it is recommended that the you update both Op and Cp together, to ensure that they are synchronized. Once in-season planning begins, you would then only update the Cp version. If for some reason the Op needs to be updated once in-season planning has begun, you have the option to approve to the Op version only. Note that in this case, only unelapsed time periods are approved from Wp to Op.

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

To approve the plans, perform the following steps:

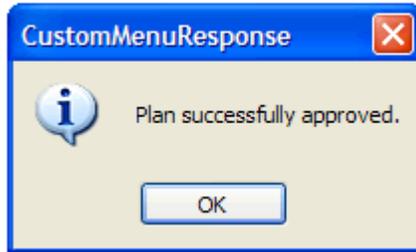
1. Use the Wp Approve measure to approve the plan. You can approve just the current plan, just the original plan, or both plans.
2. Optional: Enter comments in the the Wp Approval Comments measure.
3. When ready to approve, click **Approve** as shown in [Figure 6–30](#).

Figure 6–30 Approval Worksheet

Location	Product	Quarter 1, FY 2011	Quarter 2, FY 2011	Quarter 3, FY 2011
ACME-CHL	1977 APPLIQUE/PEARL			
Wp Approve		Approve Cp only	Approve Op and Cp	Approve Op only
Wp Approval Comments		10 Percent GP		
Wp Last Approval Action				
Op Last Approved Date				
Op Last Approved By				
Op Last Approved Comments				
Cp Last Approved Date				
Cp Last Approved By				
Cp Last Approved Comments				

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

Figure 6–31 Plan Approved Message



The worksheet refreshes and the Wp Approve and Wp Approval Comments measures are cleared. The Wp Last Approval Action measure along with the associated Op and Cp measures are populated (Figure 6–32).

Figure 6–32 Approved Plans

	Quarter 1, FY 2011	Quarter 2, FY 2011	Quarter 3, FY 2011
Wp Approve			
Wp Approval Comments			
Wp Last Approval Action	Approve Cp only	Approve Op and Cp	Approve Op only
Op Last Approved Date		6/27/2010	6/27/2010
Op Last Approved By		adm	adm
Op Last Approved Comments			
Cp Last Approved Date	6/27/2010	6/27/2010	
Cp Last Approved By	adm	adm	
Cp Last Approved Comments	10 Percent GP		

The following table lists the measures available on this worksheet.

Table 6–22 Approval Worksheet Measures

Measure	Description
Wp Approve	Use this measure to approve the plan to the current plan, original plan, or both.
Wp Approval Comments	Use this measure to enter comments about the plan.
Wp Last Approval Action	Displays the last type of approval for the time period. The choices are Approve Op and Cp, Approve Op Only, and Approve Cp Only.

Table 6–22 (Cont.) Approval Worksheet Measures

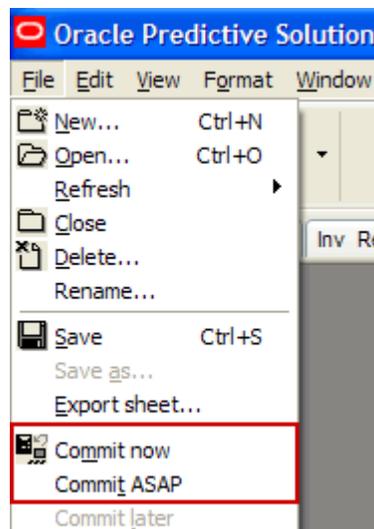
Measure	Description
Op Last Approved Date	The date that the last original plan was approved.
Op Last Approved By	The username of the person who last approved the original plan.
Op Last Approved Comments	The comments about the original plan approval made by the user.
Cp Last Approved Date	The date that the last current plan was approved.
Cp Last Approved By	The username of the person who last approved the current plan.
Cp Last Approved Comments	The comments about the current plan approval made by the user.

Commit Targets

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

To commit your plan, perform the following steps:

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

Figure 6–33 Commit a Workbook

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

All Measures

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

Figure 6–34 All Measures

The screenshot shows a window titled "All Measures" with a blue header. Below the header is a table with columns for "Location", "Product", and "Calendar". The "Location" is "ACME-CHL" and the "Product" is "1977 APPLIQUE/PEARL". The "Calendar" column shows dates: 1/1/2011, 1/8/2011, 1/15/2011, 1/22/2011, 1/29/2011, and 2/5/2011. The "Wp Sls U" measure is visible with values: 10, 33, 12, 7, 23, and 7. A "Measure" dimension tile is visible at the bottom left of the window.

