Oracle® Retail Item Planning Configured for COE

User Guide for the RPAS Classic Client

Release 14.0.2

E60305-01

January 2015

ORACLE®

Oracle Retail Item Planning Configured for COE, Release 14.0.2

E60305-01

Copyright © 2015, Oracle and/or its affiliates. All rights reserved.

Primary Author: Nirmala Suryaprakasha

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

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

If this is software or related documentation that is delivered to the U.S. Government or anyone licensing it on behalf of the U.S. Government, then the following notice is applicable:

U.S. GOVERNMENT END USERS: Oracle programs, including any operating system, integrated software, any programs installed on the hardware, and/or documentation, delivered to U.S. Government end users are "commercial computer software" pursuant to the applicable Federal Acquisition Regulation and agency-specific supplemental regulations. As such, use, duplication, disclosure, modification, and adaptation of the programs, including any operating system, integrated software, any programs installed on the hardware, and/or documentation, shall be subject to license terms and license restrictions applicable to the programs. No other rights are granted to the U.S. Government.

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

Oracle and Java are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.

Intel and Intel Xeon are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Opteron, the AMD logo, and the AMD Opteron logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group.

This software or hardware and documentation may provide access to or information about content, products, and services from third parties. Oracle Corporation and its affiliates are not responsible for and expressly disclaim all warranties of any kind with respect to third-party content, products, and services unless otherwise set forth in an applicable agreement between you and Oracle. Oracle Corporation and its affiliates will not be responsible for any loss, costs, or damages incurred due to your access to or use of third-party content, products, or services, except as set forth in an applicable agreement between you and Oracle.

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

Value-Added Reseller (VAR) Language

Oracle Retail VAR Applications

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

(i) the **MicroStrategy** Components developed and licensed by MicroStrategy Services Corporation (MicroStrategy) of McLean, Virginia to Oracle and imbedded in the MicroStrategy for Oracle Retail Data Warehouse and MicroStrategy for Oracle Retail Planning & Optimization applications.

(ii) the **Wavelink** component developed and licensed by Wavelink Corporation (Wavelink) of Kirkland, Washington, to Oracle and imbedded in Oracle Retail Mobile Store Inventory Management.

(iii) the software component known as **Access Via™** licensed by Access Via of Seattle, Washington, and imbedded in Oracle Retail Signs and Oracle Retail Labels and Tags.

(iv) the software component known as **Adobe Flex™** licensed by Adobe Systems Incorporated of San Jose, California, and imbedded in Oracle Retail Promotion Planning & Optimization application.

You acknowledge and confirm that Oracle grants you use of only the object code of the VAR Applications. Oracle will not deliver source code to the VAR Applications to you. Notwithstanding any other term or

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

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

Contents

Send Us Your Comments xiii

Preface xv

Audience xv
Documentation Accessibility xv
Related Documents xv
Customer Support xvi
Review Patch Documentation xvi
Improved Process for Oracle Retail Documentation Corrections xvi
Oracle Retail Documentation on the Oracle Technology Network xvii
Conventions xvii

1 Introduction

Item Planning Process 1-1
Item Planning Benefits 1-1
Item Planning Features 1-1
Preseason Planning 1-2
Plan Versions 1-2
In-Season Management 1-3

2 Week Mapping

Building the Week Mapping Workbook 2-1
Week Mapping Tab 2-2
Set LY Mappings Worksheet 2-2
Next Steps 2-3

3 Reference Curves

Building the Reference Curves Workbook 3-1
Maintain Curve Profiles Worksheet 3-2
Next Steps 3-4

4 Markdown Parameters

Building the Markdown Parameters Workbook 4-1

Promotions Definition Tab 4-3
Promotions Definition Worksheet 4-3
Promotions Weeks Worksheet 4-4
Markdown Cadence Tab 4-5
Markdown Cadence Worksheet 4-5
Next Steps 4-7

5 Item and Store Maintenance

Building the Item and Store Maintenance Workbook 5-1
Map Items Tab 5-3
Map Items Worksheet 5-3
Review and Define Item Attributes Worksheet 5-4
Review and Define Store Attributes Worksheet 5-5
Validate Mapping Tab 5-6
Next Steps 5-7

6 Set Initial COE Parameters

Building the Set Initial COE Parameters Workbook 6-1
Set Initial COE Parameters 6-2

7 Item Planning

Building the Item Planning Workbook 7-2
Assortment Plan Tab 7-4
Assortment Plan Parameters Worksheet 7-4
Assortment Plan Details Worksheet 7-5
Item Planning Parameters Tab 7-7
Reference Curves Worksheet 7-7
Item Plan Parameters Worksheet 7-8
Seed Worksheet 7-10
Seeding the Plan 7-12
Pricing Tab 7-12
Promotions Definition Worksheet 7-12
Promotions Weeks Worksheet 7-13
Promo Mapping Worksheet 7-14
Markdown Cadence Worksheet 7-14
Item Plan Tab 7-15
Item Plan Worksheet 7-15
Promo Details Worksheet 7-16
Item Plan Parameters Tab: Receipt and Inventory Plan 7-17
Item Plan Parameters Worksheet: Receipt Parameters Measure Profile 7-17
Item Plan Tab: Receipt and Inventory Plan 7-20
Item Plan Worksheet: Receipts and Inventory Measure Profile 7-20
Review and Approval Tab 7-22
Plan Review Worksheet 7-23
All Measures 7-23
Plan Approval Worksheet 7-24

Committing Targets 7-26
Dashboard Tab 7-27
Dashboard Worksheet 7-27
Bounds Worksheet 7-29

8 Markdown Planning

Building the Markdown Planning Workbook 8-1
Markdown Setup Tab 8-3
Lifecycle Summary Worksheet 8-3
Spread to Price Zone Worksheet 8-4
Markdown Analysis Tab 8-6
Forecast Analysis (Style-Color/Price Zone) Worksheet 8-6
What If Request Worksheet 8-7
Forecast Analysis (Style-Color/Price Zone/Week) Worksheet 8-9
Markdown Impact Dashboard Worksheet 8-11
Markdown Analysis Graph Worksheet 8-13
Review and Approval Tab 8-14
Markdown Analysis (Style-Color/Price Zone/Week) Worksheet 8-14
Price Plan Acceptance Worksheet 8-15
Markdown Analysis (Style-Color/Channel/Week) Worksheet 8-16
All Measures Tab 8-18
Next Steps 8-18

9 Enable Op Approval Workbook

Building the Enable Op Approval Workbook 9-1
Allow Op Approval Tab 9-2

10 Data Validation

Building the Data Load Validation Workbook 10-1
Item Planning Measures Worksheet 10-3
MFP Measures Worksheet 10-5
Default Measures Worksheet 10-8
Assortment Planning Measures Worksheet 10-10

List of Figures

1–1 Item Planning Process Diagram ... 1-4
2–1 New Workbook Dialog Box ... 2-1
2–2 Week Mapping Wizard ... 2-2
2–3 Set LY Mappings Worksheet ... 2-3
3–1 New Workbook Dialog Box ... 3-1
3–2 Reference Curves Wizard: Select Products ... 3-2
3–3 Maintain Curve Profiles Worksheet ... 3-3
3–4 Reference Curves ... 3-4
4–1 New Workbook Dialog Box ... 4-1
4–2 Markdown Parameters Wizard: Select Promotions ... 4-2
4–3 Markdown Parameters Wizard: Select Promotions (Option 2) ... 4-2
4–4 Markdown Parameters Wizard: Select Calendar ... 4-3
4–5 Promotions Definition Worksheet ... 4-3
4–6 Promotions Weeks Worksheet ... 4-4
4–7 Markdown Cadence: Basis (Year/Item) Selection ... 4-6
4–8 Markdown Cadence Worksheet: Cadence 01 ... 4-6
4–9 Markdown Cadence Worksheet: Cadence 02 ... 4-7
5–1 New Workbook Dialog Box ... 5-1
5–2 Item and Store Maintenance Wizard: Select Products ... 5-2
5–3 Item and Store Maintenance Workbook Wizard: Select Channel ... 5-2
5–4 Map Items Worksheet ... 5-3
5–5 Map Like Item Command ... 5-4
5–6 Review and Define Item Attributes Worksheet ... 5-4
5–7 Review and Define Store Attributes Worksheet ... 5-5
5–8 Review Mapped Sales ... 5-6
6–1 New Workbook Dialog Box ... 6-1
6–2 Workbook Wizard: Price Zone Selection ... 6-2
6–3 Workbook Wizard: Product Selection ... 6-2
6–4 Set Initial COE Parameters Worksheet ... 6-3
7–1 New Workbook Dialog Box ... 7-2
7–2 Workbook Wizard: Calendar Selection ... 7-3
7–3 Workbook Wizard: Product Selection ... 7-3
7–4 Workbook Wizard: Location Selection ... 7-4
7–5 Assortment Plan Parameters Worksheet ... 7-5
7–6 Assortment Plan Details Worksheet ... 7-6
7–7 Reference Curves Worksheet ... 7-8
7–8 Item Plan Parameters - Sales Parameters Measure Profile ... 7-9
7–9 Seed Worksheet ... 7-11
7–10 Seed Option in the Planning Actions Menu ... 7-12
7–11 Seeding Success Message ... 7-12
7–12 Promotions Definition Worksheet ... 7-13
7–13 Promotions Weeks Worksheet ... 7-13
7–14 Promo Mapping Worksheet ... 7-14
7–15 Markdown Cadence Worksheet ... 7-15
7–16 Item Plan Worksheet ... 7-16
7–17 Promo Details Worksheet ... 7-17
7–18 Item Plan Parameters Worksheet: Receipt Parameters Measure Profile ... 7-18
7–19 Planning Actions: Calculate Receipt Flow ... 7-19
7–20 Item Plan Worksheet: Receipt and Inventory Measure Profile ... 7-21
7–21 Item Plan Worksheet: Sales and Margin Plan Measure Profile ... 7-22
7–22 Plan Review Worksheet: Compare to MFP Cost Cp Plan ... 7-23
7–23 All Measures Worksheet ... 7-24
7–24 Plan Approval Worksheet ... 7-25
7–25 Approve Item Plans Option in the Planning Actions Menu ... 7-25

7–26 Plan Approved Message 7-25
7–27 Approved Plans 7-26
7–28 Commit a Workbook 7-27
7–29 Dashboard Worksheet 7-28
7–30 Bounds Worksheet 7-29
8–1 New Workbook Dialog Box 8-1
8–2 Workbook Wizard: Calendar Selection 8-2
8–3 Workbook Wizard: Product Selection 8-2
8–4 Workbook Wizard: Location Selection 8-3
8–5 Lifecycle Summary Worksheet 8-4
8–6 Spread to Price Zone Worksheet 8-5
8–7 Forecast Analysis (Style-Color/Price Zone) Worksheet - Initial Forecast Measure Profile 8-6
8–8 What If Request Worksheet 8-8
8–9 What-If Markdown Call Custom Menu Option 8-8
8–10 Forecast Analysis (Style-Color/Price Zone/Week) Worksheet - What-If Forecast Measure Profile 8-10
8–11 Markdown Impact Dashboard Worksheet 8-12
8–12 Markdown Analysis Graph Worksheet 8-14
8–13 Markdown Analysis (Style-Color/Price Zone/Week) Worksheet 8-15
8–14 Price Plan Acceptance Worksheet 8-16
8–15 Accept Price Plan Custom Menu Option 8-16
8–16 Markdown Analysis (Style-Color/Channel/Week) Worksheet 8-17
8–17 All Measures Worksheet 8-18
9–1 New Workbook Dialog Box 9-1
9–2 Enable Op Approval Wizard: Select Calendar 9-2
9–3 Allow OP Approval Worksheet 9-2
10–1 New Workbook Dialog Box 10-1
10–2 Data Validation Wizard: Select Calendar 10-2
10–3 Data Validation Wizard: Select Product 10-2
10–4 Data Validation Wizard: Select Location Step 10-3
10–5 Item Planning Worksheet 10-4
10–6 MFP Measures Worksheet 10-6
10–7 Default Measures Worksheet 10-9
10–8 Assortment Planning Worksheet 10-11

List of Tables

2–1 Set LY Mappings Worksheet Measures 2-3
3–1 Maintain Curve Profiles Worksheet Measures 3-3
4–1 Promotions Definition Worksheet Measures 4-4
4–2 Promotions Definition Worksheet Measure 4-5
4–3 Markdown Cadence Worksheet Measures 4-7
5–1 Map Items Worksheet Measures 5-4
5–2 Review and Define Item Attributes Measures 5-5
5–3 Review and Define Store Attributes Measures 5-6
5–4 Review Mapped Sales Worksheet Measures 5-7
6–1 Set Initial COE Parameters Worksheet Measures 6-3
7–1 Assortment Plan Parameters Worksheet Measures 7-5
7–2 Assortment Plan Details Worksheet Measures 7-6
7–3 Reference Curves Worksheet Measures 7-8
7–4 Seed Worksheet Measures 7-11
7–5 Promotions Definition Worksheet Measures 7-13
7–6 Markdown Cadence Worksheet Measures 7-15
7–7 Promo Details Worksheet Measures 7-17
7–8 Item Plan Parameters Worksheet - Receipt Parameters Measure Profile 7-19
7–9 Approval Worksheet Measures 7-26
7–10 Dashboard Worksheet Measures 7-28
7–11 Bounds Worksheet Measures 7-29
8–1 Lifecyle Summary Worksheet Measures 8-4
8–2 Spread to Price Zone Worksheet Measures 8-5
8–3 Forecast Analysis (Style-Color/Price Zone) Worksheet Measures 8-7
8–4 What If Request Worksheet Measures 8-8
8–5 Forecast Analysis (Style-Color/Price Zone/Week) Worksheet - What-If Forecast Measure Profile Measures 8-10
8–6 Markdown Impact Analysis Dashboard Worksheet Measures 8-12
8–7 Markdown Impact Analysis Dashboard Worksheet Measure Details 8-13
9–1 Allow Op Approval Worksheet Measures 9-3
10–1 Item Planning Measures Worksheet Measures 10-4
10–2 MFP Measures Worksheet Measures 10-6
10–3 Default Measures Worksheet Measures 10-9
10–4 Assortment Planning Measures 10-11

Send Us Your Comments

Oracle Retail Item Planning Configured for COE User Guide for the RPAS Classic Client, Release 14.0.2

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

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

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

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

> **Note:** Before sending us your comments, you might like to check that you have the latest version of the document and if any concerns are already addressed. To do this, access the Online Documentation available on the Oracle Technology Network web site. It contains the most current Documentation Library plus all documents revised or released recently.

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

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

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

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

Preface

This guide describes the 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.

Documentation Accessibility

For information about Oracle's commitment to accessibility, visit the Oracle Accessibility Program website at http://www.oracle.com/pls/topic/lookup?ctx=acc&id=docacc.

Access to Oracle Support

Oracle customers that have purchased support have access to electronic support through My Oracle Support. For information, visit http://www.oracle.com/pls/topic/lookup?ctx=acc&id=info or visit http://www.oracle.com/pls/topic/lookup?ctx=acc&id=trs if you are hearing impaired.

Related Documents

For more information, see the following documents in the Oracle Retail Item Planning Configured for COE Release 14.0.2 documentation set:

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

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

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

Customer Support

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

https://support.oracle.com

When contacting Customer Support, please provide the following:

- Product version and program/module name
- Functional and technical description of the problem (include business impact)
- Detailed step-by-step instructions to re-create
- Exact error message received
- Screen shots of each step you take

Review Patch Documentation

When you install the application for the first time, you install either a base release (for example, 14.0) or a later patch release (for example, 14.0.1). If you are installing the base release or additional patch releases, read the documentation for all releases that have occurred since the base release before you begin installation. Documentation for patch releases can contain critical information related to the base release, as well as information about code changes since the base release.

Improved Process for Oracle Retail Documentation Corrections

To more quickly address critical corrections to Oracle Retail documentation content, Oracle Retail documentation may be republished whenever a critical correction is needed. For critical corrections, the republication of an Oracle Retail document may at times not be attached to a numbered software release; instead, the Oracle Retail document will simply be replaced on the Oracle Technology Network Web site, or, in the case of Data Models, to the applicable My Oracle Support Documentation container where they reside.

This process will prevent delays in making critical corrections available to customers. For the customer, it means that before you begin installation, you must verify that you have the most recent version of the Oracle Retail documentation set. Oracle Retail documentation is available on the Oracle Technology Network at the following URL:

http://www.oracle.com/technetwork/documentation/oracle-retail-100266.html

An updated version of the applicable Oracle Retail document is indicated by Oracle part number, as well as print date (month and year). An updated version uses the same part number, with a higher-numbered suffix. For example, part number E123456-02 is an updated version of a document with part number E123456-01.

If a more recent version of a document is available, that version supersedes all previous versions.

Oracle Retail Documentation on the Oracle Technology Network

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

http://www.oracle.com/technetwork/documentation/oracle-retail-100266.html

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

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

Conventions

The following text conventions are used in this document:

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

1

Introduction

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.

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

Preseason Planning

Prior to the beginning of the style/color's lifecycle, 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.

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

On the Item Plan Parameters worksheet, the planner selects parameters that initiate an item plan.

First, the planner defines sales and price based parameters such as Start Sell Week and Out of Stock Week, along with the number of stores to be planned and the Rate of Sale as well as Regular Price and Regular Cost. Then the planner selects the baseline curve to spread the sales units over the regular and promotional lifecycle of the item plan.

Next, the planner plans markdowns, first promotional markdowns by assigning style colors to pre defined promotions. Then the planner selects the clearance cadence to define their clearance sell off.

After the total sales units and values have been planned, the planner then defines the receipt parameters such as initial allocation percentage, presentation minimum, receipt frequency, and safety stock.

After receipts have been flowed, the planner can then review the item plan in total.

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 and 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.

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 updated in-season 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

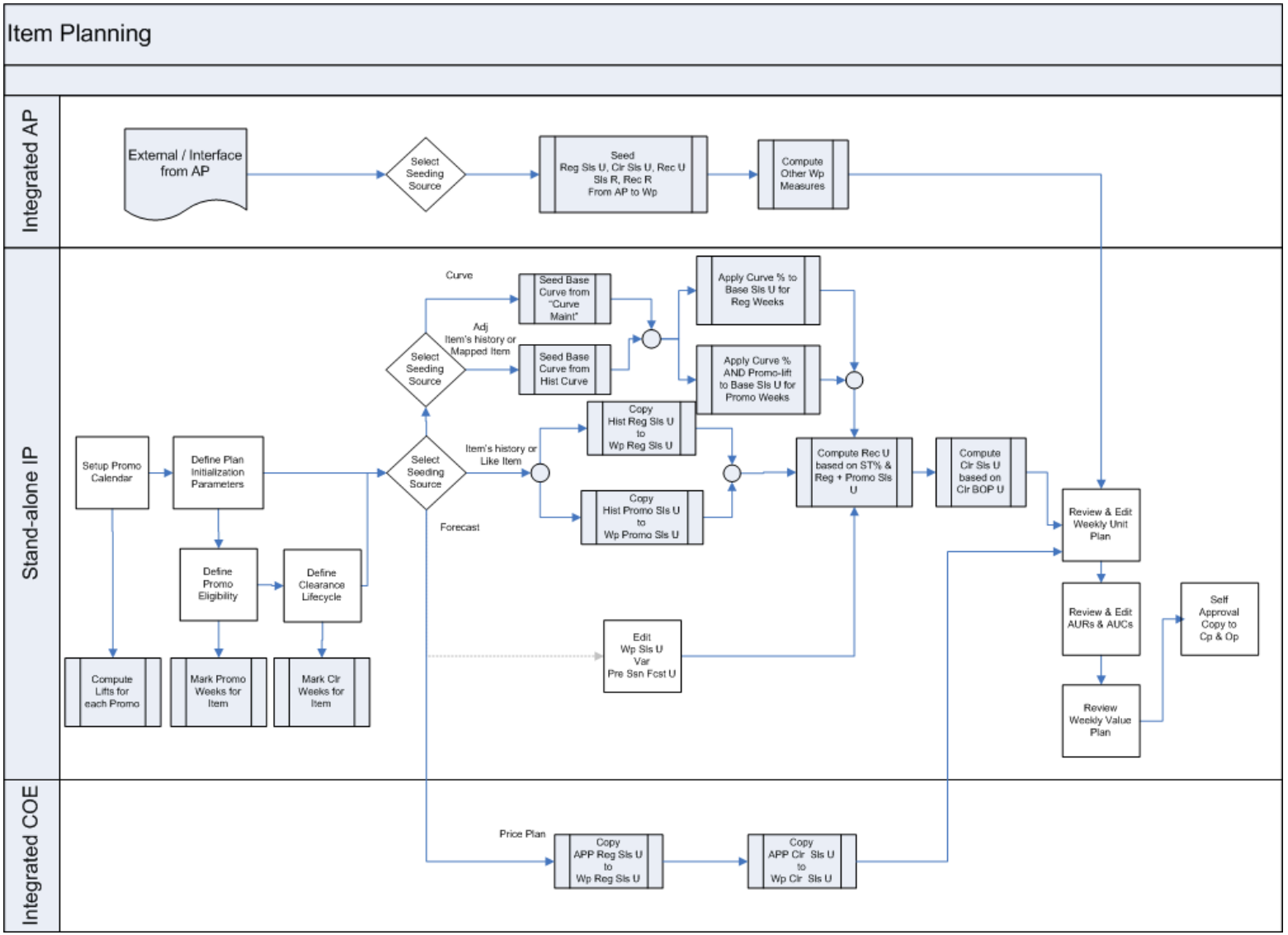
Once the plan period process has begun, in-season planning begins. The planner now uses the plan created in the preseason planning process as the benchmark for successful in-season planning. To begin the in-season planning process, the planner first manually reviews the factors that affect sales.

The planner begins by reviewing the Dashboard worksheet, which highlights the style/colors that are performing differently from the Original Plan. The style/colors that have the largest variance from the plan are likely to need the most attention. By using the exception measures in the Dashboard, the planner can quickly identify the style/colors that need replanning.

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 performance of the item. 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 1–1 Item Planning Process Diagram



2

Week Mapping

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

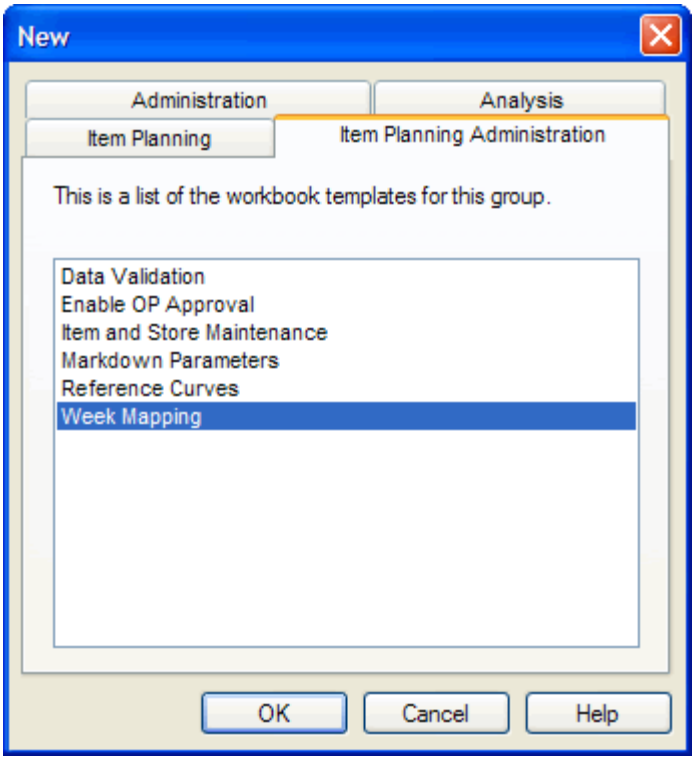
The Week Mapping workbook contains one tab: Week Mapping Tab.

Building the Week Mapping Workbook

To build a Week Mapping workbook:

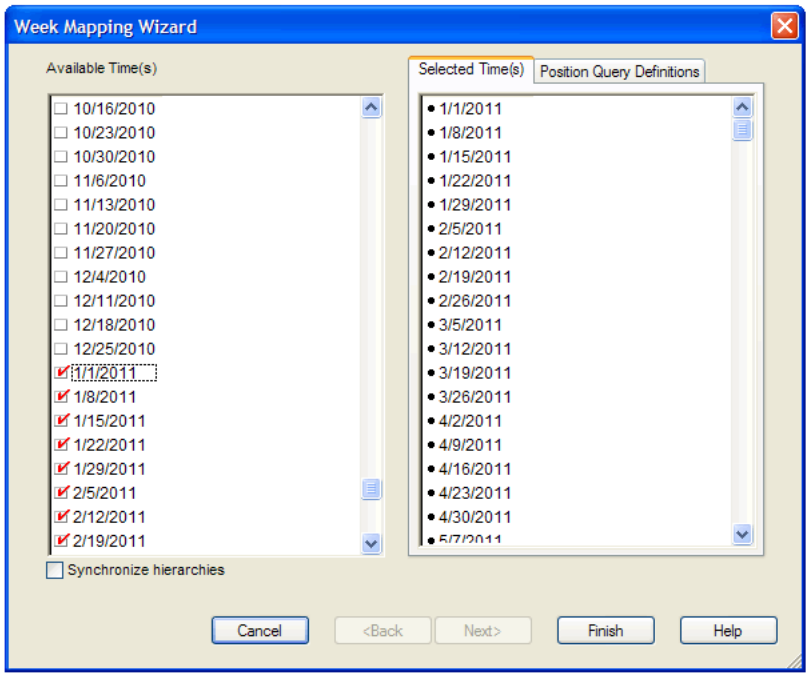
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Week Mapping** and click **OK**.

Figure 2–1 New Workbook Dialog Box



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

Figure 2–2 Week Mapping Wizard



The workbook is built.

Week Mapping Tab

This tab contains a single worksheet called Set LY Mappings.

Set LY Mappings Worksheet

Use this worksheet to set the mappings for last year and adjusted last year.

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

Figure 2–3 Set LY Mappings Worksheet

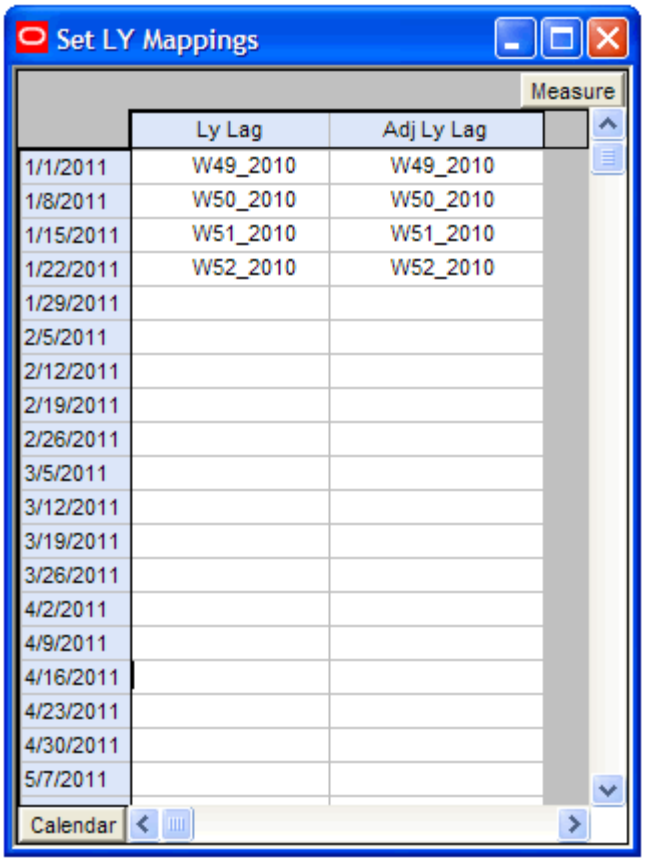


Table 2–1 Set LY Mappings Worksheet Measures

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

Next Steps

After you have mapped the weeks, build the Reference Curves workbook to create reference curves.

3

Reference Curves

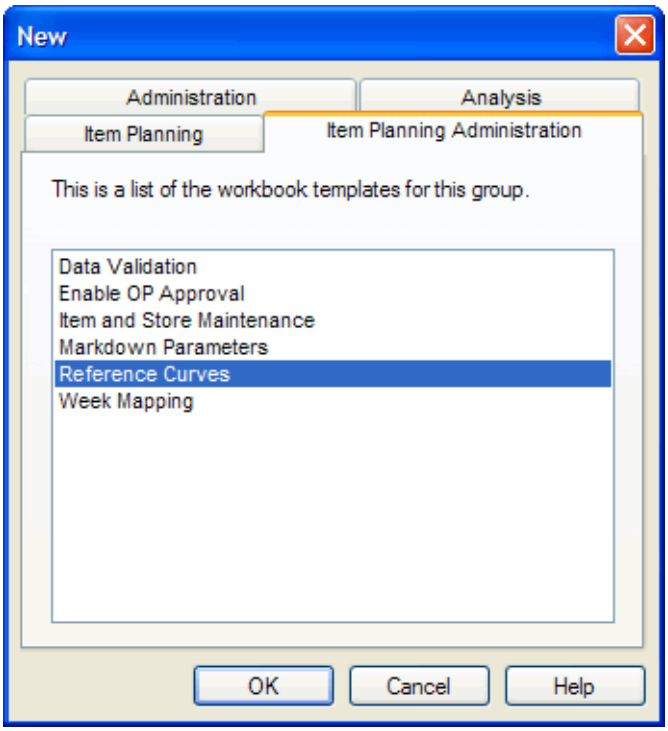
The Reference Curves workbook is used to create reference curves, which are used to spread unit sales to week in the Item Planning workbook. Reference curves are based on percent-to-total sales, and they shrink or stretch to fit the defined regular or promotional sales period. In Item Planning, reference curves are used only for regular and promotional sales periods, unlike Assortment Planning which uses them for the entire lifecycle of an item.

Building the Reference Curves Workbook

To build a Reference Curves workbook, perform the following steps:

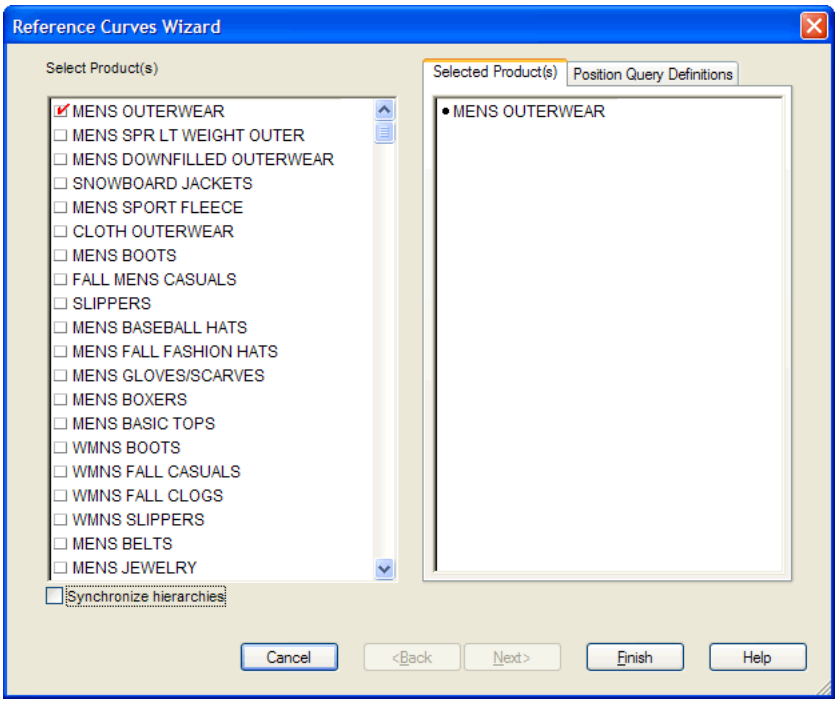
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Reference Curves** and click **OK**.

