Oracle® Retail Merchandise Financial Planning Cost Cloud Service

User Guide

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Preface

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

Audience

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

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Related Documents

For more information, see the following documents in the Oracle Retail Merchandise Financial Planning Cloud Service Release 15.0 documentation set:

- *Oracle Retail Merchandise Financial Planning Cloud Service Administration Guide*
- *Oracle Retail Merchandise Financial Planning Cloud Service Implementation Guide*
- *Oracle Retail Merchandise Financial Planning Cloud Service Release Notes*
- *Oracle Retail Merchandise Financial Planning Retail Cloud Service User Guide*
- Oracle Retail Predictive Application Server documentation

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

- Oracle Retail Item Planning documentation
- Oracle Retail Item Planning Configured for COE documentation
- Oracle Retail Assortment Planning documentation
- Oracle Retail Size Profile Optimization documentation

For more information about the RPAS Fusion Client, see the documents in the Oracle Retail Predictive Application Server Release 15.0 documentation set.

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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.

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

> **Note:** There are two versions of MFP Cloud Service: MFP Retail Cloud Service and MFP Cost Cloud Service. This guide describes MFP Cost Cloud Service.
>
> For information about MFP Retail Cloud Service, see the *Oracle Retail Merchandise Financial Planning Retail Cloud Service User Guide.*

MFP Cloud Service provides both pre-season and in-season planning with key financial indicators that include sales, receipts, inventory, gross profit, and open-to-buy. MFP Cloud Service users can bring many plans together for quick and easy reconciliation and approval through consistent, disciplined processes. Furthermore, MFP Cloud Service can be used to plan for multiple retail channels including Brick & Mortar, Direct, and Wholesale/Franchise. Additionally, it includes support for location planning and reconciliation with Merch plans.

MFP Cloud Service enables users to perform the following tasks:

- Create a financial plan in a structured way
- Set and pass targets
- Reconcile a plan
- Submit and approve a plan
- Monitor a plan
- Maintain a plan
- Re-plan

Merch Planning Process

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

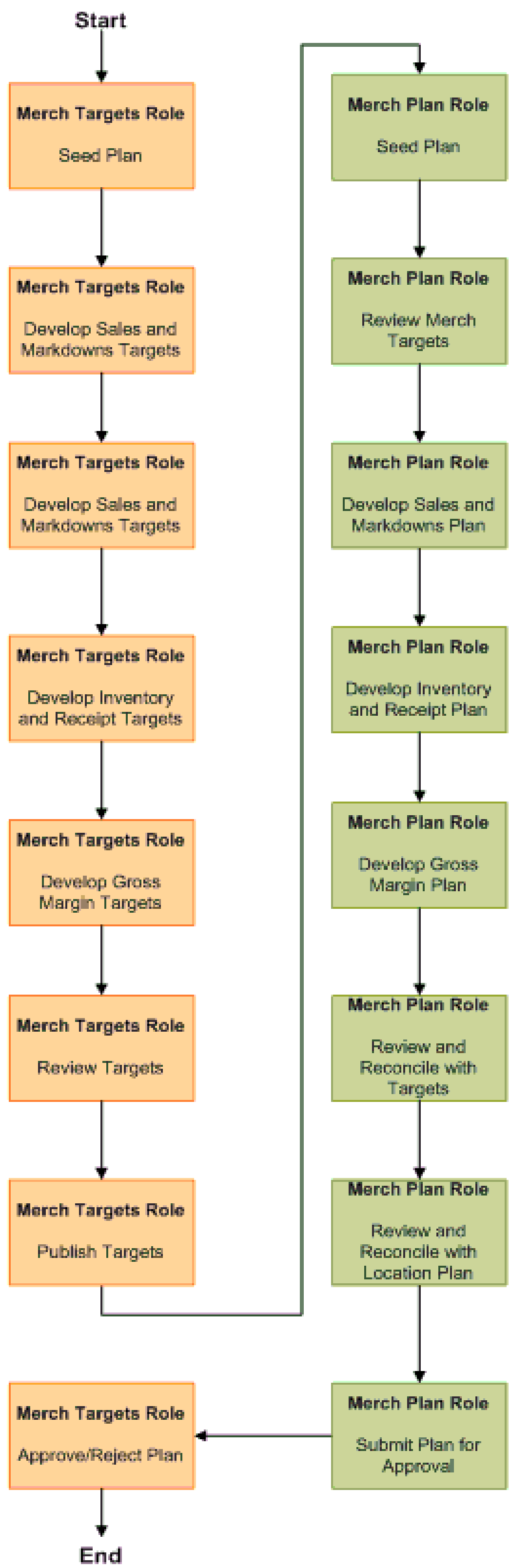
There are two types of users in MFP Cloud Service:

- Merch Targets: These users are usually planning directors or managers. This is a combination of traditional top down and Merch Targets roles. They create the overall targets for the Merch Plan.
- Merch Plan: These users are usually merchandise planners. They create Op and Cp plans for approval by the Merch Targets role.

The targets are published by superior levels to the subsequent levels: Merch Targets passes to Merch Plan. The Merch Plan then submits the Op, Cp, or both to the Merch Targets roles for approval. The Op and Cp plans are not created until they are approved by the Merch Targets role.

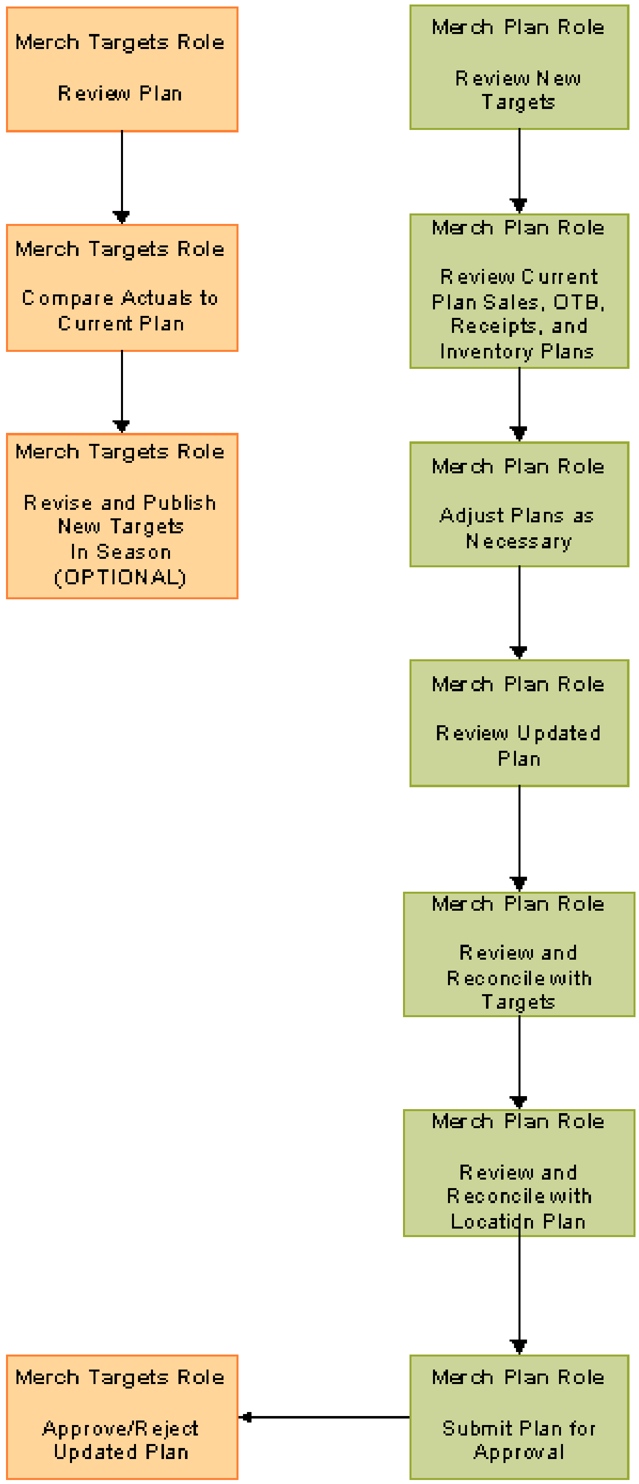
This process is shown in Figure 1–1 and Figure 1–2.

Figure 1–1 Create Merchandise Financial Targets and Plan Process



After the planning period has begun, the process of in-season planning begins. The objective of in-season planning is to identify opportunity and risk for the Op.

Figure 1–2 Manage/Update Merchandise Financial Plan Process



Location Planning Process

The Location Planning (LP) process is also separated into two sub-processes: pre-season and in-season planning. Creating the location plan occurs during pre-season planning. Managing and updating the location plan occurs during in-season planning. Pre-season planning focuses on creating the Original Plan (Op) against which to benchmark in-season progress. In the pre-season process, the plan is initialized by seeding from Last Year (Ly) or from a forecast. This seeding gives users a curve of demand against which to spread their new plan. Users then plan sales, receipts inventory, turn, and gross profit measures.

There are two types of users in LP:

- Location Targets: These users may be location planning managers or location planners, meaning that the location targets and plan may be created by the same user. They create a version of LY Sales/Markdowns that is corrected for non-repeating events such as store closures due to bad weather, construction, and so on. These are passed down as targets to the location planner.
- Location Plan: These users are usually location planners. They create Op and Cp plans. They plan total sales, markdowns, and so on through the use of average store metrics, using a number of user defined hierarchies with location attributes (such as comp, volume, size, climate, and demographics).

The targets are published by superior levels to the subsequent levels: top location targets pass targets as the location plan. The location plan self-approves the Op, Cp, or both. The Op and Cp plans are not created until they are approved.

This process is shown in Figure 1–3 and Figure 1–4.

Figure 1–3 Create Location Targets and Plan Process

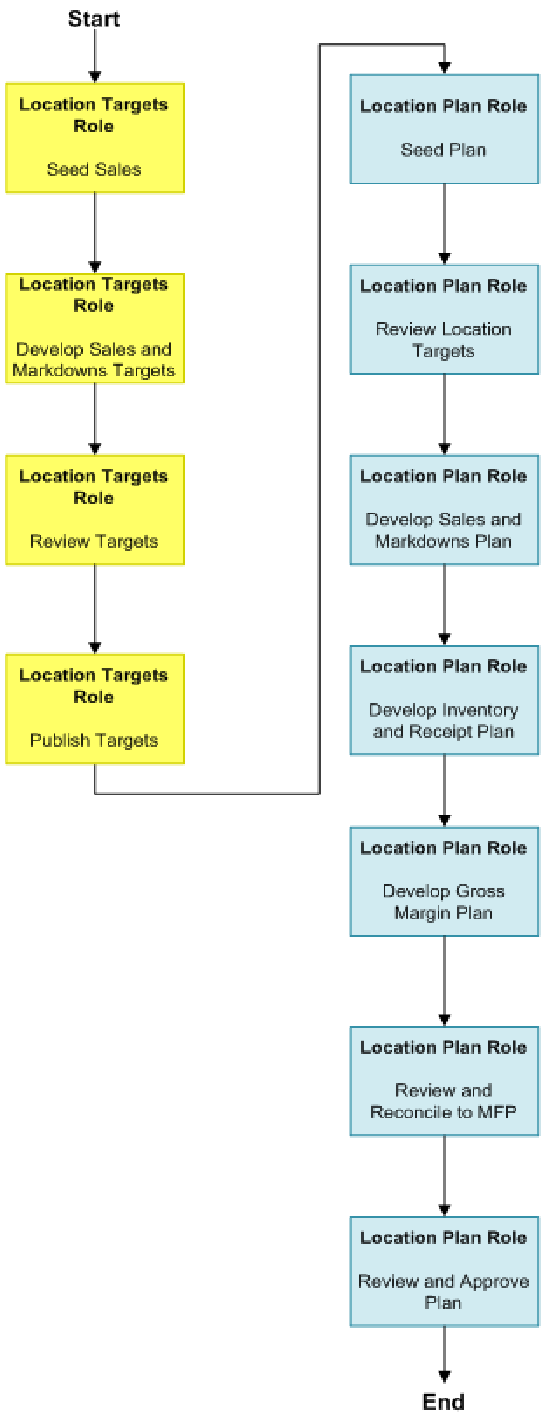
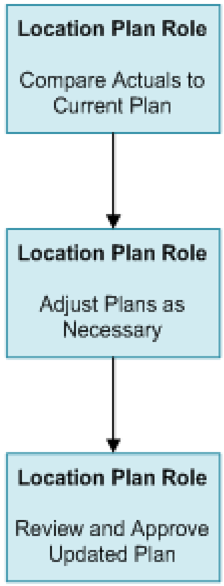


Figure 1–4 Manage/Update Location Plan Process



Target and Plan Alignment

Merch Targets and Merch Plans align with one another. Location Targets and Location Plans align with one another through seeding the plan with the target. Merch and Location Plans align with one another.

Role Planning Overview

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

The target user passes targets to the Merch Targets user, both for Merchandise Financial Planning and Location Planning. The approved plans can be made visible to an item planner using a separate product, Oracle Retail Item Planning.

Planning Roles

Planning roles serve the following purposes:

- They identify the organizational level at which planning occurs.
- They set the product level at which that role will plan.
- They set the time period at which that role will plan.

Each role is part of a bottom-up or a top-down process (see Table 1–1). The role's base intersection defines the lowest level of product to which that role has access when building a plan. The planning role defines the range of planning responsibilities and also controls the measures shown in planning views and those measures' accessibility.

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

- Merch Targets

- Merch Plan
- Location Targets
- Location Plan

The range of planning and the role relationships for these roles are listed in Table 1–1.

Table 1–1 Range of Planning and Role Relationships

Role	Base Intersection	Range of Planning	Lowest-Level Time Period
Merch Targets	Department/Week/Channel	Company - Department	Week
Merch Plan	Subclass/Week/Channel	Department - Subclass	Week
Location Targets	Company/Week/Location	Channel - Location	Week
Location Plan	Department/Week/Location	Channel - Location	Week

Merchandise Financial Planning Components and Key Processes

The key components and features of MFP Cloud Service provide the basis for standard processes and activities that are necessary for planners to perform their planning functions.

Key components include:

- **Workbooks**

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

- **Views**

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

- **View Data**

  Used to save, commit, and edit plan data.

- **Planning Roles**

  Each MFP Cloud Service user is assigned to a specific role. These roles control the application functions that are available and the level of aggregation in the product dimension for that user. They play an integral part in how plans are created.

- **Plan Versions**

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

- **Plan Reconciliation and Approvals**

  Plan reconciliation is a process of combining lower-level plans and comparing them to a higher-level target. Plan approval is a built-in application process that allows a Merch Plan role to submit a plan for approval to a Merch Targets role, who can approve or reject it.

Workbooks

A MFP Cloud Service user accomplishes multiple planning tasks using workbooks. A workbook is a user-defined data subset of a master database that includes selected hierarchical dimensions. These workbooks consist of views and graphical charts used for planning, viewing, and analyzing business measures. Workbooks organize related planning information and divide levels of user responsibility. This framework allows a user to easily view, create, modify, and store datasets that are common to repeated tasks.

A workbook structure consists of the following elements:

- Product levels and members such as Department, Class, and Sub-Class for the Men's Sweater Department.
- Calendar levels and members such as Season, Month, and Week for the Spring 2020 Season.
- Location levels and members may reflect multiple channels within an organization at their aggregate level, such as total Brick & Mortar divisions, Catalog, or e-Commerce.
- Plan versions such as Working Plan (Wp), Original Plan (Op), Current Plan (Cp), and Last Year (Ly).
- Measures and corresponding business rules such as Sales, Receipts, and Inventory.

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

  Data in a workbook can be displayed using both multidimensional spreadsheets and charts. The data can be viewed at a detailed level or at an aggregate level.

Views

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

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

Editing View Data

Users edit and enter data in the views. The solution's business rules are implemented throughout the views to ensure consistent edit behavior regardless of where (on which view) the edit it performed.

Measure Aggregation and Spreading

Users may edit data at many levels of each dimension (product, location, calendar). If the data is modified at an aggregate level (a level with one or more lower levels beneath it), the modifications are distributed to the lower levels within the dimension. This function is called *spreading*. If data is modified at a level that has a higher level above it (parent), the data changes are reflected in those higher levels. This is known as *aggregation*.

Each measure that is used in the MFP Cloud Service solution is assigned a default aggregation and spreading behavior. A measure's aggregation method controls how data is calculated at aggregate levels of the dimension, such as month or department. A measure's spread method controls how data is spread to lower levels of a dimension when the user enters data at an aggregate level. Table 1–2 contains a list of relevant aggregation and spread methods that are used in MFP Cost Cloud Service.

Aggregation Methods

Table 1–2 displays aggregation methods, their results, and their types of measures.

Table 1–2 Aggregation Methods

Aggregation (Agg) Methods	Result	Types of Measures
Total	Values are summed up the dimension levels.	Value or unit measures such as sales and receipts.
Recalc	Value is recalculated at aggregate levels based on its rule calculation.	Percentage measures such as Gross Profit%. Also other calculated measures such as TO and Forward Cover.
PST - Period Start Total	Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the first child period's value belonging to the aggregate parent.	Beginning of Period Inventory (BOP).
PET - Period End Total	Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the last child period's value belonging to the aggregate parent.	End of Period Inventory (EOP).
AMBG	All values within and across hierarchies are equal; otherwise a **?** is displayed at aggregate levels.	Used by informational text measures, such as Event Information or Approve/Eject pick lists.
B_AND	For Boolean types only referring to situations that are either **true** or **false**. Value is **on** or **true** at an aggregate level if all values within a dimension level are on.	Boolean (check box) **Submit**.

Spread Methods

Table 1–3 displays spread methods, their results, and their types of measures.

Table 1–3 Spread Methods

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

Table 1–3 (Cont.) Spread Methods

Spread Methods	Result	Types of Measures
None	The result of the edit is passed to another measure. The spread method for the measure that inherits the edit is used to spread the new value to the child dimensions. For example, an edit to Wp Sales var Ly R% at an aggregate level (Month) results first in the Sales R value being recalculated at the Month level, reflecting the edited percent increase over Ly Sales R. Then the new Sales R value is spread to the week level proportionally. Finally, the Wp Sales var to LY R% is recalculated at the week level.	Variance measures such as Wp Sales var to Ly R%, Wp Mkd var to Op R%.
PS (Period Start)	For edits at an aggregate level, the edited value is placed into the first logical child dimension beneath the level of the edit. For example, an edit to BOP Inv at the Month level spreads the edited BOP Inv value to the first week reporting to the Month.	NA
PE (Period End)	For edits at an aggregate level, the edited value is placed into the last logical child dimension beneath the level of the edit. For example, an edit to EOP Inv at the Month level spreads the edited EOP Inv value to the last week reporting to the Month.	Typically used in conjunction with EOP Inv, Avg Inv.

Overriding Default Spread Methods

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

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

Explanation of Spread Types

This section describes the following spread types.