Location	Product	Calendar					
ACME-CHL	1977 APPLIQUE/PEARL						
		1/1/2011	1/8/2011	1/15/2011	1/22/2011	1/29/2011	2/5/2011
Wp Sls U		10	33	12	7	23	7

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

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

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

Enable Op Approval Workbook

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

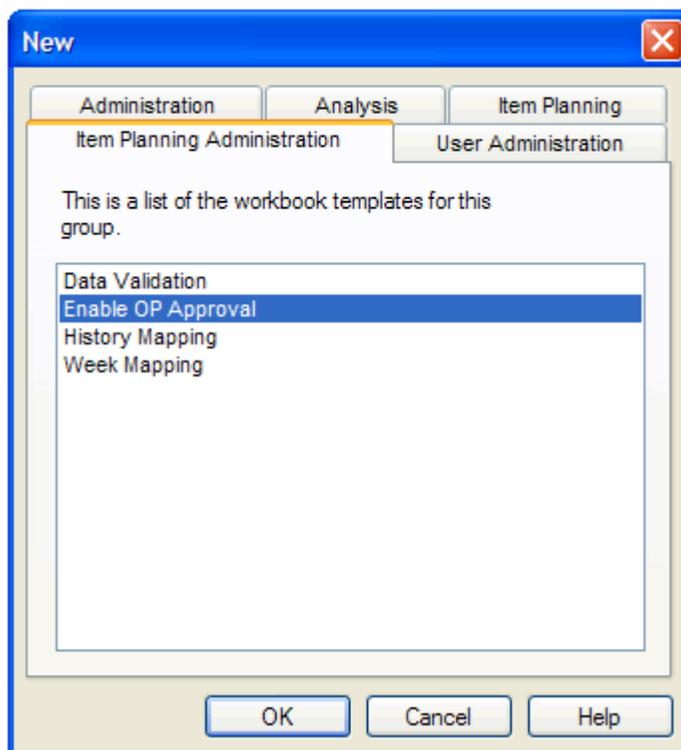
By default, the Op approval is set to enabled.

Building the Enable Op Approval Workbook

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

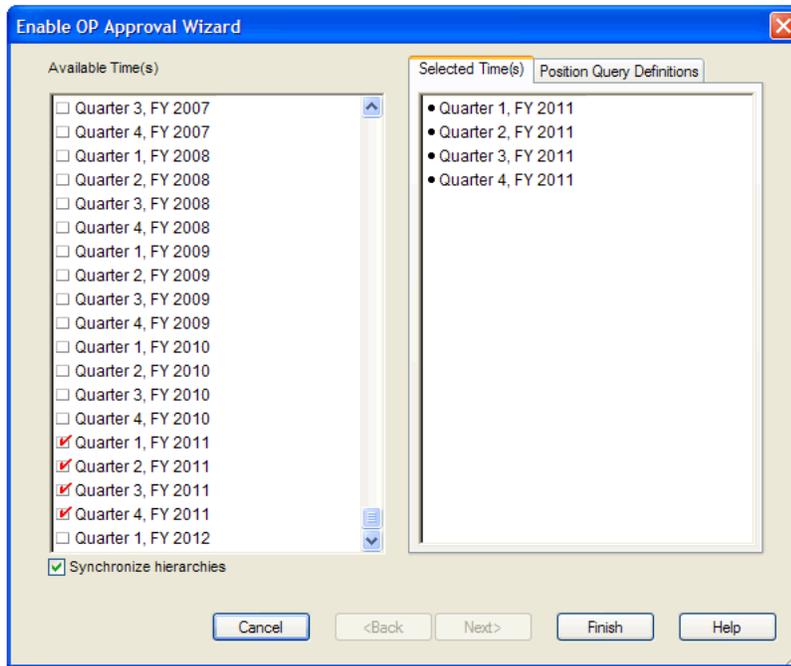
1. Click the New icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Enable Op Approval** and click **OK**.

Figure 7-1 New Workbook Dialog Box



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

Figure 7-2 Enable Op Approval Wizard: Select Calendar



The Enable Op Approval workbook is built and opens at the [Allow Op Approval](#) worksheet.

Allow Op Approval

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

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

Figure 7-3 Allow OP Approval Worksheet



The following table lists the measures available on this worksheet.