Figure 3–1 New Workbook Dialog Box



3. The Reference Curves Wizard appears at the Select Products step. Select the products you want to create curves for and click **Finish**.

Figure 3–2 Reference Curves Wizard: Select Products

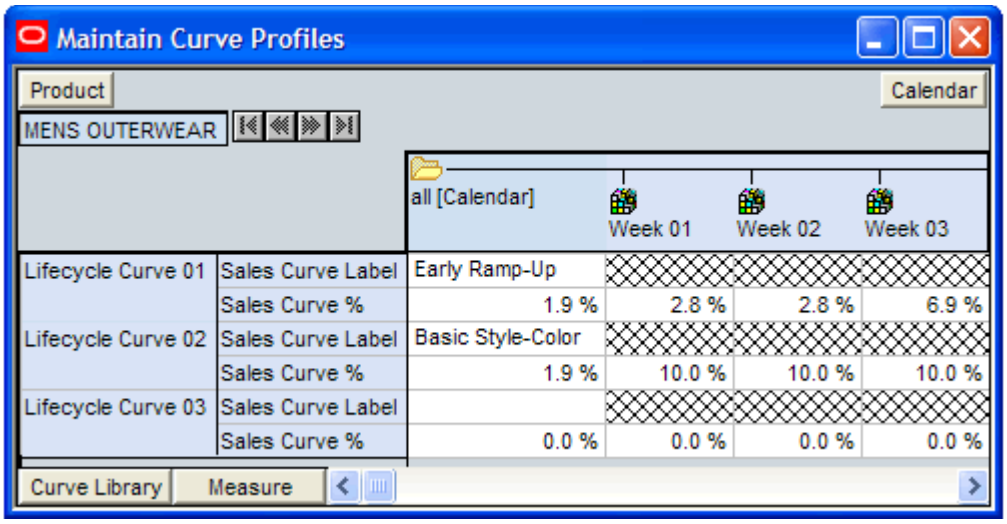


The Reference Curves workbook is built and opens at the Maintain Curve Profiles Worksheet.

Maintain Curve Profiles Worksheet

The Reference Curves workbook has one worksheet, Maintain Curve Profiles. Use this worksheet to create sales curves to be used in the Item Planning workbook. These curve profiles are based on a percent-to-total sales. Regardless of weeks in the curve, the curves can shrink or stretch to fit the defined regular and promotional sales period.

Figure 3–3 Maintain Curve Profiles Worksheet



Perform the following steps to create curve profiles.

1. Ensure that all[Calendar] is shown in the Calendar hierarchy.
2. In the intersection of the Sales Curve Label measure and the all[Calendar] dimension, enter the label of the curve profile. This label is displayed in the Item Planning workbook.
3. Starting in Week 01, enter the percent-to-total sales percentage in the weeks of the curve profile. The number of defined weeks is up to you.

> **Note:** You must start the curve in Week 01 for the curve to be able to shrink or stretch to fit the defined regular and promotional sales period.

4. Click **Calculate**. The all[Calendar] percentage is calculated based on the percentages in the defined weeks.
5. Repeat steps 1 through 4 for additional curve profiles.
6. When finished, save and commit the workbook.

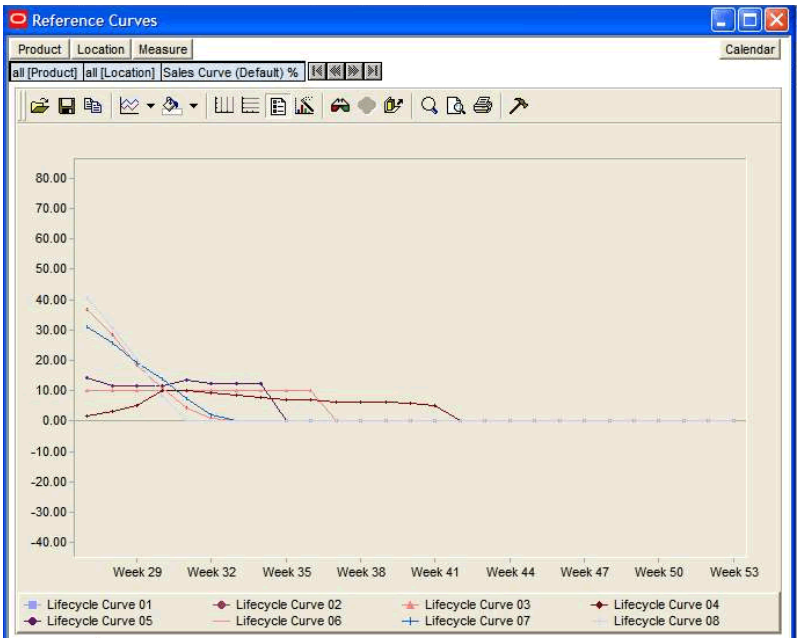
Table 3–1 lists the measures in this worksheet.

Table 3–1 Maintain Curve Profiles Worksheet Measures

Measure	Description
Sales Curve Label	Enter a label for the lifecycle curve. This label is displayed in the Item Planning workbook.
Sales Curve %	Enter percent-to-total sales percentage in the weeks of the curve.

Use the graph view to see how the curves look over the sales period (Figure 3–4).

Figure 3–4 Reference Curves



Next Steps

After you have created reference curves, build the Markdown Parameters workbook to create promotions and clearance cadences.

4

Markdown Parameters

The Markdown Parameters workbook is used to define the promotions and clearance cadences for corporate, store-wide, or planner-specific promotions. After these are created, you assign them to style/colors in the Item Planning workbook.

This workbook contains the following tabs:

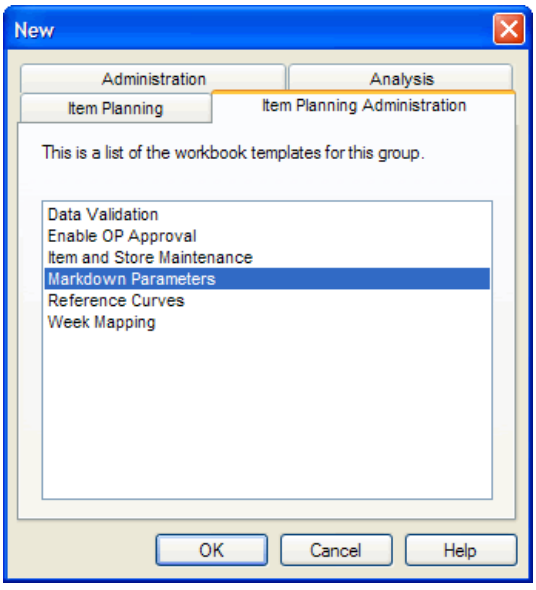
- Promotions Definition Tab
- Markdown Cadence Tab

Building the Markdown Parameters Workbook

To build a Markdown Parameters workbook, perform the following steps:

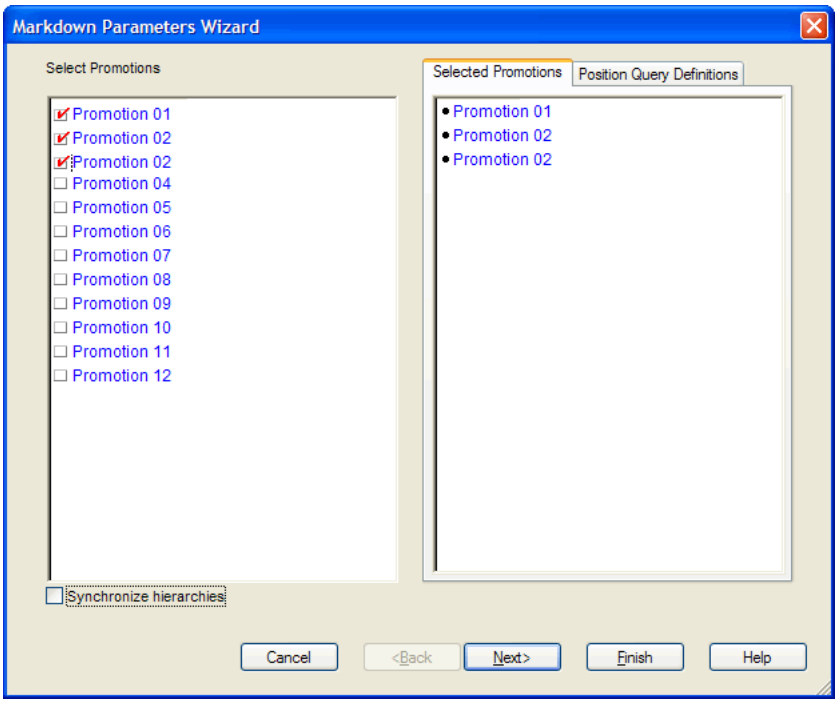
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Markdown Parameters** and click **OK**.

Figure 4–1 New Workbook Dialog Box



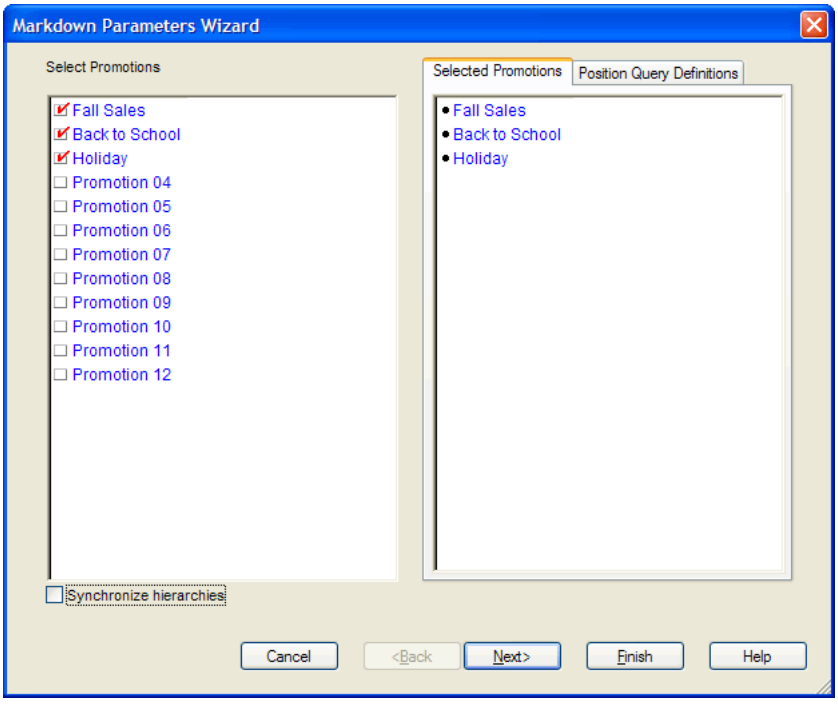
3. The Markdown Parameters Wizard appears at the Select Promotions step. If you have not previously set up promotions, placeholder promotions are available for selection. Select the number of promotions you want to create and click **Next**.

Figure 4–2 Markdown Parameters Wizard: Select Promotions



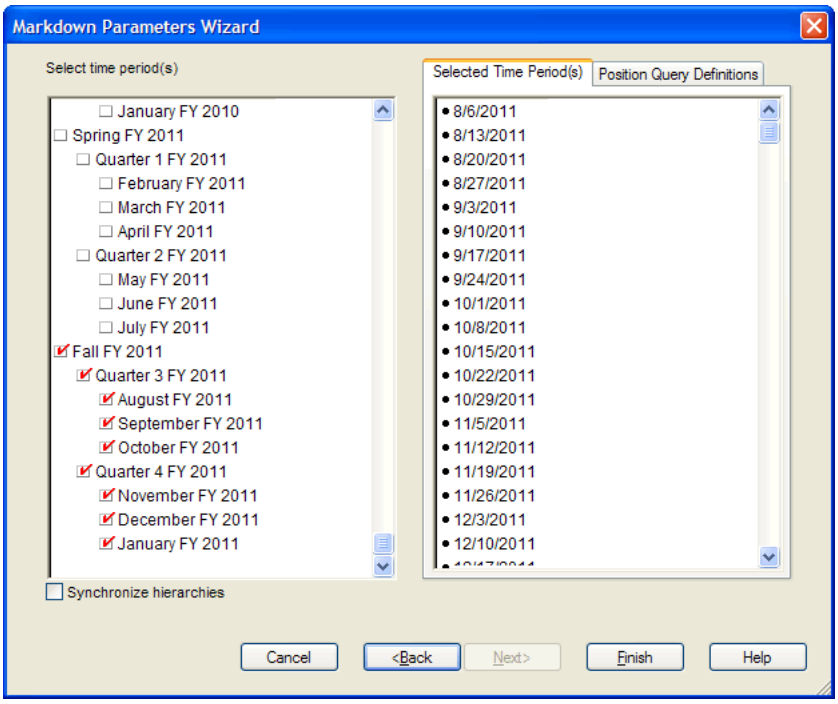
If you have created promotions previously, those promotions are available for selection as shown in Figure 4–3.

Figure 4–3 Markdown Parameters Wizard: Select Promotions (Option 2)



4. The Calendar step appears. Select the time periods you want and click **Finish**.

Figure 4–4 Markdown Parameters Wizard: Select Calendar



The Markdown Parameters workbook is built and opens at the Promotions Definition Tab.

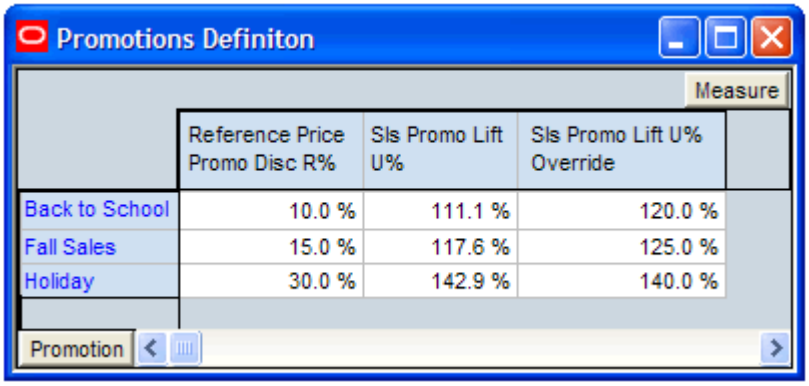
Promotions Definition Tab

The Promotions Definition tab contains two worksheets: Promotions Weeks Worksheet and Markdown Cadence Worksheet. Use these two worksheets to set the discount rate, lift, lift override, and lifecycle of promotions.

Promotions Definition Worksheet

Use this worksheet to define the lift for the entire promotion. Keep in mind that you are not defining the lift for specific weeks of the promotions but for the entire promotion in general.

Figure 4–5 Promotions Definition Worksheet



Perform the following steps to define the promotional lifts.

1. (Optional): Use DPM to change the promotion label to one that represents the event.
2. In the Reference Price Promo Disc R% measure, enter the discount percentage of the promotion.
3. Click **Calculate**. This automatically calculates the Promo Lift U% measure for the promotion. This is the percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount.
4. (Optional): To use a different promotional lift than the one calculated in Sls Promo Lift U%, enter it in the Sls Promo Lift U% Override measure.

   Note: If you want the override lift to be 20%, enter 120.

   If an override lift exists for a promotion, that lift is used in the Item Planning workbook. Otherwise, the lift created by the Promo Lift U% measure is used. The lift used is the same for every week in the promotion.

Table 4–1 lists the measures in this worksheet.

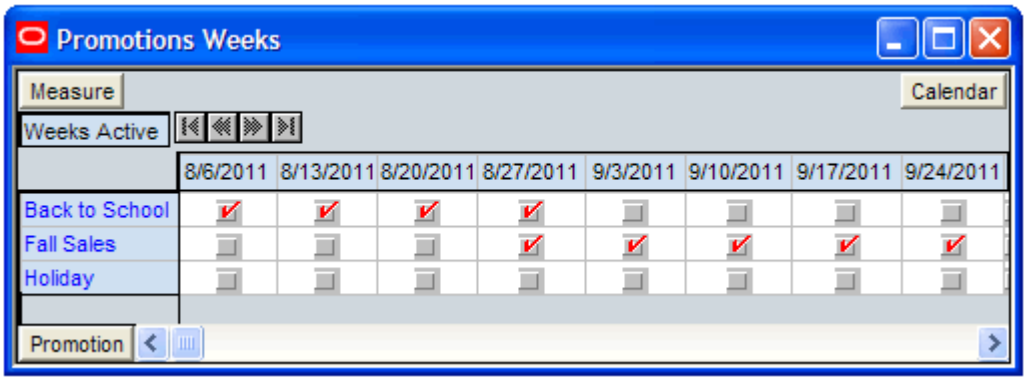
Table 4–1 Promotions Definition Worksheet Measures

Measure	Description
Reference Price Promo Disc R%	The discount percentage of the promotion.
Sls Promo Lift U%	The promotional lift. This is the percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount. The lift in this measure is automatically calculated from the Reference Price Promo Disc R% measure when the user clicks **Calculate**.
Sls Promo Lift U% Override	Use this measure to manually enter the promotional lift. The lift entered in this measure overrides the lift calculated in the Sls Promo Lift U% measure.

Promotions Weeks Worksheet

Use this worksheet to define the promotional period for each promotion. The promotional periods will use the lift or lift override defined in the Promotions Definition Worksheet.

Figure 4–6 Promotions Weeks Worksheet



In this worksheet, select the weeks that make up each promotion. This worksheet contains one measure, as described in Table 4–2.

Table 4–2 Promotions Definition Worksheet Measure

Measure	Description
Weeks Active	Use this measure to select the weeks of the promotion. Promotions in Item Planning are applied for an entire week. You can also define promotions that are active in non-consecutive weeks. If you have a promotion that is active on the first week of every month, you need to set up only one promotion that is active at each of the selected weeks.

After you have defined the promotional period and lift for each promotion, continue to the Markdown Cadence Tab.

Markdown Cadence Tab

The Markdown Cadence tab contains one worksheet: Markdown Cadence.

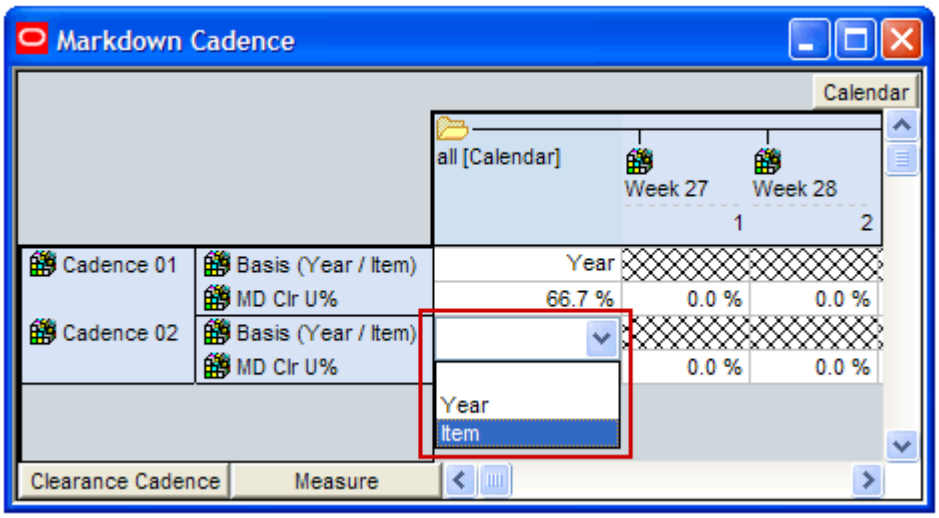
Markdown Cadence Worksheet

Use the Markdown Cadence worksheet to define clearance cadences. Clearance Cadences are used when style/colors are ready to be put on hard clearance markdown. These cadences can be selected in the Item Plan Parameters Worksheet of the Item Planning workbook.

Perform the following steps to define clearance cadences:

1. Ensure that all[Calendar] is shown in the Calendar hierarchy.
2. In the intersection of the Basis (Year/Item) measure and the all[Calendar] dimension, select what the cadence is based on. There are two options:
   - **Year**: Based on the absolute year. If the cadence is defined as starting on Week 36/10, it starts on Week 36 of the fiscal year.
   - **Item**: Based on the lifecycle of the item. If the cadence is defined as starting on Week 36/10, it starts on the first week of the item lifecycle.

Figure 4–7 Markdown Cadence: Basis (Year/Item) Selection



3. Define the markdown percentages in specific weeks of the cadence, as shown in Figure 4–8 and Figure 4–9.

Figure 4–8 Markdown Cadence Worksheet: Cadence 01

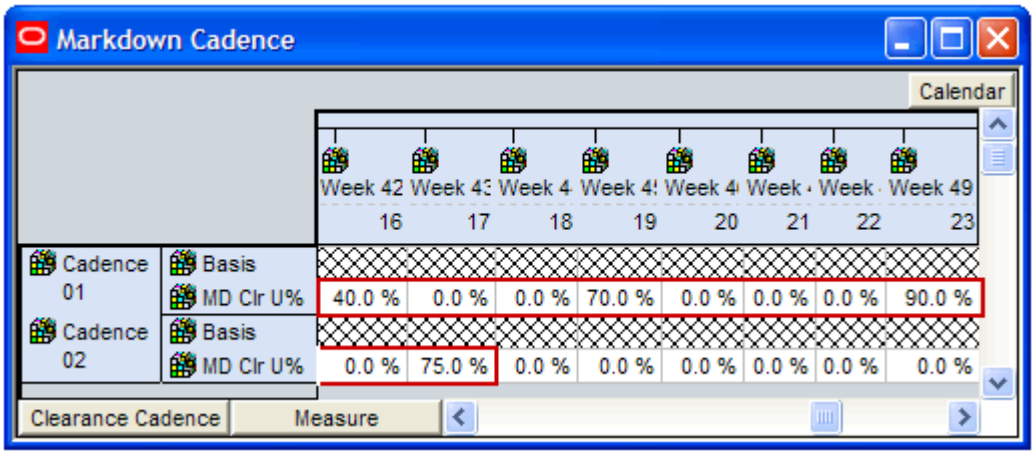
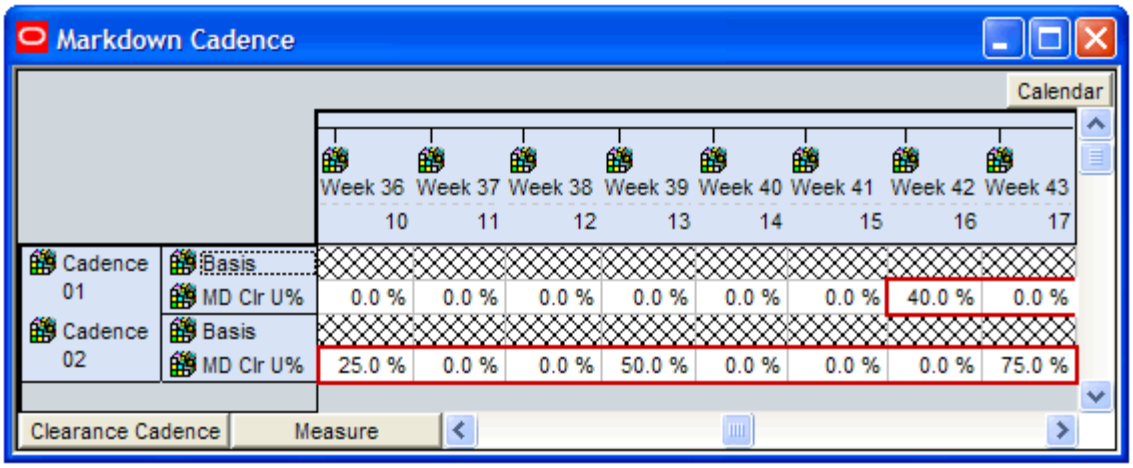


Figure 4–9 Markdown Cadence Worksheet: Cadence 02



4. Click **Calculate**. The markdown percentage for all[Calendar] is calculated.
5. Save and commit the workbook.

Table 4–3 lists the measures in this worksheet.

Table 4–3 Markdown Cadence Worksheet Measures

Measure	Description
Basis (Year/Item)	The basis of the cadence. Options are year and item. ▪ **Year**: Based on the absolute year. If the cadence is defined as starting on Week 36/10, it starts on Week 36 of the fiscal year. ▪ **Item**: Based on the lifecycle of the item. If the cadence is defined as starting on Week 36/10, it starts on the tenth week of the item lifecycle.
MD Clr U%	The markdown clearance percentage. This is applicable from the selected week onwards.

Next Steps

After you have created markdown curves, build the Item and Store Maintenance workbook to map like items.

5

Item and Store Maintenance

The Item and Store Maintenance 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 Item and Store Maintenance workbook contains two tabs:

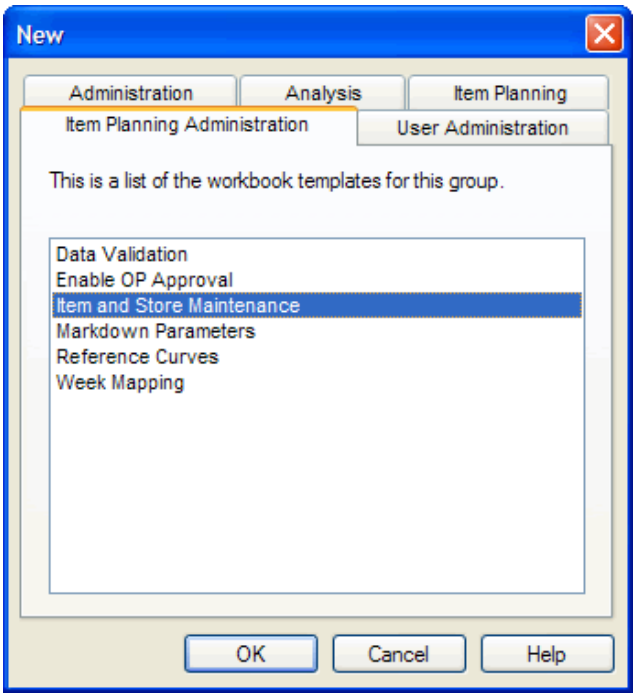
- Map Items Tab
- Validate Mapping Tab

Building the Item and Store Maintenance Workbook

To build a Item and Store Maintenance workbook, perform the following steps:

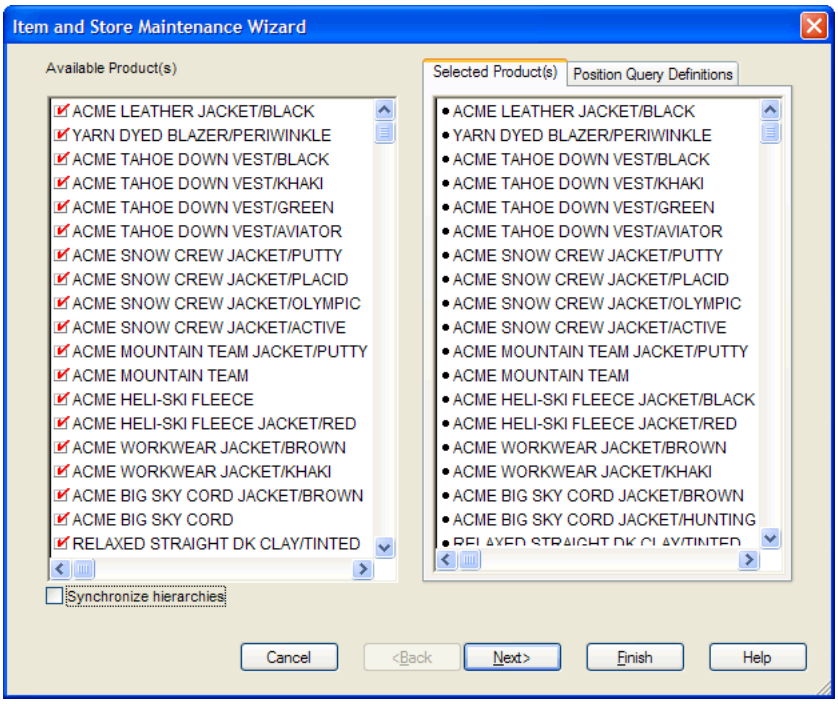
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Item and Store Maintenance** and click **OK**.

Figure 5–1 New Workbook Dialog Box



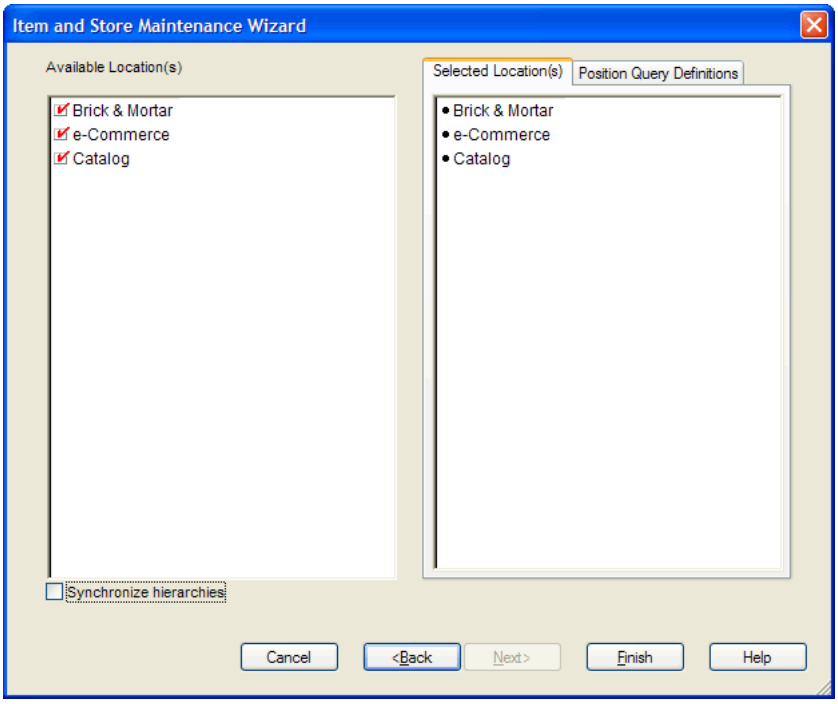
3. The Item and Store Maintenance wizard appears at the Available Products step. Select the products you want to map and click **Next**.

Figure 5–2 Item and Store Maintenance Wizard: Select Products



4. The Available Locations step appears. Select the locations you want to map and click **Finish**. The workbook is built.