- Replicate
- Even
- Proportional
- Delta

For each of the spread types, assume the following dimensions and values:

Table 1–4 Example for Spread Types

	February	Week1	Week2	Week3	Week4
Department1	570	155	170	100	145

Table 1–4 (Cont.) Example for Spread Types

	February	Week1	Week2	Week3	Week4
Class1	120	20	20	40	40
Class2	100	25	25	25	25
Class3	200	100	50	20	30
Class4	150	10	75	15	50

Replicate

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

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

Example: Enter **50r** for Feb/Department1. The values at every intersection of week and class belonging to Feb/Department1 are changed to 50. The aggregate total is then recalculated as the sum of the lower-level cells, 800. See Table 1–5 for the results.

Table 1–5 Example for Replicate Method

	February	Week1	Week2	Week3	Week4
Department1	800	200	200	200	200
Class1	200	50	50	50	50
Class2	200	50	50	50	50
Class3	200	50	50	50	50
Class4	200	50	50	50	50

Even

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

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

Example: Enter **600e** for Feb/Department1. The value at every intersection of week and class belonging to Feb/Department1 changes to 37.5. The aggregate total is then recalculated as the sum of the lower-level cells, 600. See Table 1–6 for the results.

Table 1–6 Example for Even Method

	February	Week1	Week2	Week3	Week4
Department1	600	150	150	150	150
Class1	150	37.5	37.5	37.5	37.5
Class2	150	37.5	37.5	37.5	37.5
Class3	150	37.5	37.5	37.5	37.5
Class4	150	37.5	37.5	37.5	37.5

Proportional

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

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

Example: Enter **1140p** for Feb/Department1. The value for every intersection of week and class belonging to Feb/Department1 doubles. The percentage contribution of the base cell to the aggregate remains unchanged. See Table 1–7 for the results.

Table 1–7 Example for Proportional Method

	February	Week1	Week2	Week3	Week4
Department1	1140	310	340	200	290
Class1	240	40	40	80	80
Class2	200	50	50	50	50
Class3	400	200	100	40	60
Class4	300	20	150	30	100

Delta

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

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

Example: Enter **670d** for Feb/Department1. The value for every intersection of week and class belonging to Feb/Department1 increases by the same value, 100/16 or 6.25. See Table 1–8 for the results.

Table 1–8 Example for Delta Method

	February	Week1	Week2	Week3	Week4
Department1	670	155	170	100	145
Class1	120	26.25	26.25	46.25	46.25
Class2	100	31.25	31.25	31.25	31.25
Class3	200	106.25	56.25	26.25	36.25
Class4	150	16.25	81.25	21.25	56.25

Saving Workbook Data

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

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

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

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

- Refresh. A user can run any refresh group that has been configured to retrieve data from the master database to an existing workbook.
- Build. A user may build a new workbook manually. As an alternative for building a workbook manually, a Merchandise Financial Planning administrator can run a batch process (delivered with Merchandise Financial Planning) to automatically build a new workbook by using the Auto Workbook Build process. Refer to the *Oracle Retail Predictive Application Server Administration Guide for the Fusion Client* for more details.

Plan Versions

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

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

Table 1–9 Plan Versions Visible to MFP Cloud Service

Plan Version	Merch Plan	Merch Targets	Location Plan	Location Targets
Working Plan (Wp)	X	X	X	X
Last Year (Ly)	X	X	X	X
Original Plan (Op)	X	X	X	X
Target (Tgt)	X	X	X	X
Current Plan (Cp)	X	X	X	X
Waiting for Approval (Wa)	X	X	NA	NA

The following sections describe each plan version in more detail.

Working Plan (Wp)

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

Last Year (Ly)

- A plan version that provides a reference to last year's actual historical data.

Target (Tgt)

- Target measures contain values set by a higher role that are then passed to a lower role. For example, the Merch Targets role passes a target plan version down to the Merch Plan role.
- Targets are created by the role through the **Publish Targets** custom menu button, which is initiated by the user. After the data is committed to the database, those targets become available to the Merch Plan role.

Waiting for Approval (Wa)

- A plan awaiting approval by the Merch Targets role. The Merch Plan role submits the plan for approval, which copies the plan data from the Wp version to the Wa version.
- The Merch Targets and Merch Plan roles access the same Wa version. The Merch Plan role owns this version, and the Merch Targets role reads from this version to populate measures. The Wa version is read-only for both roles.
- If the plan is approved, a Waiting for Approval plan is promoted to either the Original Plan (Op) version, the Current Plan (Cp), or both the Op and Cp, depending upon the Enable Op Approval boolean set in Admin Workbook when submitting the plan for approval.
- If the plan is rejected, the Working Plan (Wp) version is not promoted to Original Plan or Current Plan. Necessary adjustments are made before the plan is resubmitted for approval.

Original Plan (Op)

- A pre-season plan that has been approved and promoted from Waiting for Approval (Wa) to Original Plan (Op) version.
- The Merch Plan role's plan is the only plan that is approved and becomes the Original Plan.
- All roles can view the Op version measures.

Current Plan (Cp)

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

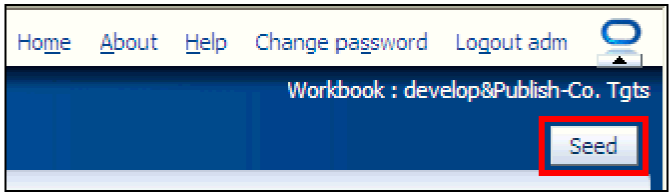
Plan Reconciliation

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

MFP Custom Menu Options

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

Figure 1–5 Custom Menu Button in the RPAS Fusion Client



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

- Merch Targets Role
  - Seed
  - Publish Targets
- Merch Plan Role
  - Seed Plan
  - Submit Plan
  - Copy Approved Plan
- Location Targets Role
  - Seed Plan
  - Publish Targets
- Location Plan Role
  - Seed Plan
  - Approve Plan

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

Seeding the Plan

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

Plan Approval

In MFP Cloud Service, the Merch Targets and Merch Plan roles participate in the plan approval process.

The Merch Plan role uses the Approval view to submit plans to the Merch Targets role for approval. The Merch Plan role also uses this view to view the status of their submitted plans. The Merch Targets role uses the approval view to approve or reject the submitted plans.

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

Publishing Targets

In MFP Cloud Service, the Merch Targets roles may set target values for key measures. They then makes these targets available to the role below them in the planning process, Merch Plan.

Merch Targets roles create their plan and use the Publish Targets view to update their target measures with the data in their plan. The data is published to Merch Plan roles when they click the **Publish Targets** custom menu button. Then Merch Plan roles have access to these target values in their workbooks after a refresh or build.

2

MFP Setup Task

The MFP Maintenance activity consists of the following tasks:

- MFP Setup
- Location Setup
- Enable Op Approval
- Load Validate

This chapter focuses on the steps within the MFP Setup Task, which include:

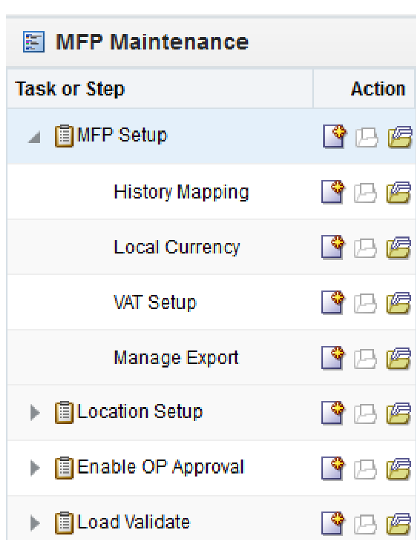
- History Mapping
- Local Currency
- VAT Setup
- Manage Export

Opening the MFP Setup Workbook

To open a MFP Setup workbook:

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

Figure 2–1 MFP Setup Task

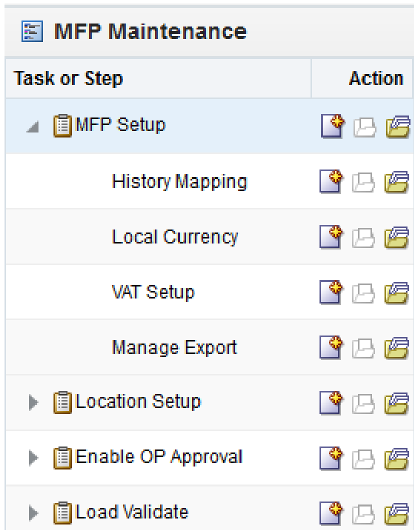


The workbook is built.

History Mapping

The History Mapping step is used by the administrator to map weeks for the last year and the last last year (two years ago). Using History Mapping, the administrator can map up to two years back.

Figure 2–2 History Mapping



History Mapping contains only the History Mapping view.

History Mapping View

Within this view, you can set the mapping for up to two years back. The previous year's mapping is used to identify which week to map to when determining the last year's values in a workbook. The mappings from the last last year are used to identify which weeks to map to when determining the values from two years back in a workbook.

The left-most column is the Week Label. The right-most column is the associated Week ID.

Figure 2–3 History Mapping

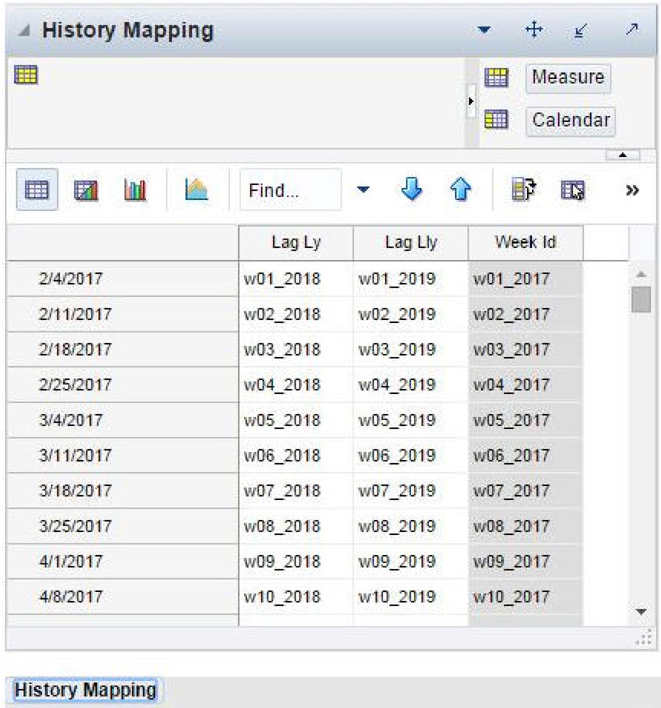


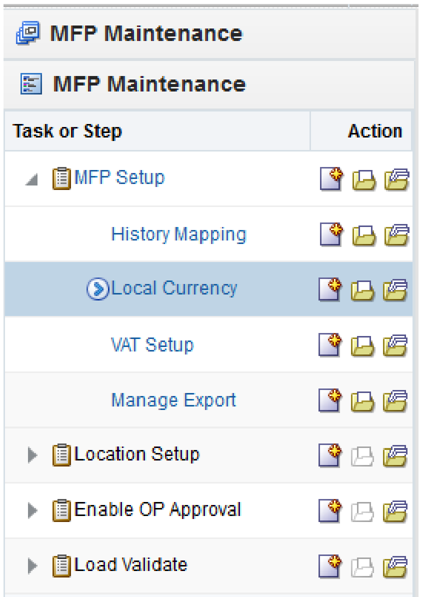
Table 2–1 Mapping View Measures

Measure	Description
Lag Ly	Identifies the week that is being used for mapping as adjusted last year.
Lag Lly	Identifies the week that is being used for mapping as last last year (two years ago).
Week ID	Identifies the internal week position for the current week for reference. This is useful for copying the week positions when manually setting Lag Ly and Lag Lly.

Local Currency

The Local Currency step provides support for administering local currency configuration. This view is only available when the provision option with local currency is implemented.

Figure 2–4 Local Currency



The Local Currency step consists of two views:

- Local Currency Rate
- Local Currency Symbol

Local Currency Rate

Within this view, you can set the local currency conversion rate for each Channel by Week.

Figure 2–5 Local Currency Rate View

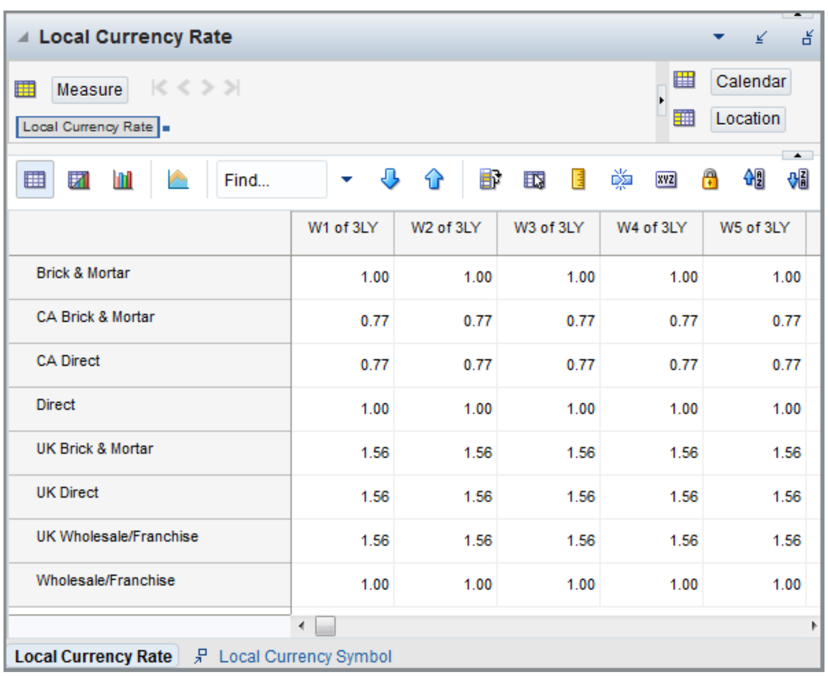


Table 2–2 Local Currency Rate View Measures

Measure	Description
Local Currency Rate	The rate used to convert values to the local currency for a given Channel/Week.

Local Currency Symbol View

Within this view, the planning administrator sets the local currency symbol for each channel. This currency symbol can be included as the Location attribute in all Local Currency views.

For example, in Figure 2–6 the BRA Brick & Mortar channel has R$ as its local currency symbol, which indicates that local currency values for this channel are in Brazilian Real. All local currency BRA Brick & Mortar monetary values are displayed with R$.

Figure 2–6 Local Currency Symbol View

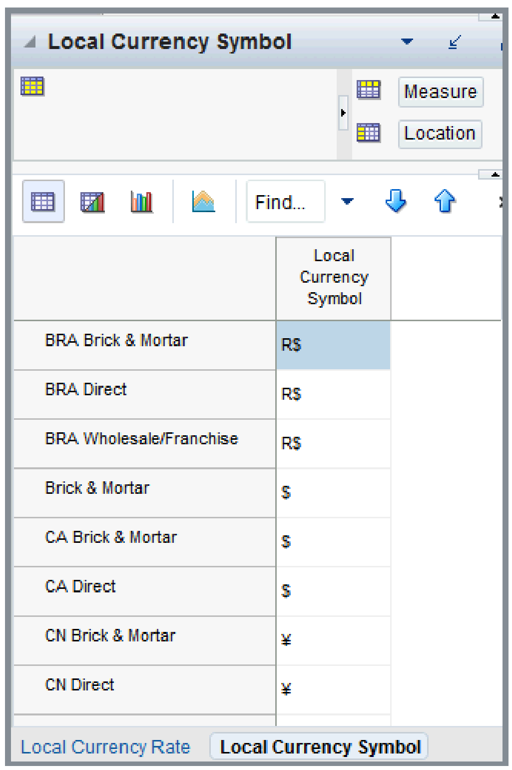


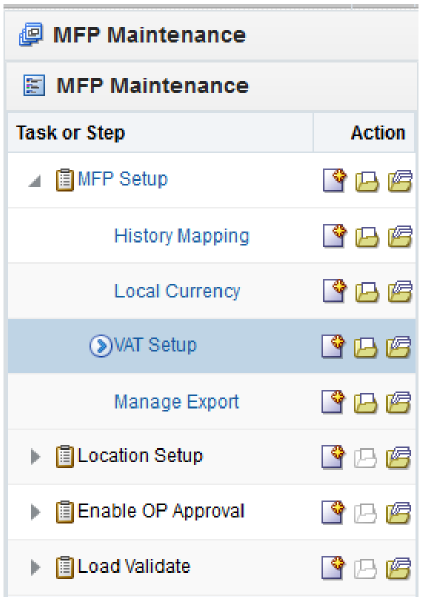
Table 2–3 Local Currency Symbol View Measures

Measure	Description
Local Currency Symbol	The graphic symbol associated with the channel's local currency.

VAT Setup

The VAT Setup step allows a planning administrator to enter the Value Added Tax (VAT) rate for each subclass by week.

Figure 2–7 VAT Setup



The VAT Setup step contains the VAT Setup view.

VAT Setup View

In this view, the planning administrator can input the VAT% rate for each subclass by week.

When sales costs are planned, the VAT% rate is applied to gross sales and then returns are subtracted to calculate net sales. If no VAT% rate is planned, then net sales are simply determined as gross sales less returns.

VAT Rate% is stored at Week/Subclass/Channel.

Figure 2–8 VAT Administration - VAT Setup Workbook

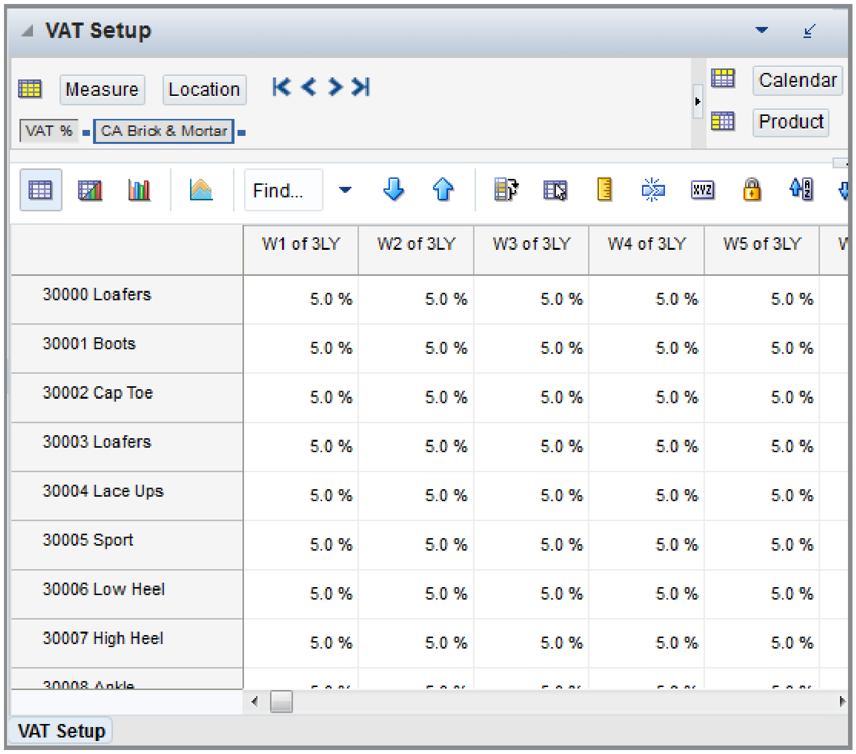


Table 2–4 VAT Administration - VAT Setup Workbook Measures

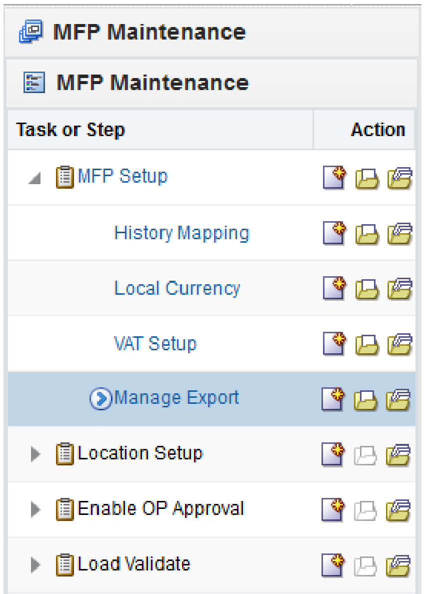
Measures	Description
VAT%	The default value-added tax (VAT) rate percentage for the Subclass/Channel.