Table 7-1 Allow Op Approval Worksheet Measures

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

Data Validation

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

The Data Load Validation workbook contains the following worksheets:

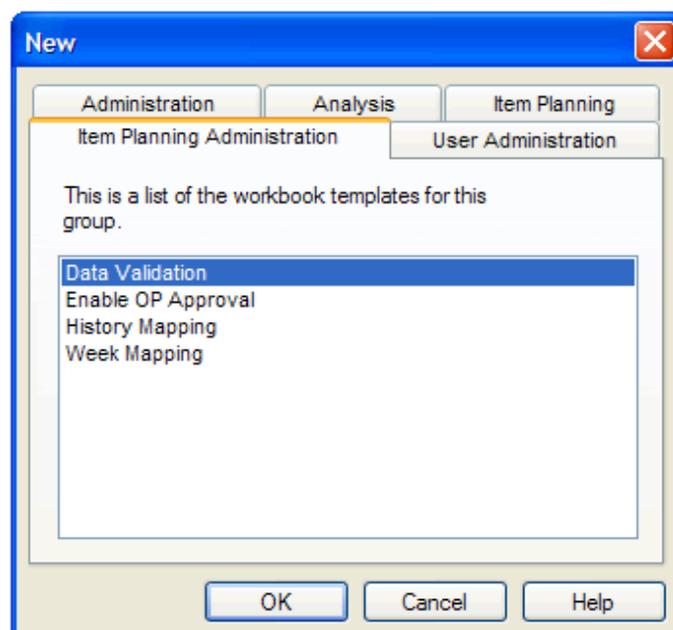
- [Assortment Planning Measures](#)
- [Default Measures](#)
- [Item Planning Measures](#)
- [MFP Measures](#)

Building the Data Load Validation Workbook

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

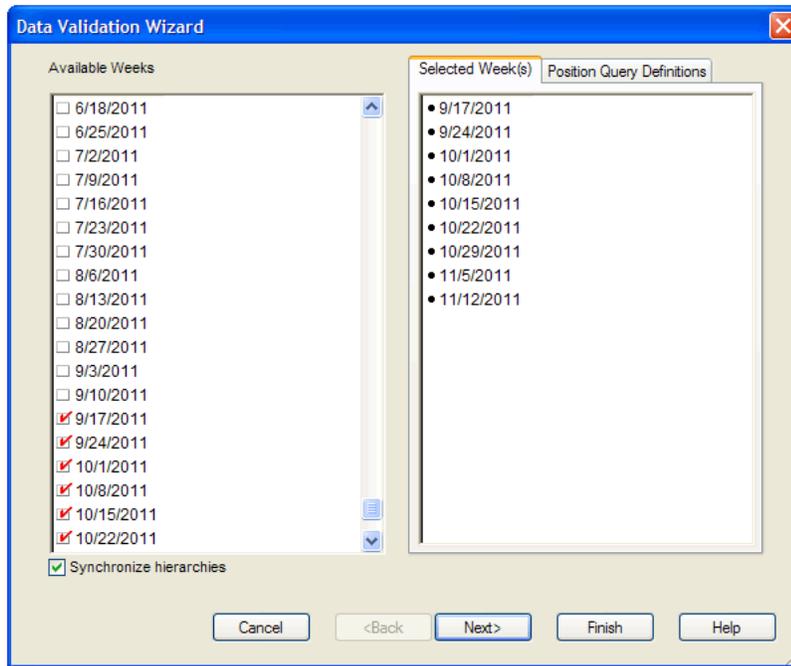
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Data Validation** and click **OK**.

Figure 8–1 New Workbook Dialog Box



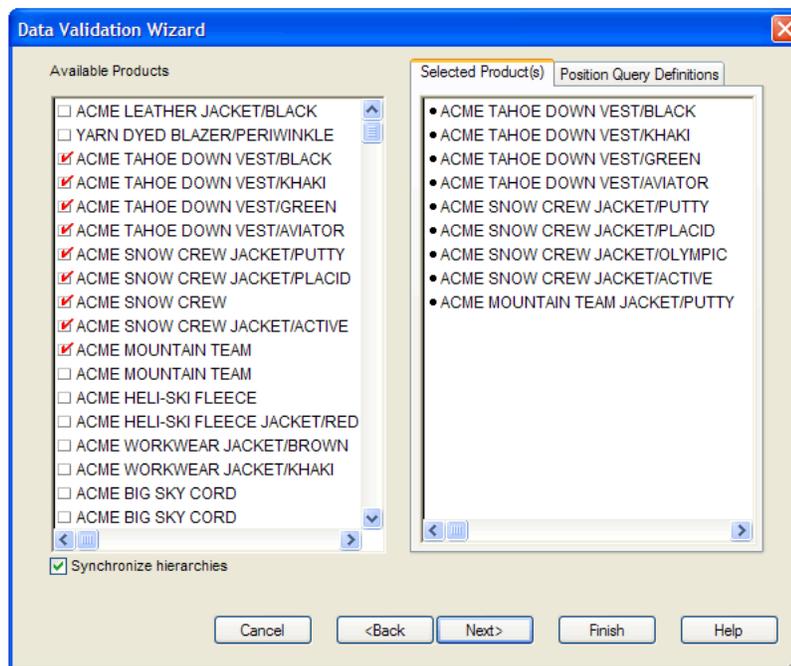
- The Data Validation Wizard appears at the Select Calendar step. Select the weeks you want to validate and click **Next**.