Figure 5–3 Item and Store Maintenance Workbook Wizard: Select Channel



Map Items Tab

The Map Items tab contains three worksheets:

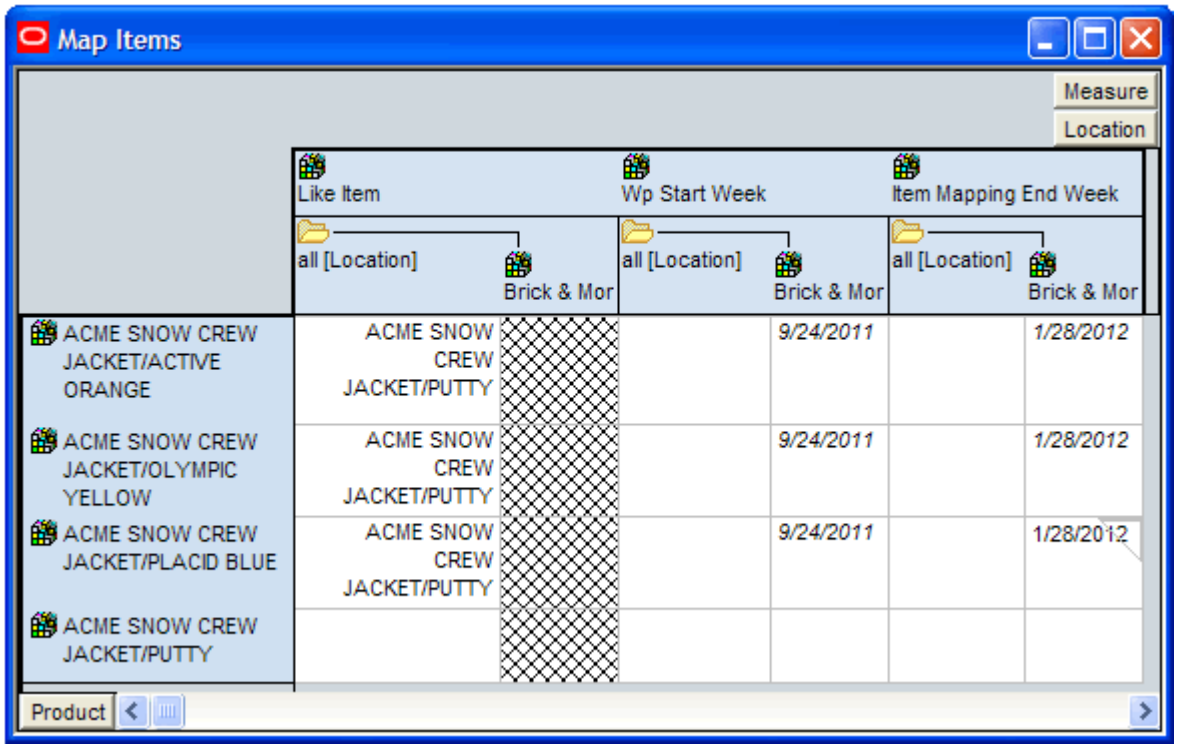
- Map Items Worksheet
- Review and Define Item Attributes Worksheet
- Review and Define Store Attributes Worksheet

Map Items Worksheet

Use this worksheet to map an item to a like item. This item will use the history of the like item. This is useful for new items that do not have sales history and are expected to have similar sales as the like item. After you have mapped the items, specify the start and end weeks for the mapped history. This selected date range is used for seeding the new item's history.

In order to map an item to a like item, you must build the workbook so that it contains both items.

Figure 5–4 Map Items Worksheet



To map items, perform the following steps:

1. Ensure that **all[Location]** is visible in the calendar hierarchy. Like item mapping applies to all channels; therefore, it can only be selected at the all location level.
2. In the Like Item measure, select the item whose history you want to use for the new item.
3. In the Wp Start Week measure, select the starting date for the mapped history.

4. In the Item Mapping End Week measure, select the ending date for the mapped history. Only the data within the date range that you have created is mapped to the new item.
5. When finished mapping items, select **Map Like Items** in the Planning Actions menu.

Figure 5–5 Map Like Item Command

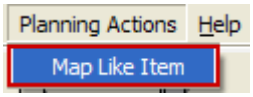


Table 5–1 describes the measures in this worksheet.

Table 5–1 Map Items Worksheet Measures

Measure	Description
Like Item	Use this measure to select an item to use as the source to generate historical values for another item.
Wp Start Week	The working plan starting week. This is the first week of the like item history that should be assigned to the item.
Item Mapping End Week	The last week of mapping. This is the last week of the like item history that should be assigned to the item.

Review and Define Item Attributes Worksheet

Use this worksheet to view the item attributes that were created in the Assortment Planning application. If you do not use Assortment Planning, use this worksheet to enter item attributes and create placeholders for new items.

Figure 5–6 Review and Define Item Attributes Worksheet

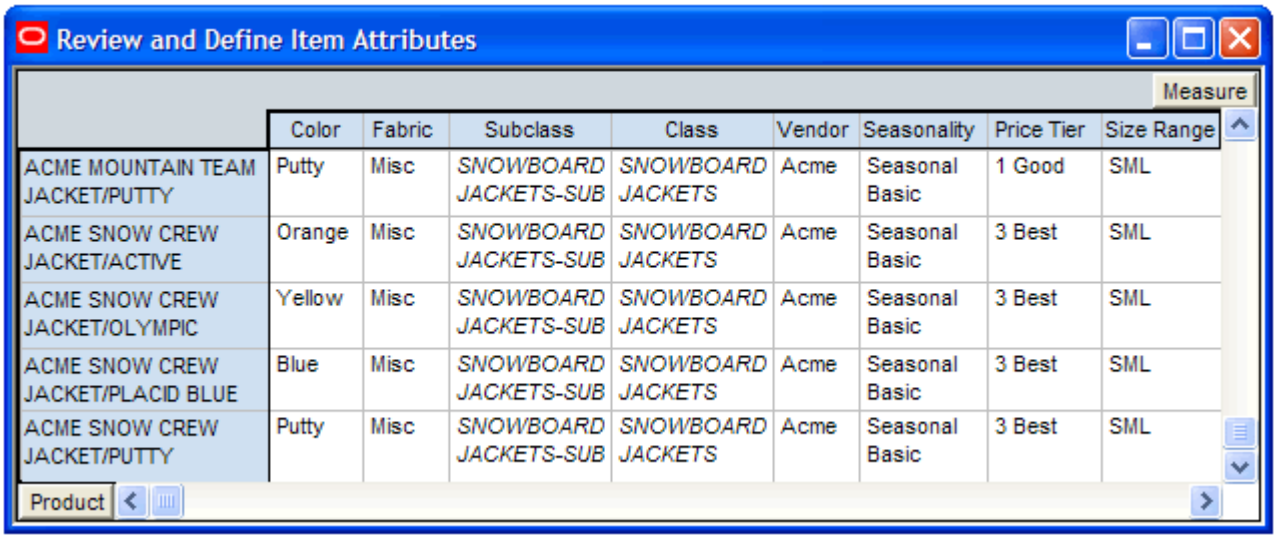


Table 5–2 describes the measures in this worksheet.

Table 5–2 Review and Define Item Attributes Measures

Measure	Description
Color	Display attributes of the item. This is read-only.
Fabric	Describes the fabric of the item. This is a user-defined string.
Subclass	Display attributes of the item. This is read-only.
Class	Display attributes of the item. This is read-only.
Vendor	Defines the vendor. This is a user-defined string.
Seasonality	Defines the seasonality of the item. The available options are loaded through the batch process.
Price Tier	Defines the price tier of the item. The available options are loaded through the batch process.
Size Range	Defines the kind of size range used for the item. The available options are loaded through the batch process.

Review and Define Store Attributes Worksheet

Use this worksheet to view the performance groups and size groups that were assigned to the store in the Assortment Planning application.

In Assortment Planning, the assortment planner creates a performance group and a size group for each class and buying period. This is why the calendar and product hierarchies are shown in this worksheet instead of just location. Because buying periods are not taken into account for performance groups in Item Planning, item planners typically use the performance group information for all weeks in the buying period. However, because performance groups are created at the class level in Assortment Planning, you can view the stores across classes. This is useful because a store can belong to different clusters for different classes.

Figure 5–7 Review and Define Store Attributes Worksheet

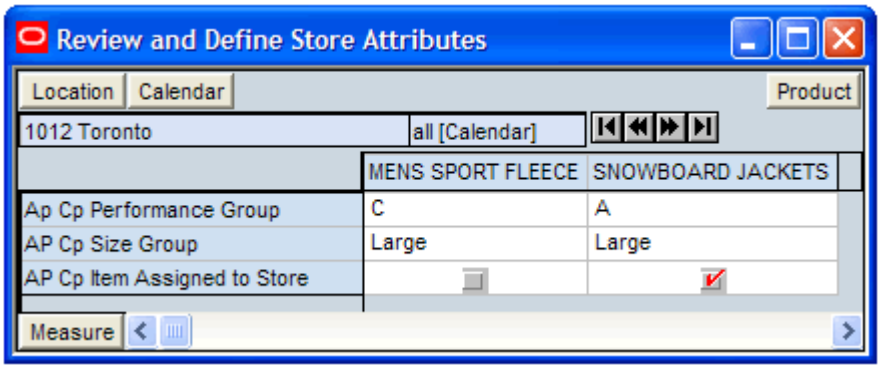


Table 5–3 describes the measures in this worksheet.

Table 5–3 Review and Define Store Attributes Measures

Measure	Description
Ap Cp Performance Group	The performance group that the store was assigned to in Assortment Planning. Assortment planners assign a performance level or grade to a store to denote how well that store sells a particular class of products. The form of measure used to denote performance is determined by the assortment planner. Typical performance group formats: A, B, C; 1, 2, 3, and so on.
Ap Cp Size Group	The size group that the store was assigned to in Assortment Planning. Size groups are based on the floor space of the store. The form of measure used to denote the store size is determined by the assortment planner. Typical size group formats: small, medium, large; S, M, L; 1, 2, 3, and so on.
Ap Cp Item Assigned to Store	Denotes whether the product (class, subclass, style/color) is assigned to the store.

Validate Mapping Tab

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

Use this worksheet to review the items and item histories of the items that you mapped in the Map Items Worksheet.

Figure 5–8 Review Mapped Sales

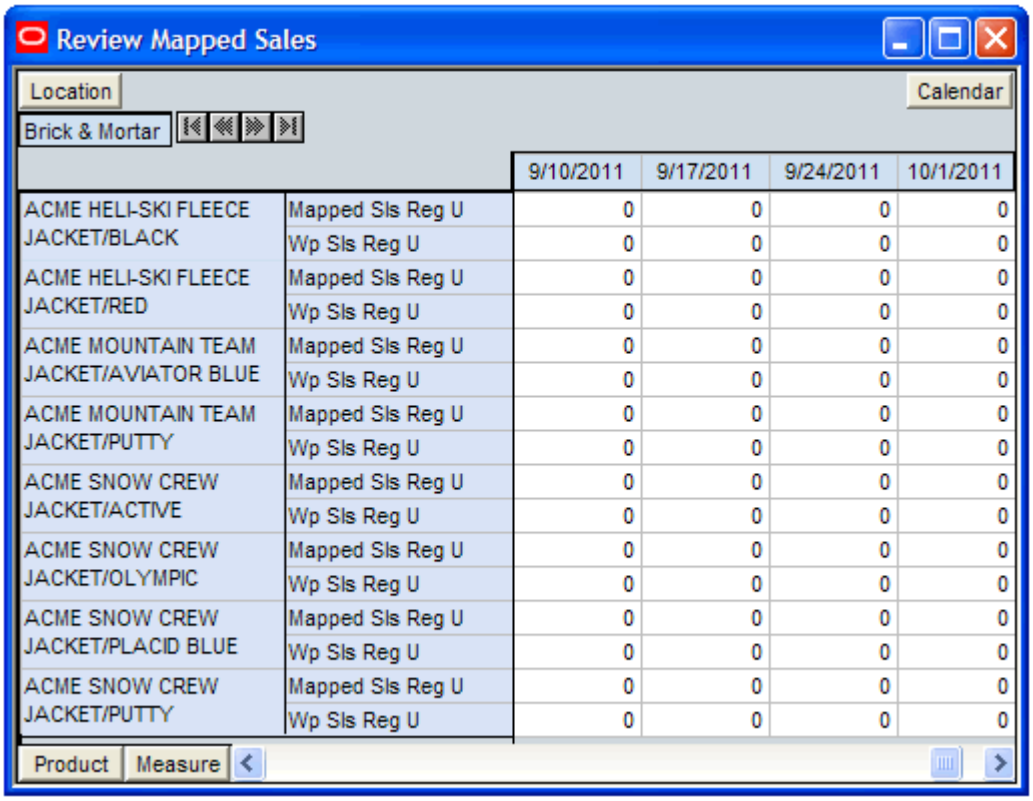


Table 5–4 describes the measures in this worksheet.

Table 5–4 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.

Next Steps

After you have mapped items and maintained store attributes, continue to the Set Initial COE Parameters workbook.

6

Set Initial COE Parameters

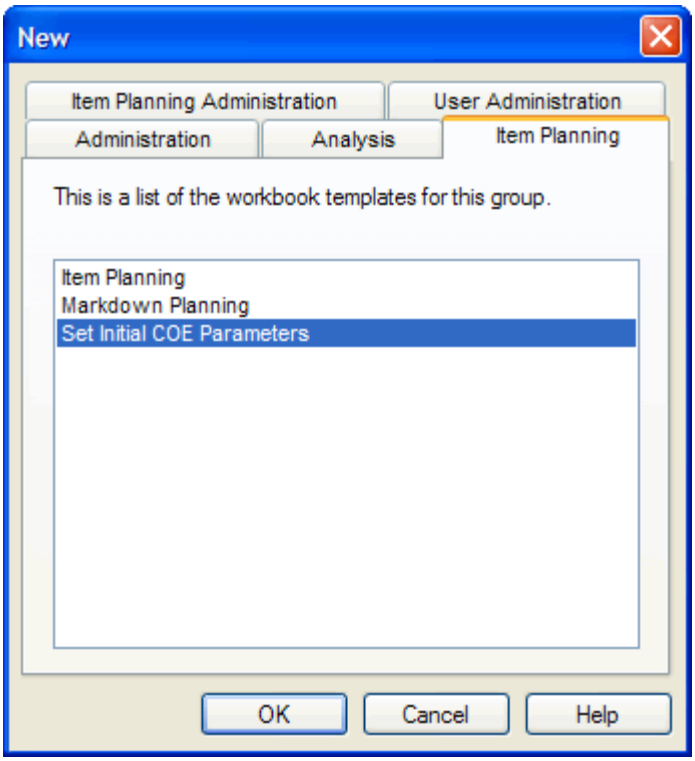
The Set Initial COE Parameters workbook is used to set the Exit Week, Salvage Value % Off, and EOL Sell Thru % measures that are exported to COE in batch processing. These parameters are used by COE in the weekly model run to provide an optimized markdown forecast.

Building the Set Initial COE Parameters Workbook

To build the workbook, perform the following steps.

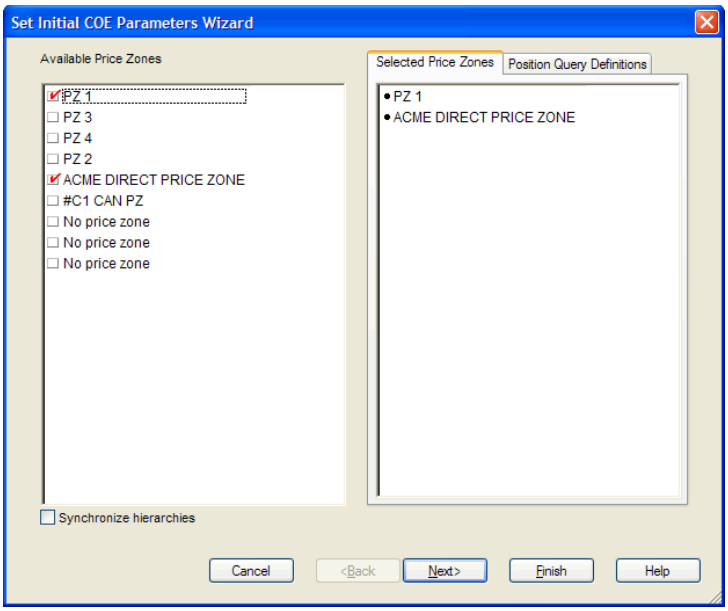
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning tab, select **Set Initial COE Parameters** and click **OK**.

Figure 6–1 New Workbook Dialog Box



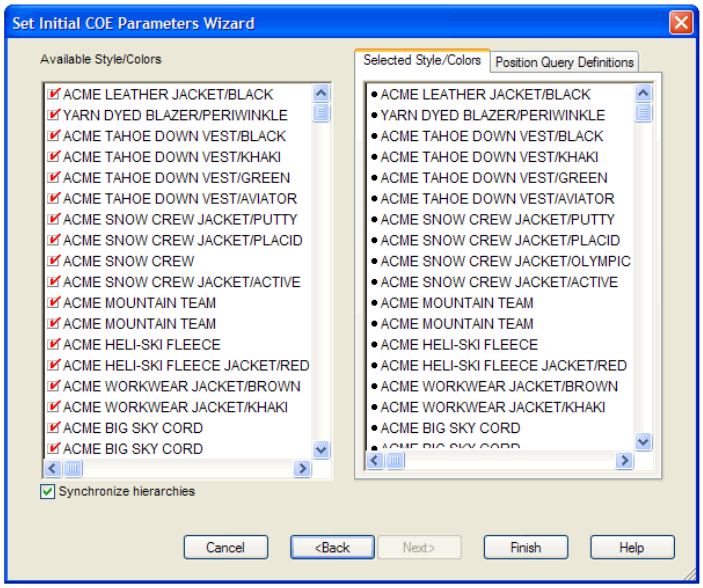
3. The workbook wizard opens at the Price Zone step. Select the price zones that you want to plan. Click **Next**.

Figure 6–2 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 6–3 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 6–4 Set Initial COE Parameters Worksheet

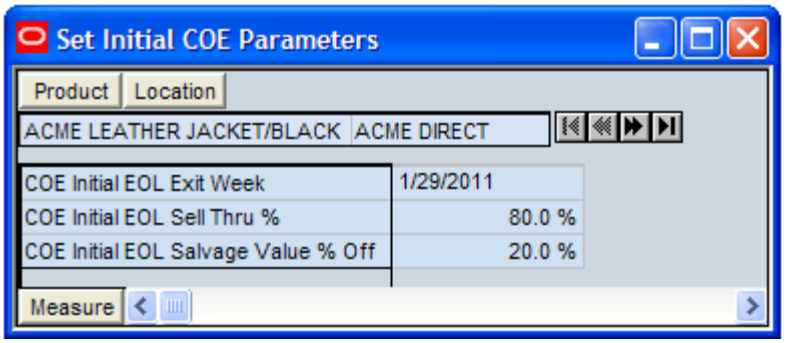


Table 6–1 Set Initial COE Parameters Worksheet Measures

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.

7

Item Planning

During the preseason planning period, the Item Planning workbook allows you to create item plans at the style/color level.

During the in-season planning period, you can use this workbook to reseed the item plan with the accepted price plan you create in the Markdown Planning workbook.

This workbook has six tabs:

- Dashboard Tab
- Assortment Plan Tab
- Item Planning Parameters Tab
- Pricing Tab
- Item Plan Tab
- Review and Approval Tab

> **Note:** The Dashboard tab is only used for inseason planning.

Below is the general process of creating an item plan:

1. Optional: Consult the assortment plan created in the Assortment Planning application in the Assortment Plan Tab.
2. Create a sales and markdown plan in the Item Planning Parameters Tab
3. Assign promotions to style/colors and review their promotional impact in the Pricing Tab.
4. Seed the plan in the Item Planning Parameters Tab.
5. Review the sales and markdowns plan in the Item Plan Tab.
6. Create a receipts and inventory plan and calculate the receipt flow in the Item Plan Parameters Tab: Receipt and Inventory Plan.
7. Review the receipts and inventory plan in the Item Plan Tab: Receipt and Inventory Plan.
8. Review the entire plan for all key items in the class. Compare it to the MFP targets, and then approve the plan in the Review and Approval Tab.

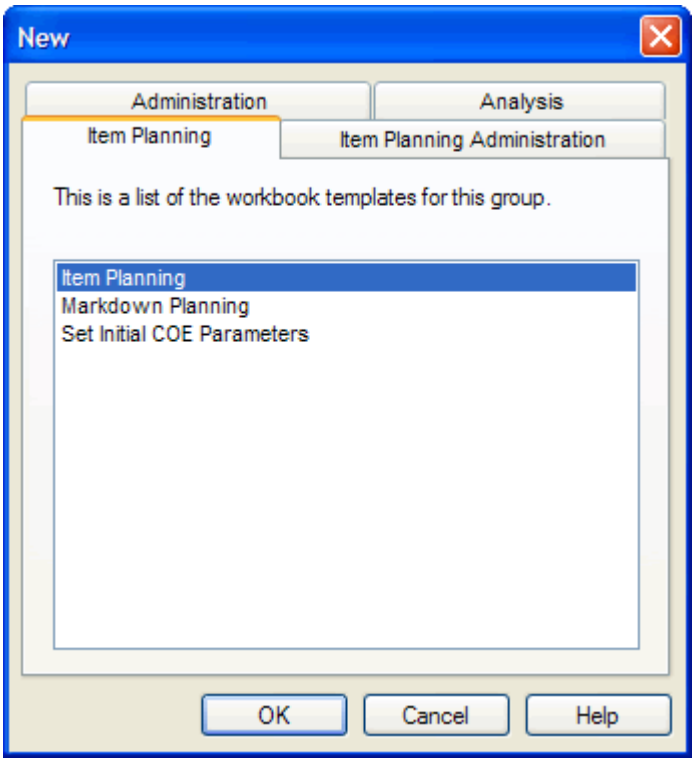
This process is described in detail throughout this chapter.

Building the Item Planning Workbook

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

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

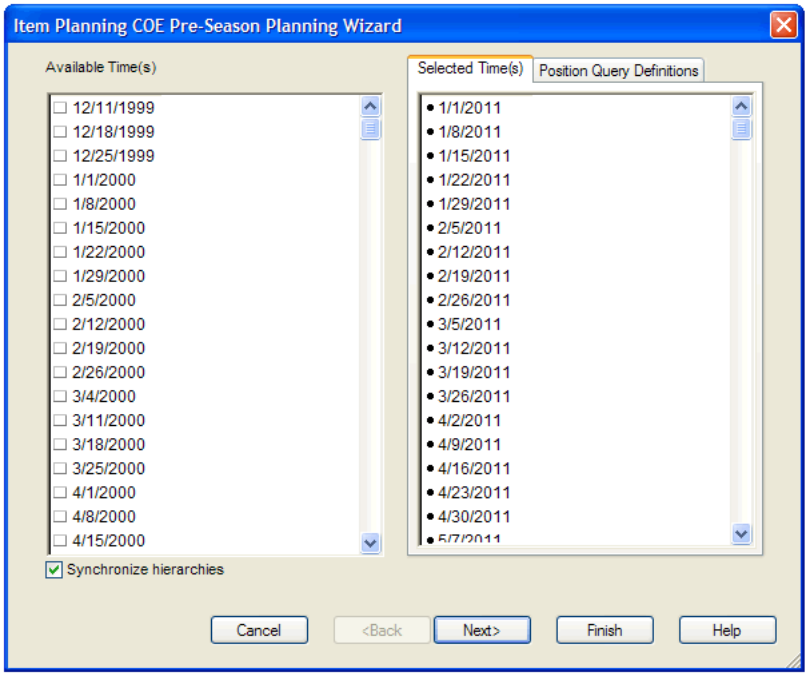
Figure 7–1 New Workbook Dialog Box



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

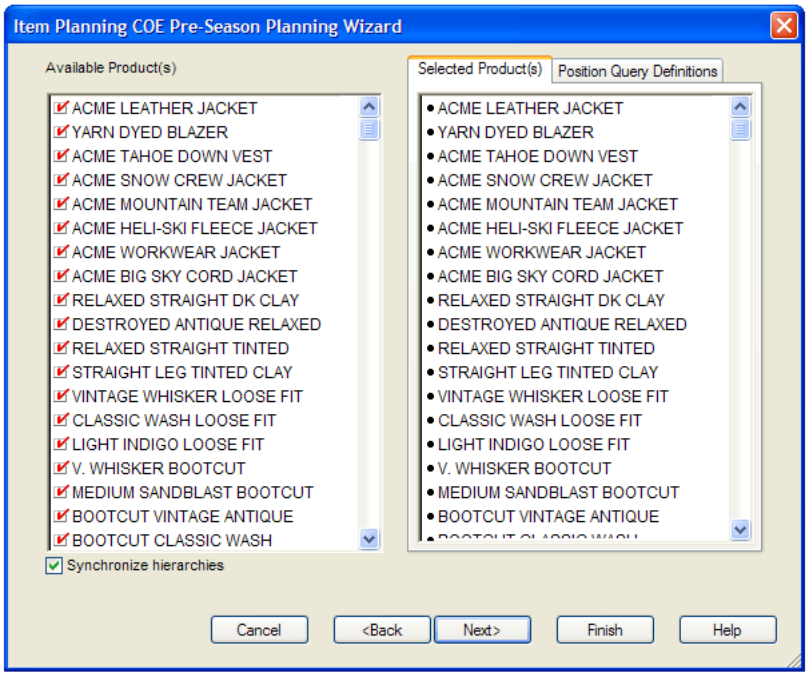
> **Note:** When choosing the weeks to include in the workbook, ensure that you accommodate for the receipt arrival week, not just the start sell week. For instance, if the start sell week is 1/15/2011, and the receipt time is two weeks, the workbook should start from 1/1/2011.

Figure 7–2 Workbook Wizard: Calendar Selection



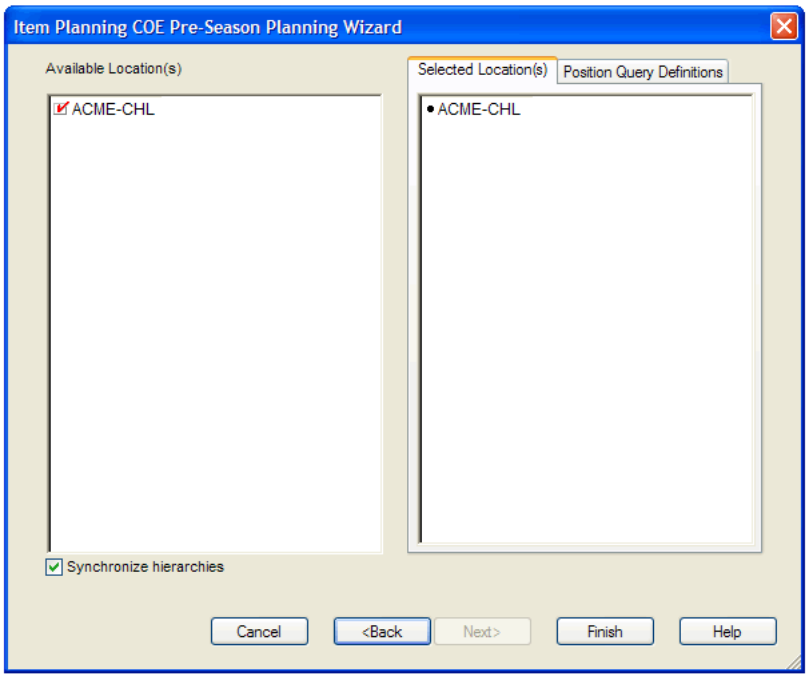
4. The Product Selection step of the workbook wizard appears. Select the styles you want to plan. Click **Next**.

Figure 7–3 Workbook Wizard: Product Selection



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

Figure 7–4 Workbook Wizard: Location Selection



The Item Planning workbook is built. Begin at the Assortment Plan Tab.

Assortment Plan Tab

Review the worksheets in the Assortment Plan tab if you have loaded data from the Assortment Planning application. If you do not use Assortment Planning, continue to the Item Planning Parameters Tab.

Assortment Plan Parameters Worksheet

Use the Review Assortment Plan Parameters worksheet to reference the parameters that the Assortment Planning user set for the same style/color you are planning. When seeding your working plan in the Item Plan Parameters Worksheet, you can choose to seed with this Assortment Plan data.

Figure 7–5 Assortment Plan Parameters Worksheet

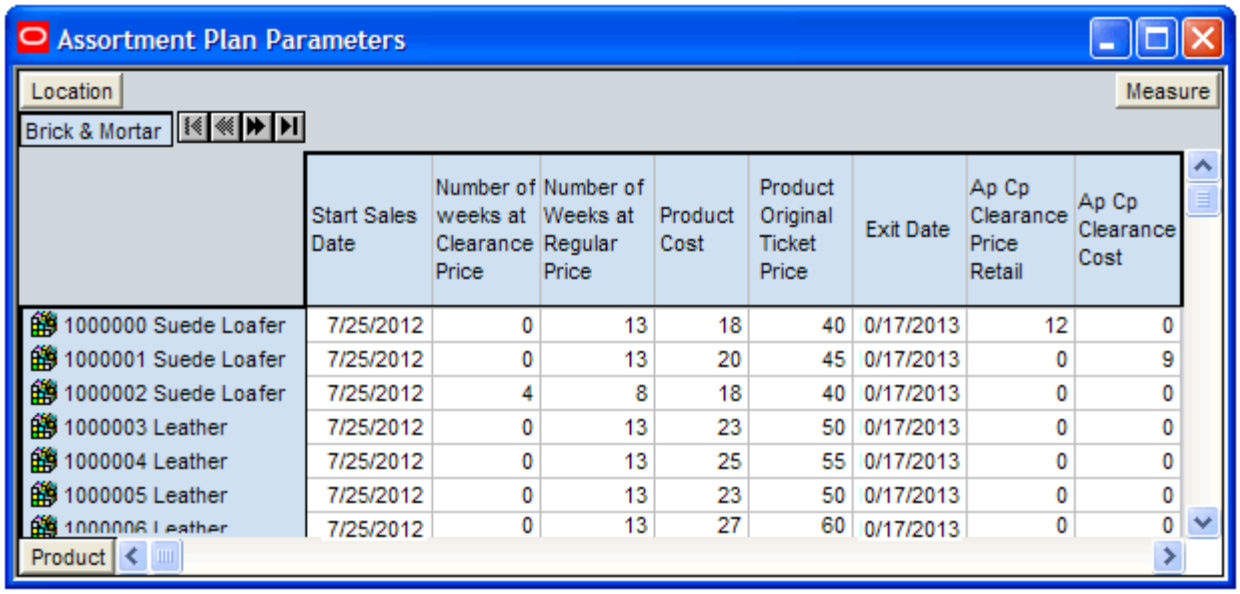


Table 7–1 Assortment Plan Parameters Worksheet Measures

Measure	Description
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.
Product Cost	The cost of the product.
Product Original Ticket Price	Initial retail of product.
Exit Date	The date that the product should be removed from the sales floor.
Ap Cp Clearance Price Retail	The clearance price set up in Assortment Planning.
Ap Cp Clearance Cost	The clearance cost set up in Assortment Planning.