Manage Export

The Manage Export step provides the ability to control which periods and positions are included when plans are exported. The values set in this step are employed in batch (along with corresponding Approved/Submitted/Seeded Info measures) to set export flags for all the plan versions that are exportable from MFP Cost Cloud Service:

- Merch Plan Current Plan (MP Cp)
- Merch Plan Original Plan (MP Op)
- Merch Plan Waiting for Approval Plan (MP Wa)
- Merch Plan Working Plan (MP Wp)
- Location Plan Current Plan (LP Cp)
- Location Plan Original Plan (LP Op)
- Location Plan Working Plan (LP Wp)
- Merch Targets Target (MT Tgt)
- Merch Targets Working Plan (MT Wp)
- Location Targets Target (LT Tgt)
- Location Targets Working Plan (LT Wp)

Figure 2–9 Manage Export



The planner or administrator indicates whether elapsed periods should be included and which positions should be exported in the following two views:

- Export Elapsed Setting
- Manage Export

Export Elapsed Setting View

Within this view, the planner or administrator designates whether or not elapsed periods should be included when exporting plan data.

Figure 2–10 Export Elapsed Setting View

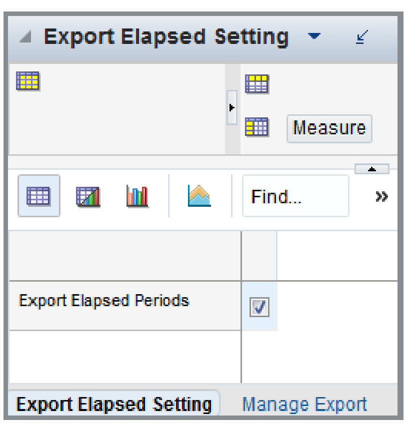


Table 2–5 lists the measures available in this view.

Table 2–5 Export Elapsed Setting View Measures

Measure	Description
Export Elapsed Periods	When selected, this flag indicates that data for elapsed periods should be exported. By default, this value is unchecked, meaning that only data for un-elapsed periods is included in exported plan data.

Manage Export View

Within this view, the planning administrator selects the positions that should be included when exporting plan data for all versions.

Figure 2–11 Manage Export View

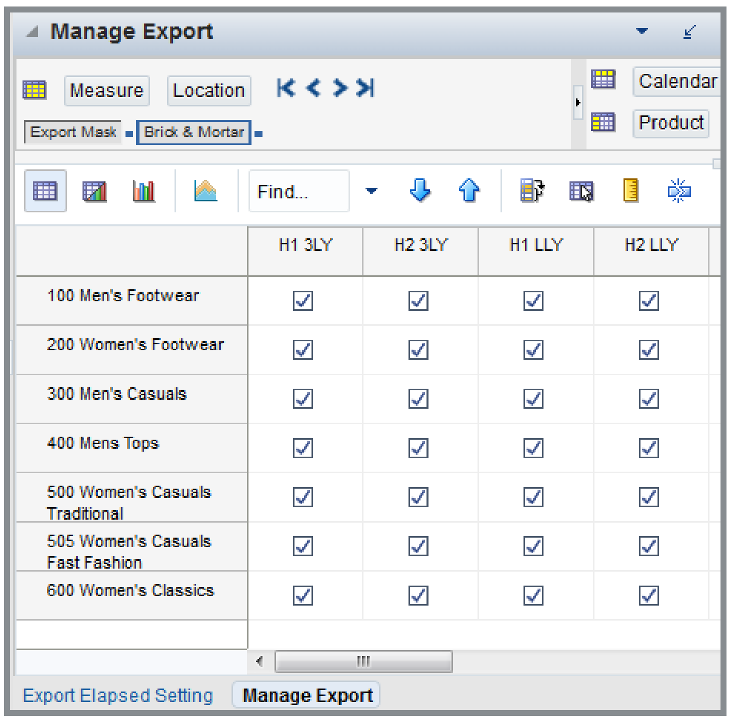


Table 2–6 lists the measures available on this view.

Table 2–6 Manage Export View Measures

Measure	Description
Export Mask	Allows the user to control which positions are exported for all plan versions. When selected, the Department/Channel/Half is included when exporting plan data. By default, this boolean is checked for all positions. If the user wants to exclude any Department/Channel/Half from exporting, the user must un-check this boolean.

The export flags are set based on Export Mask and the Approved or Submitted Info for Approved or Submitted Plans and Seeded Info for Working Plans.

3

Location Setup Task

The MFP Maintenance activity consists of the following tasks:

- MFP Setup
- Location Setup
- Enable Op Approval
- Load Validate

This chapter focuses on the steps within the Location Setup Task, which include:

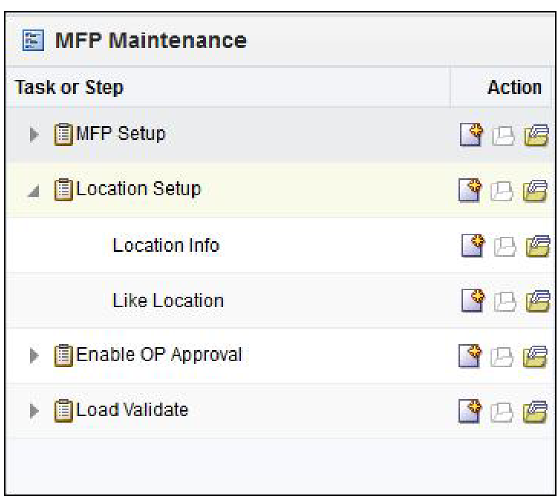
- Location Info
- Like Location

Opening the Location Setup Workbook

To open a Location Setup workbook:

Click the **New Workbook** icon in the Location Setup task.

Figure 3–1 Location Setup Task



The workbook is built.

Location Info

The Location Info step includes two views, Location Space and Location Info.

Location Info View

With this view, the user can set up additional information related to the location, such as description, status of location, and wholesale/franchise location.

Figure 3–2 Location Info View

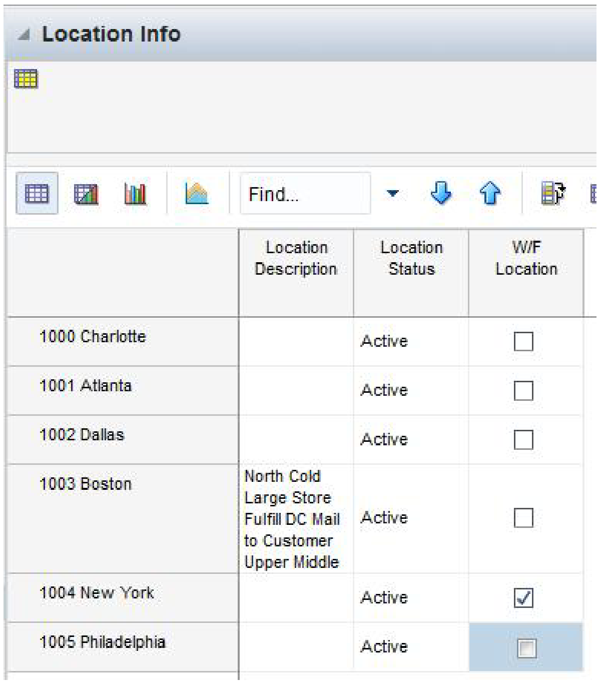


Table 3–1 lists the measures available in this view.

Table 3–1 Location info View Measures

Measure	Description
Location Description	Use the attributes employed in associating the two stores (why these locations are alike) to provide a short description of the location, for example, Southern High-Income Hot Dry.
W/F Location	Set the flag to true for all locations that are in a W/F channel.
Location Status	Range: Active, Closed, Refurbish

Location Space View

This is the total physical area that a department occupies within the location, expressed in square meters.

Figure 3–3 Location Space View

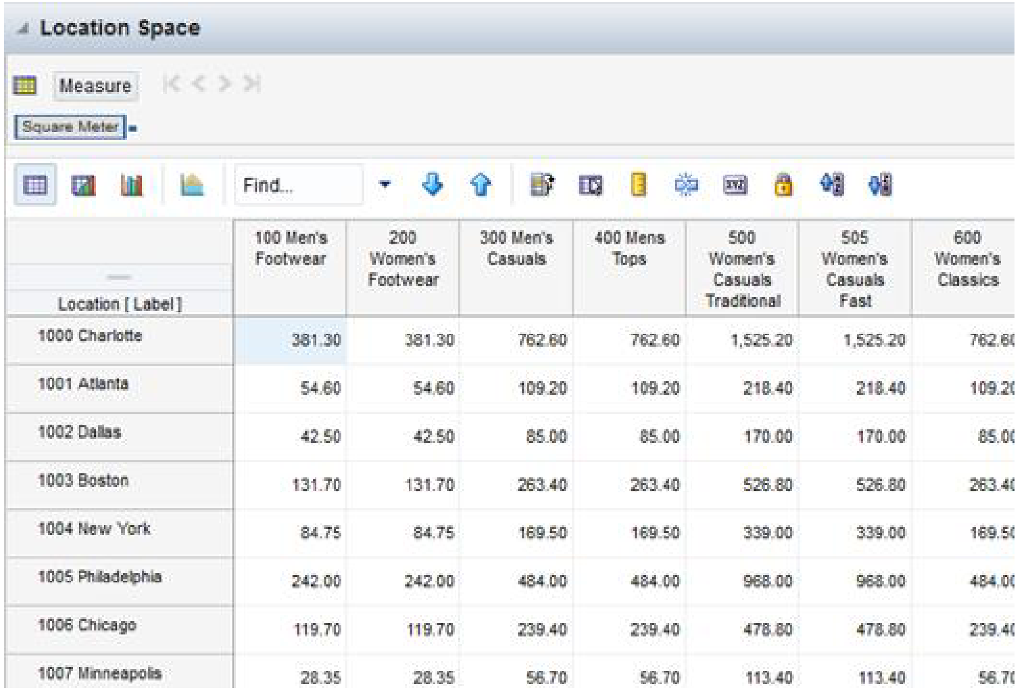


Table 3–2 lists the measures available in this view.

Table 3–2 XYZ View Measures

Measure	**Description**
Square Meter	The total store area in square meters

Like Location

The Like Location step includes one view: Like Location.

Like Location View

With this view, the user can set up like location information for new locations to use historical sales for Ly in Location Plan workbooks. The user can also set an end date for the like location, after which the application will stop using the historical sales of the like location and start using the historical sales of the same location in Ly.

Figure 3–4 Like Location View

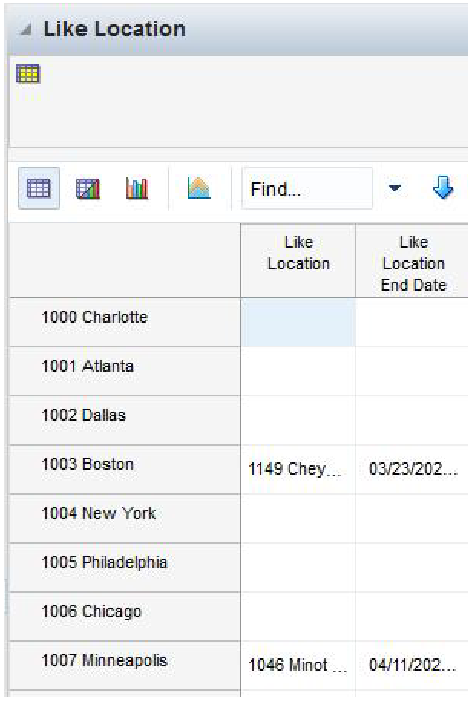


Table 3–3 lists the measures available in this view.

Table 3–3 XYZ View Measures

Measure	Description
Like Location	Identify the Sister Store for the location. Using the location hierarchy, determine a similar store based on location along with the attributes indicated in alternates (for example, income, climate, and so on).
Like Location End Date	The date after which the like location information is ignored by the system to use historical sales data for Ly. If the date is not set for the newly added locations using DPM, then like location information will be used until the DPM status of the location becomes formal.

4

Enable Op Approval Task

The MFP Maintenance activity consists of the following tasks:

- MFP Setup
- Location Setup
- Enable Op Approval
- Load Validate

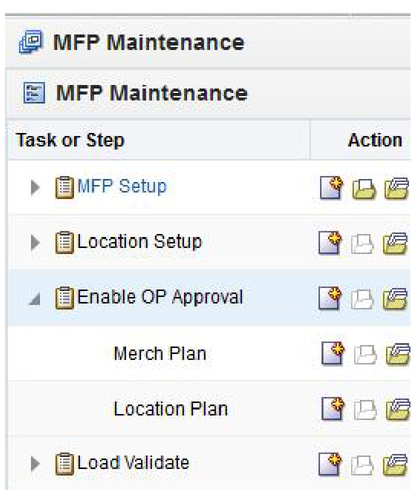
Planning administrators use this workbook to enable Merch Plan and Location Plan users to submit and approve plans to the Original Plan (Op). As a planning administrator, you can select or deselect this option at any time. If you deselect it during the in-season, Merch Plan and Location Plan users cannot submit or approve a plan for the Op. You can choose to do this after the planning process has been finalized in order to lock down the Op.

Enable OP Approval Workbook

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

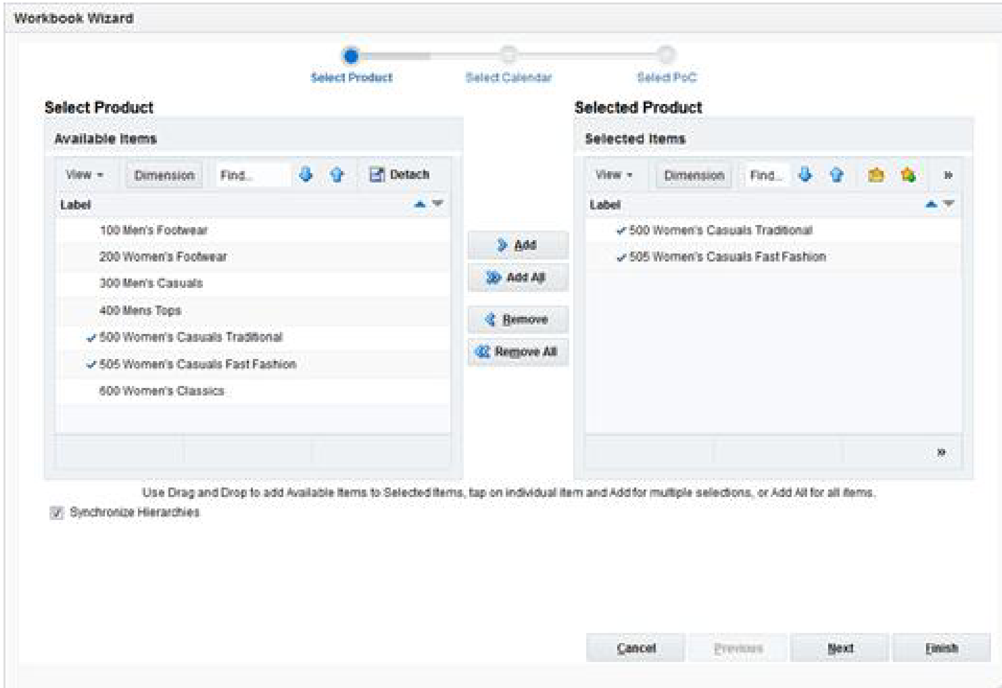
1. Click the **New Workbook** icon in the Enable OP Approval task.

Figure 4–1 Enable OP Approval Validation



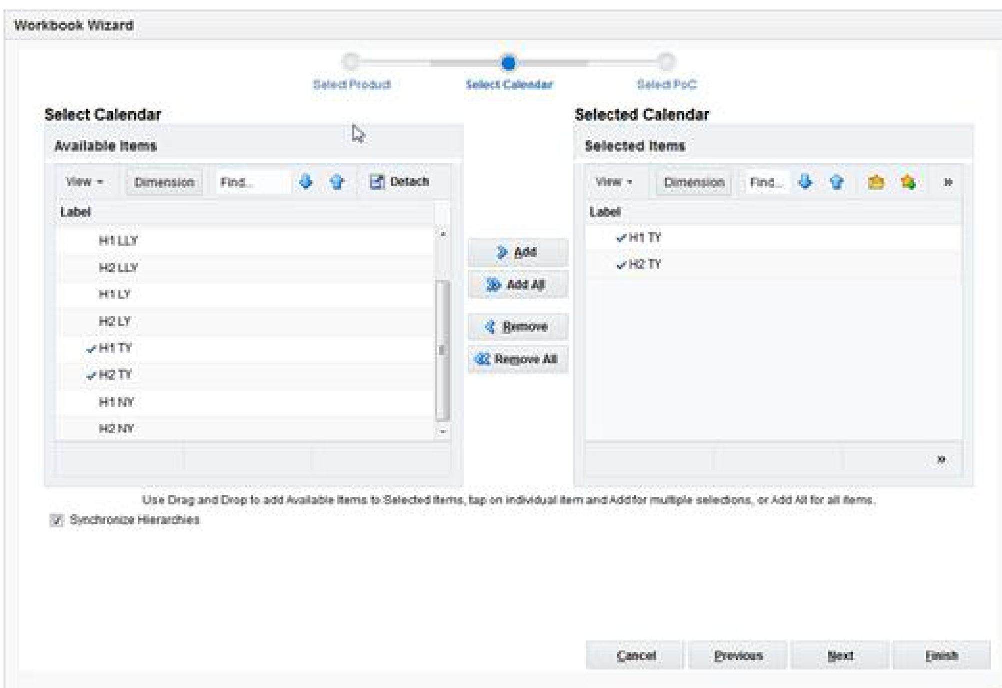
2. The workbook wizard opens at the Product Selection step. Select the departments you want to enable and click **Next**.