Figure 8–2 Data Validation Wizard: Select Calendar



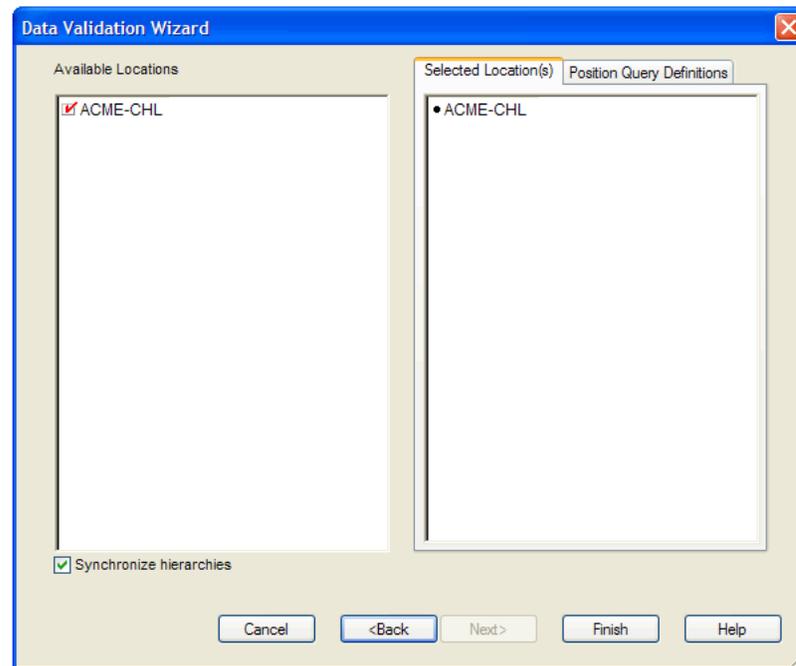
- The Select Product step appears. Select the products you want to validate and click **Next**.

Figure 8–3 Data Validation Wizard: Select Product Step



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

Figure 8–4 Data Validation Wizard: Select Location Step



The Data Load Validation workbook is built.

Assortment Planning Measures

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

Figure 8–5 Assortment Planning Worksheet

Location	Product	9/17/2011	9/24/2011	10/1/2011	10/8/2011
ACME-CHL	ACME MOUNTAIN TEAM JACKET/PUTTY				
BOP Inv Cost		0.00	0.00	0.00	0.00
BOP Inv Retail		0.00	0.00	0.00	0.00
BOP Inv Units		0	0	0	0
Product Cost					
EOP Inv Cost		0.00	0.00	0.00	0.00
AP Cp EopPerStr U%		0.0 %	0.0 %	0.0 %	0.0 %
EOP Inv Retail		0.00	0.00	0.00	0.00
EOP Inv Units		0	0	0	0
Exit Date					
AP Cp Gross Margin		0.00	0.00	0.00	0.00
AP Cp GM R%		0.0 %	0.0 %	0.0 %	0.0 %
Clearance Markdown Retail		0.00	0.00	0.00	0.00
First Markdown % Off		0.0 %	0.0 %	0.0 %	0.0 %
Perm Markdown Retail		0.00	0.00	0.00	0.00
Promo Markdown Retail		0.00	0.00	0.00	0.00
Pack Size		1	1	1	1
AP Cp Price AUC		0.00	0.00	0.00	0.00
AP Cp Price AUR		0.00	0.00	0.00	0.00
AP Cp Price Clr AUC		0.00	0.00	0.00	0.00
AP Cp Price Clr AUR		0.00	0.00	0.00	0.00
Clearance Price Change %		0.0 %	0.0 %	0.0 %	0.0 %
Clearance Price Retail		0.00	0.00	0.00	0.00
Perm Price Change %		0.0 %	0.0 %	0.0 %	0.0 %
Product Original Ticket Price					
Promo Price Change %		0.0 %	0.0 %	0.0 %	0.0 %
Promo Price Retail		0.00	0.00	0.00	0.00
Perm Price Retail		0.00	0.00	0.00	0.00

The following table lists the measures available on this worksheet.