Assortment Plan Details Worksheet

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

Figure 7–6 Assortment Plan Details Worksheet

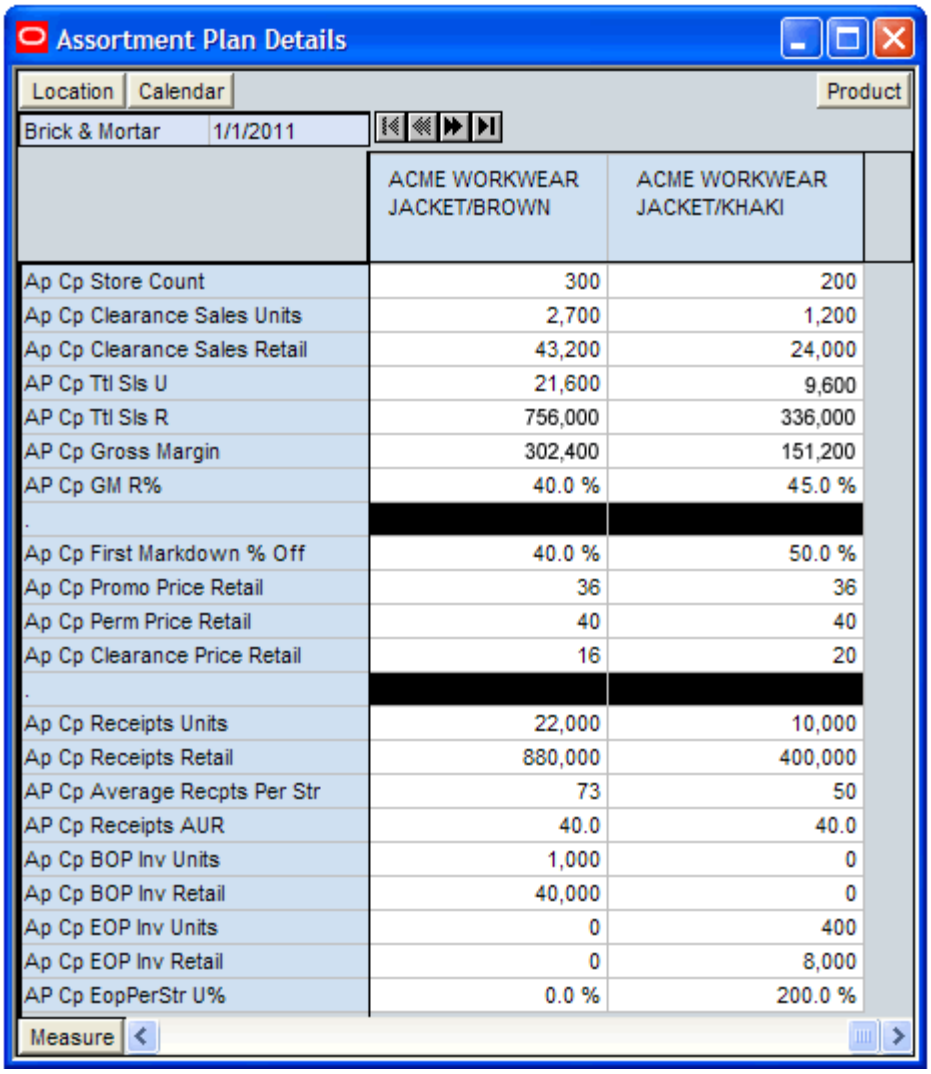


Table 7–2 lists the measures available on this worksheet.

Table 7–2 Assortment Plan Details Worksheet Measures

Measure	Description
Ap Cp Store Count	The number of stores for which this style/color is planned for in the approved plan from the Assortment Planning application.
Ap Cp Clearance Sales Units	Assortment Planning Current Plan Clearance Sales units.
Ap Cp Clearance Sales Retail	Assortment Planning Current Plan Clearance Sales retail.
Ap Cp Ttl Sls U	Assortment Planning Current Plan Total Sales Units.
Ap Cp Ttl Sls R	Assortment Planning Current Plan Total Sales Retail.
AP Cp Gross Margin	Assortment Planning Current Plan Gross Margin.
Ap Cp GM R%	Assortment Planning Current Plan Gross Margin rate.

Table 7–2 (Cont.) Assortment Plan Details Worksheet Measures

Measure	Description
Ap Cp First Markdown % Off	Initial Markdown Taken expressed as a rate.
Ap Cp Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Ap Cp Perm Price Change %	Permanent Price Change expressed as a rate.
Ap Cp Clearance Price Retail	Assortment Planning Current Plan Clearance Price Change %.
Ap Cp Receipts Units	Receipts expressed as Units.
Ap Cp Receipts Retail	Assortment Planning Current Plan Receipts Retail.
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
AP Cp Receipts AUR	Assortment Planning Current Plan Receipts Average Unit Retail.
Ap Cp BOP Inv Units	The Beginning of Period inventory units from Assortment Planning's current plan.
Ap Cp BOP Inv Retail	The Beginning of Period inventory retail from Assortment Planning's current plan.
Ap Cp EOP Inv Retail	The End of Period inventory retail.
Ap Cp EOP Inv Units	The End of Period inventory units.
AP Cp EopPerStr U%	Assortment Planning Current Plan End of Period Per Store Unit %.

After you have reviewed the parameters from the Assortment Planning application, continue to the Item Plan Parameters Worksheet to set your own parameters.

Item Planning Parameters Tab

Use the worksheets in the Item Planning Parameters tab to create a weekly plan for the style/colors. This tab has three worksheets:

- Reference Curves Worksheet
- Item Plan Parameters Worksheet
- Seed Worksheet

Reference Curves Worksheet

Use this worksheet to review the reference curves you created in the Reference Curves workbook. This worksheet is for reference only. It is provided to help you assign these curves to the style/colors being planned. To edit the curves, return to the Maintain Curve Profiles Worksheet.

Note: To view the data in the Sales Curve Label and Sales Curve (Default) % measures, ensure that the calendar hierarchy includes the all[Calendar] dimension and that the location hierarchy displays only the all[Location] dimension.

Figure 7–7 Reference Curves Worksheet

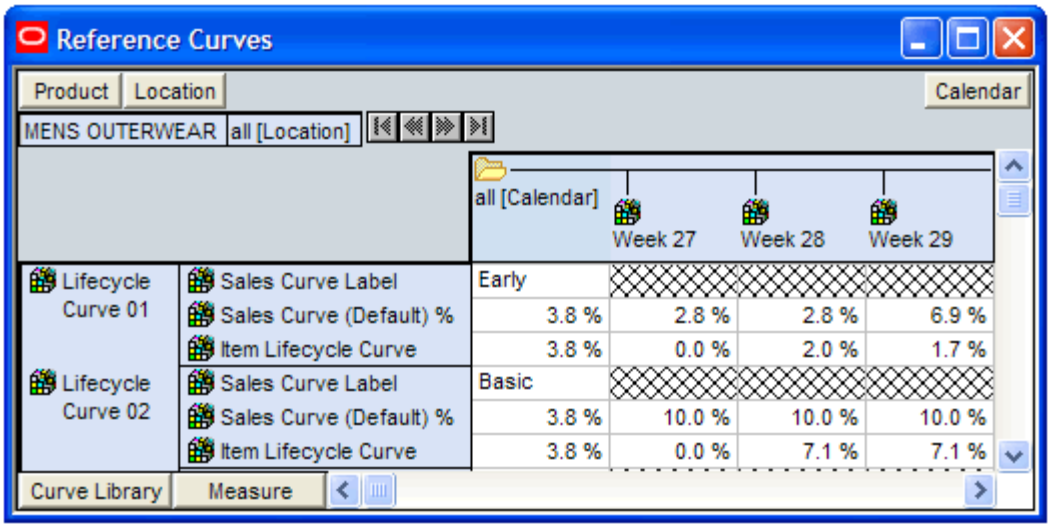


Table 7–3 lists the measures available on this worksheet.

Table 7–3 Reference Curves Worksheet Measures

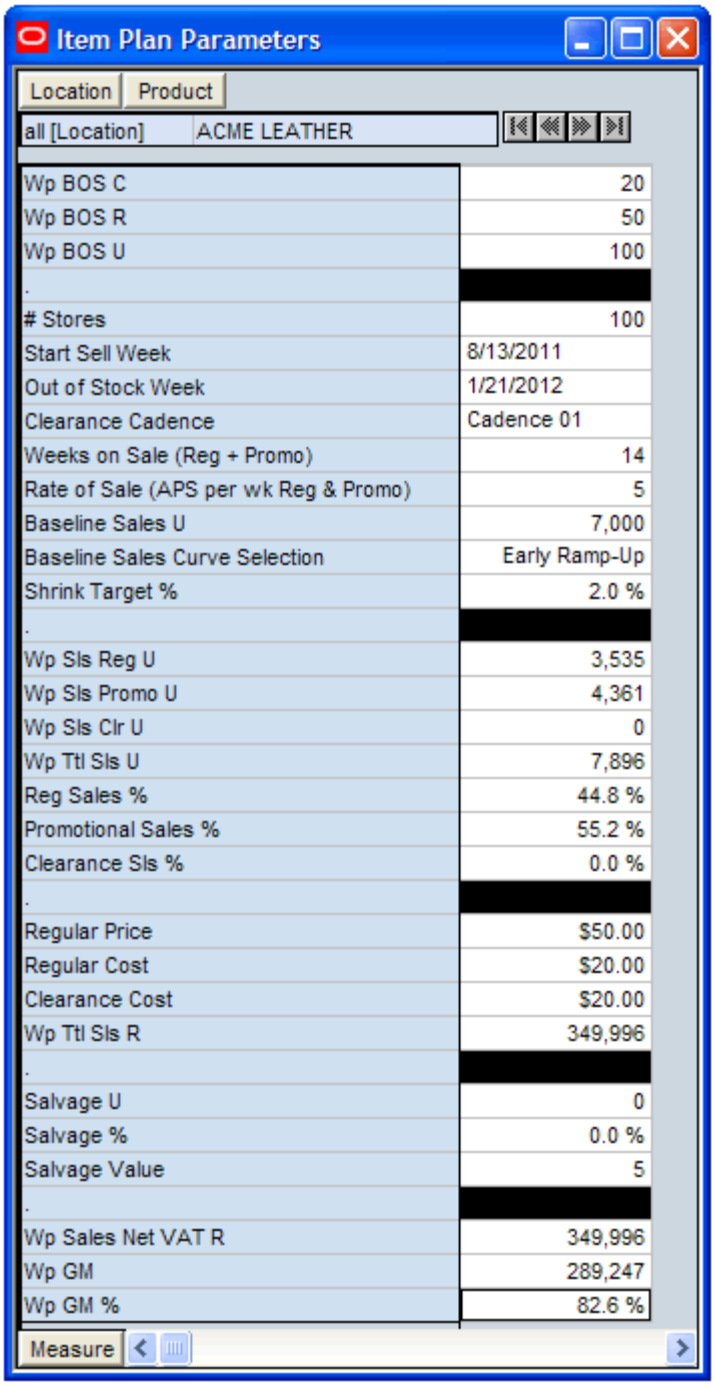
Measure	Description
Sales Curve Label	Displays the label for the lifecycle curve. This label is created in the Reference Curves workbook.
Sales Curve (Default)%	Displays percent-to-total sales percentage in the weeks of the curve. This is set in the Reference Curves workbook.
Item Lifecycle Curve	Displays the sales curve for the item.

Next, continue to the Item Plan Parameters Worksheet.

Item Plan Parameters Worksheet

Use this worksheet to set the parameters of the item plan. This creates the weekly sales unit plan.

Figure 7–8 Item Plan Parameters - Sales Parameters Measure Profile



To set the item plan parameters, perform the following steps for each channel:

1. Ensure that the following measures are shown in the worksheet:
   - Wp BOS C
   - Wp BOS R
   - Wp BOS U
   - Wp Sales Net VAT R

2. Set the Wp BOS C, Wp BOS R, and WP BOS U measures with the beginning of season inventory cost, retail, and units data. (Perform this step only if the style/color is a carryover item or one that is planned to be received before the start of the planning period.)
3. In the # Stores measure, enter the number of stores.
4. Define the start sell and out of stock weeks in the Start Sell Week and Out of Stock Week measures.
5. In the Clearance Cadence measure, select the cadence to be applied to the style/color. These cadences are created in the Markdown Parameters workbook.
6. In the Rate of Sale measure, enter the average units of the style/color that are sold per store, per week. (This is used for baseline sales calculation. It is useful when seeding dales to weeks.)
7. Click **Calculate**. The Baseline Sales U measure is calculated. This measure displays the baseline sales units for the regular and promotional period.
8. In the Baseline Sales Curve Selection measure, select the reference curve to apply to the style/color. These reference curves are created in the Reference Curves workbook.
9. In the Shrink Target %, enter the planned shrink for the style/color. Each week is a planned shrink that is based on a certain percentage of sales for the week.
10. In the Regular Price, Regular Cost, and Clearance Cost measures, enter the price, cost, and clearance cost of the style/color.
11. Click **Calculate**.
12. In the Salvage Value measure, enter the amount that the style/color is worth in the last week of the salvage period. The salvage period is when the style/color has reached the end of its life. Therefore, the salvage value is the price you can recover by selling this item to a clearance channel.
13. If you are computing value added tax, edit the Wp Sales Net VAT R measure if needed.

After you have set the parameters, continue to the Seed Worksheet to seed these parameters into the item plan for the style/color.

Note: If the style/color belongs to a promotion, you should map the promotions to the style/color in the Pricing Tab before seeding.

Seed Worksheet

Use this worksheet to seed the item plan with data. This creates a demand curve on which to spread the initial targets of the item plan. You can seed with any of the following options:

- LY: Last year's data.
- Adj LY: Adjusted last year's data.
- AP: Data from the Assortment Planning (AP) application. If you use AP and you have loaded the AP data into Item Planning, you can review this data in the Assortment Plan Tab.
- Parameters: The parameters that you have created in the Item Plan Parameters Worksheet.

- Accepted Price Plan: The price plan you create during in-season planning. This price plan is selected in the Review and Approval Tab of the Markdown Planning workbook.

Or, you can instead choose to not seed the plan, which allows you to create a plan manually by keying in sales at a weekly level.

Figure 7–9 Seed Worksheet

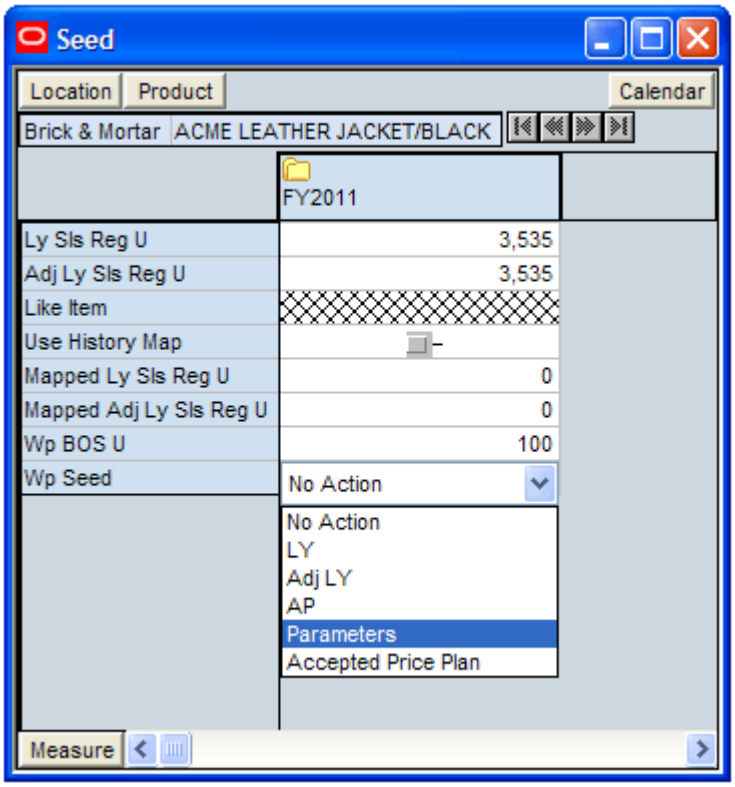


Table 7–4 lists the measures available on this worksheet.

Table 7–4 Seed Worksheet Measures

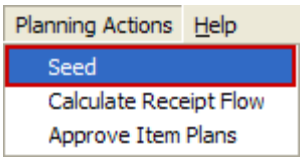
Measure	Description
Ly Sls Reg U	The regular units from last year's sales.
Adj Ly Sls Reg U	The adjusted regular units from last year's sales.
Like Item	The style/color that you mapped the current style/color to in the Item and Store Maintenance workbook.
Use History Map	Select this option to use the history of the style that you mapped the current style to in the Item and Store Maintenance workbook.
Mapped Ly Sls Reg U	The regular units from last year's sales of the like item.
Mapped Adj Ly Sls Reg U	The adjusted regular units from last year's sales of the like item.
Wp BOS U	The planned Beginning of Season total units.
Wp Seed	The source used to seed the working plan. Use the dropdown to select the source to use for seeding.

Seeding the Plan

To seed the plan, perform the following steps:

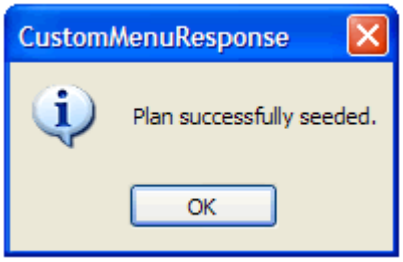
1. Roll the calendar hierarchy up to year.
2. Select the style/color you want to seed in the product hierarchy.
3. In the Wp Seed measure, choose the seed option.
4. Select **Use Hist Map** if you want to use the data of the like item shown in the Like Item measure.
5. When you have selected all the data you want to seed, click **Seed** in the Planning Actions menu.

Figure 7–10 Seed Option in the Planning Actions Menu



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

Figure 7–11 Seeding Success Message



After you have seeded, continue to the Plan Approval Worksheet to approve the plan.

Pricing Tab

The Pricing tab contains four worksheets that help you map style/colors to promotions:

- Promotions Definition Worksheet
- Promotions Weeks Worksheet
- Promo Mapping Worksheet
- Markdown Cadence Worksheet

Use the Promo Mapping Worksheet to map the style/colors and promotions. Use the other worksheets as references about the promotions and markdown cadences.

Promotions Definition Worksheet

Use this workbook to review the lift and the lift override for the promotions. This worksheet is read-only.

Figure 7–12 Promotions Definition Worksheet

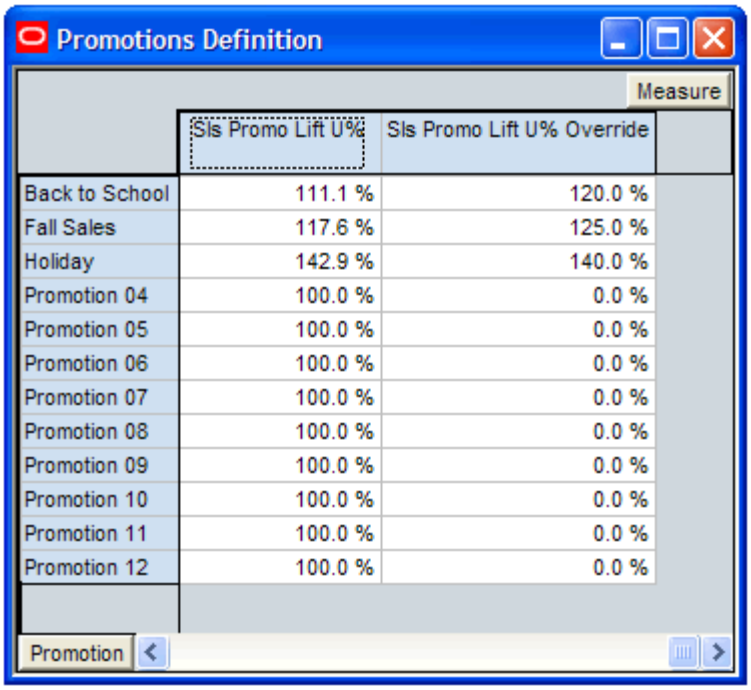


Table 7–5 lists the measures available on this worksheet.

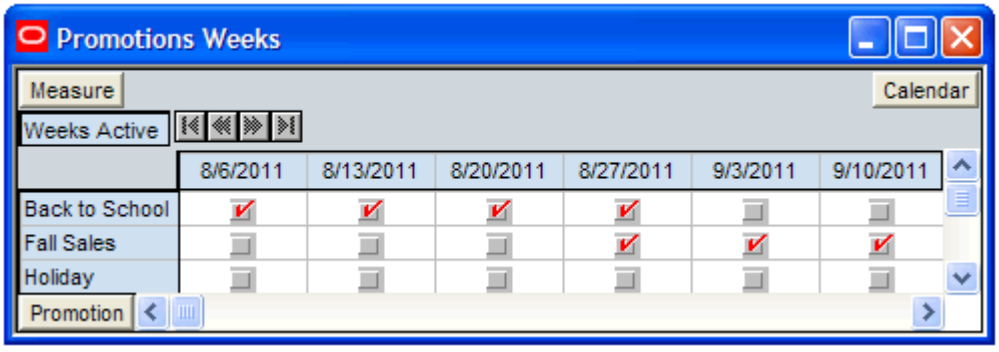
Table 7–5 Promotions Definition Worksheet Measures

Measure	Description
Sls Promo Lift U%	The promotional lift. This is the percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount.
Sls Promo Lift U% Override	The lift entered in this measure overrides the lift calculated in the Sls Promo Lift U% measure.

Promotions Weeks Worksheet

Use this worksheet to review the promotion periods. This worksheet is read-only.

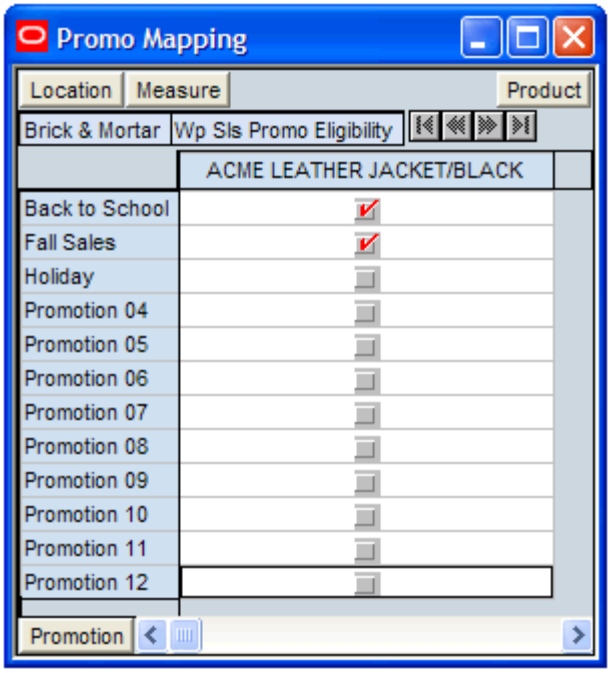
Figure 7–13 Promotions Weeks Worksheet



Promo Mapping Worksheet

Use this worksheet to map the style/color to the promotions it belongs to. Style/colors can belong to more than one promotion, even if the promotions overlap.

Figure 7–14 Promo Mapping Worksheet



To map a style/color to a promotion, click the check box. You may select more than one promotion for a style/color.

Markdown Cadence Worksheet

Use this worksheet to review the markdown cadences you created in the Markdown Parameters workbook. This worksheet is read-only.

Note: To see the Basis (Year/Item) measure data, ensure that all[Calendar] is displayed in the calendar hierarchy.

Figure 7–15 Markdown Cadence Worksheet

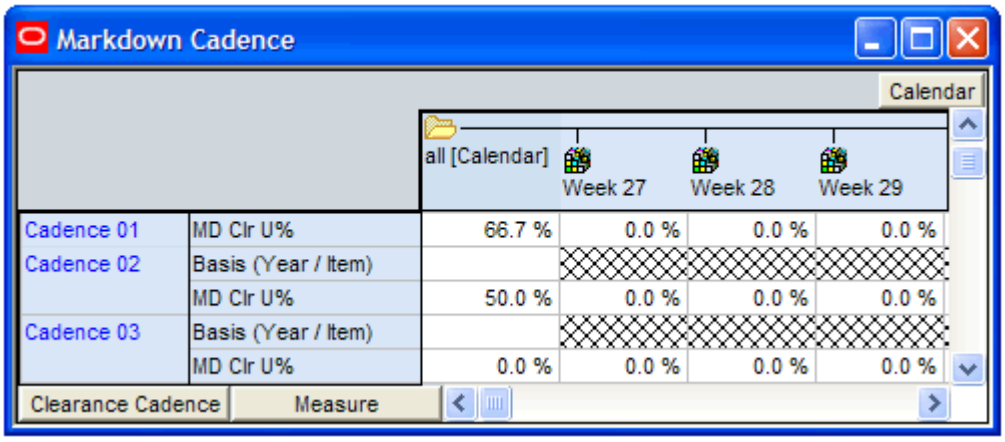


Table 7–6 lists the measures available on this worksheet.

Table 7–6 Markdown Cadence Worksheet Measures

Measure	Description
MD Clr U%	The markdown clearance percentage starting from the week of the year or the style/color's lifecycle.
Basis (Year/Item)	The basis that the cadence is based on. Options are year and item.

Item Plan Tab

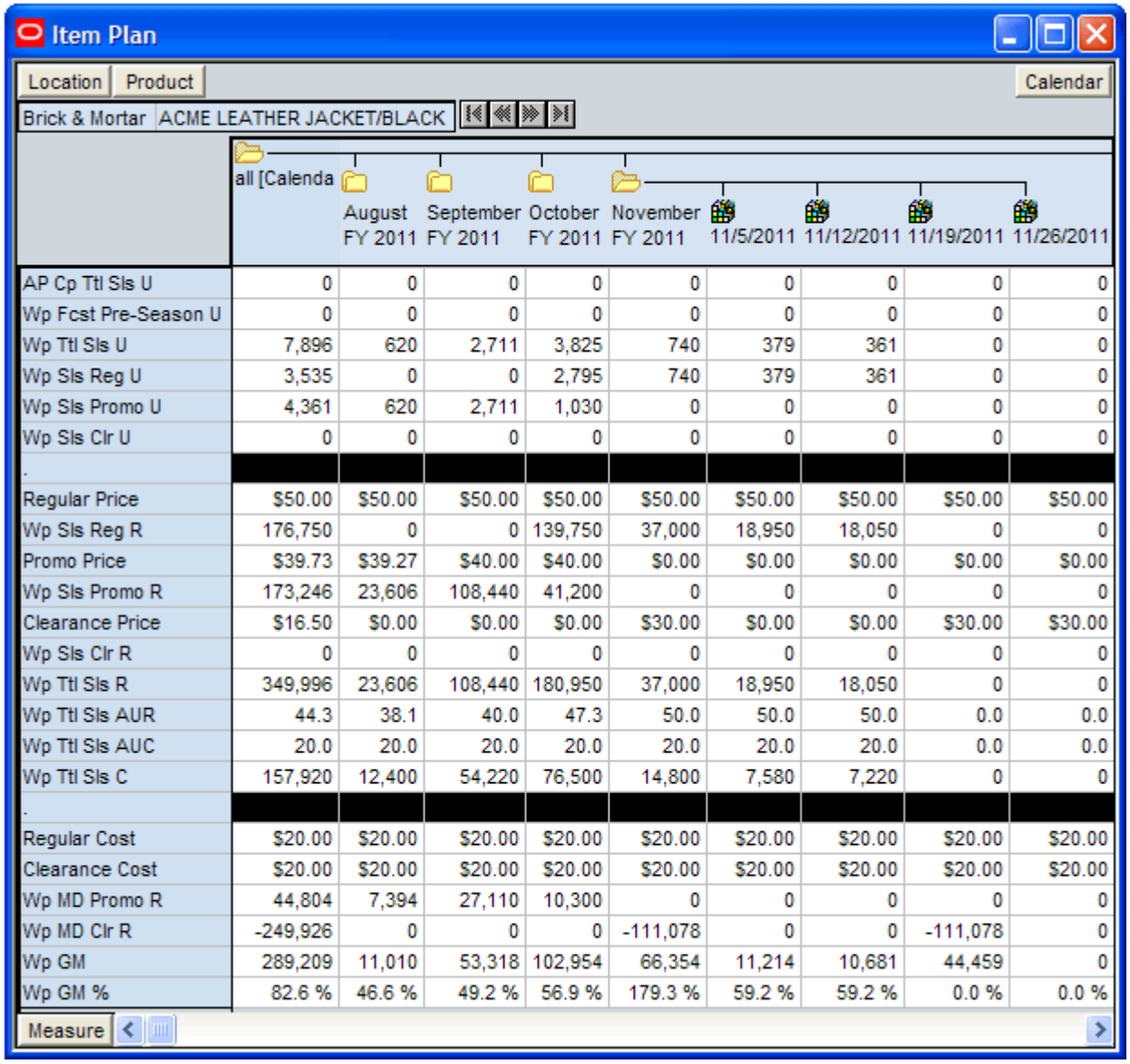
The worksheets in this tab display the weekly plan for the sales and markdowns that was created by the parameters you have set so far. Use these worksheets to review the plan.

- Item Plan Worksheet
- Promo Details Worksheet

Item Plan Worksheet

Use this worksheet to review the weekly plan for the sales and markdowns that has been created by all of the parameters and promotions you have created so far. If you need to adjust the plan, return to the Item Plan Parameters Worksheet to adjust the parameters, seed from parameters in the Seed Worksheet worksheet, and then return to this worksheet to review the results. Continue this process until you are satisfied with the sales and markdown plan.

Figure 7–16 Item Plan Worksheet



Item Plan

Location | Product | Calendar

Brick & Mortar | ACME LEATHER JACKET/BLACK

	all [Calenda	August FY 2011	September FY 2011	October FY 2011	November FY 2011	11/5/2011	11/12/2011	11/19/2011	11/26/2011
AP Cp Ttl Sls U	0	0	0	0	0	0	0	0	0
Wp Fcst Pre-Season U	0	0	0	0	0	0	0	0	0
Wp Ttl Sls U	7,896	620	2,711	3,825	740	379	361	0	0
Wp Sls Reg U	3,535	0	0	2,795	740	379	361	0	0
Wp Sls Promo U	4,361	620	2,711	1,030	0	0	0	0	0
Wp Sls Clr U	0	0	0	0	0	0	0	0	0
.									
Regular Price	$50.00	$50.00	$50.00	$50.00	$50.00	$50.00	$50.00	$50.00	$50.00
Wp Sls Reg R	176,750	0	0	139,750	37,000	18,950	18,050	0	0
Promo Price	$39.73	$39.27	$40.00	$40.00	$0.00	$0.00	$0.00	$0.00	$0.00
Wp Sls Promo R	173,246	23,606	108,440	41,200	0	0	0	0	0
Clearance Price	$16.50	$0.00	$0.00	$0.00	$30.00	$0.00	$0.00	$30.00	$30.00
Wp Sls Clr R	0	0	0	0	0	0	0	0	0
Wp Ttl Sls R	349,996	23,606	108,440	180,950	37,000	18,950	18,050	0	0
Wp Ttl Sls AUR	44.3	38.1	40.0	47.3	50.0	50.0	50.0	0.0	0.0
Wp Ttl Sls AUC	20.0	20.0	20.0	20.0	20.0	20.0	20.0	0.0	0.0
Wp Ttl Sls C	157,920	12,400	54,220	76,500	14,800	7,580	7,220	0	0
.									
Regular Cost	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00
Clearance Cost	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00
Wp MD Promo R	44,804	7,394	27,110	10,300	0	0	0	0	0
Wp MD Clr R	-249,926	0	0	0	-111,078	0	0	-111,078	0
Wp GM	289,209	11,010	53,318	102,954	66,354	11,214	10,681	44,459	0
Wp GM %	82.6 %	46.6 %	49.2 %	56.9 %	179.3 %	59.2 %	59.2 %	0.0 %	0.0 %

Measure

Promo Details Worksheet

This worksheet displays the baseline sales and promotional lift units for the style/color. The baseline sales units measure, Wp Baseline Sales U, displays the number of units that would be sold if no promotions existed. The promotional lift units measure, Wp Promo Lift U, displays the number of additional units that would be sold with the promotion. The Wp Sls Promo U measure is the total units that would be sold. It combines the baseline sales units and the promotional lift units.