Figure 4–2 Workbook Wizard: Product Selection



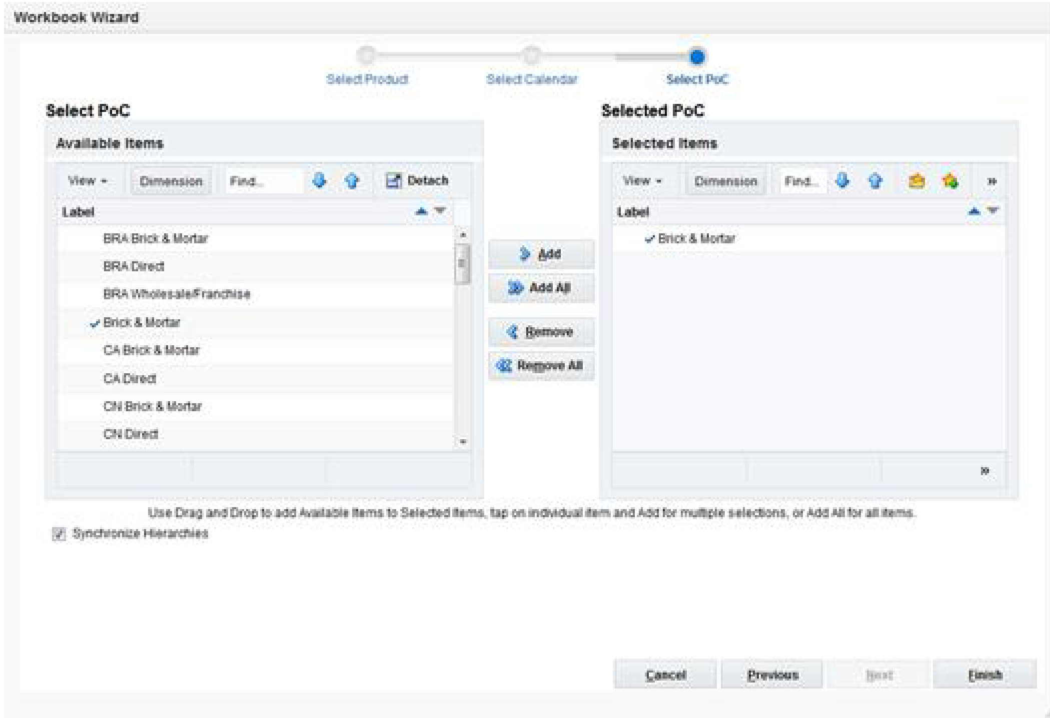
3. The Calendar Selection step appears. Select the halves and click **Next**.

Figure 4–3 Workbook Wizard: Calendar Selection



4. The Location Selection step appears. Select the channels you want and click **Finish**.

Figure 4–4 Workbook Wizard: Location Selection



The Enable OP Approval workbook is built.

MP Enable OP Approval

The Merch Plan step has one view: MP Enable OP Approval.

Select the week(s) by department that you want to enable Merch Plan users to submit and approve plans to the original plan. Once you are satisfied with the setting updates you have made, commit the workbook in order to retain your changes.

Figure 4–5 MP Enable OP Approval View

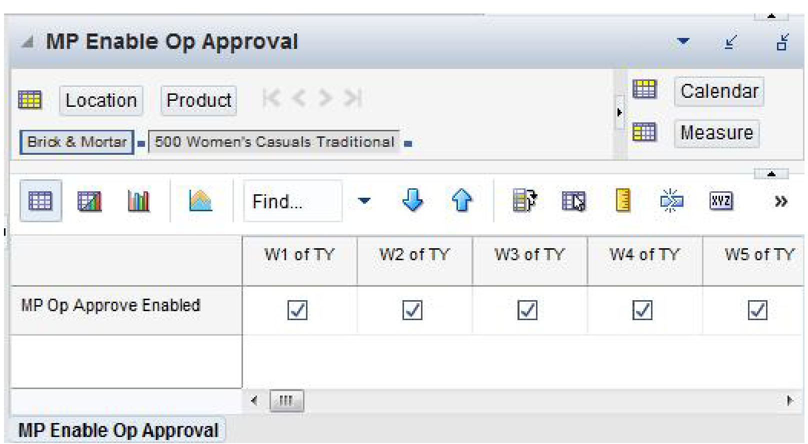


Table 4–1 lists the measures available in this view.

Table 4–1 Allow OP Approval View Measures

Measure	Description
MP OP Approve Enabled	Select this measure to enable Merch Plan users to submit and approve plans to the original plan.

LP Enable OP Approval

The Location Plan step has one view: LP Enable OP Approval.

Select the week(s) by department that you want to enable Location Plan users to submit and approve plans to the original plan. Once you are satisfied with the setting updates you have made, commit the workbook in order to retain your changes.

Figure 4–6 LP Enable OP Approval View

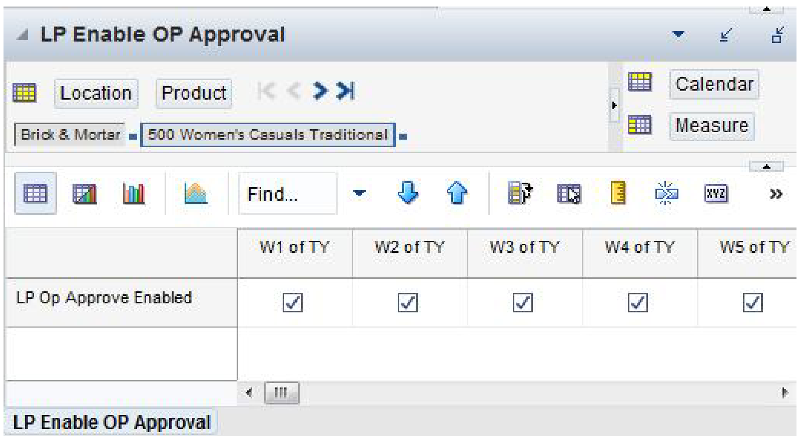


Table 4–2 lists the measures available in this view.

Table 4–2 Allow OP Approval View Measures

Measure	Description
LP Op Approve Enabled	Select this measure to enable Location Plan users to approve plans to the original plan.

5

Load Validate Task

The MFP Maintenance activity consists of the following tasks:

- MFP Setup
- Location Setup
- Enable Op Approval
- Load Validate

This chapter focuses on the steps within the Load Validate task, which include:

- Actuals
- Merch Target
- Merch Plan
- Location Target
- Location Plan

To use the Load Validate task, you must first build the workbook.

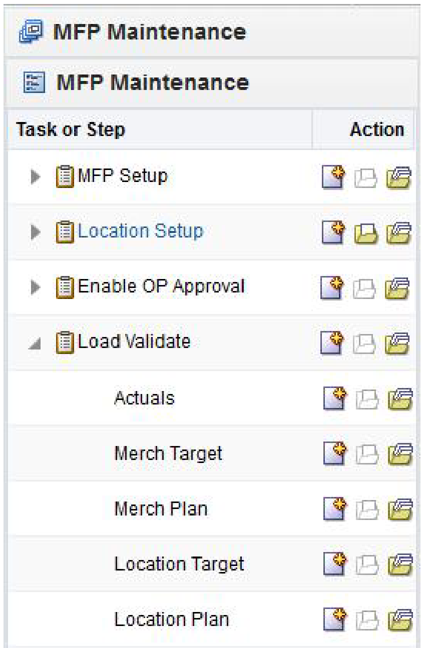
Once built, the workbook contains all measures that are either loaded or touched during the batch calculation process, providing an avenue by which an administrator can verify data loads and batch processes.

Building the Workbook

To build a Load Validate workbook, perform the following steps:

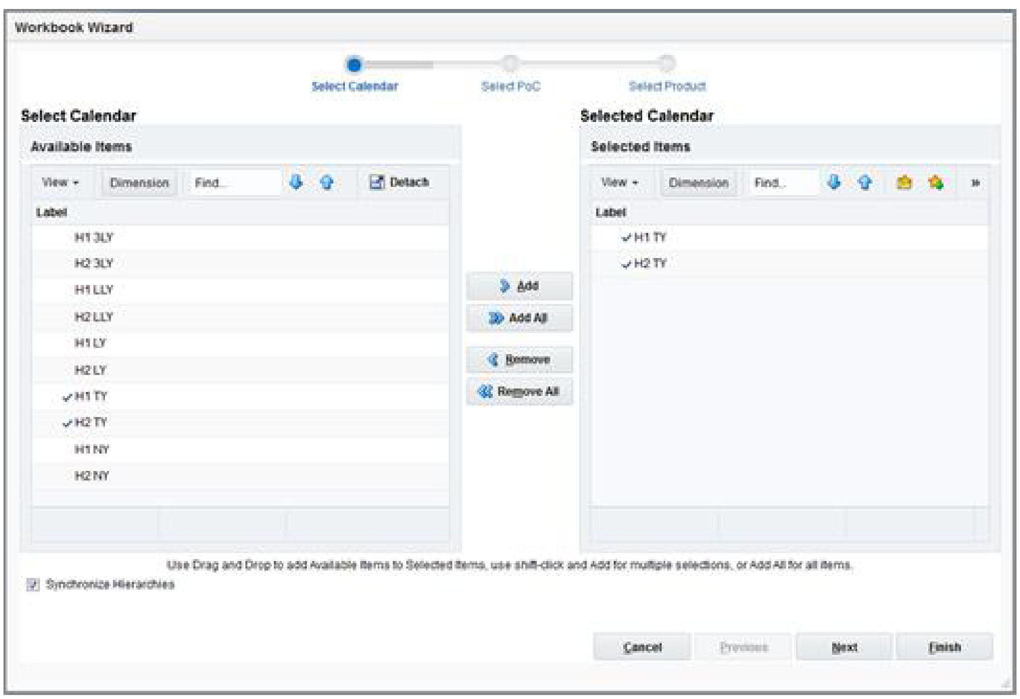
1. Click the **New Workbook** icon in the Load Validate step.

Figure 5–1 Load Validate



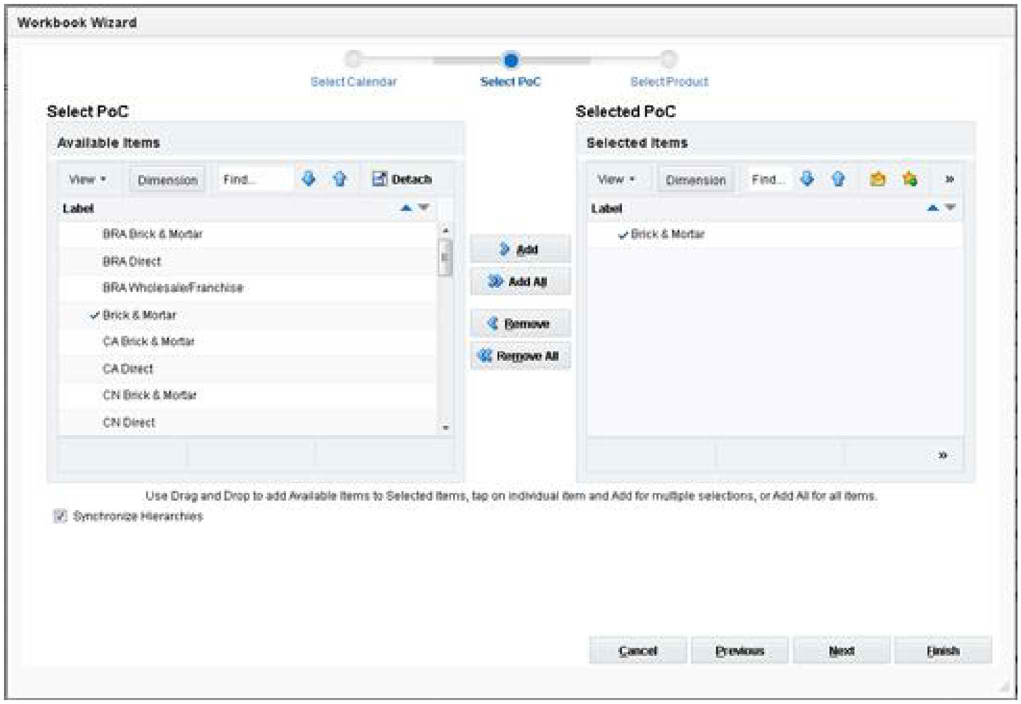
2. The Calendar Selection step appears. Select the years and click **Next**.

Figure 5–2 Workbook Wizard: Calendar Selection



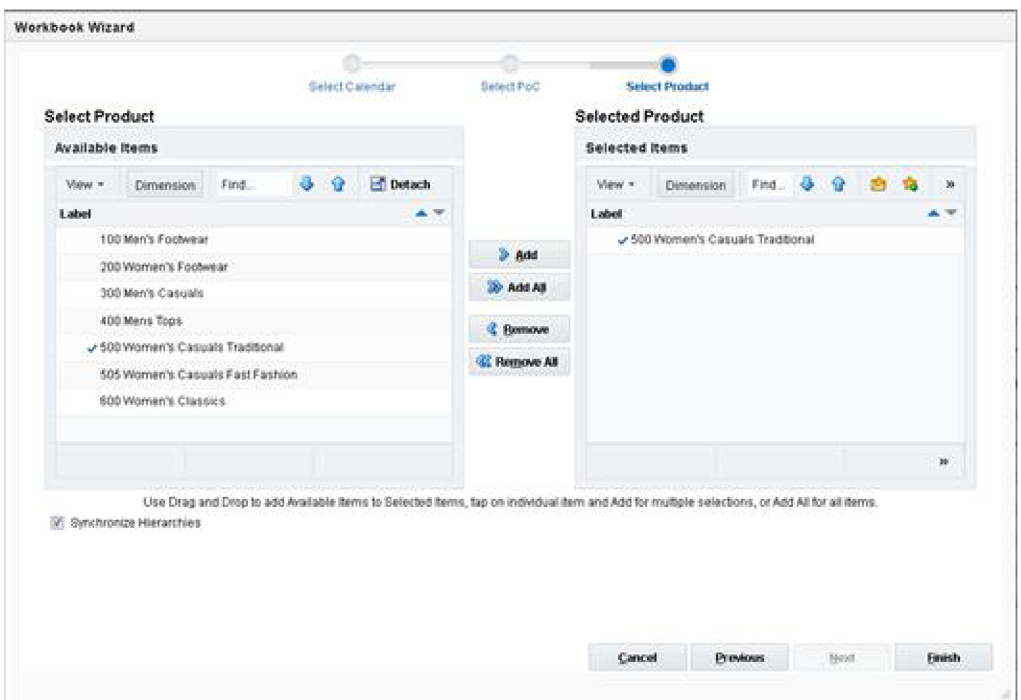
3. The Location Selection step appears. Select the channel and click **Next**.

Figure 5–3 Workbook Wizard: Location Selection



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

Figure 5–4 Workbook Wizard: Product Selection



5. The Data Load Validation workbook is built.

Actuals

The Actuals step includes a single view of the same name, the Actuals view. Use this view to validate that the actuals data was loaded in the batch process.

Figure 5–5 Actuals View

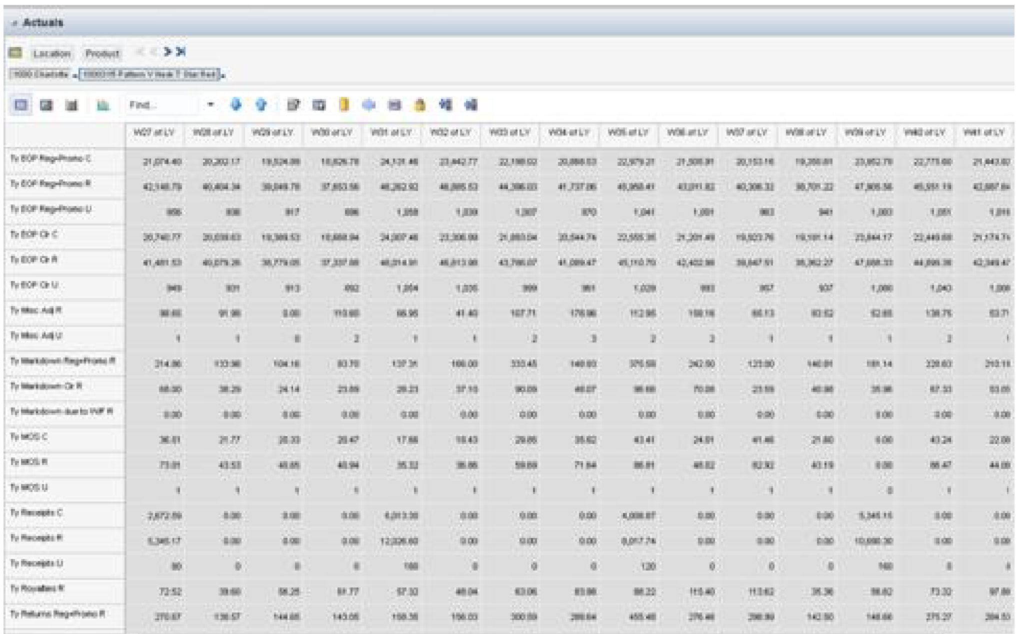


Table 5–1 Actuals View Worksheet Measures

Measure	Description
Ty Sales Reg+Promo R	This Year Reg+Promo Sales Retail
Ty Sales Reg+Promo U	This Year Reg+Promo Sales Units
Ty Sales Clr R	This Year Clearance Sales Retail
Ty Sales Clr U	This Year Clearance Sales Units
Ty Returns Reg+Promo R	This Year Reg+Promo Returns Retail
Ty Returns Reg+Promo U	This Year Reg+Promo Returns Units
Ty Returns Clr R	This Year Clearance Returns Retail
Ty Returns Clr U	This Year Returns Clearance Units
Ty Markdown Reg+Promo R	This Year Markdown Reg+Promo Retail
Ty Markdown Clr R	This Year Markdown Clearance Retail
Ty Markdown due to W/F R	This Year Markdown W/F Retail
Ty EOP Reg+Promo C	This Year Reg+Promo End of Period Inventory Cost
Ty EOP Reg+Promo R	This Year Reg+Promo End of Period Inventory Retail
Ty EOP Reg+Promo U	This Year Reg+Promo End of Period Inventory Unit
Ty EOP Clr C	This Year End of Period Inventory Clearance Cost
Ty EOP Clr R	This Year Clearance End of Period Inventory Retail
Ty EOP Clr U	This Year Clearance End of Period Inventory Unit