Table 8–1 Assortment Planning Measures

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

Table 8-1 (Cont.) Assortment Planning Measures

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

Table 8-1 (Cont.) Assortment Planning Measures

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

Default Measures

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

Figure 8–6 *Default Measures Worksheet*

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

The following table lists the measures available on this worksheet.

Table 8–2 *Default Measures Worksheet Measures*

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

Table 8–2 (Cont.) Default Measures Worksheet Measures

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

Item Planning Measures

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

Figure 8-7 Item Planning Worksheet

Location	Product	Calendar			
ACME-CHL	ACME MOUNTAIN TEAM JACKET/PUTTY	9/17/2011	9/24/2011	10/1/2011	10/8/2011
Wp BOP Clr C		0.00	0.00	0.00	0.00
Wp BOP Clr R		0.00	0.00	0.00	0.00
Wp BOP Clr U		0	0	0	0
Wp BOP Reg C		0.00	0.00	0.00	0.00
Wp BOP Reg R		0.00	0.00	0.00	0.00
Wp BOP Reg U		0	0	0	0
Wp EOP Clr C		0.00	0.00	0.00	0.00
Wp EOP Clr R		0.00	0.00	0.00	0.00
Wp EOP Clr U		0	0	0	0
Wp EOP Reg C		0.00	0.00	0.00	0.00
Wp EOP Reg R		0.00	0.00	0.00	0.00
Wp EOP Reg U		0	0	0	0
Wp MD Allowance R		0.00	0.00	0.00	0.00
Wp On Order C		0.00	0.00	0.00	0.00
Wp On Order R		0.00	0.00	0.00	0.00
Wp On Order U		0	0	0	0
Wp Receipts C		0.00	0.00	0.00	0.00
Wp Receipts R		0.00	0.00	0.00	0.00
Wp Receipts U		0	0	0	0
Wp Sls Clr C		0.00	0.00	0.00	0.00
Wp Sls Clr R		0.00	0.00	0.00	0.00
Wp Sls Clr U		0	0	0	0
Wp Sls Promo C		0.00	0.00	0.00	0.00
Wp Sls Promo R		0.00	0.00	0.00	0.00
Wp Sls Promo U		0	0	0	0
Wp Sls Reg C		0.00	0.00	0.00	0.00
Wp Sls Reg R		0.00	0.00	0.00	0.00
Wp Sls Reg U		0	0	0	0

The following table lists the measures available on this worksheet.

Table 8-3 Item Planning Measures Worksheet Measures

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

Table 8–3 (Cont.) Item Planning Measures Worksheet Measures

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

MFP Measures

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

Figure 8–8 MFP Measures Worksheet

Location	Product	Calendar			
ACME-CHL	MENS DOWNFILLED OUTERWEAR-SUB	9/17/2011	9/24/2011	10/1/2011	10/8/2011
MFP Cp BOP Inv U		0	0	0	0
MFP Cp COGS C		0.00	0.00	0.00	0.00
MFP Cp EOP Inv C		0.00	0.00	0.00	0.00
MFP Cp EOP Inv R		0.00	0.00	0.00	0.00
MFP Cp EOP Inv U		0	0	0	0
MFP Cp GM		0.00	0.00	0.00	0.00
MFP Cp MD Clr R		0.00	0.00	0.00	0.00
MFP Cp MD Perm R		0.00	0.00	0.00	0.00
MFP Cp MD Promo R		0.00	0.00	0.00	0.00
MFP Cp MD R		0.00	0.00	0.00	0.00
MFP Cp Receipts C		0.00	0.00	0.00	0.00
MFP Cp Receipts R		0.00	0.00	0.00	0.00
MFP Cp Receipts U		0	0	0	0
MFP Cp Sls C		0.00	0.00	0.00	0.00
MFP Cp Sls Clr C		0.00	0.00	0.00	0.00
MFP Cp Sls Clr R		0.00	0.00	0.00	0.00
MFP Cp Sls Clr U		0	0	0	0
MFP Cp Net Sls R		0.00	0.00	0.00	0.00
MFP Cp Sls Promo C		0.00	0.00	0.00	0.00
MFP Cp Sls Promo R		0.00	0.00	0.00	0.00
MFP Cp Sls Promo U		0	0	0	0
MFP Cp Sls R		0.00	0.00	0.00	0.00
MFP Cp Sls Reg C		0.00	0.00	0.00	0.00
MFP Cp Sls Reg R		0.00	0.00	0.00	0.00
MFP Cp Sls Reg U		0	0	0	0
MFP Cp Sls U		0	0	0	0

The following table lists the measures available on this worksheet.

Table 8–4 MFP Measures Worksheet Measures

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

Table 8–4 (Cont.) MFP Measures Worksheet Measures

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