Figure 7–17 Promo Details Worksheet

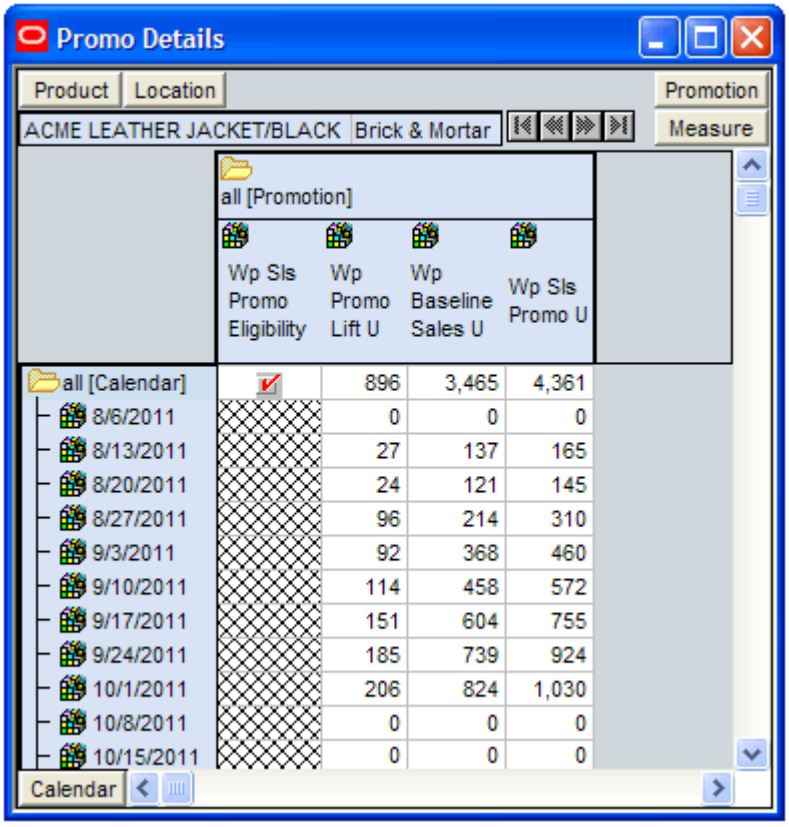


Table 7–7 Promo Details Worksheet Measures

Measure	Description
Wp Sls Promo Eligibility	By selecting this boolean, the promotion is being associated to the style/color. You must seed from parameters to apply the promotional details to their style/color plan after selecting this boolean.
Wp Promo Lift U	Displays the number of additional units sold with the promotion.
Wp Baseline Sales U	Displays the number of units sold if no promotions existed.
Wp Sls Promo U	Displays the total units sold. This measure combines the baseline sales units and the promotional lift units.

Once you are satisfied with the sales plan, return to the Item Plan Parameters Worksheet to create the receipt and inventory plan.

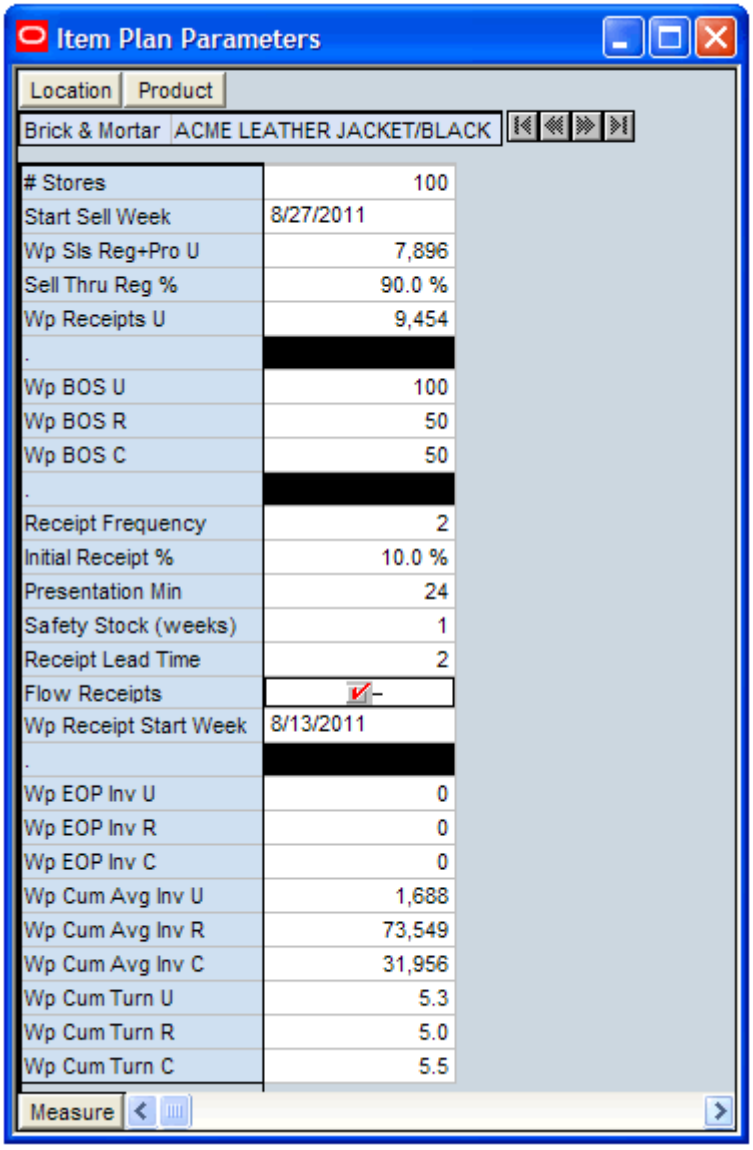
Item Plan Parameters Tab: Receipt and Inventory Plan

After you have developed the sales and inventory plan, use the Item Plan Parameters worksheet to create the receipt and inventory plan.

Item Plan Parameters Worksheet: Receipt Parameters Measure Profile

Use the receipt parameters measure profile in this worksheet to develop the receipt and inventory plan.

Figure 7–18 Item Plan Parameters Worksheet: Receipt Parameters Measure Profile



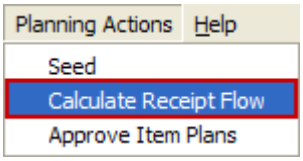
To create a receipt and inventory plan, perform the following steps:

1. Change the measure profile to Receipt Parameters.
2. In the Receipt Lead Time measure, enter the number of weeks before the start sell week that you want to schedule receipts.
3. In the Receipt Frequency measure, enter the number of weeks between each receipt. For example, 1 means that receipts arrive every week. 2 means that receipts arrive every other week.
4. In the Initial Receipt % measure, enter the percentage of total receipts to be included the first receipt drop.
5. In the Presentation Min measure, enter the minimum amount of inventory on the sales floor per store. This is used only in the initial receipt and can be thought of as a fixture fill.
6. In the Safety Stock (Weeks) measure, enter the number of weeks of sales in the future that each receipt drop can fulfill. This safety stock setting applies to all

receipt drops except the initial receipt drop. It is based on a future week of sales, not an average week of sales.

7. In the Sell Thru Reg % measure, enter the target percentage of sales to be reached during the regular and promotional periods. This number is used as a guideline for calculating receipts. For instance, if set to 85%, this means that 85% of the style/color is sold during the regular and promotional periods, and 15% is left to be sold during the clearance period.
8. Select the **Flow Receipts** check box.
9. In the Planning Actions menu, click **Calculate Receipt Flow.**

Figure 7–19 Planning Actions: Calculate Receipt Flow



The Wp Receipts U and Receipt Start Week measures are populated. After you have calculated the receipt flow, continue to the Item Plan Worksheet: Receipts and Inventory Measure Profile to view the receipt and inventory plan.

Table 7–8 Item Plan Parameters Worksheet - Receipt Parameters Measure Profile

Measure	Description
# Stores	The number of stores that sell the style/color.
Start Sell Week	The first week that the style/color is sold.
Wp Sls Reg + Pro U	The combined total of the planned regular and promotional units. This is a calculated measure.
Sell Thru Reg %	The target percentage of sales to be reached during the regular and promotional periods.
Wp BOS U	The planned beginning of season units.
Wp BOS R	The planned beginning of season retail.
Wp BOS C	The planned beginning of season cost.
Receipt Frequency	The number of weeks between each receipt drop.
Initial Receipt %	The percentage of total receipts to be included in the first receipt drop.
Presentation Min	The minimum amount of inventory on the sales floor per store. This is used only in the initial receipt and can be thought of as a fixture fill.
Safety Stock (weeks)	The number of weeks of sales in the future that each receipt drop can fulfill. This applies to all receipt drops except the initial one. It is based on a future week of sales, not an average week of sales.
Receipt Lead Time	The number of weeks before the start sell week that the initial receipt drop arrives.
Flow Receipts	Check this measure to calculate the receipt flow based on the parameters in this worksheet.
Wp Receipt Start Week	The week that initial receipt drop occurs.
Wp EOP U	The planned end of period units. This is a calculated measure.

Table 7–8 (Cont.) Item Plan Parameters Worksheet - Receipt Parameters Measure Profile

Measure	Description
Wp EOP R	The planned end of period retail. This is a calculated measure.
Wp EOP C	The planned end of period cost. This is a calculated measure.
Wp Cum Avg Inv U	The planned cumulative average inventory units. This is a calculated measure.
Wp Cum Avg Inv R	The planned cumulative average inventory retail. This is a calculated measure.
Wp Cum Avg Inv C	The planned cumulative average inventory cost. This is a calculated measure.
Wp Cum Turn U	The planned cumulative turn units. This is a calculated measure.
Wp Cum Turn R	The planned cumulative turn retail. This is a calculated measure.
Wp Cum Turn C	The planned cumulative turn cost. This is a calculated measure.

Item Plan Tab: Receipt and Inventory Plan

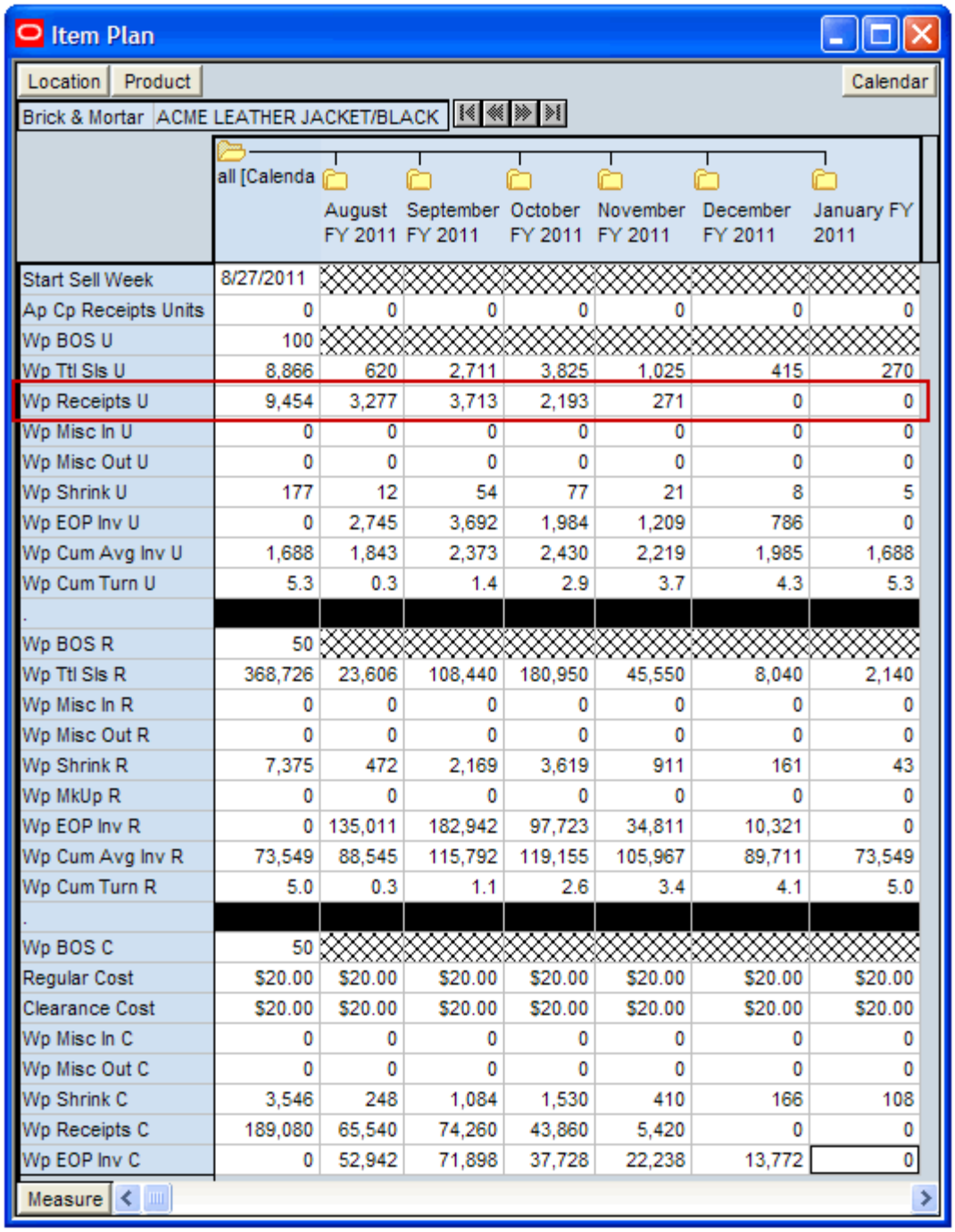
After you have developed the receipt flow, review the receipt and inventory plan in the Item Plan worksheet.

Item Plan Worksheet: Receipts and Inventory Measure Profile

Use this worksheet to review the receipt and inventory plan you created in the Item Plan Parameters worksheet.

1. Change the measure profile of the Item Plan worksheet to **Receipts and Inventory**.
2. Review the receipt units in the Wp Receipt U measure.

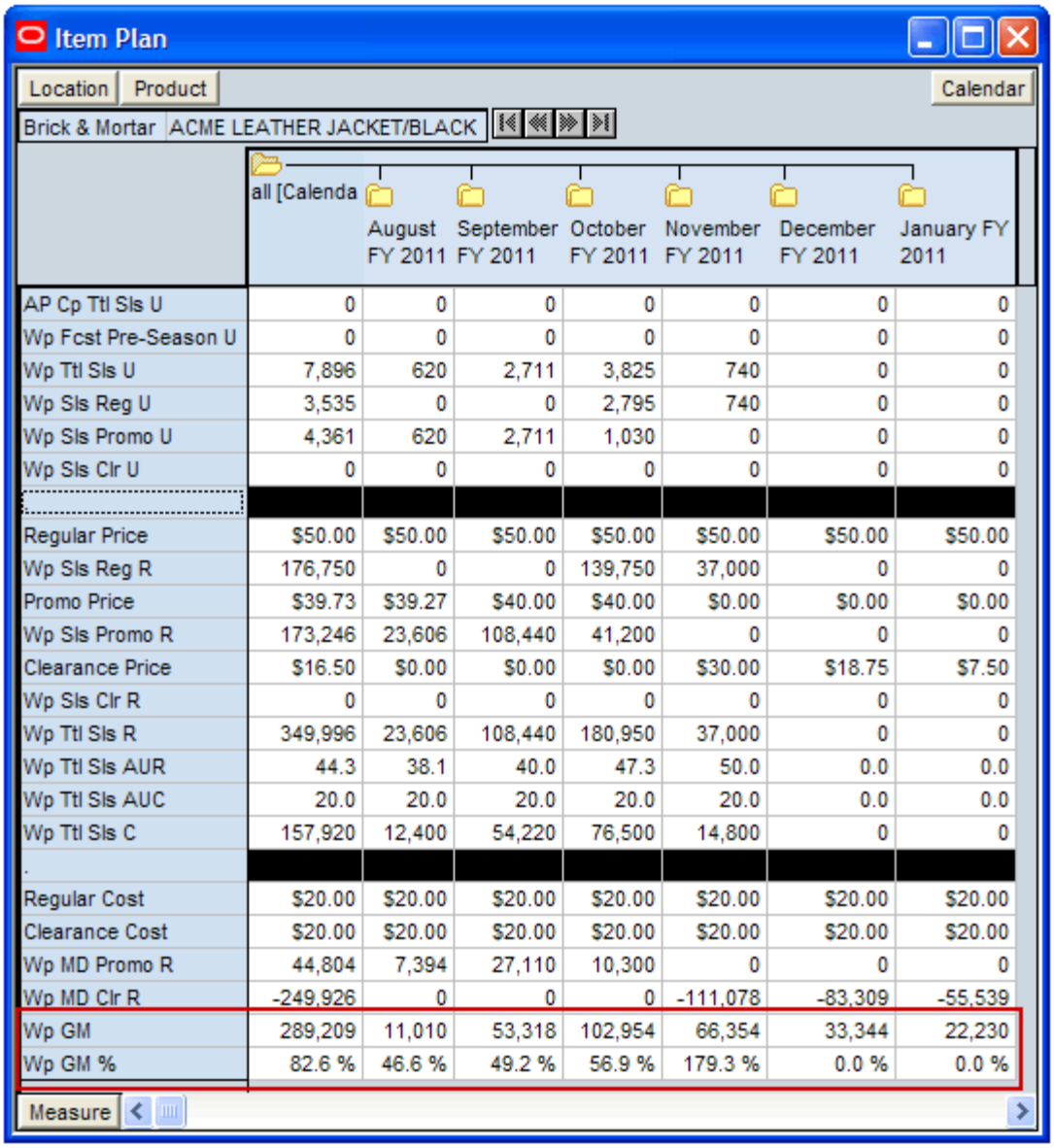
Figure 7–20 Item Plan Worksheet: Receipt and Inventory Measure Profile



Start Sell Week	8/27/2011						
Ap Cp Receipts Units	0	0	0	0	0	0	0
Wp BOS U	100						
Wp Ttl Sls U	8,866	620	2,711	3,825	1,025	415	270
Wp Receipts U	9,454	3,277	3,713	2,193	271	0	0
Wp Misc In U	0	0	0	0	0	0	0
Wp Misc Out U	0	0	0	0	0	0	0
Wp Shrink U	177	12	54	77	21	8	5
Wp EOP Inv U	0	2,745	3,692	1,984	1,209	786	0
Wp Cum Avg Inv U	1,688	1,843	2,373	2,430	2,219	1,985	1,688
Wp Cum Turn U	5.3	0.3	1.4	2.9	3.7	4.3	5.3
.							
Wp BOS R	50						
Wp Ttl Sls R	368,726	23,606	108,440	180,950	45,550	8,040	2,140
Wp Misc In R	0	0	0	0	0	0	0
Wp Misc Out R	0	0	0	0	0	0	0
Wp Shrink R	7,375	472	2,169	3,619	911	161	43
Wp MkUp R	0	0	0	0	0	0	0
Wp EOP Inv R	0	135,011	182,942	97,723	34,811	10,321	0
Wp Cum Avg Inv R	73,549	88,545	115,792	119,155	105,967	89,711	73,549
Wp Cum Turn R	5.0	0.3	1.1	2.6	3.4	4.1	5.0
.							
Wp BOS C	50						
Regular Cost	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00
Clearance Cost	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00	$20.00
Wp Misc In C	0	0	0	0	0	0	0
Wp Misc Out C	0	0	0	0	0	0	0
Wp Shrink C	3,546	248	1,084	1,530	410	166	108
Wp Receipts C	189,080	65,540	74,260	43,860	5,420	0	0
Wp EOP Inv C	0	52,942	71,898	37,728	22,238	13,772	0

3. Return to the **Sales and Margin Plan** measure profile.
4. Review the gross margin in the Sales and Margin Plan measure profile. The margin measures are populated now that the receipt markup has been planned.

Figure 7–21 Item Plan Worksheet: Sales and Margin Plan Measure Profile



If you are satisfied with the receipts and inventory plan, continue to the Review and Approval Tab. If not, return to the Item Plan Parameters Worksheet: Receipt Parameters Measure Profile to adjust the plan.

Review and Approval Tab

After you have developed the sales and margin and receipts and inventory plans, compare them to the plans created in the Merchandise Financial Planning (MFP) application. Once you have reviewed the plans, approve them in the Plan Approval worksheet.

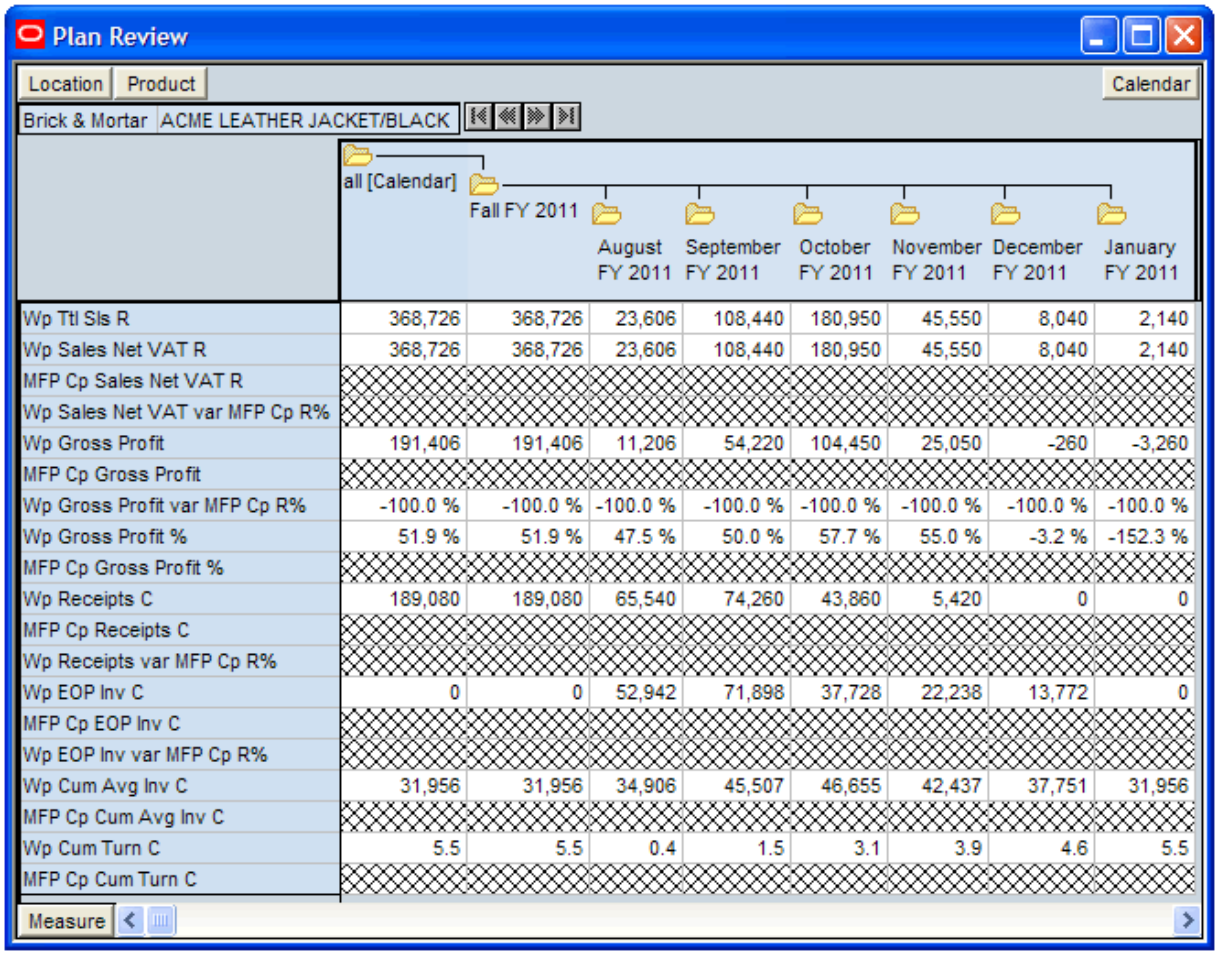
This tab contains three worksheets: Plan Review Worksheet, All Measures, and Plan Approval Worksheet.

Plan Review Worksheet

Use this worksheet to compare the plan to the plans created in MFP. Several measure profiles are available for comparison:

- Compare to MFP Cost Cp Plan
- Compare to MFP Cost Op Plan
- Compare to MFP Retail Cp Plan
- Compare to MFP Retail Op Plan
- Compare to MFP Unit Plan

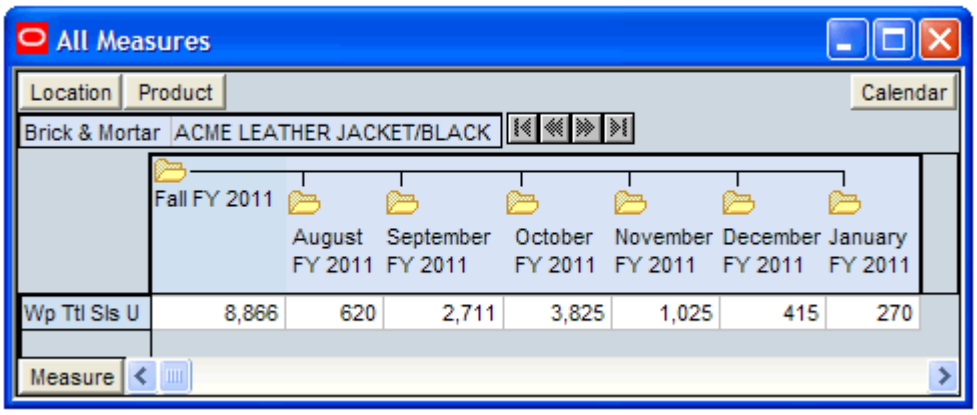
Figure 7–22 Plan Review Worksheet: Compare to MFP Cost Cp Plan



All Measures

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

Figure 7–23 All Measures Worksheet



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*.

Plan Approval Worksheet

After you have reviewed the plans, approve them in this worksheet.

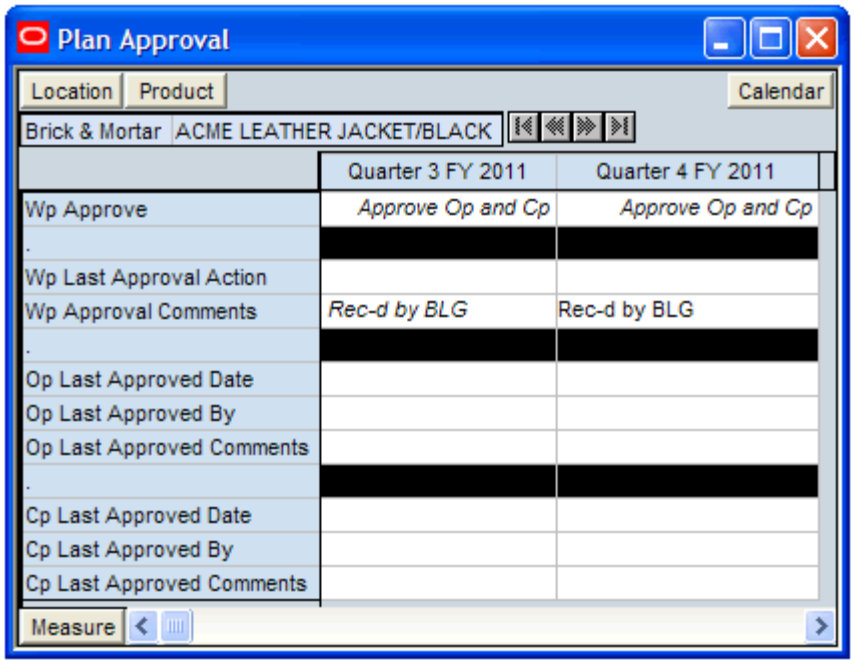
The approval process is self-approved and executed by the item planner. The versions to be updated are determined during the approval process. During preseason, it is recommended that Op and Cp are updated together to ensure synchronization. When in-season planning begins, only the Cp version is updated. 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:

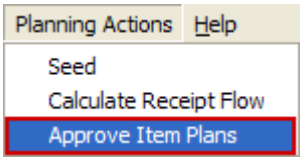
1. Use the Wp Approve measure to approve the plan. You can approve just the current plan, just the original plan, or both plans.
2. Optional: Enter comments in the the Wp Approval Comments measure.

Figure 7–24 Plan Approval Worksheet



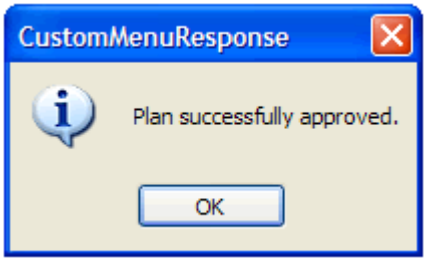
3. When ready to approve, click **Approve** in the Planning Actions menu Figure 7–25.

Figure 7–25 Approve Item Plans Option in the Planning Actions Menu



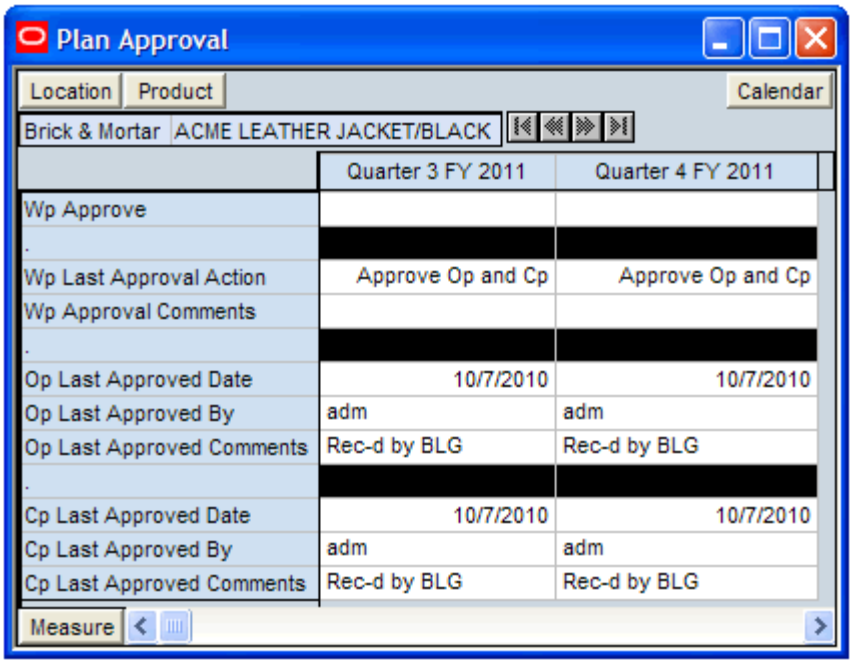
4. A success message appears, informing you that the plan was successfully approved. Click **OK** to close it.

Figure 7–26 Plan Approved Message



The worksheet refreshes and the Wp Approve and Wp Approval Comments measures are cleared. The Wp Last Approval Action measure along with the associated Op and Cp measures are populated (Figure 7–27).

Figure 7–27 Approved Plans



The following table lists the measures available on this worksheet.