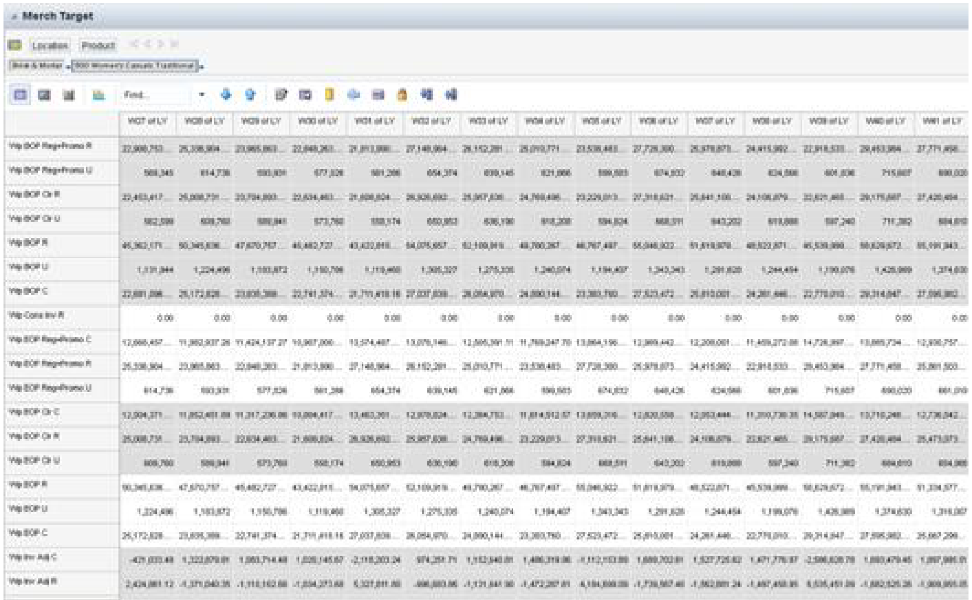
Table 5–1 (Cont.) Actuals View Worksheet Measures

Measure	Description
Ty Receipts C	This Year Receipts Cost
Ty Receipts R	This Year Receipts Retail
Ty Receipts U	This Year Receipts Units
Ty Shrink C	This Year Shrink Cost
Ty Shrink R	This Year Shrink Retail
Ty Shrink U	This Year Shrink Units
Ty MOS C	This Year Marked Out of Stock Cost represents the Cost value of inventory reductions other than markdowns or sales.
Ty MOS R	This Year Marked Out of Stock Retail represents the Retail value of inventory reductions other than markdowns or sales.
Ty MOS U	This Year Marked Out of Stock Units represents the Units value of inventory reductions other than markdowns or sales.
Ty Misc Adj R	This Year Miscellaneous Adjustments Retail
Ty Misc Adj U	This Year Miscellaneous Adjustments Unit
Ty Royalties R	This Year Royalties Retail
Ty Vendor Funds R	This Year Vendor Funds (Rebates + Deals) Retail
Ty W/F Markdown R	This Year Wholesale Franchise Markdown Retail
Ty W/F Markup R	This Year Wholesale Franchise Mark Up Retail
Ty Cons Inv C	This Year Consignment Inventory as % of Total EOP Cost
Ty Sales Reg+Promo R	This Year Reg+Promo Sales Retail
Ty Sales Reg+Promo U	This Year Reg+Promo Sales Unit
Ty Sales Clr R	This Year Clearance Sales Retail

Merch Target

The Merch Target step includes a single view of the same name, the Merch Target view.

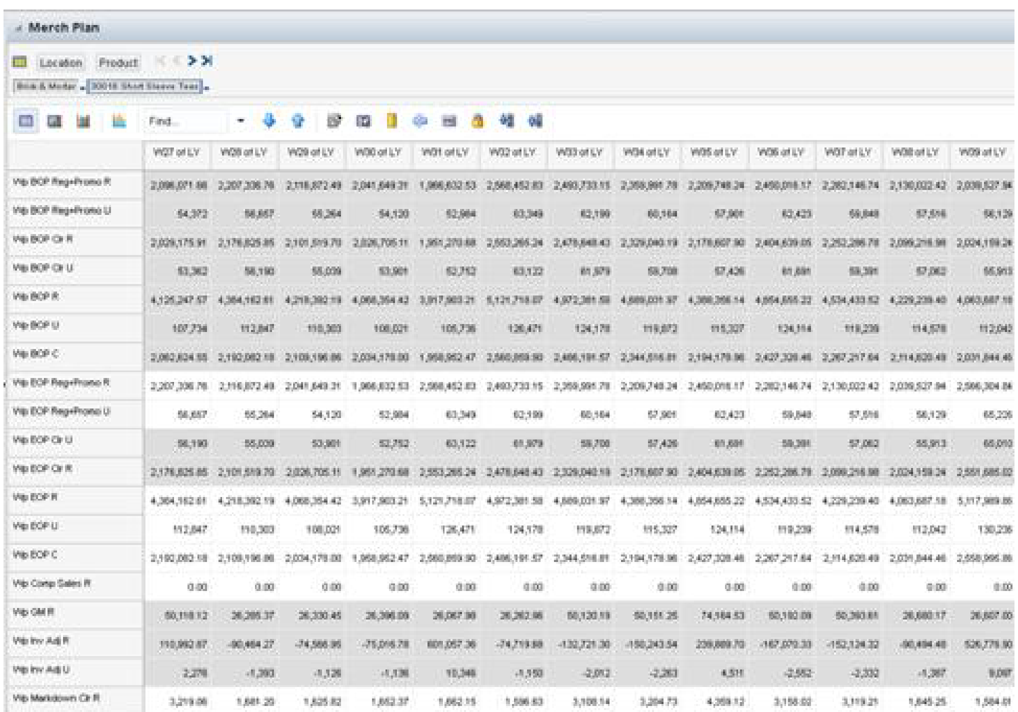
Figure 5–6 Merch Target View



Merch Plan

The Merch Plan step includes a single view of the same name, the Merch Plan view.

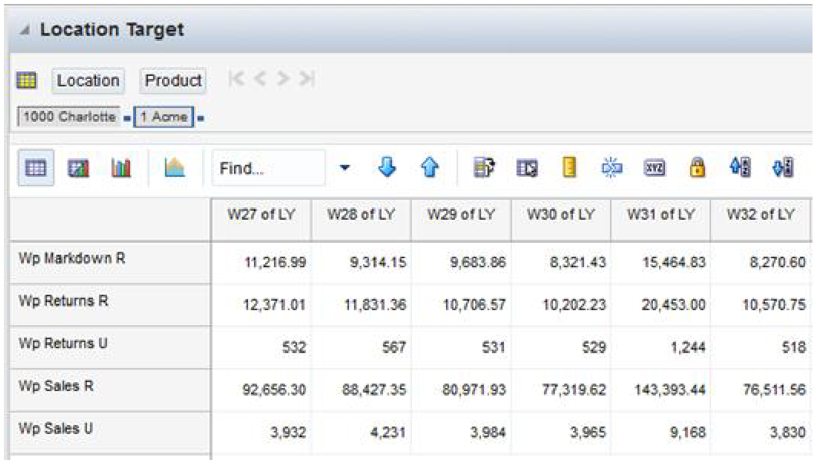
Figure 5–7 Merch Plan View



Location Target

The Location Target step includes a single view of the same name, the Location Target view.

Figure 5–8 Location Target View

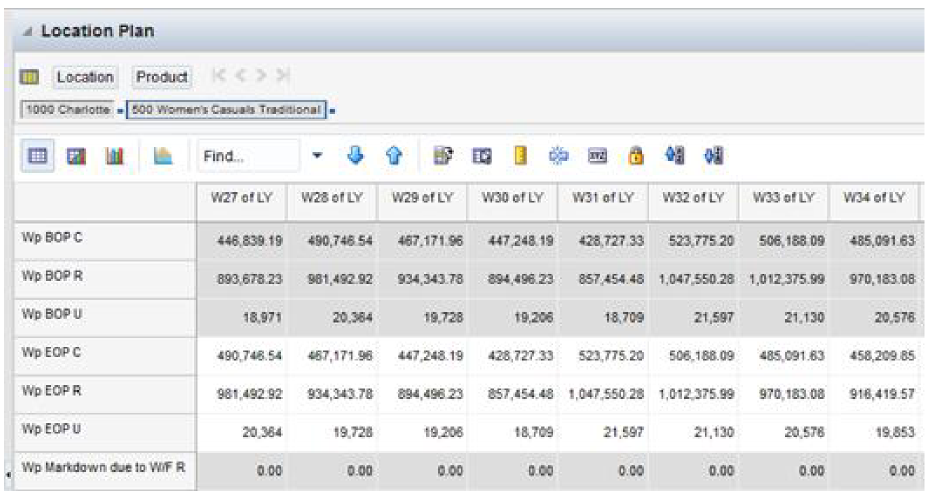


	W27 of LY	W28 of LY	W29 of LY	W30 of LY	W31 of LY	W32 of LY
Wp Markdown R	11,216.99	9,314.15	9,683.86	8,321.43	15,464.83	8,270.60
Wp Returns R	12,371.01	11,831.36	10,706.57	10,202.23	20,453.00	10,570.75
Wp Returns U	532	567	531	529	1,244	518
Wp Sales R	92,656.30	88,427.35	80,971.93	77,319.62	143,393.44	76,511.56
Wp Sales U	3,932	4,231	3,984	3,965	9,168	3,830

Location Plan

The Location Plan step includes a single view of the same name, the Location Plan view.

Figure 5–9 Location Plan View



	W27 of LY	W28 of LY	W29 of LY	W30 of LY	W31 of LY	W32 of LY	W33 of LY	W34 of LY
Wp BOP C	446,839.19	490,746.54	467,171.96	447,248.19	428,727.33	523,775.20	506,188.09	485,091.63
Wp BOP R	893,678.23	981,492.92	934,343.78	894,496.23	857,454.48	1,047,550.28	1,012,375.99	970,183.08
Wp BOP U	18,971	20,364	19,728	19,206	18,709	21,597	21,130	20,576
Wp EOP C	490,746.54	467,171.96	447,248.19	428,727.33	523,775.20	506,188.09	485,091.63	458,209.85
Wp EOP R	981,492.92	934,343.78	894,496.23	857,454.48	1,047,550.28	1,012,375.99	970,183.08	916,419.57
Wp EOP U	20,364	19,728	19,206	18,709	21,597	21,130	20,576	19,853
Wp Markdown due to W/F R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

6

Create Merch Plan Targets Task

The Merch Targets role is usually associated with senior and middle management in the merchandise planning organization. The overall goal of the Merch Targets user is to develop strategic and department-level targets that set the financial guidance for the planning organization.

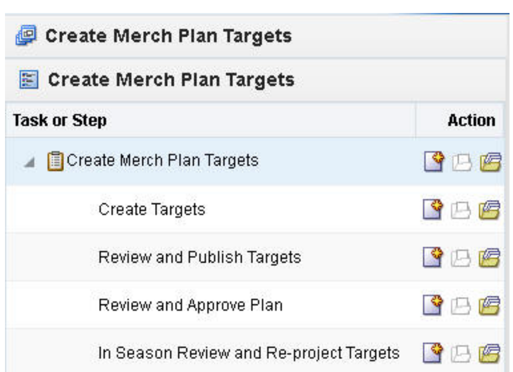
Merch Targets users typically begin planning two to three years before the planning period. This is known as pre-season planning. During this time, Merch Targets users create the Merchandise Financial Plan for the season or for the entire year.

When Merch Targets users open MFP in the RPAS Fusion Client, they are presented with the activity called Create Merch Plan Targets and task of the same name. This task belongs solely to the Merch Targets user. It includes the following four steps:

- Create Targets
- Review and Publish Targets
- Review and Approve Plan
- In Season Review and Re-Project Targets

The first two steps are related to the pre-season creation and publication of targets to the Merch Planner. The third step involves reviewing and approving or rejecting plans submitted by the Merch Plan role. The fourth step is used for in-season adjustments to targets. These tasks and steps are shown in Figure 6–1.

Figure 6–1 Merch Targets Role View: Task and Steps



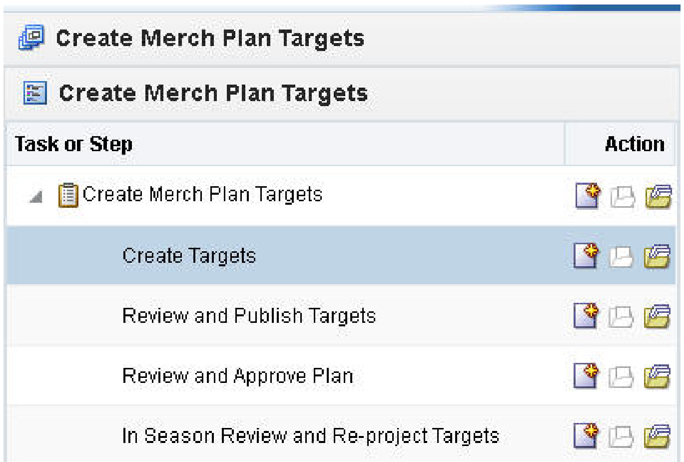
The Merch Targets user must complete the first three steps to publish the strategic targets to the Merch Plan user. To do this, the Merch Targets user must first build the workbook.

Building the Workbook

To build the Merch Targets role workbook, complete the following steps.

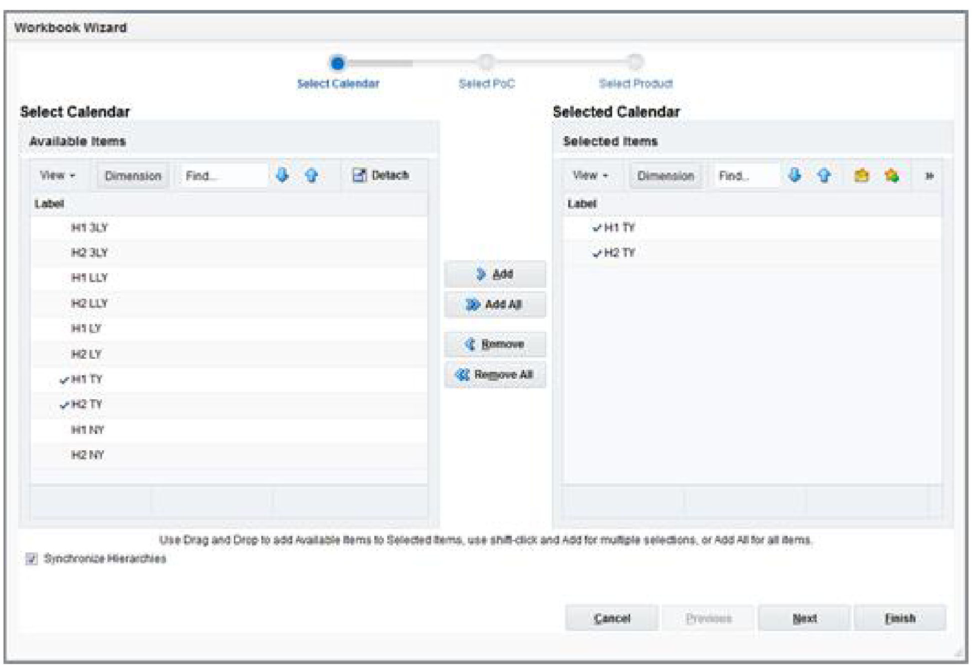
1. Click the **Create New Workbook** icon in the Create Merch Targets task.

Figure 6–2 Create New Workbook Icon



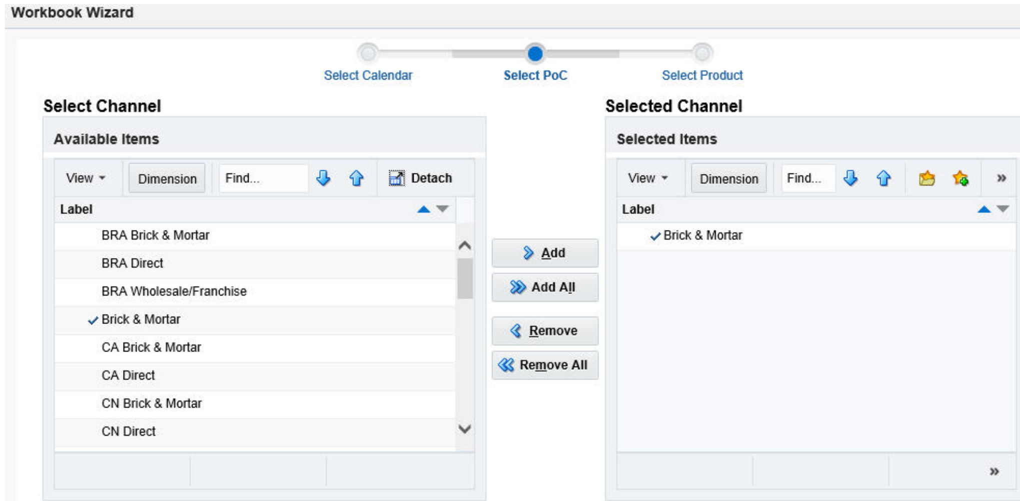
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 6–3 Workbook Wizard: Calendar Selection



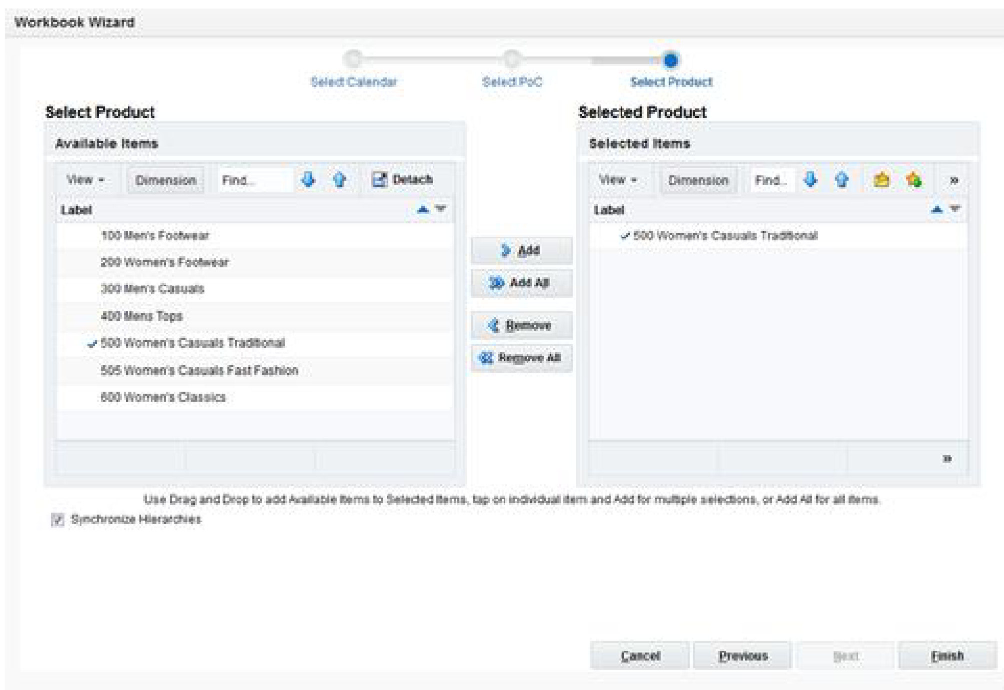
3. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Next**.