Table 7–9 Approval Worksheet Measures

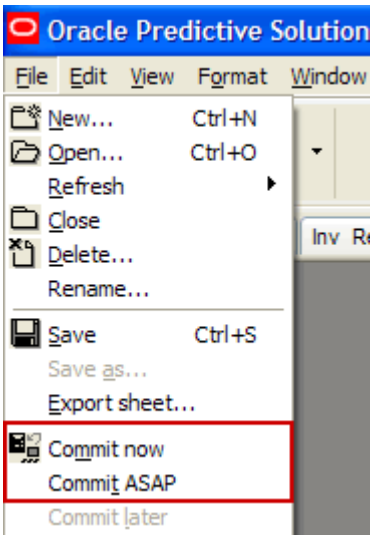
Measure	Description
Wp Approve	Use this measure to approve the plan to the current plan, original plan, or both.
Wp Last Approval Action	Displays the last type of approval for the time period. The choices are Approve Op and Cp, Approve Op Only, and Approve Cp Only.
Wp Approval Comments	Use this measure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

Committing Targets

To commit your plan, perform the following steps:

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

Figure 7–28 Commit a Workbook



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

Dashboard Tab

Once in-season planning begins, use the worksheets in this tab to review the overall status of each style/color. Until you create and submit an item plan, the dashboard worksheets are empty.

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

Dashboard Worksheet

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

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

Figure 7–29 Dashboard Worksheet

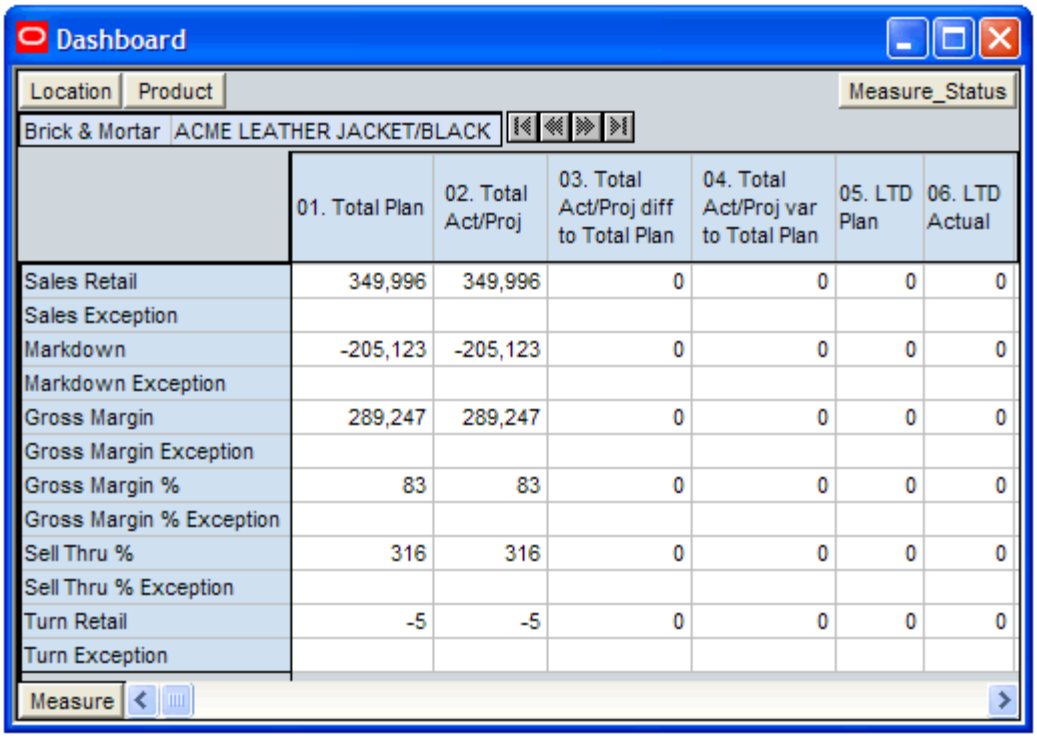


Table 7–10 lists the measures available on this worksheet.

Table 7–10 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.
Turn Retail	Cumulative Turnover representing the frequency which Inventory is sold and replaced over a stated time period Retail.
Turn Exception	The turn exception that is highlighted per the user-defined upper and lower bound limits.

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

Bounds Worksheet

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

Figure 7–30 Bounds Worksheet

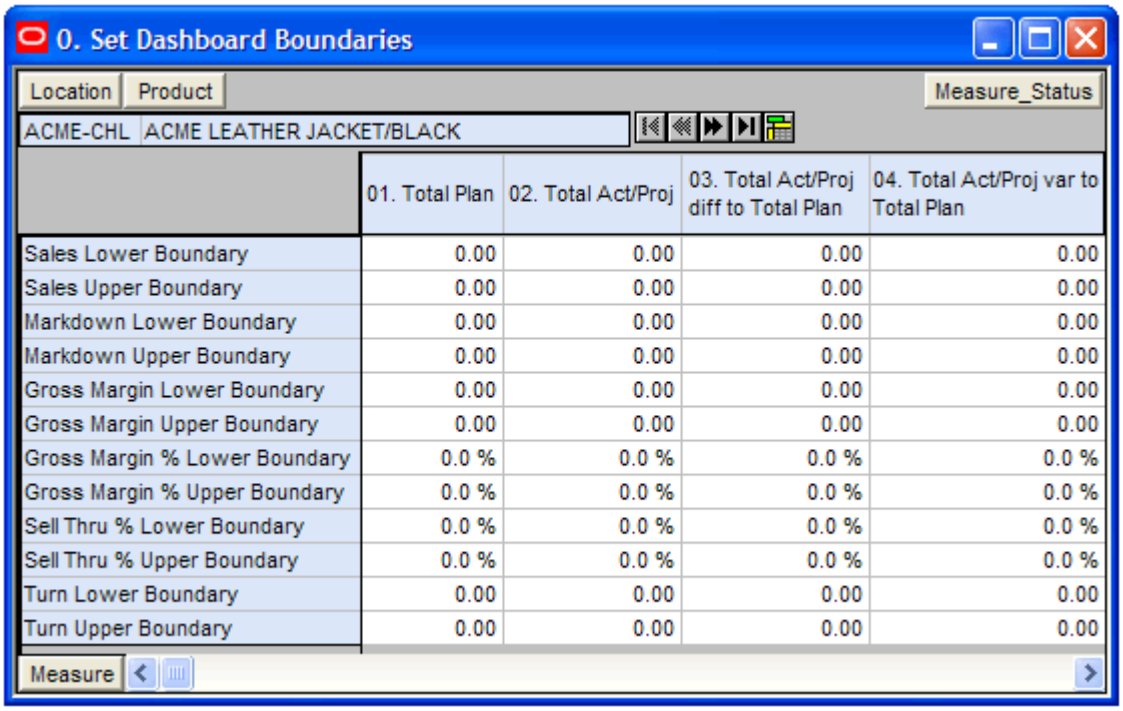


Table 7–11 lists the measures available on this worksheet.

Table 7–11 Bounds Worksheet Measures

Measure	Description
Sales Lower Bound	User-defined sales lower limit. If the sales of any style/color is below this threshold, it is highlighted in the Dashboard worksheet as an exception.
Sales Upper Bound	User-defined sales upper limit. If the sales of any style/color is above this threshold, it is highlighted in the Dashboard worksheet as an exception.
Markdown Lower Bound	User-defined markdown lower limit. If the markdown of any style/color is below this threshold, it is highlighted in the Dashboard worksheet as an exception.
Markdown Upper Bound	User-defined markdown upper limit. If the markdown of any style/color is above this threshold, it is highlighted in the Dashboard worksheet as an exception.
Gross Profit Lower Bound	User-defined gross profit lower limit. If the gross profit of any style/color is below this threshold, it is highlighted in the Dashboard worksheet as an exception.
Gross Profit Upper Bound	User-defined gross profit upper limit. If the gross profit of any style/color is above this threshold, it is highlighted in the Dashboard worksheet as an exception.

Table 7–11 (Cont.) Bounds Worksheet Measures

Measure	Description
Gross Profit % Lower Bound	User-defined gross profit percentage lower limit. If the gross profit percentage of any style/color is below this threshold, it is highlighted in the Dashboard worksheet as an exception.
Gross Profit % Upper Bound	User-defined gross profit percentage upper limit. If the gross profit percentage of any style/color is above this threshold, it is highlighted in the Dashboard worksheet as an exception.
Sell Thru % Lower Bound	User-defined sell through percentage percentage lower limit. If the sell through percentage of any style/color is below this threshold, it is highlighted in the Dashboard worksheet as an exception.
Sell Thru % Upper Bound	User-defined sell through percentage upper limit. If the sell through percentage of any style/color is above this threshold, it is highlighted in the Dashboard worksheet as an exception.
Turn Lower Bound	User-defined turn percentage lower limit. If the turn of any style/color is below this threshold, it is highlighted in the Dashboard worksheet as an exception.
Turn Upper Bound	User-defined turn percentage upper limit. If the turn of any style/color is above this threshold, it is highlighted in the Dashboard worksheet as an exception.

8

Markdown Planning

Use the Markdown Planning workbook during in-season planning to create a new price plan using COE forecasts and what-if calls. This price plan can then be seeded into the associated Wp measures in the Item Planning workbook. After this Markdown Planning workbook process is complete, return to the Item Planning workbook to complete your in-season updates.

The Markdown Planning workbook has four tabs:

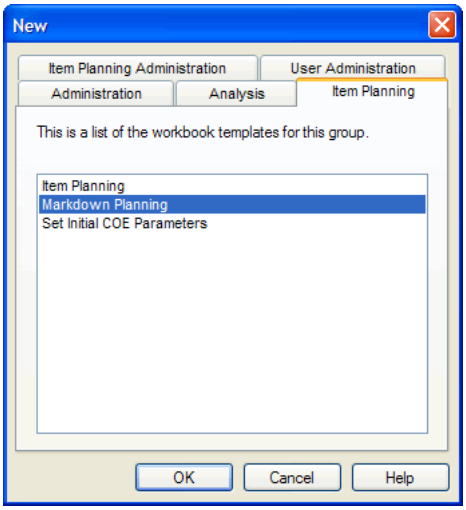
- Markdown Setup Tab
- Markdown Analysis Tab
- Review and Approval Tab
- All Measures Tab

Building the Markdown Planning Workbook

To build the workbook, perform the following steps.

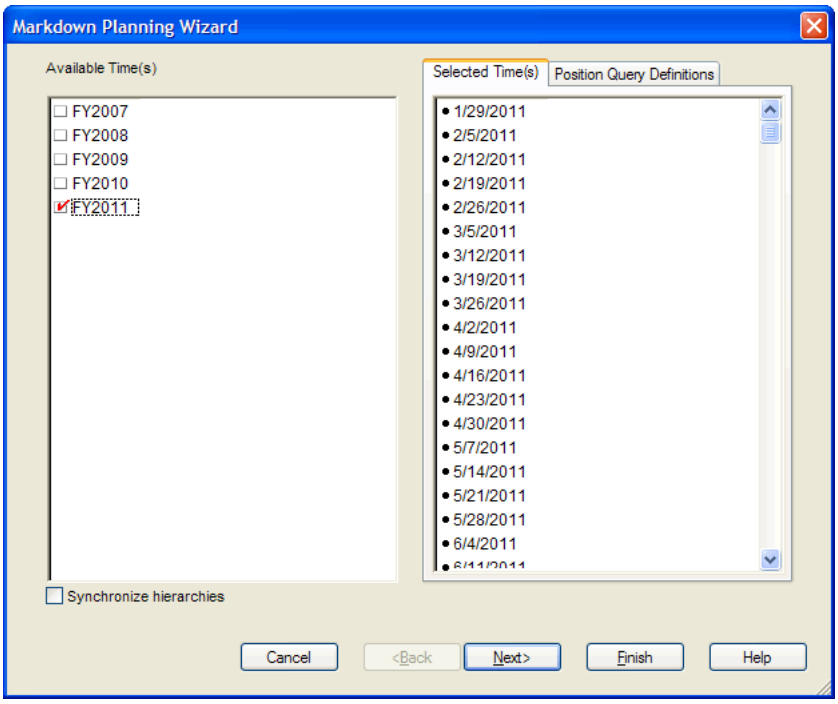
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning tab, select **Markdown Planning** and click **OK**.

Figure 8–1 New Workbook Dialog Box



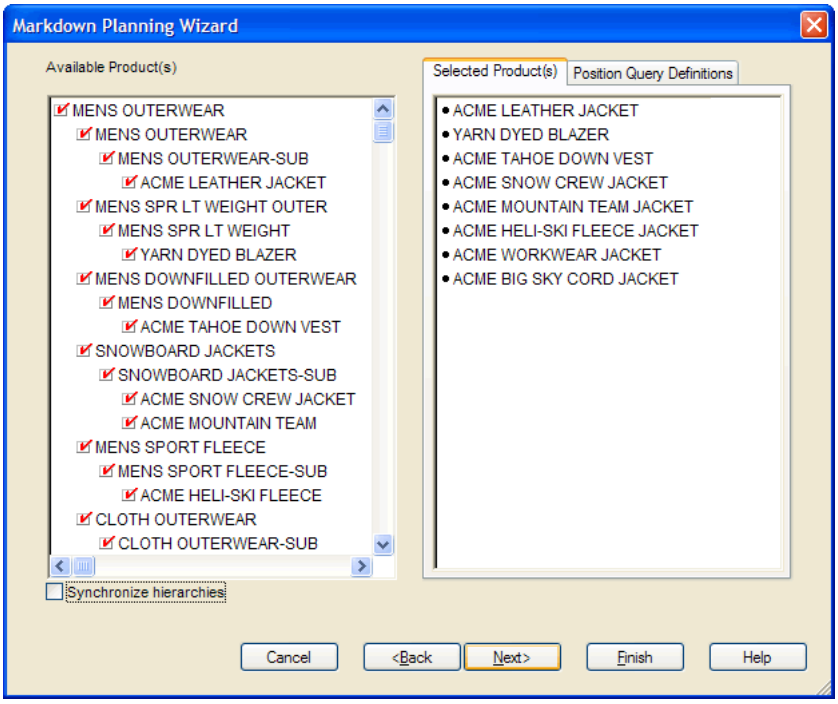
3. The workbook wizard opens at the Calendar Selection step. Select the fiscal year that you want to plan. Click **Next**.

Figure 8–2 Workbook Wizard: Calendar Selection



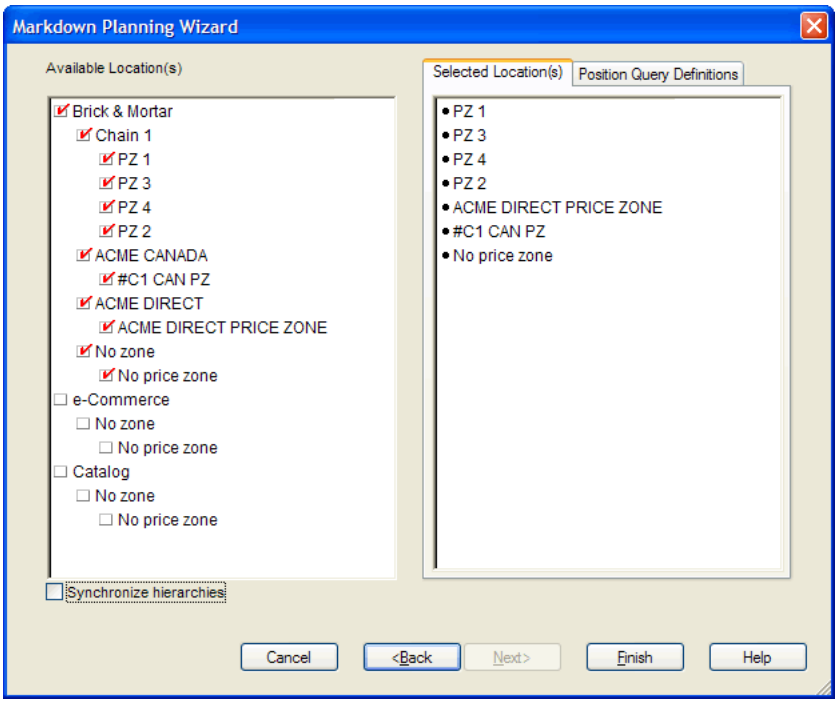
4. The Product Selection step of the workbook wizard appears. Select the style/colors you want to plan. Click **Next**.

Figure 8–3 Workbook Wizard: Product Selection



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

Figure 8–4 Workbook Wizard: Location Selection



The workbook is built, and Lifecycle Summary Worksheet worksheet opens.

Markdown Setup Tab

Use the worksheets in the Markdown Setup tab to review the lifecycle of the style/color as it was setup in the Item Planning workbook.

The Markdown Setup tab contains two worksheets:

- Lifecycle Summary Worksheet
- Spread to Price Zone Worksheet

Lifecycle Summary Worksheet

Use this worksheet to review the lifecycle of the style/color that was set up in the Item Planning workbook. This worksheet is read-only.

Figure 8–5 Lifecycle Summary Worksheet

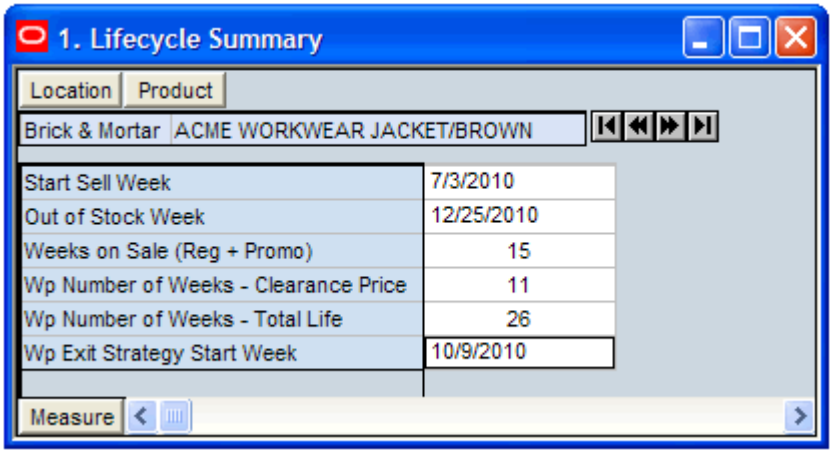


Table 8–1 Lifecyle Summary Worksheet Measures

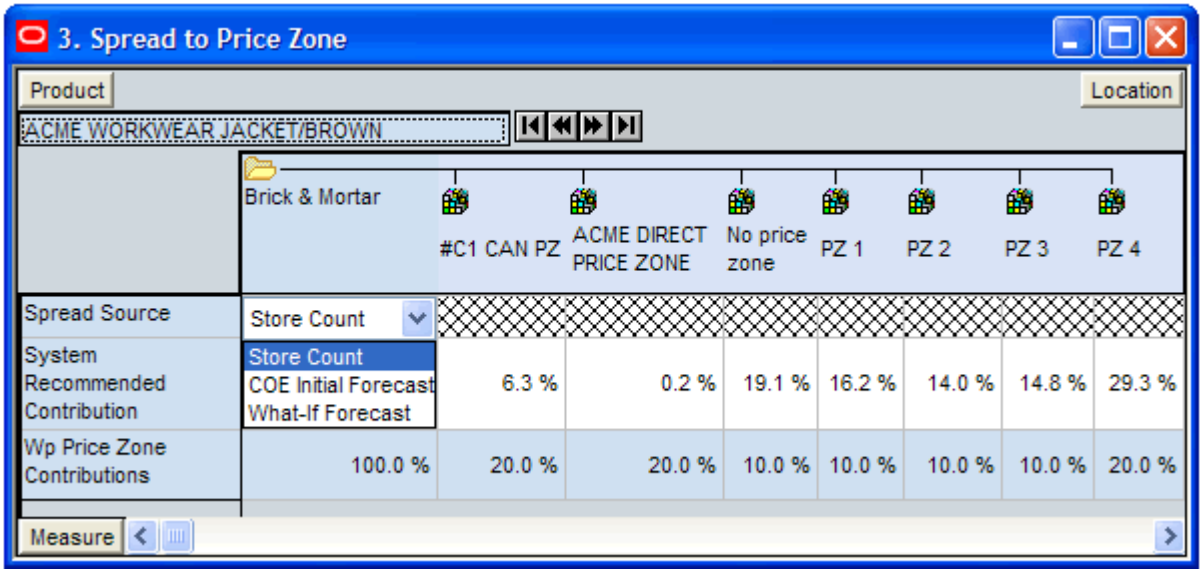
Measure	Description
Start Sell Week	The first week the style/color is sold.
Out of Stock Week	The planned week that the style/color is out of stock.
Weeks on Sale (Reg + Promo)	The combined number of weeks the style/color is on sale at the regular and promotional price.
Wp Number of Weeks - Clearance Price	The number of weeks that the style/color is on sale at clearance price.
Wp Number of Weeks - Total Life	The total number of weeks of the style/color's entire lifecycle. This is the sum of the regular, promotional, and clearance weeks.
Wp Exit Strategy Start Week	The first week that the style/color inventory and sales are moved from regular to clearance.

After you have reviewed the lifecycle, continue to the Spread to Price Zone Worksheet.

Spread to Price Zone Worksheet

Use this worksheet to spread the item plan's sales from the channel level to the price zone level. This is done by choosing a spread method and setting the price zone contribution.

Figure 8–6 Spread to Price Zone Worksheet



To set the spread method, perform the following steps:

1. In the Spread Source measure, select a spread method. There are three options:
   - **Store Count**: Spreads the sales according to the number of stores in each price zone.
   - **COE Initial Forecast**: Spreads by the initial forecast sales units that the COE engine creates. These forecasts, which are at the price zone level, are sent in a batch process from COE.
   - **What If Forecast**: Spreads according to the COE forecast that you revise in the What If Request Worksheet.
2. Click **Calculate**. The data in the System Recommended Contribution measure is updated to reflect the relevant recommendations for the spread method.
3. In the Wp Price Zone Contributions measure, enter the spread percentages for each price zone. Use the data in the System Recommended Contribution measure as a guideline. The percentages you enter are used to spread the channel level plan down to the price zone level.

Table 8–2 Spread to Price Zone Worksheet Measures

Measure	Description
Spread Source	Select the spread method to use. Options are Store Count, COE Initial Forecast, and What If forecast.
System Recommended Contribution	The system recommended contribution for the spread method. Use this data as a guideline.
Wp Price Zone Contributions	Enter the spread percentages for each prize zone. The sales are spread to the price zones according to these percentages.

When finished, continue to the Markdown Analysis Tab.

Markdown Analysis Tab

Use the worksheets in the Markdown Analysis tab to create and review what-if forecasts. There are five worksheets to help you do this:

- Forecast Analysis (Style-Color/Price Zone) Worksheet
- What If Request Worksheet
- Forecast Analysis (Style-Color/Price Zone/Week) Worksheet
- Markdown Impact Dashboard Worksheet
- Markdown Analysis Graph Worksheet

Forecast Analysis (Style-Color/Price Zone) Worksheet

Use this worksheet to review the COE initial forecast and the what-if forecasts you create in this workbook. Use the three measure profiles provided in this worksheet to review this high level information:

- Initial Forecast: Displays the initial forecast from the COE engine. This forecast is generated automatically by the Clearance Optimization Engine based on the actual sell through, compared to the target sell through and exit dates. This forecast is loaded into IP COE in the batch process. This is the default measure profile (shown in Table 8–7).
- What-If Forecast: Displays the forecast you create in the What If Request Worksheet. The what-if forecast is the COE response to your what-if request, based on your markdown cadence.
- Initial and What-If Forecast: Displays the COE and the what-if forecast.

After you have reviewed the forecast data, continue to the What If Request Worksheet to create and review what-if forecasts.

Figure 8–7 Forecast Analysis (Style-Color/Price Zone) Worksheet - Initial Forecast Measure Profile

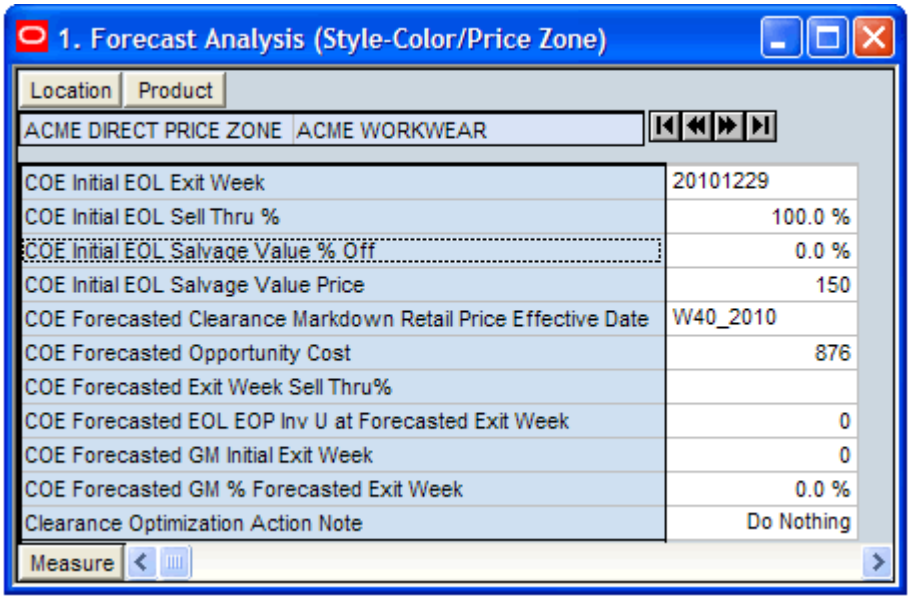


Table 8–3 lists the measures in this worksheet.

Table 8–3 Forecast Analysis (Style-Color/Price Zone) 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 displays the week ending date of the exit week.
COE Initial EOL Sell Thru %	The Recommended Sell Thru % used by COE to determine the optimal Recommended Clearance Markdown Price Plan that achieves the desired Sell Thru %.
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 dollar amount you can generate in profit by taking the recommended markdowns.
COE Forecasted Exit Week Sell Thru %	The Forecasted week that the Targeted Sell Thru % is 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. This is 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 has been initiated.

What If Request Worksheet

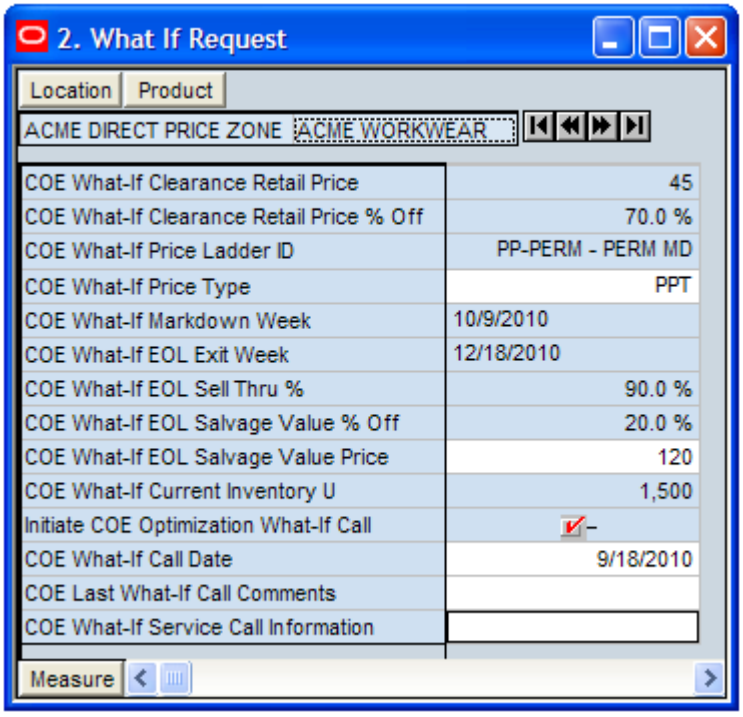
Use this worksheet to create different what-if calls by trying different combinations of clearance prices, price ladders, markdown weeks, and so on.

Note: Price ladders, which define a set of markdown prices, are created within the Clearance Optimization Engine (COE) application.

Because price ladders are created in COE, you can only select a price ladder to use within Item Planning. To edit it, you must return to COE.

For more information about the creation of price ladders, see the "Price Ladders Standard Interface" section and the "Price Ladders Standard Interface Specification" table in Chapter 2 of the *Oracle Retail Clearance Optimization Engine Operations Guide*.

Figure 8–8 What If Request Worksheet



To create a what if forecast, perform the following steps:

1. In the COE What-If Price Ladder ID measure, select the price ladder to apply to the style/color. These price ladders were created in COE.
2. Upon a calc, the COE What-If Price Type measure will auto-update to the correct type based on the Ladder ID, depending on if the Ladder ID is a percent-off ("Percent Off") or a Price Point ("PPT").
3. Enter the remaining what-if data.
4. In the Initiate COE Optimization What-If Call measure, select the check box.
5. In the Planning Actions menu, select the **What-If Markdown Call** option.

Figure 8–9 What-If Markdown Call Custom Menu Option

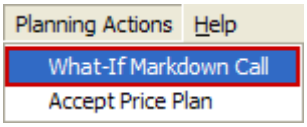


Table 8–4 lists the measures in this worksheet.

Table 8–4 What If Request Worksheet Measures

Measure	Description
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.

Table 8–4 (Cont.) What If Request Worksheet Measures

Measure	Description
COE What-If Price Type	Auto-selected Price Type (either Price Point "PPT" or Percent 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.
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 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 contains error information passed from the COE service call.

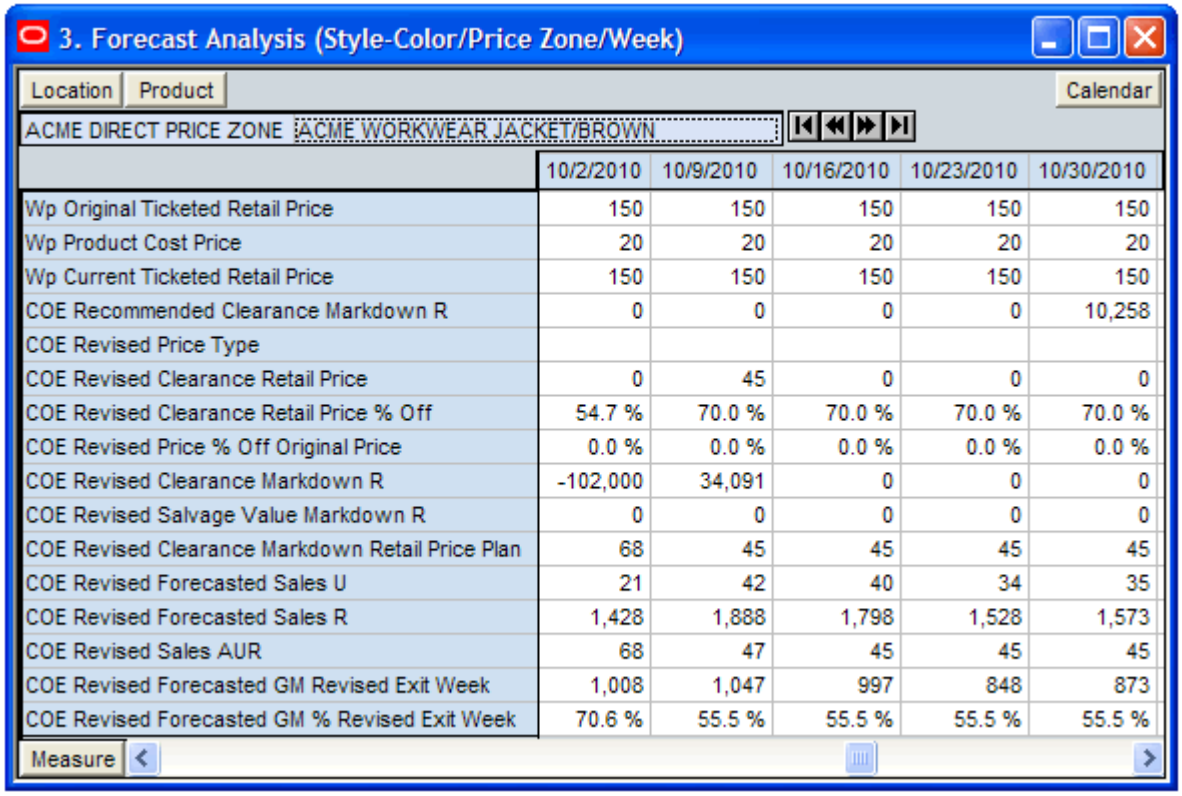
To see the what-if forecast at the week level, continue to the Forecast Analysis (Style-Color/Price Zone/Week) Worksheet. To see the forecast at the style/color/price zone level, return to the Forecast Analysis (Style-Color/Price Zone) Worksheet.

Forecast Analysis (Style-Color/Price Zone/Week) Worksheet

Use this worksheet to review a detailed view of the initial forecast and the what-if forecast you created in the What If Request Worksheet. Use the three measure profiles provided in this worksheet to review this information:

- Initial Forecast: Displays the initial forecast from the COE engine. This forecast is loaded into IP COE in the batch process. This is the default measure profile.
- Initial and What-If Forecast: Displays both the COE initial forecast and the what-if forecast.
- What-If Forecast: Displays the forecast you create in the What If Request Worksheet (shown in Table 8–10).

Figure 8–10 Forecast Analysis (Style-Color/Price Zone/Week) Worksheet - What-If Forecast Measure Profile



	10/2/2010	10/9/2010	10/16/2010	10/23/2010	10/30/2010
Wp Original Ticketed Retail Price	150	150	150	150	150
Wp Product Cost Price	20	20	20	20	20
Wp Current Ticketed Retail Price	150	150	150	150	150
COE Recommended Clearance Markdown R	0	0	0	0	10,258
COE Revised Price Type					
COE Revised Clearance Retail Price	0	45	0	0	0
COE Revised Clearance Retail Price % Off	54.7 %	70.0 %	70.0 %	70.0 %	70.0 %
COE Revised Price % Off Original Price	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
COE Revised Clearance Markdown R	-102,000	34,091	0	0	0
COE Revised Salvage Value Markdown R	0	0	0	0	0
COE Revised Clearance Markdown Retail Price Plan	68	45	45	45	45
COE Revised Forecasted Sales U	21	42	40	34	35
COE Revised Forecasted Sales R	1,428	1,888	1,798	1,528	1,573
COE Revised Sales AUR	68	47	45	45	45
COE Revised Forecasted GM Revised Exit Week	1,008	1,047	997	848	873
COE Revised Forecasted GM % Revised Exit Week	70.6 %	55.5 %	55.5 %	55.5 %	55.5 %

Table 8–5 Forecast Analysis (Style-Color/Price Zone/Week) Worksheet - What-If Forecast Measure Profile Measures

Measure	Description
Wp Original Ticketed Retail Price	The Original Ticketed Retail Price at the time when the product was first set-up in the Item Master files.
Wp Product Cost Price	The Cost Price of the product.
Wp Current Ticketed Retail Price	The Current Ticketed Retail Price for the product at the end of the last period / beginning of the current time period.
COE Forecasted Clearance Markdown Retail Price	The COE Optimized Recommended Clearance Markdown Ticketed Retail Price.
COE Revised Price Type	Text measure that will contain the price type value returned from the COE service call.
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.

Table 8–5 (Cont.) Forecast Analysis (Style-Color/Price Zone/Week) Worksheet - What-If Forecast Measure Profile Measures

Measure	Description
COE Revised Clearance Markdown Retail Price Plan	The COE Optimized Revised Clearance Markdown Ticketed Retail Price Plan following a What-If COE Optimization Service Call.
COE Revised Forecasted Sales U	Units in unelapsed time periods combined with Actual Sales Units in elapsed time periods.
COE Revised Forecasted Sales R	The extended Retail Value of the COE Forecasted Sales Units.
COE Revised Sales AUR	The Revised Sales AUR following a What-if COE Optimization Service Call.
COE Revised Forecasted GM Revised Exit Week	The Forecasted Periodic Gross Margin value at the Targeted Exit Date. Calculated for each time period based on the COE Revised Clearance Markdown Retail Price and the Product Cost Price.
COE Revised Forecasted GM % Revised Exit Week	The Forecasted Periodic Gross Margin Value at the Targeted Exit Date expressed as a Percentage of the COE Forecasted Sales Retail Value.

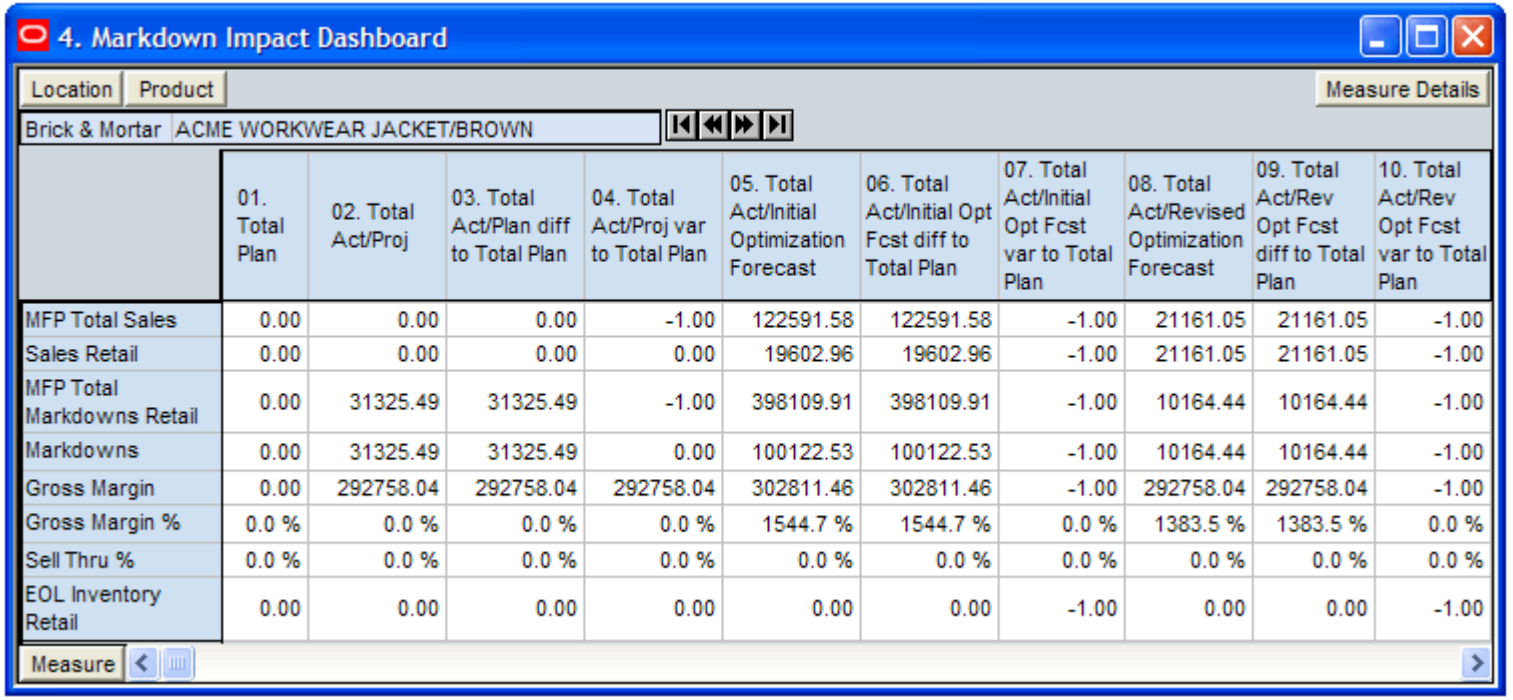
After you have reviewed the what-if forecast, continue to the Markdown Impact Dashboard Worksheet to see the key performance indicators that were created in the Merchandise Financial Planning application.

Markdown Impact Dashboard Worksheet

Use this worksheet to review the markdown budget created in the Merchandise Financial Planning (MFP) application. This budget is at the subclass level. The key performance indicators of the budget are provided to help you understand the total budget for the subclass and to enable you to compare it to the price plan you create in this workbook.

Use the measure details to compare the actual plan to the working plan, initial forecast, and revised forecast.

Figure 8–11 Markdown Impact 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	05. Total Act/Initial Optimization Forecast	06. Total Act/Initial Opt Fcst diff to Total Plan	07. Total Act/Initial Opt Fcst var to Total Plan	08. Total Act/Revised Optimization Forecast	09. Total Act/Rev Opt Fcst diff to Total Plan	10. Total Act/Rev Opt Fcst var to Total Plan
MFP Total Sales	0.00	0.00	0.00	-1.00	122591.58	122591.58	-1.00	21161.05	21161.05	-1.00
Sales Retail	0.00	0.00	0.00	0.00	19602.96	19602.96	-1.00	21161.05	21161.05	-1.00
MFP Total Markdowns Retail	0.00	31325.49	31325.49	-1.00	398109.91	398109.91	-1.00	10164.44	10164.44	-1.00
Markdowns	0.00	31325.49	31325.49	0.00	100122.53	100122.53	-1.00	10164.44	10164.44	-1.00
Gross Margin	0.00	292758.04	292758.04	292758.04	302811.46	302811.46	-1.00	292758.04	292758.04	-1.00
Gross Margin %	0.0 %	0.0 %	0.0 %	0.0 %	1544.7 %	1544.7 %	0.0 %	1383.5 %	1383.5 %	0.0 %
Sell Thru %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EOL Inventory Retail	0.00	0.00	0.00	0.00	0.00	0.00	-1.00	0.00	0.00	-1.00

Table 8–6 and Table 8–7 describe the measures in this worksheet.

Table 8–6 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 8–7.
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 8–7.
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 8–7.

Table 8–6 (Cont.) Markdown Impact Analysis Dashboard Worksheet Measures

Measure	Description
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 8–7.
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 8–7.
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 8–7.
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 8–7.
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 8–7.

Table 8–7 Markdown Impact Analysis Dashboard Worksheet Measure Details

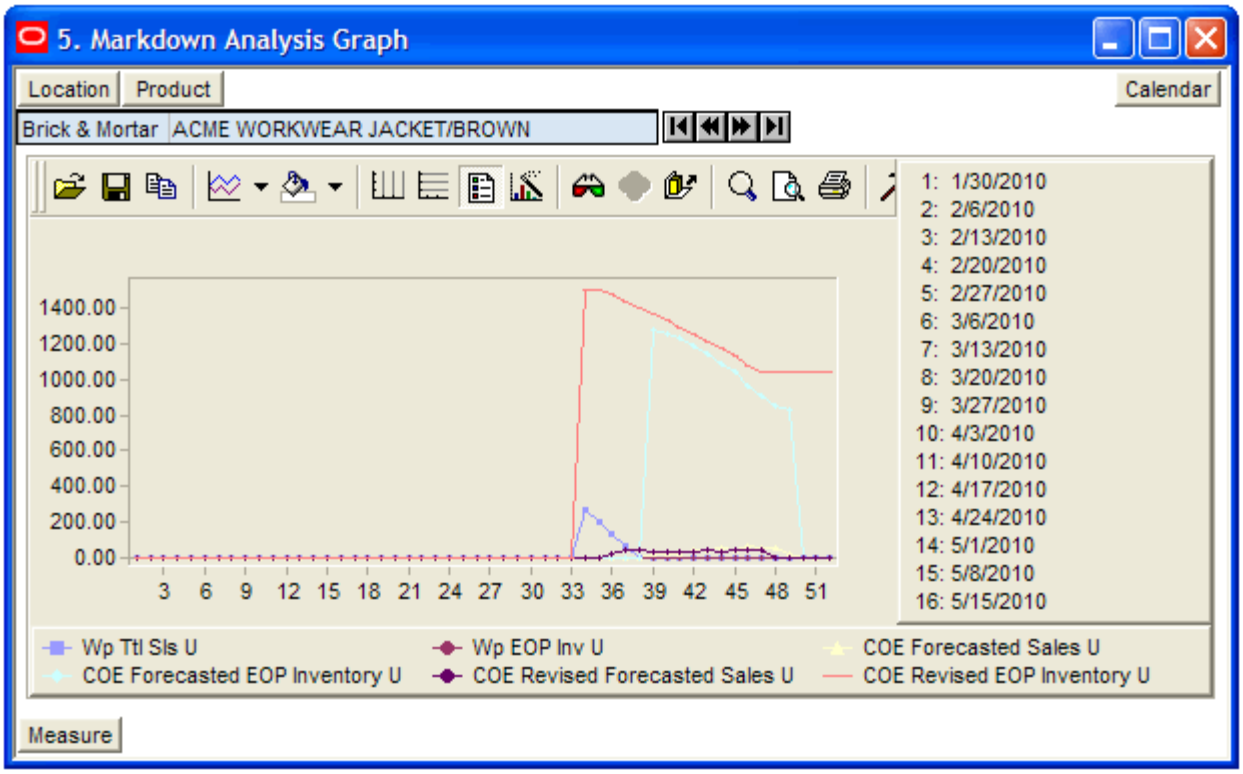
Measure	Description
1. Total Plan	Original Plan for all time periods until EOL.
2. Total Act / Proj	Actual data in all elapsed time periods and Current Plan Projection for all unelapsed time periods until EOL.
3. Total Act/Proj diff to Total Plan	The difference between the Actual-Projections and the 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 unelapsed 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 unelapsed 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 (Op) expressed as a percentage variance to the Op.

Once you have reviewed the markdown budget from MFP, continue to the Markdown Analysis Graph Worksheet.

Markdown Analysis Graph Worksheet

Use this worksheet to view the forecast analysis in the graph view. If you are not satisfied with the results, return to the What If Request Worksheet to adjust the what-if call.

Figure 8–12 Markdown Analysis Graph Worksheet



After you have created a what-if forecast you are satisfied with, continue to the Review and Approval Tab.

Review and Approval Tab

Use the worksheets in the Review and Approval tab to roll the what-if forecast back to the channel level and seed it into the item plan.

This tab has three worksheets:

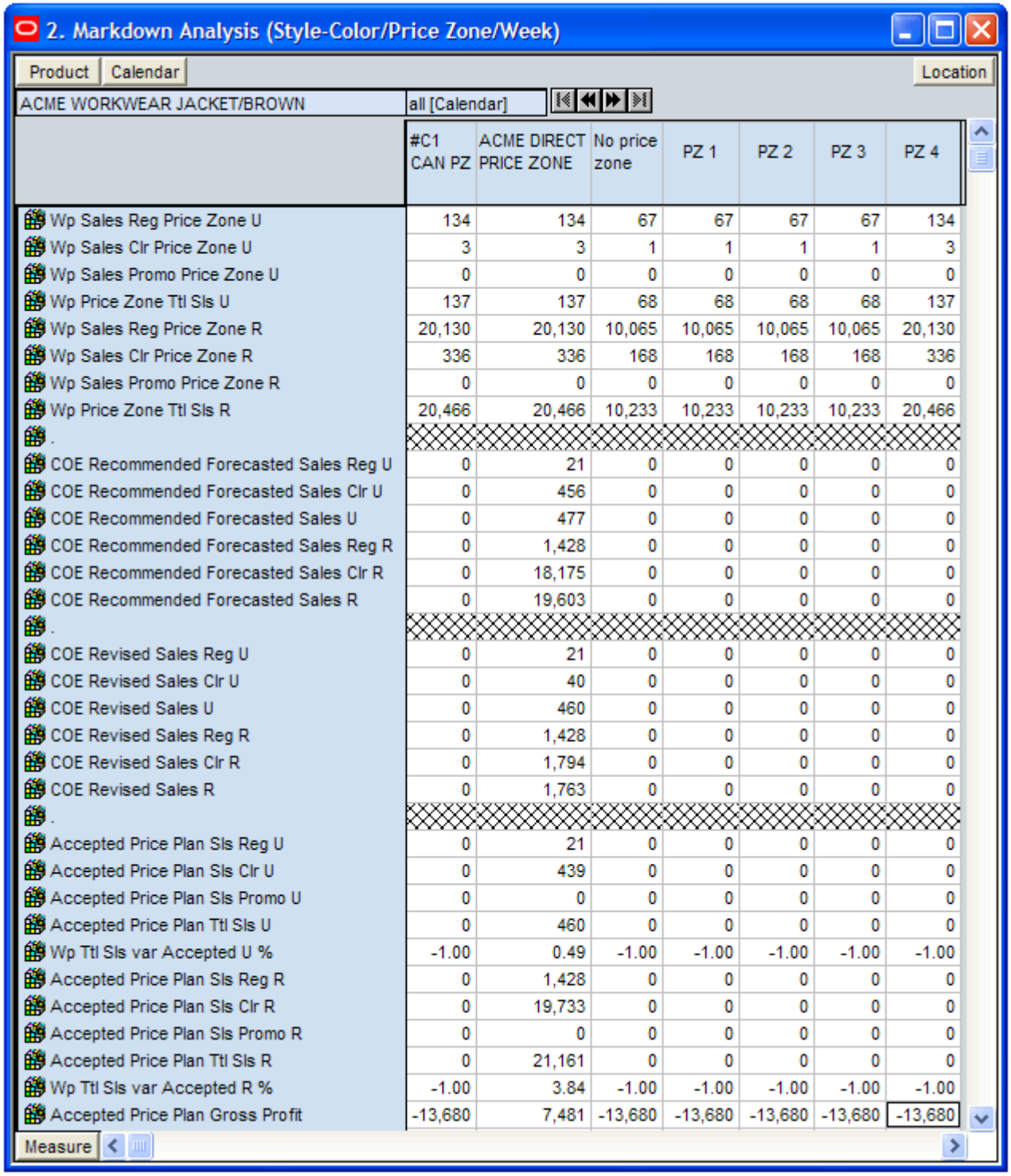
- Markdown Analysis (Style-Color/Price Zone/Week) Worksheet
- Price Plan Acceptance Worksheet
- Markdown Analysis (Style-Color/Channel/Week) Worksheet

Begin with the Markdown Analysis (Style-Color/Price Zone/Week) Worksheet.

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

Use this worksheet to review all of the recommendations for each price zone. The purpose of this worksheet is to compare the different recommendations and choose which one you want to use with each price zone in the Price Plan Acceptance Worksheet.

Figure 8–13 Markdown Analysis (Style-Color/Price Zone/Week) Worksheet



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

Product | Calendar | Location

ACME WORKWEAR JACKET/BROWN | all [Calendar]

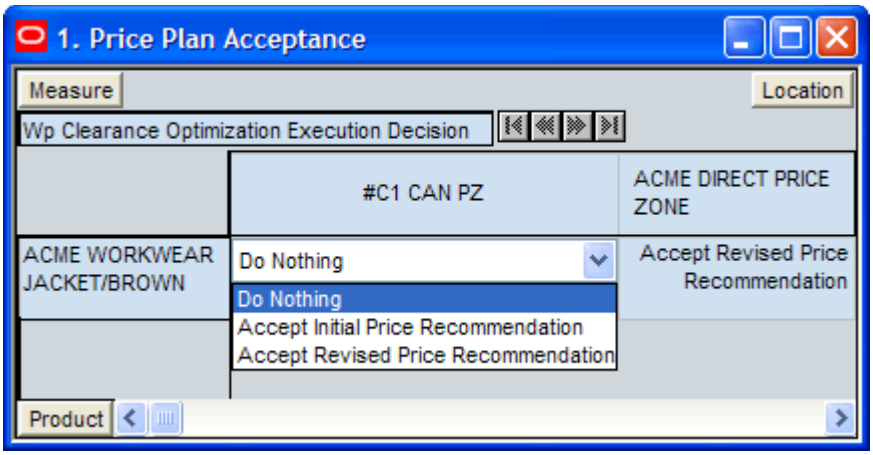
	#C1 CAN PZ	ACME DIRECT PRICE ZONE	No price zone	PZ 1	PZ 2	PZ 3	PZ 4
Wp Sales Reg Price Zone U	134	134	67	67	67	67	134
Wp Sales Clr Price Zone U	3	3	1	1	1	1	3
Wp Sales Promo Price Zone U	0	0	0	0	0	0	0
Wp Price Zone Ttl Sls U	137	137	68	68	68	68	137
Wp Sales Reg Price Zone R	20,130	20,130	10,065	10,065	10,065	10,065	20,130
Wp Sales Clr Price Zone R	336	336	168	168	168	168	336
Wp Sales Promo Price Zone R	0	0	0	0	0	0	0
Wp Price Zone Ttl Sls R	20,466	20,466	10,233	10,233	10,233	10,233	20,466
.							
COE Recommended Forecasted Sales Reg U	0	21	0	0	0	0	0
COE Recommended Forecasted Sales Clr U	0	456	0	0	0	0	0
COE Recommended Forecasted Sales U	0	477	0	0	0	0	0
COE Recommended Forecasted Sales Reg R	0	1,428	0	0	0	0	0
COE Recommended Forecasted Sales Clr R	0	18,175	0	0	0	0	0
COE Recommended Forecasted Sales R	0	19,603	0	0	0	0	0
.							
COE Revised Sales Reg U	0	21	0	0	0	0	0
COE Revised Sales Clr U	0	40	0	0	0	0	0
COE Revised Sales U	0	460	0	0	0	0	0
COE Revised Sales Reg R	0	1,428	0	0	0	0	0
COE Revised Sales Clr R	0	1,794	0	0	0	0	0
COE Revised Sales R	0	1,763	0	0	0	0	0
.							
Accepted Price Plan Sls Reg U	0	21	0	0	0	0	0
Accepted Price Plan Sls Clr U	0	439	0	0	0	0	0
Accepted Price Plan Sls Promo U	0	0	0	0	0	0	0
Accepted Price Plan Ttl Sls U	0	460	0	0	0	0	0
Wp Ttl Sls var Accepted U %	-1.00	0.49	-1.00	-1.00	-1.00	-1.00	-1.00
Accepted Price Plan Sls Reg R	0	1,428	0	0	0	0	0
Accepted Price Plan Sls Clr R	0	19,733	0	0	0	0	0
Accepted Price Plan Sls Promo R	0	0	0	0	0	0	0
Accepted Price Plan Ttl Sls R	0	21,161	0	0	0	0	0
Wp Ttl Sls var Accepted R %	-1.00	3.84	-1.00	-1.00	-1.00	-1.00	-1.00
Accepted Price Plan Gross Profit	-13,680	7,481	-13,680	-13,680	-13,680	-13,680	-13,680

Measure

Price Plan Acceptance Worksheet

Use this worksheet to select the recommendation for each price zone. You can select different recommendations for each price zone.

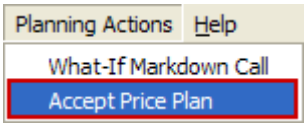
Figure 8–14 Price Plan Acceptance Worksheet



To assign recommendations to a price zone, perform the following steps:

1. Review the different recommendations for each price zone in the Markdown Analysis (Style-Color/Price Zone/Week) Worksheet and decide which recommendation you want to use for each price zone.
2. In this worksheet, select recommendation you decide to use. There are three options:
   - **Do Nothing**: Uses the Wp sales spread from the channel plan as the price plan in this price zone.
   - **Accept Initial Price Recommendation**: Uses the unaltered recommendations from COE that were loaded through the batch process.
   - **Accept Revised Price Recommendation**: Uses the recommendation that you created in the What If Request Worksheet.
3. After you have selected a recommendation for each price zone, select the **Accept Price Plan** option in the Planning Actions menu.

Figure 8–15 Accept Price Plan Custom Menu Option



A success message appears, confirming that the recommendation has been assigned to the price zone.

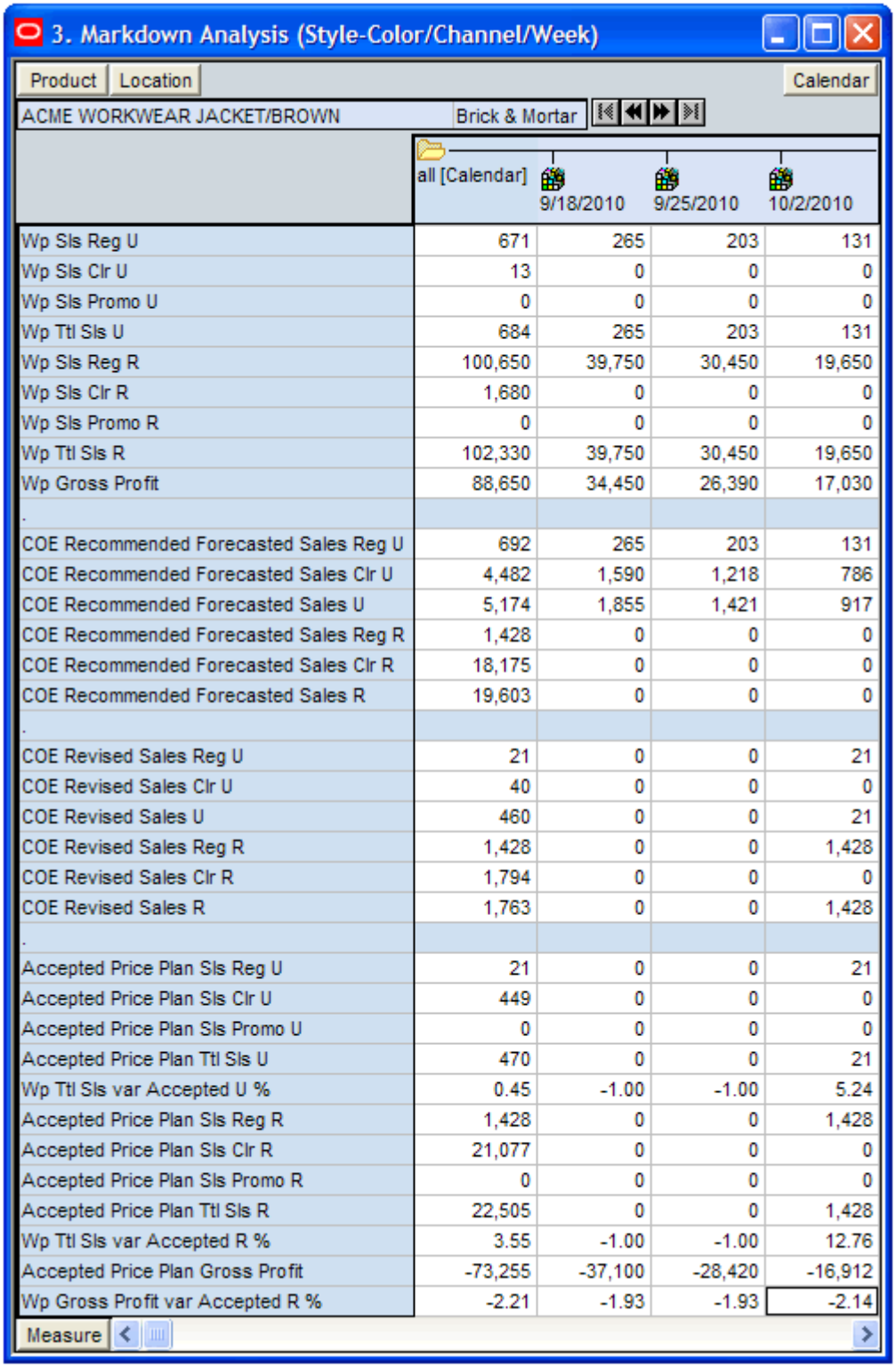
Based on the decision for each price zone, the accepted price plan for each channel is computed by aggregating the corresponding sales measures.

After you have selected a recommendation for each price zone, continue to the Markdown Analysis (Style-Color/Channel/Week) Worksheet to review the price zones rolled into the channel level.

Markdown Analysis (Style-Color/Channel/Week) Worksheet

Use this worksheet to compare the current working plan to the newly accepted price plan at the channel level.

Figure 8–16 Markdown Analysis (Style-Color/Channel/Week) Worksheet



3. Markdown Analysis (Style-Color/Channel/Week)

Product | Location | Calendar

ACME WORKWEAR JACKET/BROWN | Brick & Mortar

	all [Calendar]	9/18/2010	9/25/2010	10/2/2010
Wp Sls Reg U	671	265	203	131
Wp Sls Clr U	13	0	0	0
Wp Sls Promo U	0	0	0	0
Wp Ttl Sls U	684	265	203	131
Wp Sls Reg R	100,650	39,750	30,450	19,650
Wp Sls Clr R	1,680	0	0	0
Wp Sls Promo R	0	0	0	0
Wp Ttl Sls R	102,330	39,750	30,450	19,650
Wp Gross Profit	88,650	34,450	26,390	17,030
.				
COE Recommended Forecasted Sales Reg U	692	265	203	131
COE Recommended Forecasted Sales Clr U	4,482	1,590	1,218	786
COE Recommended Forecasted Sales U	5,174	1,855	1,421	917
COE Recommended Forecasted Sales Reg R	1,428	0	0	0
COE Recommended Forecasted Sales Clr R	18,175	0	0	0
COE Recommended Forecasted Sales R	19,603	0	0	0
.				
COE Revised Sales Reg U	21	0	0	21
COE Revised Sales Clr U	40	0	0	0
COE Revised Sales U	460	0	0	21
COE Revised Sales Reg R	1,428	0	0	1,428
COE Revised Sales Clr R	1,794	0	0	0
COE Revised Sales R	1,763	0	0	1,428
.				
Accepted Price Plan Sls Reg U	21	0	0	21
Accepted Price Plan Sls Clr U	449	0	0	0
Accepted Price Plan Sls Promo U	0	0	0	0
Accepted Price Plan Ttl Sls U	470	0	0	21
Wp Ttl Sls var Accepted U %	0.45	-1.00	-1.00	5.24
Accepted Price Plan Sls Reg R	1,428	0	0	1,428
Accepted Price Plan Sls Clr R	21,077	0	0	0
Accepted Price Plan Sls Promo R	0	0	0	0
Accepted Price Plan Ttl Sls R	22,505	0	0	1,428
Wp Ttl Sls var Accepted R %	3.55	-1.00	-1.00	12.76
Accepted Price Plan Gross Profit	-73,255	-37,100	-28,420	-16,912
Wp Gross Profit var Accepted R %	-2.21	-1.93	-1.93	-2.14

Measure

All measures in the Markdown Analysis (Style-Color/Channel/Week) Worksheet are read-only. They are separated into groups:

- First group: Wp measures. These contain data from the Item Planning workbook you created.

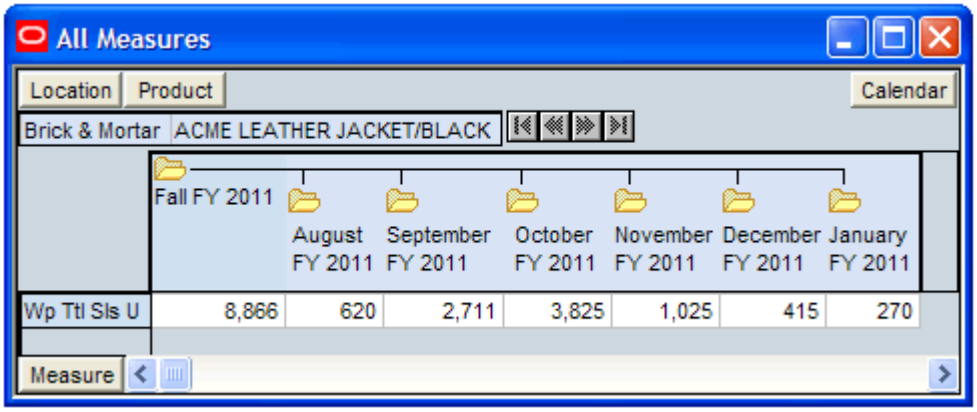
- Second group: COE Recommended Forecast measures. These contain data from the initial forecast loaded in IP COE from COE.
- Third group: COE Revised Sales measures. These contain data of the revised forecast you created with the what-if call.
- Fourth group: Accepted Price Plan. These contain the data of the price plan you chose in the Price Plan Acceptance Worksheet.