Figure 6–4 Workbook Wizard: Location Selection



4. The Product Selection step of the workbook wizard is displayed. Select the location you want to plan and move it to the Selected Items box. Click **Finish**.

Figure 6–5 Workbook Wizard: Product Selection



The Merch Targets role workbook is built, and the Initialize view opens.

Create Targets

This section provides details about creating targets.

Seed Plan

The first action that the Merch Target users complete when creating new targets is to seed the plan with the Initialize view.

This view is found under the first tab within the Create Targets Step, Seed Plan.

Figure 6–6 Create Targets - Seed Plan: Initialize Plan View

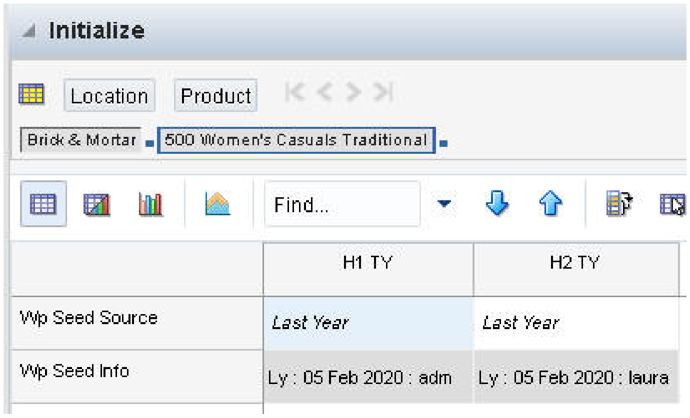


Table 6–1 Top Down Initialize Plan Measures

Measure	Description
Seed Source	The seed source used to seed the working plan. Use this option to seed or not seed the working plan. You can seed with Last Year's (Ly) or Forecast (Fcst) data. Or, you can choose the Blank option if you do not want to seed the working plan.
Seed Info	Includes a few pertinent facts about the last time that the Seed custom menu was executed: last seed source concatenated with last seeded date and the last user to seed. If blank, then the given intersection has never been seeded.

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

In the preceding example, both Half1 and Half2 have been selected to be seeded for the Brick & Mortar channel for the 500 Women's Casuals Traditional department.

Seeding the Plan

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

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

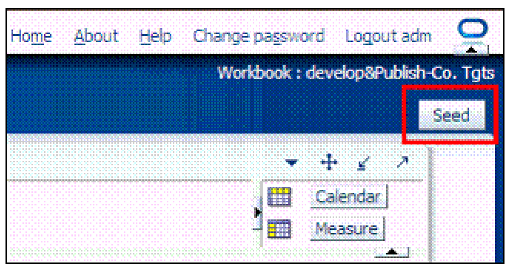
Seeding One Level at a Time As shown in Figure 6–6, only the Brick & Mortar channel and the 500 Women's Casual Traditional division have been selected to be seeded with Ly data. This means that the other product divisions have not been selected to be seeded yet. To seed the next division in the Product dimension within the Brick & Mortar channel, complete the following steps:

1. Click within the dimension field that you want to change, as shown in Figure 6–7.
2. Click the **Next** or **Previous** arrow, as shown in Figure 6–7.

Figure 6–7 Change a Dimension Level with Page Arrows

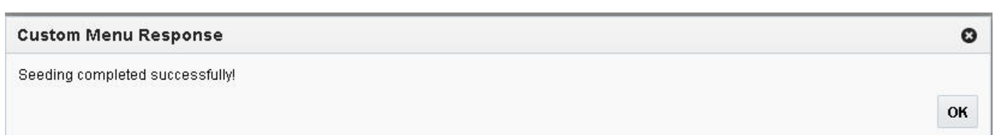
3. The page refreshes and the next division in the Product dimension is displayed in the page edge. Note that the Seed Source measure is no longer populated.
4. Select the half that you want to seed with Ly or Adj Forecast.
5. Click the **Next** arrow to view and seed the next division.
6. When you have selected all the data you want to seed, click **Seed** in the top right corner.

Figure 6–8 Seed Button



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

Figure 6–9 Seeding Success Message



After you have seeded, the view refreshes and the Seed Info measure contains the last seed source concatenated with the last seeded date and the last user to seed.

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

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

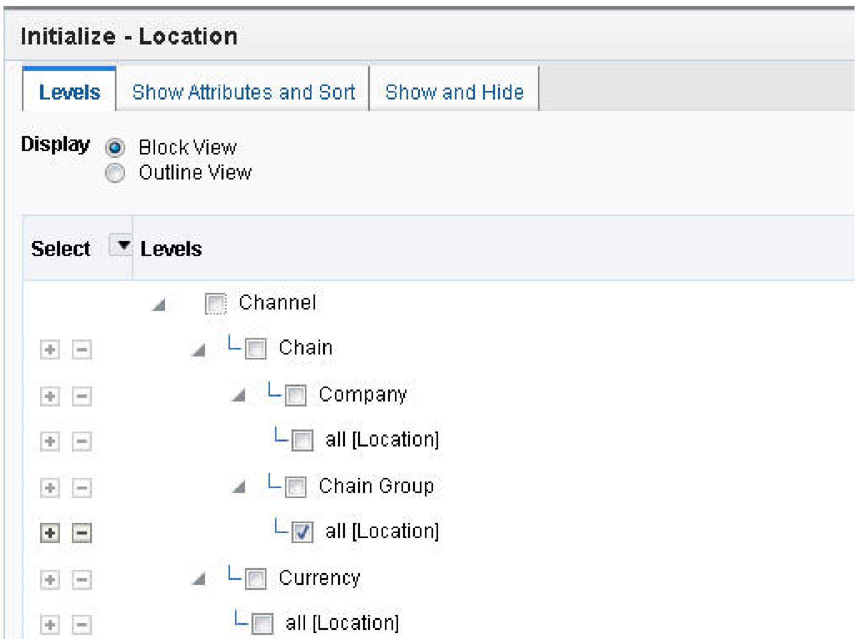
To change the dimension level shown in the page edge or grid, complete the following steps:

1. Click the dimension tile of the dimension level you want to change.

Figure 6–10 Location Dimension Tile

2. The dimension window is displayed. Select the level of the dimension that you want to appear in the page edge. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In Figure 6–11, Channel was deselected and all [Location] was selected instead.

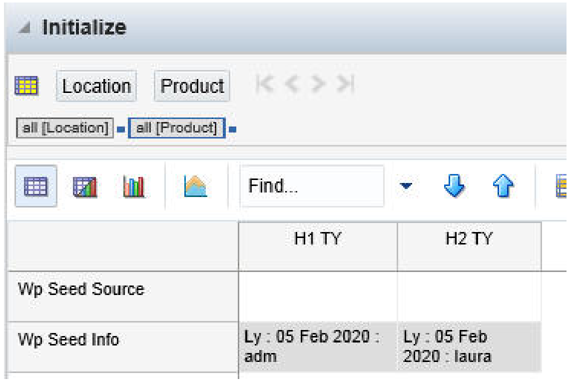
Figure 6–11 Location Dimension Window



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

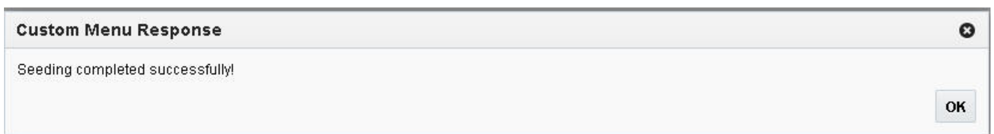
   In Figure 6–12, both the Location and Product dimensions are at All, and the halves Half1 FY2020 and Half2 FY2020 have been set to seed from last year.
6. When you have selected all the data you want to seed, click **Seed** in the top right corner, as shown in Figure 6–12.

Figure 6–12 Seed Several Levels at Once



7. The view refreshes and the Seed Info measure contains the last seed source concatenated with the last seeded date and the last user to seed. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 6–13 Seeding Success Message



After you have seeded the divisions, continue to the next step: Sales/Markdowns.

Sales and Markdowns

After you have seeded, develop the sales and markdown targets for those departments. The second tab within the Create Targets step, Sales and Markdowns, has one default view: Sales and Markdowns.

Figure 6–14 Sales and Markdowns View

1. Sales and Markdowns

Location Product

Brick & Mortar 500 Women's Casuals Traditional

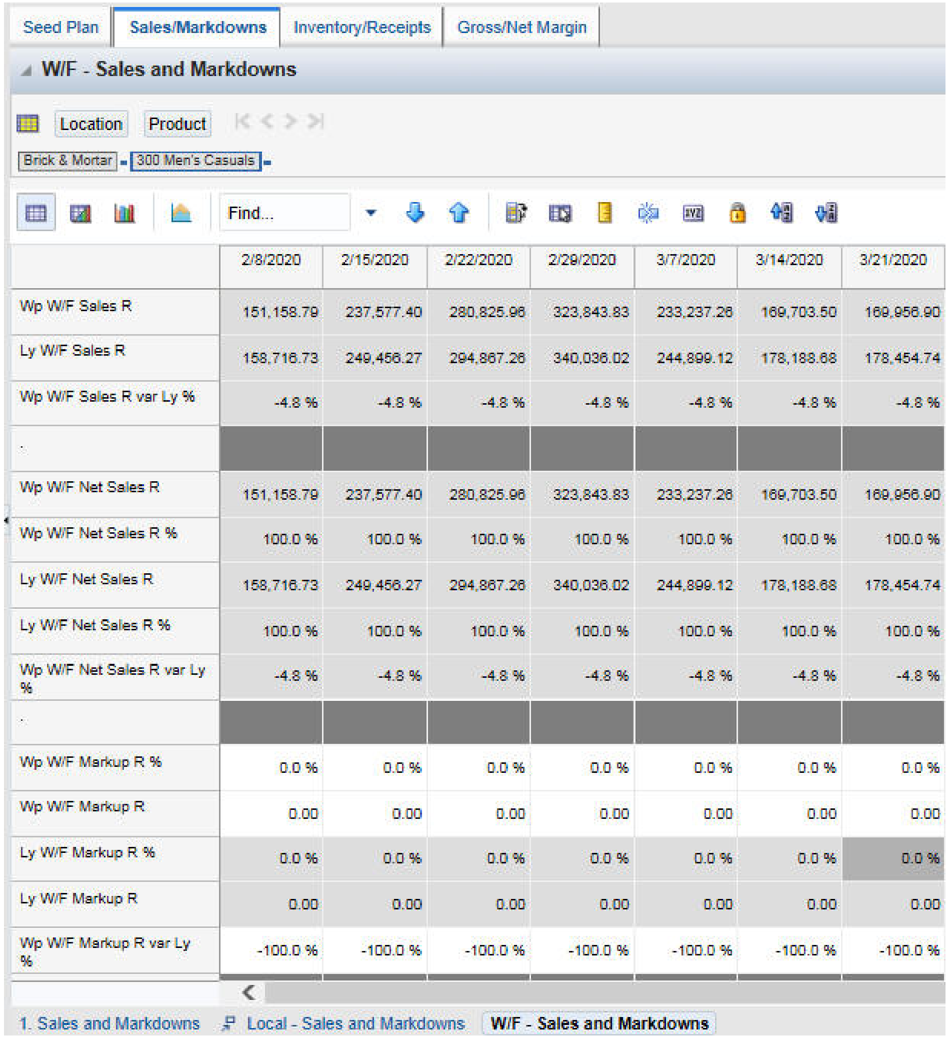
Find...

	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Fcst Sales R	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46	1,524,764.46
Wp Sales R var Fcst %	-42.9 %	-30.4 %	-16.7 %	-3.5 %	-28.8 %	-39.4 %	-40.8 %	-45.4 %	-45.3 %	-26.4 %
Ly Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Wp Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Ly Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Wp Net Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Ly Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Wp Net Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Markdown R	65,732.68	78,485.05	94,704.21	108,427.08	80,528.71	68,710.72	67,060.09	62,571.55	61,649.01	123,536.47
Wp Markdown R %	12.6 %	12.4 %	12.6 %	12.5 %	12.5 %	12.4 %	12.4 %	12.5 %	12.3 %	12.4 %
Ly Markdown R	65,732.68	78,485.05	94,704.21	108,427.08	80,528.71	68,710.72	67,060.09	62,571.55	61,649.01	123,536.47

If the Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning sales and markdowns specifically catered to those options:

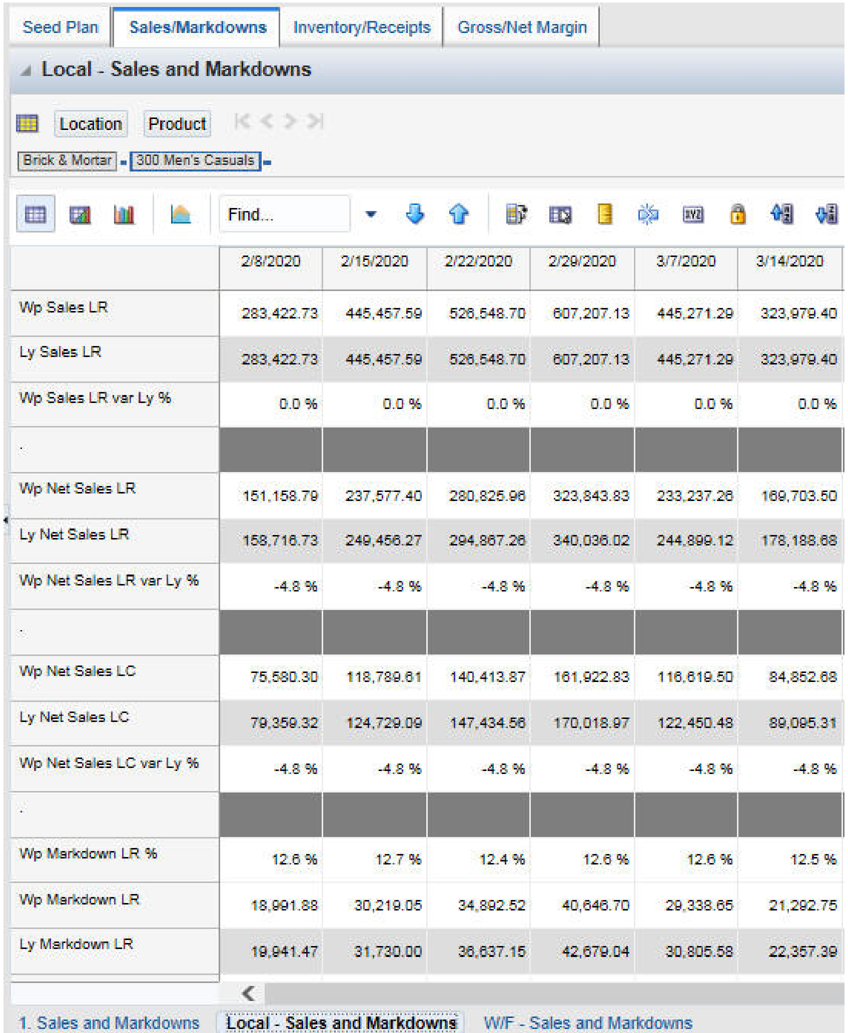
- W/F - Sales and Markdowns

Figure 6–15   W/F - Sales and Markdowns View



- Local - Sales and Markdowns

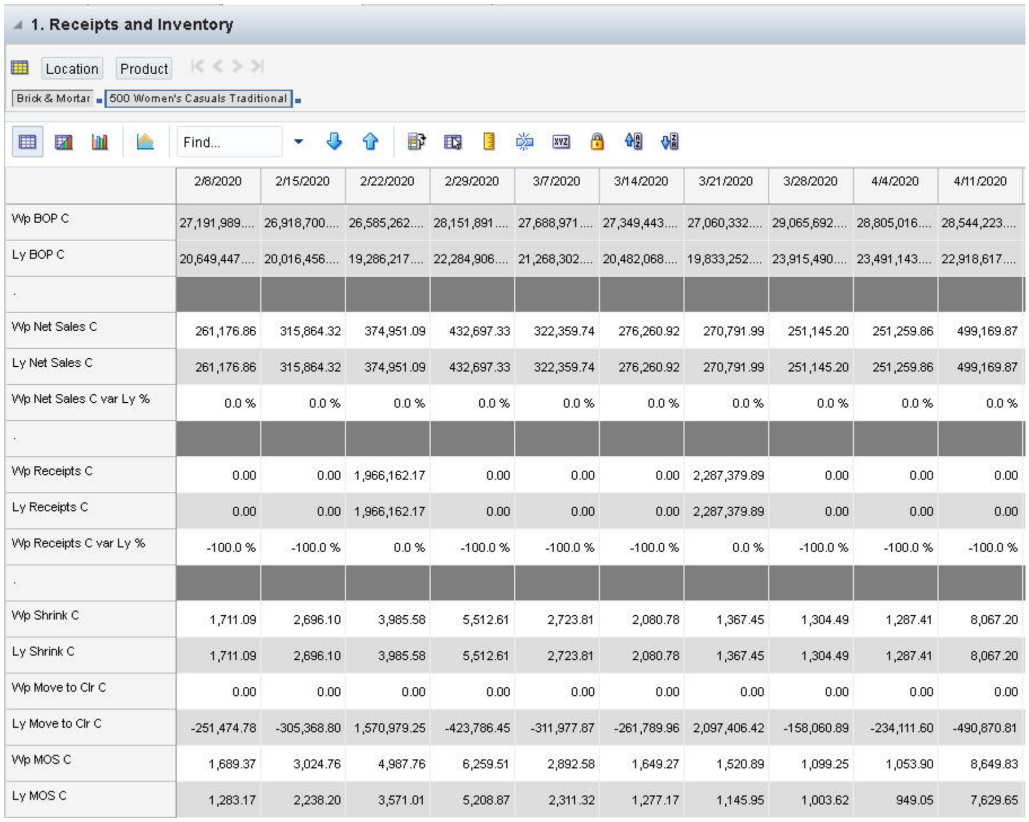
Figure 6–16 Local - Sales and Markdowns View



Receipts and Inventory

The third tab within the Create Targets step, Receipts and Inventory, has one view: Receipts and Inventory.

Figure 6–17 Receipts and Inventory View

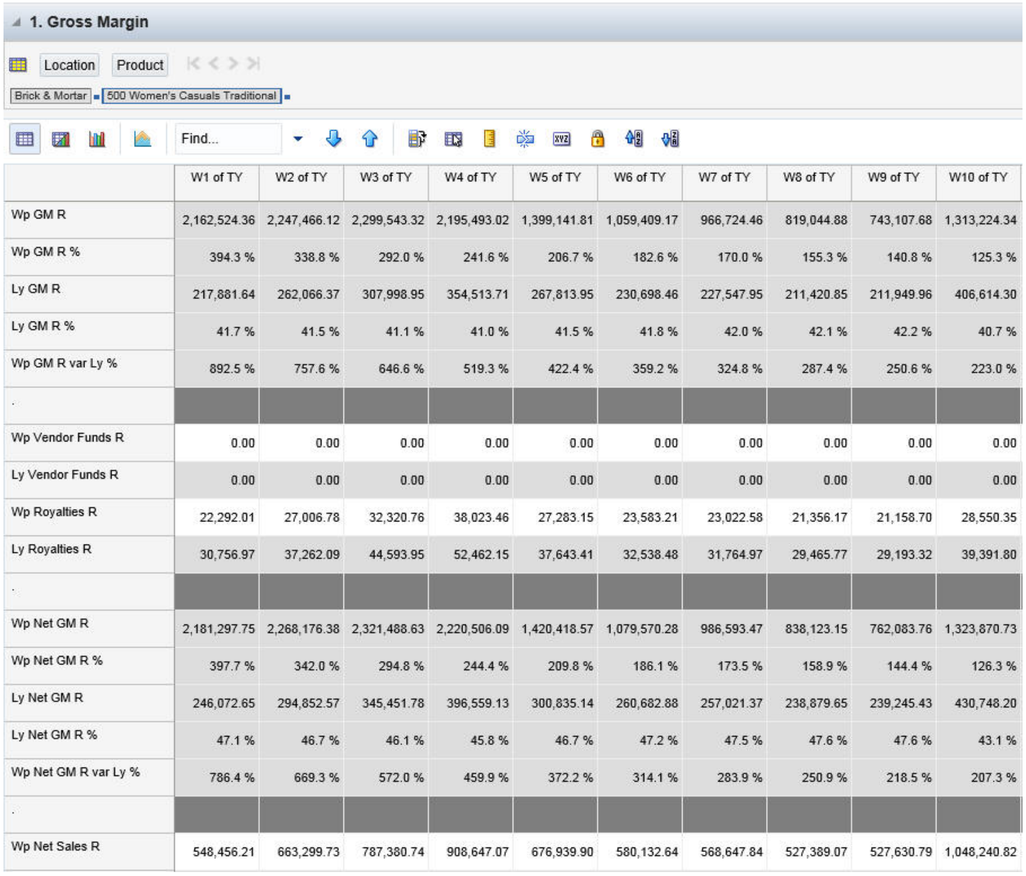


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp BOP C	27,191,989....	26,918,700....	26,585,262....	28,151,891....	27,688,971....	27,349,443....	27,060,332....	29,065,692....	28,805,016....	28,544,223....
Ly BOP C	20,649,447....	20,016,456....	19,286,217....	22,284,906....	21,268,302....	20,482,068....	19,833,252....	23,915,490....	23,491,143....	22,918,617....
.										
Wp Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Ly Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Wp Net Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
Ly Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
Wp Receipts C var Ly %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Shrink C	1,711.09	2,696.10	3,985.58	5,512.61	2,723.81	2,080.78	1,367.45	1,304.49	1,287.41	8,067.20
Ly Shrink C	1,711.09	2,696.10	3,985.58	5,512.61	2,723.81	2,080.78	1,367.45	1,304.49	1,287.41	8,067.20
Wp Move to Clr C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Move to Clr C	-251,474.78	-305,368.80	1,570,979.25	-423,786.45	-311,977.87	-261,789.96	2,097,406.42	-158,060.89	-234,111.60	-490,870.81
Wp MOS C	1,689.37	3,024.76	4,987.76	6,259.51	2,892.58	1,649.27	1,520.89	1,099.25	1,053.90	8,649.83
Ly MOS C	1,283.17	2,238.20	3,571.01	5,208.87	2,311.32	1,277.17	1,145.95	1,003.62	949.05	7,629.65

Gross Margin/Net Margin

After you have seeded, develop the sales and markdown targets for those departments. The last tab within the Create Targets step, Gross Margin, has one default view: Gross Margin.

Figure 6–18 1. Gross Margin/Net Margin View

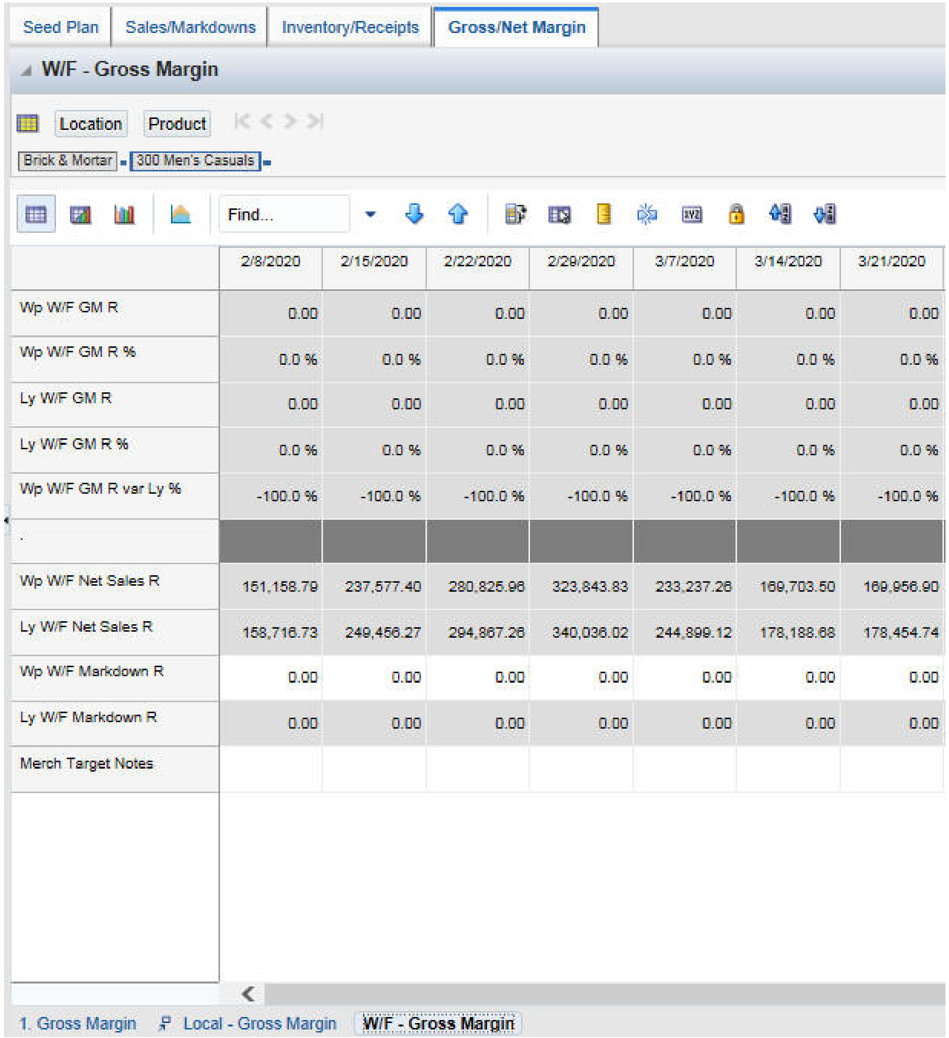


	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Wp GM R	2,162,524.36	2,247,466.12	2,299,543.32	2,195,493.02	1,399,141.81	1,059,409.17	966,724.46	819,044.88	743,107.68	1,313,224.34
Wp GM R %	394.3 %	338.8 %	292.0 %	241.6 %	206.7 %	182.6 %	170.0 %	155.3 %	140.8 %	125.3 %
Ly GM R	217,881.64	262,066.37	307,998.95	354,513.71	267,813.95	230,698.46	227,547.95	211,420.85	211,949.96	406,614.30
Ly GM R %	41.7 %	41.5 %	41.1 %	41.0 %	41.5 %	41.8 %	42.0 %	42.1 %	42.2 %	40.7 %
Wp GM R var Ly %	892.5 %	757.6 %	646.6 %	519.3 %	422.4 %	359.2 %	324.8 %	287.4 %	250.6 %	223.0 %
.										
Wp Vendor Funds R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Vendor Funds R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Royalties R	22,292.01	27,006.78	32,320.76	38,023.46	27,283.15	23,583.21	23,022.58	21,356.17	21,158.70	28,550.35
Ly Royalties R	30,756.97	37,262.09	44,593.95	52,462.15	37,643.41	32,538.48	31,764.97	29,465.77	29,193.32	39,391.80
.										
Wp Net GM R	2,181,297.75	2,268,176.38	2,321,488.63	2,220,506.09	1,420,418.57	1,079,570.28	986,593.47	838,123.15	762,083.76	1,323,870.73
Wp Net GM R %	397.7 %	342.0 %	294.8 %	244.4 %	209.8 %	186.1 %	173.5 %	158.9 %	144.4 %	126.3 %
Ly Net GM R	246,072.65	294,852.57	345,451.78	396,559.13	300,835.14	260,682.88	257,021.37	238,879.65	239,245.43	430,748.20
Ly Net GM R %	47.1 %	46.7 %	46.1 %	45.8 %	46.7 %	47.2 %	47.5 %	47.6 %	47.6 %	43.1 %
Wp Net GM R var Ly %	786.4 %	669.3 %	572.0 %	459.9 %	372.2 %	314.1 %	283.9 %	250.9 %	218.5 %	207.3 %
.										
Wp Net Sales R	548,456.21	663,299.73	787,380.74	908,647.07	676,939.90	580,132.64	568,647.84	527,389.07	527,630.79	1,048,240.82

If the Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning Gross Margin specifically catered to those options:

- W/F - Gross Margin

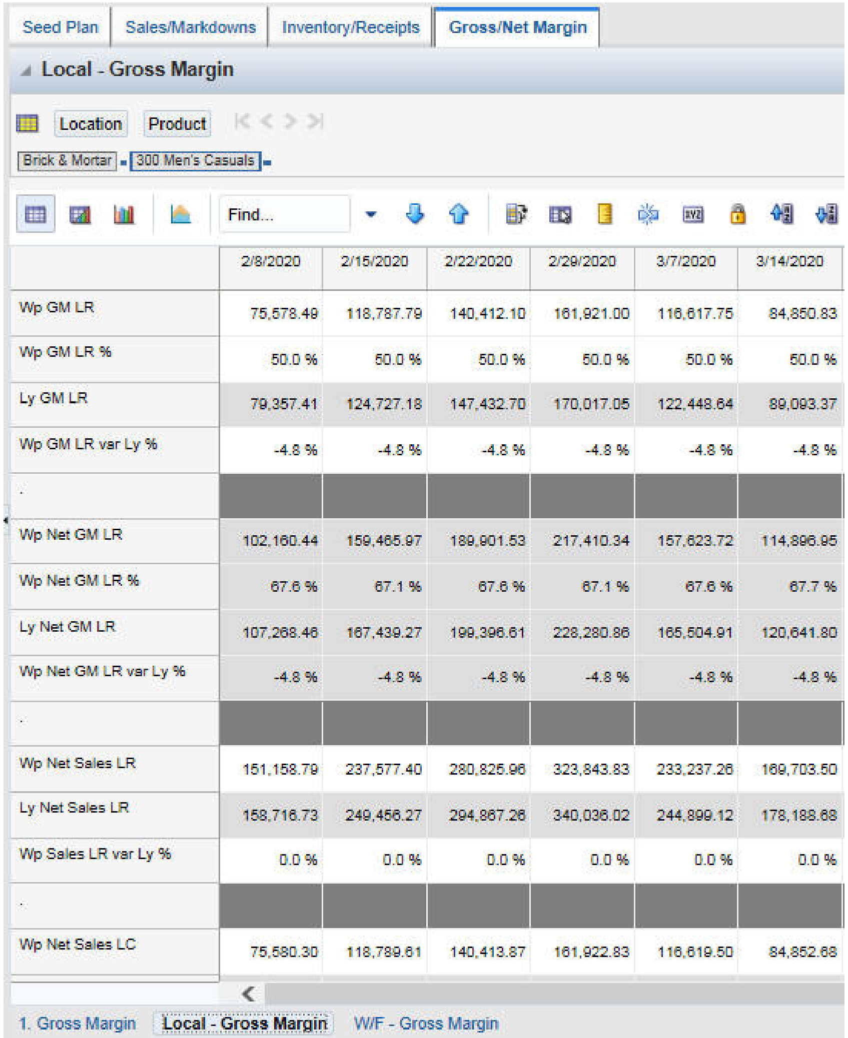
Figure 6–19 W/F - Gross Margin View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020
Wp W/F GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly W/F GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F GM R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.							
Wp W/F Net Sales R	151,158.79	237,577.40	280,825.96	323,843.83	233,237.26	169,703.50	169,956.90
Ly W/F Net Sales R	158,716.73	249,456.27	294,867.26	340,036.02	244,899.12	178,188.68	178,454.74
Wp W/F Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Merch Target Notes							

- Local - Gross Margin

Figure 6–20 Local - Gross Margin View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020
Wp GM LR	75,578.49	118,787.79	140,412.10	161,921.00	116,617.75	84,850.83
Wp GM LR %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Ly GM LR	79,357.41	124,727.18	147,432.70	170,017.05	122,448.64	89,093.37
Wp GM LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.						
Wp Net GM LR	102,160.44	159,465.97	189,901.53	217,410.34	157,623.72	114,896.95
Wp Net GM LR %	67.6 %	67.1 %	67.6 %	67.1 %	67.6 %	67.7 %
Ly Net GM LR	107,268.46	167,439.27	199,396.61	228,280.86	165,504.91	120,641.80
Wp Net GM LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.						
Wp Net Sales LR	151,158.79	237,577.40	280,825.96	323,843.83	233,237.26	169,703.50
Ly Net Sales LR	158,716.73	249,456.27	294,867.26	340,036.02	244,899.12	178,188.68
Wp Sales LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.						
Wp Net Sales LC	75,580.30	118,789.61	140,413.87	161,922.83	116,619.50	84,852.68

To create the Merch Targets, one approach is to complete the following steps within the views described above:

1. Seed the plan using Last Year or Forecast to create a base plan. All percentage measures will be seeded to maintain same percentage as Last Year. For example: Wp Gross Margin%, Wp Shrink C%.
2. Net Sales Cost will be seeded with values to maintain the same last year Gross Margin%.
3. Enter the Wp Sales R that you are projecting. Use Fcst Sales R as a guide.
4. Enter the projected Wp Gross Margin% at month level and click **Calculate** in order to calculate the Wp Gross Margin R and Wp Net Sales C.
5. Plan the required inventory by adjusting Wp Stock to Sales Ratio. Adjust other seeded inventory measures such as Wp Shrink C ands Wp MOS C and plan the Wp Receipts C.

Review and Publish Targets

In the Review Targets step, review the targets you created in the Create Targets step.

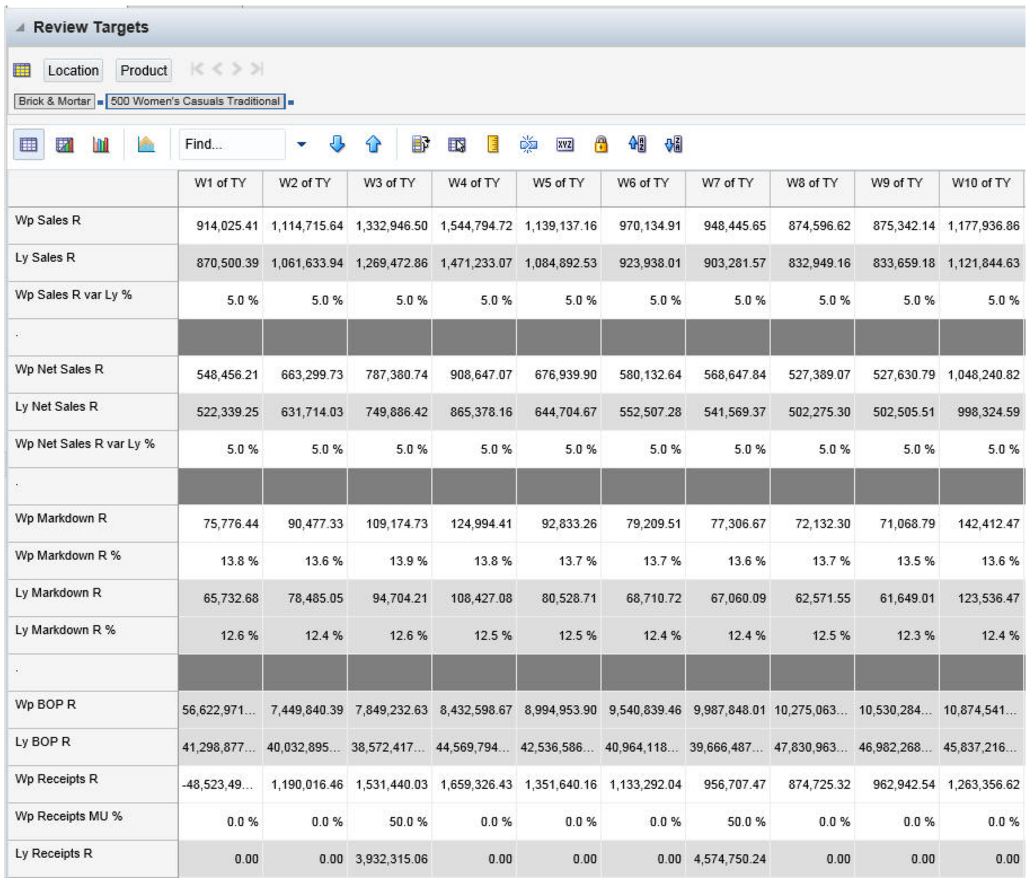
The next action that the Merch Target users complete is to review and publish their targets.

Review Targets

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

Note: If you have not published Merch Targets yet, the Tgt measures have no values.

Figure 6–21 Review Targets View



	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Wp Sales R	914,025.41	1,114,715.64	1,332,946.50	1,544,794.72	1,139,137.16	970,134.91	948,445.65	874,596.62	875,342.14	1,177,936.86
Ly Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Wp Sales R var Ly %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %
.										
Wp Net Sales R	548,456.21	663,299.73	787,380.74	908,647.07	676,939.90	580,132.64	568,647.84	527,389.07	527,630.79	1,048,240.82
Ly Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Wp Net Sales R var Ly %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %
.										
Wp Markdown R	75,776.44	90,477.33	109,174.73	124,994.41	92,833.26	79,209.51	77,306.67	72,132.30	71,068.79	142,412.47
Wp Markdown R %	13.8 %	13.6 %	13.9 %	13.8 %	13.7 %	13.7 %	13.6 %	13.7 %	13.5 %	13.6 %
Ly Markdown R	65,732.68	78,485.05	94,704.21	108,427.08	80,528.71	68,710.72	67,060.09	62,571.55	61,649.01	123,536.47
Ly Markdown R %	12.6 %	12.4 %	12.6 %	12.5 %	12.5 %	12.4 %	12.4 %	12.5 %	12.3 %	12.4 %
.										
Wp BOP R	56,622,971...	7,449,840.39	7,849,232.63	8,432,598.67	8,994,953.90	9,540,839.46	9,987,848.01	10,275,063...	10,530,284...	10,874,541...
Ly BOP R	41,298,877...	40,032,895...	38,572,417...	44,569,794...	42,536,586...	40,964,118...	39,666,487...	47,830,963...	46,982,268...	45,837,216...
Wp Receipts R	-48,523,49...	1,190,016.46	1,531,440.03	1,659,326.43	1,351,640.16	1,133,292.04	956,707.47	874,725.32	962,942.54	1,263,356.62
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts R	0.00	0.00	3,932,315.06	0.00	0.00	0.00	4,574,750.24	0.00	0.00	0.00

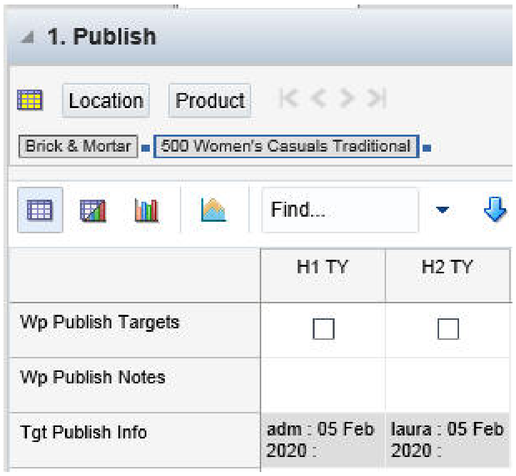
If you are satisfied with the target plan you have created, proceed to the next Merch Target role step: Publish Targets.