Review these groups to confirm that the accepted price plan you have chosen is the best choice. Then, you can return to the Item Planning workbook to seed the item plan with this new accepted price plan. By seeding with the accepted price plan, you are seeding the updated clearance price and regular units. The regular price should remain the same as it was in the preseason.

All Measures Tab

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

Figure 8–17 All Measures Worksheet



Next Steps

Return to the Item Planning workbook and seed the item plan with the new price plan you have created in this workbook. To do this, select Accepted Price Plan as the seed source in the Seed Worksheet. The working plan measures of the selected style/colors are updated based on the planned sales units (regular and clearance) of the accepted price plans. All other item planning measures, such as shrink, margin, profit, and so on, are recalculated. At that point, you can compare the re-approved item plan to the MFP measures.

9

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.

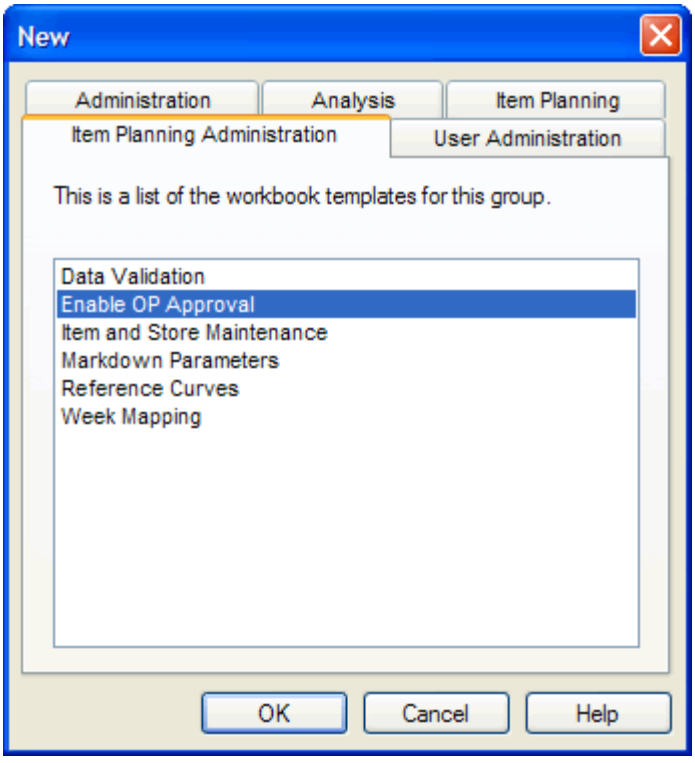
By default, the Op approval is set to enabled.

Building the Enable Op Approval Workbook

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

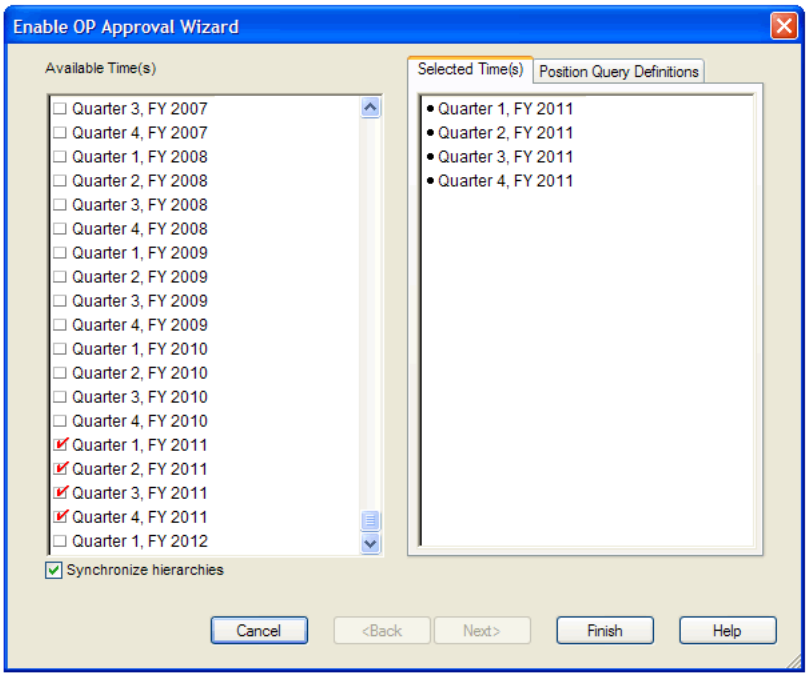
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Enable Op Approval** and click **OK**.

Figure 9–1 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 9–2 Enable Op Approval Wizard: Select Calendar



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

Allow Op Approval Tab

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 9–3 Allow OP Approval Worksheet

Table 9–1 lists the measures available on this worksheet.

Table 9–1 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.

10

Data Validation

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

The Data Load Validation workbook contains the following tabs:

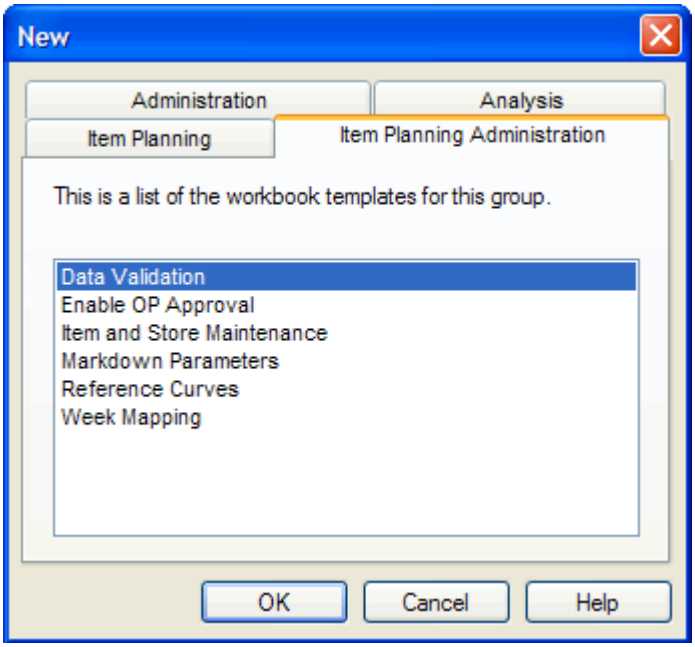
- Item Planning Measures Worksheet
- MFP Measures Worksheet
- Default Measures Worksheet
- Assortment Planning Measures Worksheet

Building the Data Load Validation Workbook

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

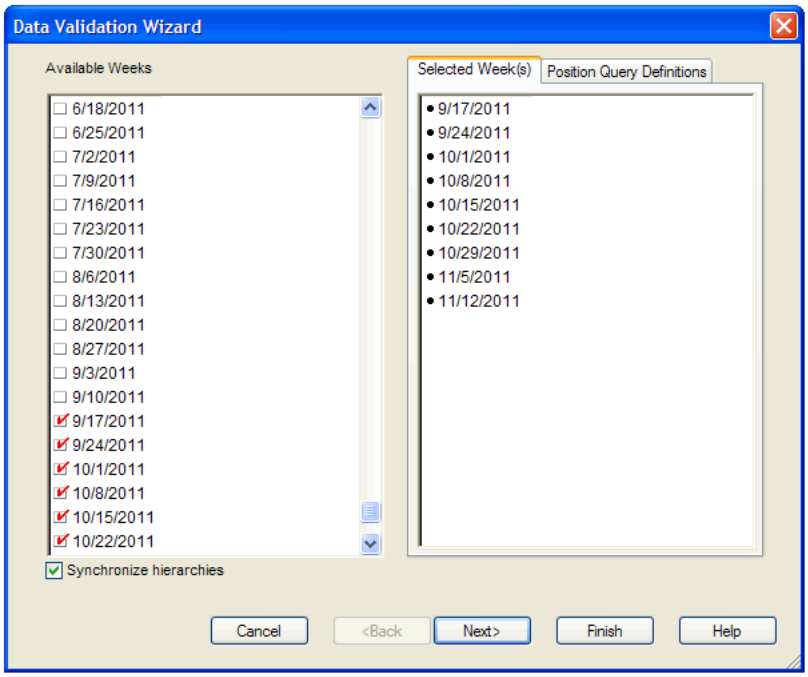
1. Click the **New** icon in the toolbar.
2. The New Workbook dialog box appears. On the Item Planning Administration tab, select **Data Validation** and click **OK**.

Figure 10–1 New Workbook Dialog Box



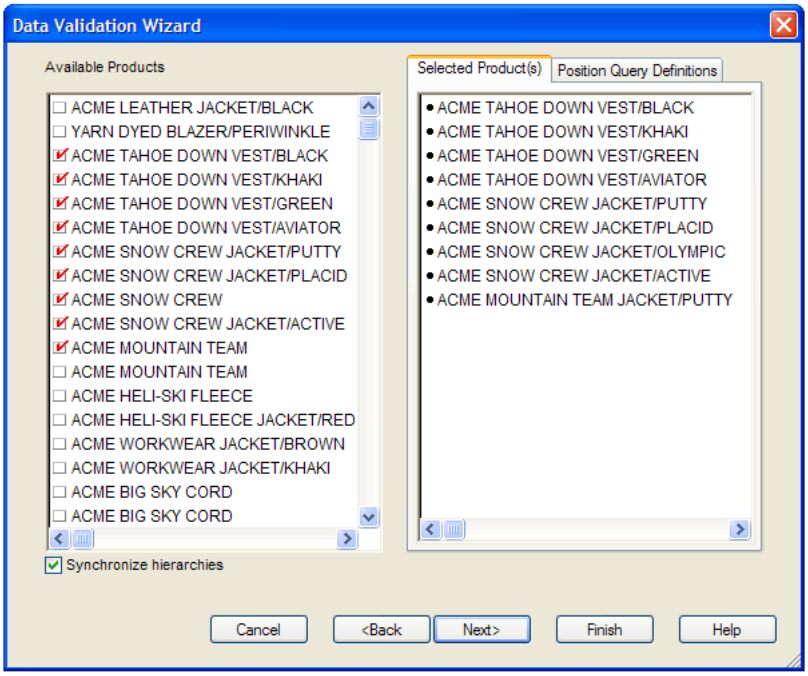
3. The Data Validation Wizard appears at the Select Calendar step. Select the weeks you want to validate and click **Next**.

Figure 10–2 Data Validation Wizard: Select Calendar



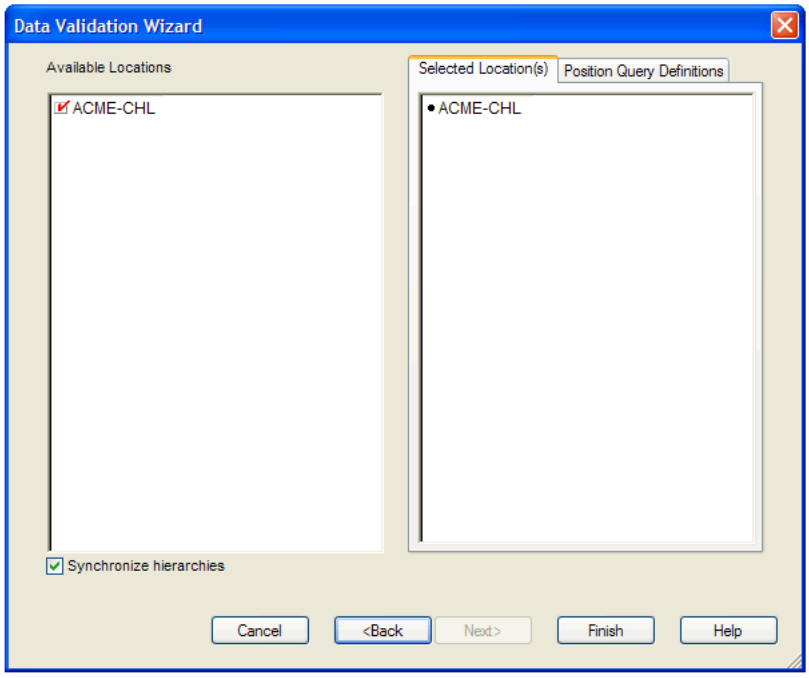
4. The Select Product step appears. Select the products you want to validate and click **Next**.

Figure 10–3 Data Validation Wizard: Select Product



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

Figure 10–4 Data Validation Wizard: Select Location Step



The Data Load Validation workbook is built.

Item Planning Measures Worksheet

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

Figure 10–5 Item Planning Worksheet

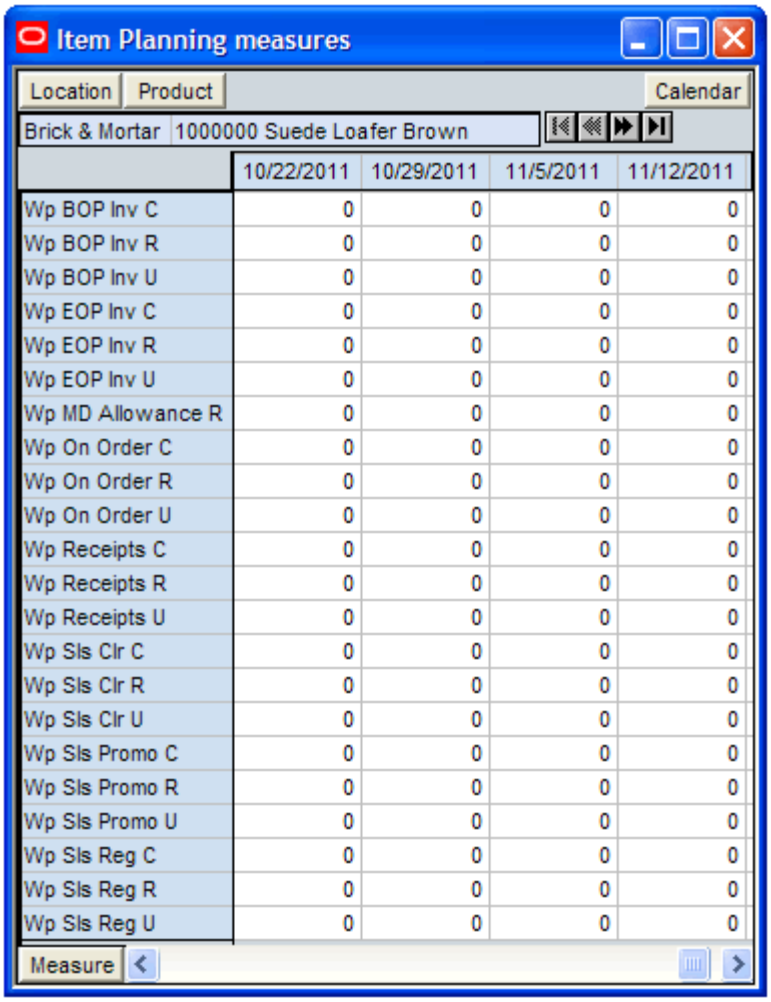


Table 10–1 lists the measures available on this worksheet.

Table 10–1 Item Planning Measures Worksheet Measures

Measure	Description
Wp BOP Inv C	Working Plan Beginning of Period Inventory Cost.
Wp BOP Inv R	Working Plan Beginning of Period Inventory Retail.
Wp BOP Inv U	Working Plan Beginning of Period Inventory Units.
Wp EOP Inv C	Working Plan End of Period Inventory Cost.
Wp EOP Inv R	Working Plan End of Period Inventory Retail.
Wp EOP Inv U	Working Plan End of Period Inventory Units.
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.

Table 10–1 (Cont.) Item Planning Measures Worksheet Measures

Measure	Description
Wp Receipts U	Working Plan Receipts Units.
Wp Sls Clr C	Working Plan Clearance Sales Cost.
Wp Sls Clr R	Working Plan Clearance Sales Retail.
Wp Sls Clr U	Working Plan Clearance Sales Units.
Wp Sls Promo C	Working Plan Promotional Sales Cost.
Wp Sls Promo R	Working Plan Promotional Sales Retail.
Wp Sls Promo U	Working Plan Promotional Sales Units.
Wp Sls Reg C	Working Plan Regular Sales Cost.
Wp Sls Reg R	Working Plan Regular Sales Retail.
Wp Sls Reg U	Working Plan Regular Sales Units.

MFP Measures Worksheet

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

Figure 10–6 MFP Measures Worksheet

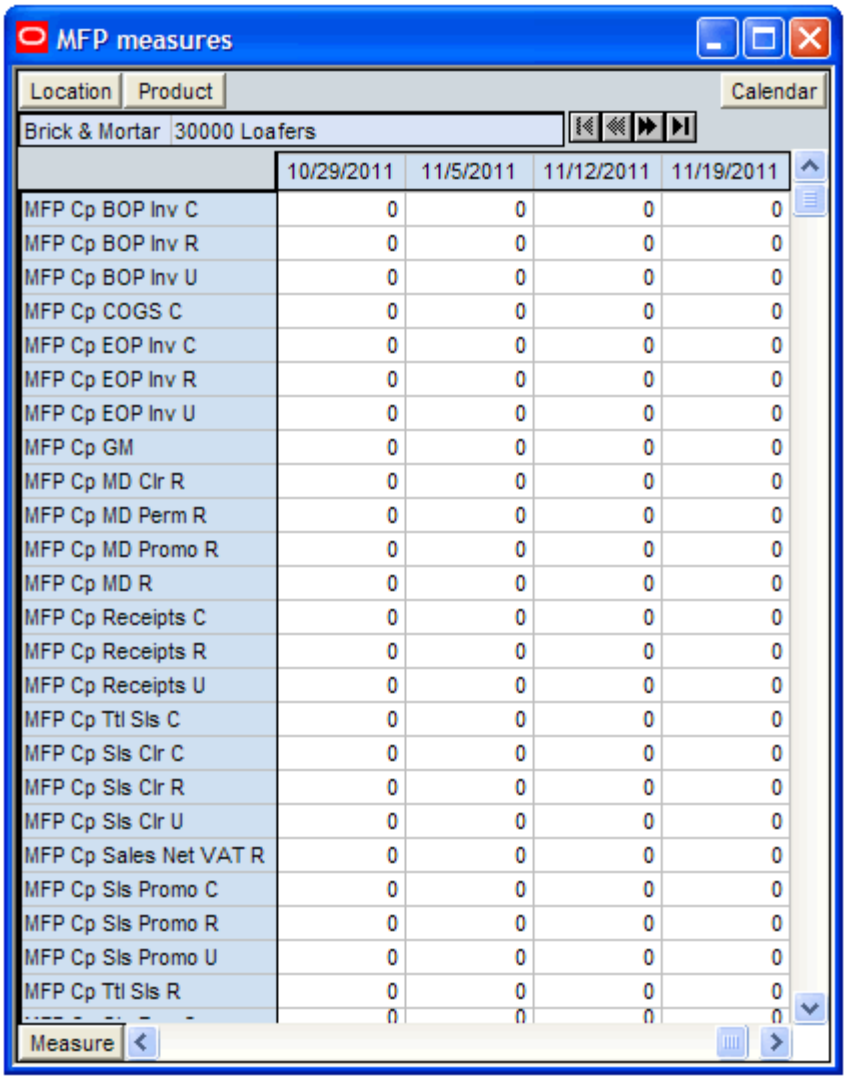


Table 10–2 lists the measures available on this worksheet.

Table 10–2 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.
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 GPM	MFP Current Plan Gross Margin.
MFP Cp MD Clr R	MFP Current Plan Clearance Markdowns Retail.
MFP Cp MD Perm R	MFP Current Plan Permanent Markdowns Retail.

Table 10–2 (Cont.) MFP Measures Worksheet Measures

Measure	Description
MFP Cp MD Promo R	MFP Current Plan Promotional Markdowns Retail.
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 Ttl Sls C	MFP Current Plan Total Sales Cost.
MFP Cp Sls Clr C	MFP Current Plan Clearance Sales Cost.
MFP Cp Sls Clr R	MFP Current Plan Clearance Sales Retail.
MFP Cp Sls Clr U	MFP Current Plan Clearance Sales Units.
MFP Cp Sales Net VAT R	MFP Current Plan Sales Net Value Added Tax Retail.
MFP Cp Sls Promo C	MFP Current Plan Promotional Sales Cost.
MFP Cp Sls Promo R	MFP Current Plan Promotional Sales Retail.
MFP Cp Sls Promo U	MFP Current Plan Promotional Sales Units.
MFP Cp Ttl Sls R	MFP Current Plan Total Sales Retail.
MFP Cp Sls Reg C	MFP Current Plan Regular Sales Cost.
MFP Cp Sls Reg R	MFP Current Plan Regular Sales Retail.
MFP Cp Sls Reg U	MFP Current Plan Regular Sales Units.
MFP Cp Ttl Sls U	MFP Current Plan Total 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 GM	MFP Original Plan Gross Margin.
MFP Op MD Clr R	MFP Original Plan Clearance Markdowns Retail.
MFP Op MD Perm R	MFP Original Plan Permanent Markdowns Retail.
MFP Op MD Promo R	MFP Original Plan Promotional Markdowns Retail.
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 Ttl Sls C	MFP Original Plan Total Sales Cost.
MFP Op Sls Clr C	MFP Original Plan Clearance Sales Cost.
MFP Op Sls Clr R	MFP Original Plan Clearance Sales Retail.

Table 10–2 (Cont.) MFP Measures Worksheet Measures

Measure	Description
MFP Op Sls Clr U	MFP Original Plan Clearance Sales Units.
MFP Op Sales Net VAT R	MFP Original Plan Sales Net Value Added Tax Retail.
MFP Op Sls Promo C	MFP Original Plan Promotional Sales Cost.
MFP Op Sls Promo R	MFP Original Plan Promotional Sales Retail.
MFP Op Sls Promo U	MFP Original Plan Promotional Sales Units.
MFP Op Ttl Sls R	MFP Original Plan Total Sales Retail.
MFP Op Sls Reg C	MFP Original Plan Regular Sales Cost.
MFP Op Sls Reg R	MFP Original Plan Regular Sales Retail.
MFP Op Sls Reg U	MFP Original Plan Regular Sales Units.
MFP Op Ttl Sls U	MFP Original Plan Total Sales Units.

Default Measures Worksheet

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

Figure 10–7 Default Measures Worksheet

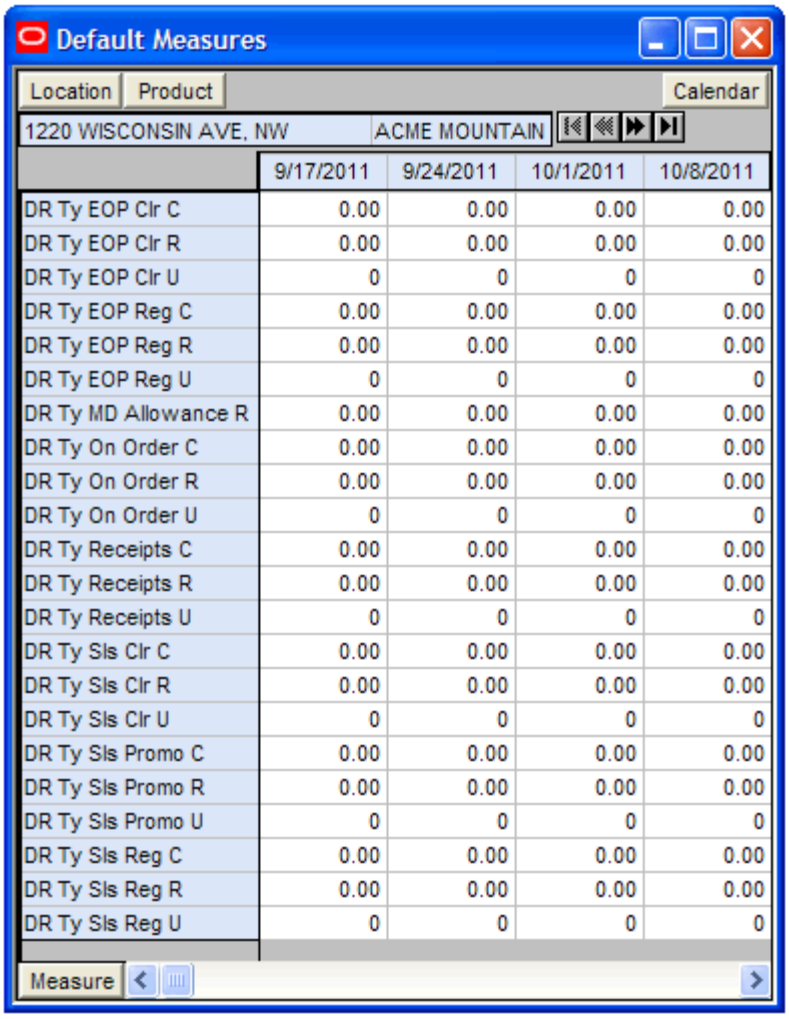


Table 10–3 lists the measures available on this worksheet.

Table 10–3 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.
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.

Table 10–3 (Cont.) Default Measures Worksheet Measures

Measure	Description
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.

Assortment Planning Measures Worksheet

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

Figure 10–8 Assortment Planning Worksheet

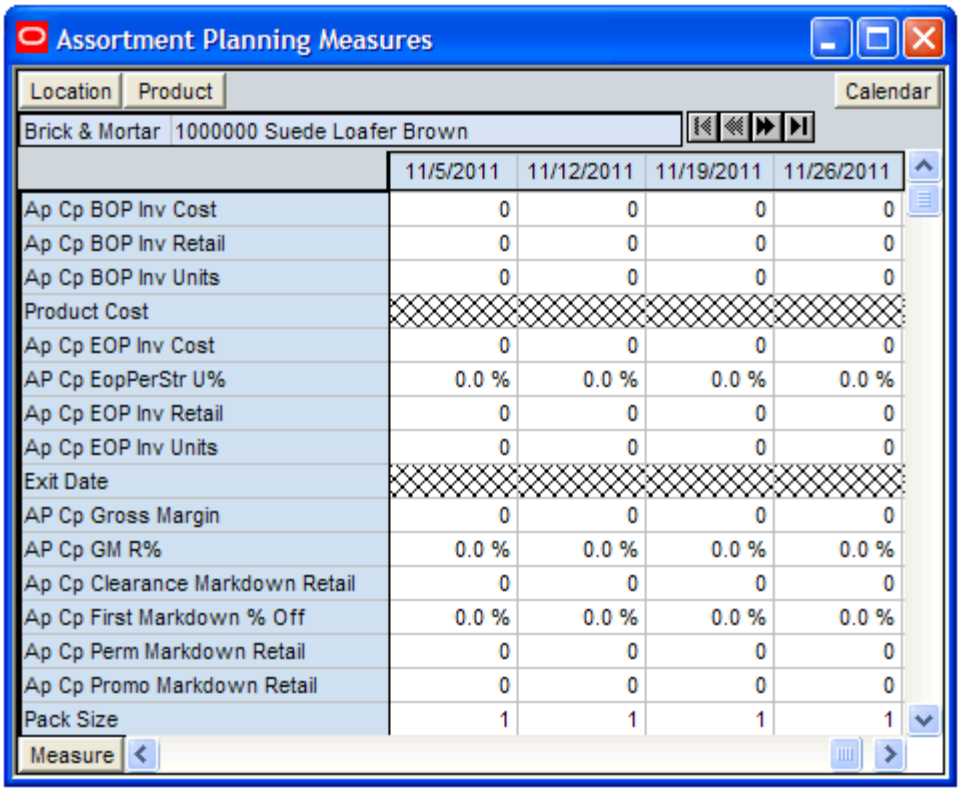


Table 10–4 lists the measures available on this worksheet.

Table 10–4 Assortment Planning Measures

Measure	Description
Ap Cp BOP Inv Cost	Assortment Planning Current Plan Beginning of Period Inventory Cost.
Ap Cp BOP Inv Retail	Assortment Planning Current Plan Beginning of Period Inventory Retail.
Ap Cp BOP Inv Units	Assortment Planning Current Plan Beginning of Period Inventory Units.
Product Cost	The cost of the product.
Ap Cp EOP Inv Cost	End of Period Inventory Cost.
AP Cp EopPerStr U%	Assortment Planning Current Plan EOP Per Store Unit %.
Ap Cp EOP Inv Retail	Assortment Planning Current Plan End of Period Inventory Retail.
Ap Cp EOP Inv Units	Assortment Planning Current Plan 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 %.
Ap Cp Clearance Markdown Retail	Assortment Planning Current Plan Clearance Markdowns - Price reduction used to clear aged or slow moving inventory at Retail.

Table 10–4 (Cont.) Assortment Planning Measures

Measure	Description
Ap Cp First Markdown % Off	Assortment Planning Current Plan Initial Markdown Taken expressed as a rate.
Ap Cp 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.
Ap Cp 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 Clearance Price Change %	Assortment Planning Current Plan Clearance Price Change %.
Ap Cp Clearance Price Retail	Assortment Planning Current Plan Clearance Price Retail.
Ap Cp Perm Price Change %	Permanent Price Change expressed as a rate.
Ap Cp Product Original Ticket Price	Initial retail of product.
Ap Cp Promo Price Change %	Assortment Planning Current Plan Promotional Price Change %.
Ap Cp Promo Price Retail	Promotional Price Average Unit Retail.
Ap Cp Perm Price Retail	Average Unit Retail resulting from a Permanent Price Change.
AP Cp Receipts AUC	Assortment Planning Current Plan Receipts Average Unit Cost.
AP Cp Receipts AUR	Assortment Planning Current Plan Receipts Average Unit Retail.
Ap Cp Receipts Cost	Assortment Planning Current Plan Receipts Cost.
AP Cp Average Recpts Per Str	Assortment Planning Current Plan Average Receipts per store.
Ap Cp Receipts Retail	Assortment Planning Current Plan Receipts Retail.
Ap Cp Receipts Units	Receipts expressed as Units.
AP Cp Receipts U%	Assortment Planning Current Plan Receipts Units rate.
Ap Cp Ttl Sls AUC	Assortment Planning Current Plan Total Sales Average Unit Cost.
Ap Cp Ttl Sls AUR	Assortment Planning Current Plan Total Sales Average Unit Retail.
Ap Cp Ttl Sls C	Assortment Planning Current Plan Total Sales Cost.
Ap Cp Sls Clr AUC	Assortment Planning Current Plan Clearance Sales Average Unit Cost.
Ap Cp Sls Clr AUR	Assortment Planning Current Plan Clearance Sales Average Unit Retail.
Ap Cp Clearance Sales Cost	Assortment Planning Current Plan Clearance Sales Cost.
Ap Cp Clearance Sales Retail	Assortment Planning Current Plan Clearance Sales Retail.
Ap Cp Clearance Sales Units	See Clearance Sell Thru %.

Table 10–4 (Cont.) Assortment Planning Measures

Measure	Description
AP Cp Avg Sls Per Str U	Assortment Planning Current Plan Average Sales per store represented in units.
Ap Cp Ttl Sls R	Assortment Planning Current Plan Total Sales Retail.
Ap Cp Sls Reg AUC	Assortment Planning Current Plan Regular Sales Average Unit Cost.
Ap Cp Sls Reg AUR	Assortment Planning Current Plan Regular Sales Average Unit 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 Ttl Sls U	Assortment Planning Current Plan Total 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.