Publish Targets

Publishing a target copies your Merch Target Wp measure information to the Tgt measures in your task, and then it commits those target measures to the database so that Merch Plan users can retrieve those targets.

The Tgt measures are shown in the Review Targets view found in the Review and Publish Targets step. These measures initially have zero values. After the targets are published in this step, these measures are populated with the target information.

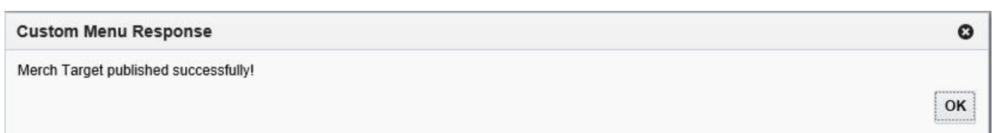
Figure 6–22 Publish Targets



To publish the targets, complete the following steps.

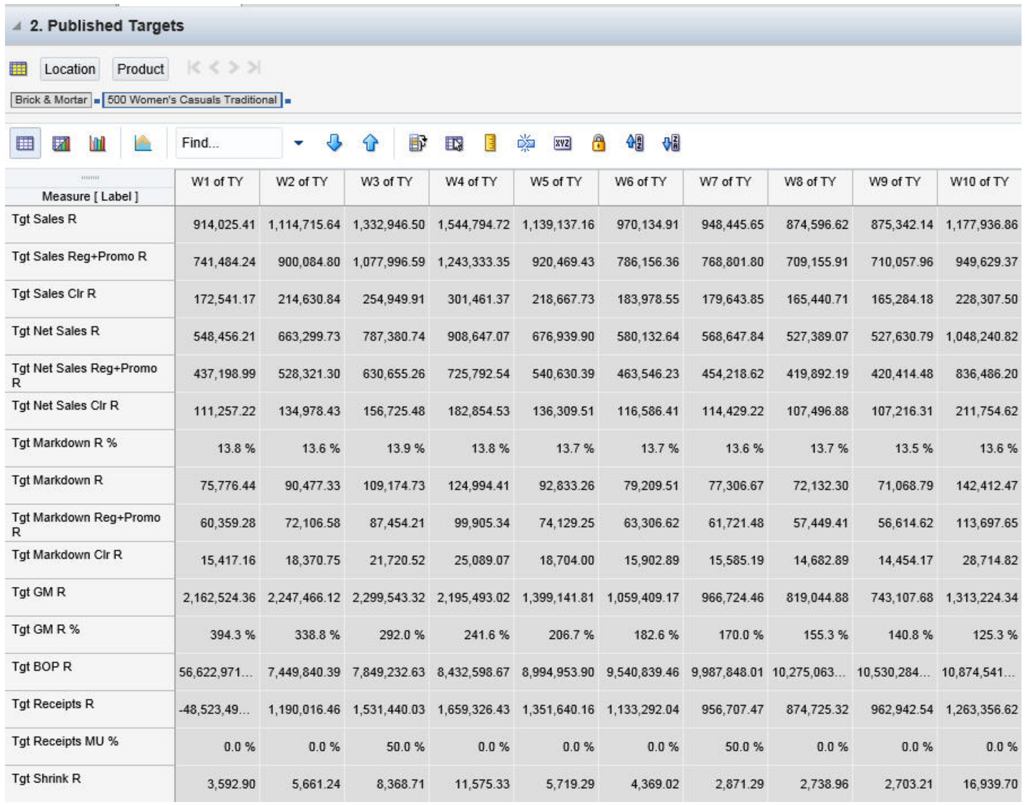
1. Select the halves in the Wp Publish Targets measure that you want to publish.
2. If needed, enter relevant information in the Wp Publish Notes measure. This is optional.
3. Repeat steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the top right corner.
5. A success message is displayed. Click **OK** to close it.

Figure 6–23 Success Message - Publish Targets



6. The view refreshes the data in the Wp Publish Targets and the Wp Publish Notes measures. It populates the data for Tgt Publish Notes measure as name:date:notes.

Figure 6–24 Successfully Published Targets



2. Published Targets

Location Product

Brick & Mortar | 500 Women's Casuals Traditional

Find...

Measure [Label]	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Tgt Sales R	914,025.41	1,114,715.64	1,332,946.50	1,544,794.72	1,139,137.16	970,134.91	948,445.65	874,596.62	875,342.14	1,177,936.86
Tgt Sales Reg+Promo R	741,484.24	900,084.80	1,077,996.59	1,243,333.35	920,469.43	786,156.36	768,801.80	709,155.91	710,057.96	949,629.37
Tgt Sales Clr R	172,541.17	214,630.84	254,949.91	301,461.37	218,667.73	183,978.55	179,643.85	165,440.71	165,284.18	228,307.50
Tgt Net Sales R	548,456.21	663,299.73	787,380.74	908,647.07	676,939.90	580,132.64	568,647.84	527,389.07	527,630.79	1,048,240.82
Tgt Net Sales Reg+Promo R	437,198.99	528,321.30	630,655.26	725,792.54	540,630.39	463,546.23	454,218.62	419,892.19	420,414.48	836,486.20
Tgt Net Sales Clr R	111,257.22	134,978.43	156,725.48	182,854.53	136,309.51	116,586.41	114,429.22	107,496.88	107,216.31	211,754.62
Tgt Markdown R %	13.8 %	13.6 %	13.9 %	13.8 %	13.7 %	13.7 %	13.6 %	13.7 %	13.5 %	13.6 %
Tgt Markdown R	75,776.44	90,477.33	109,174.73	124,994.41	92,833.26	79,209.51	77,306.67	72,132.30	71,068.79	142,412.47
Tgt Markdown Reg+Promo R	60,359.28	72,106.58	87,454.21	99,905.34	74,129.25	63,306.62	61,721.48	57,449.41	56,614.62	113,697.65
Tgt Markdown Clr R	15,417.16	18,370.75	21,720.52	25,089.07	18,704.00	15,902.89	15,585.19	14,682.89	14,454.17	28,714.82
Tgt GM R	2,162,524.36	2,247,466.12	2,299,543.32	2,195,493.02	1,399,141.81	1,059,409.17	966,724.46	819,044.88	743,107.68	1,313,224.34
Tgt GM R %	394.3 %	338.8 %	292.0 %	241.6 %	206.7 %	182.6 %	170.0 %	155.3 %	140.8 %	125.3 %
Tgt BOP R	56,622,971...	7,449,840.39	7,849,232.63	8,432,598.67	8,994,953.90	9,540,839.46	9,987,848.01	10,275,063...	10,530,284...	10,874,541...
Tgt Receipts R	-48,523,49...	1,190,016.46	1,531,440.03	1,659,326.43	1,351,640.16	1,133,292.04	956,707.47	874,725.32	962,942.54	1,263,356.62
Tgt Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %
Tgt Shrink R	3,592.90	5,661.24	8,368.71	11,575.33	5,719.29	4,369.02	2,871.29	2,738.96	2,703.21	16,939.70

Next Steps

After you have published your targets and committed your task, the Merch Plan user can use the targets to create a plan. To learn about the Merch Targets user's role, see Chapter 7.

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

7 Create Merch Plan Task

The Merch Plan role is usually associated with the merchandise planner in the merchandise planning organization. During the pre-season, the Merch Plan user receives department targets from the Merch Targets user. The Merch Plan user references those targets when creating the department and subclass targets.

When Merch Plan users open MFP in the RPAS Fusion Client, they are presented with the preseason activity called Create Merch Plan. This plan belongs only to the Merch Plan user. It includes the following steps:

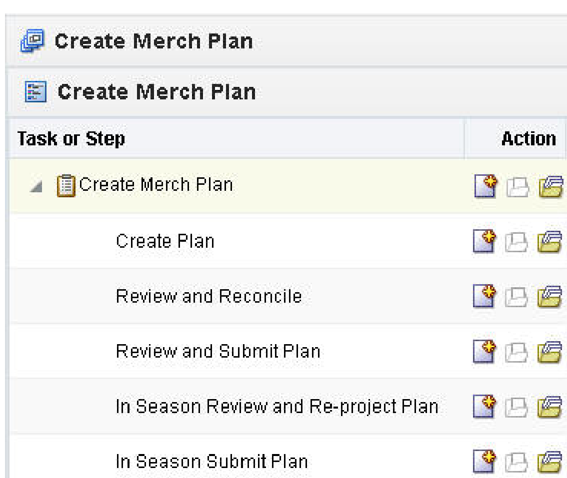
- Create Plan
- Review and Reconcile
- Review and Submit Plan
- In-Season Review and Re-Project Plan
- In-Season Submit Plan

After Merch Plan users develop the department plan, they submit their plan to the Merch Targets user for approval using the Review and Submit task. This task has two steps:

- Review Plan
- Submit and Copy Approved Plan

These tasks and steps are shown in Figure 7–1.

Figure 7–1 Create Merch Plan View: Pre-Season Tasks and Steps



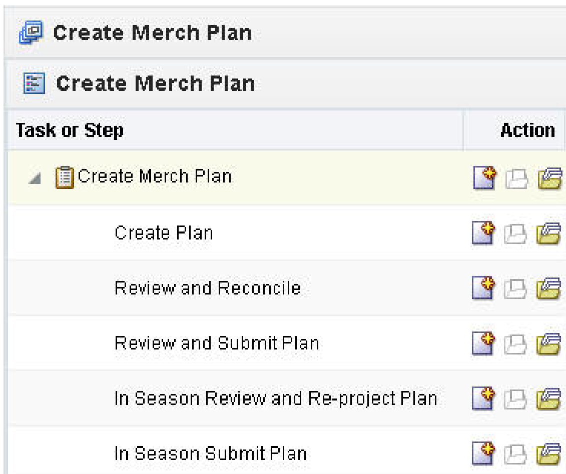
The Merch Plan user must complete the first three steps in the Create Merch Plan task in order to create the department plans and submit them for approval to the Merch Targets user. To do this, the Merch Plan user must first build the workbook.

Building the Workbook

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

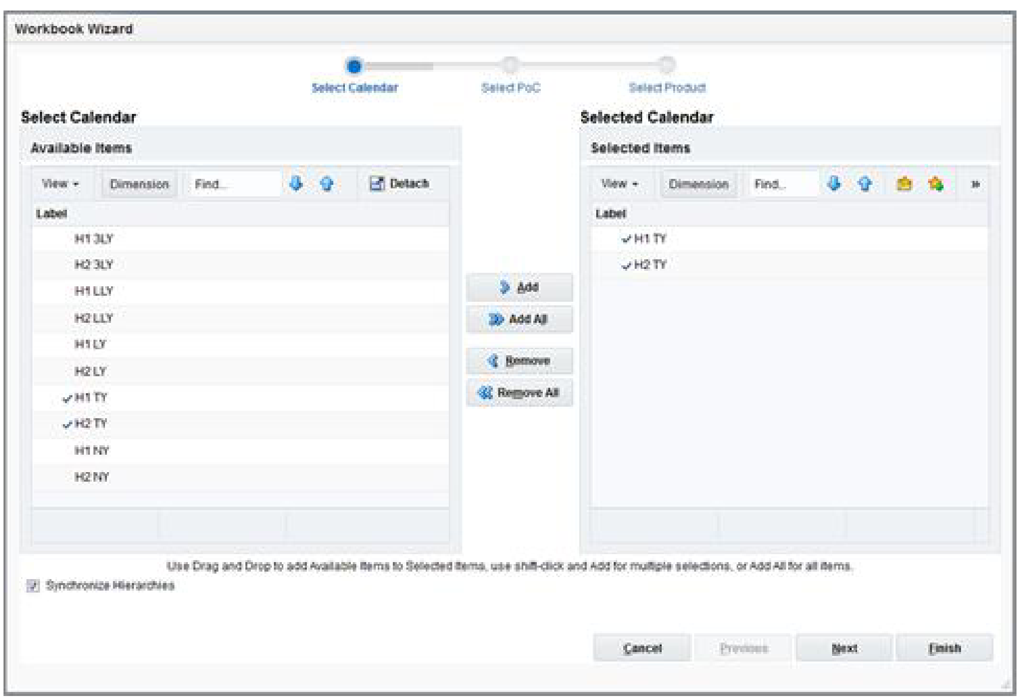
1. Click the **Create New Workbook** icon in the Create Merch Plan task.

Figure 7–2 Create New Workbook Icon



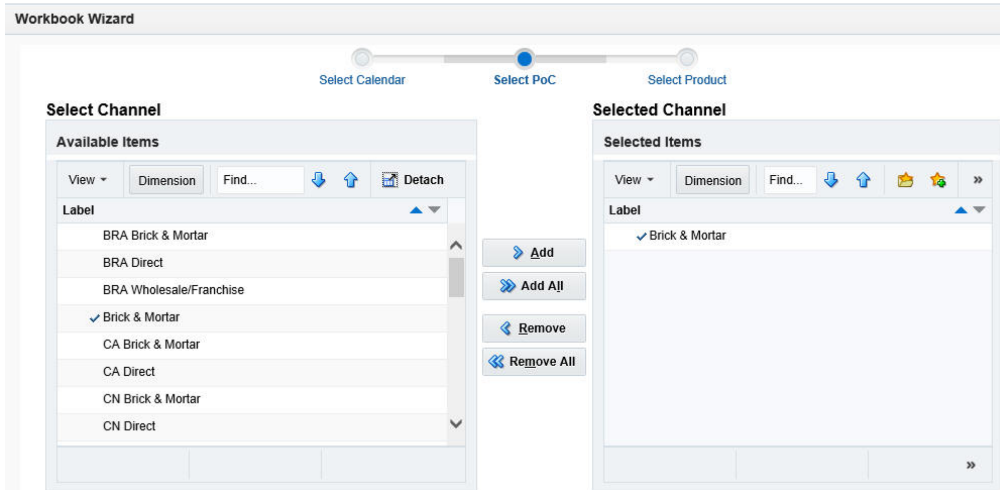
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 7–3 Workbook Wizard: Calendar Selection



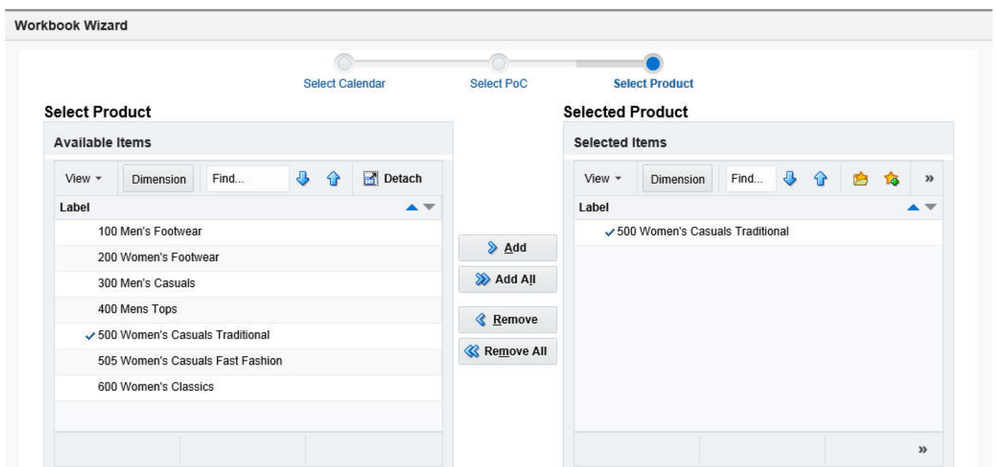
3. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Next**.

Figure 7–4 Workbook Wizard: Location Selection



4. The Product Selection step of the workbook wizard is displayed. Select the company you want to plan and move it to the Selected Items box. Click **Finish**.

Figure 7–5 Workbook Wizard: Product Selection



The Merch Plan role workbook is built, and the Initialize view opens.

Create Plan

This section provides details about plan creation.

Seed Plan

The first action that the Merch Plan users complete when creating new plans is to seed the plan with the Initialize view. This view is found under the first tab within the Create Plan Step, Seed Plan.

Figure 7–6 Create Plan - Seed Plan: Initialize Plan View

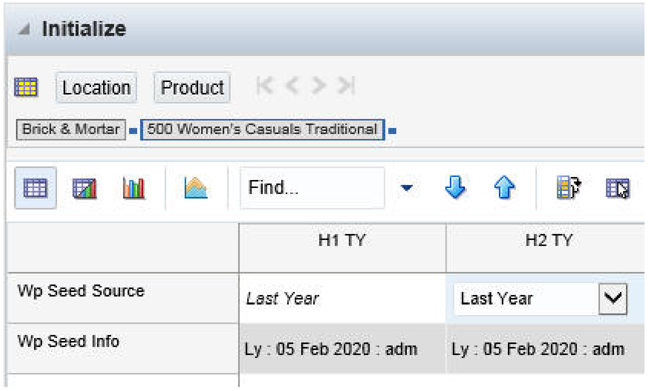


Table 7–1 Merch Plan Initialize Plan Measures

Measure	Description
Seed Source	The seed source used to seed the working plan. Use this option to seed or not seed the working plan. You can seed with Last Year's (Ly) or Forecast (Fcst) data. Or, you can choose the Blank option if you do not want to seed the working plan.
Seed Info	Includes a few pertinent facts about the last time that the Seed custom menu was executed: last seed source concatenated with last seeded date and the last user to seed. If blank, then the given intersection has never been seeded.

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

In the preceding example, both Half1 and Half2 have been selected to be seeded for the Brick & Mortar channel for the 500 Women's Casuals Traditional department.

Seeding the Plan

When seeding the plan, you can choose which information is seeded. For instance, you can seed just one half or all halves in the task, as shown in Figure 7–6. You can also choose what locations and products to seed.

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

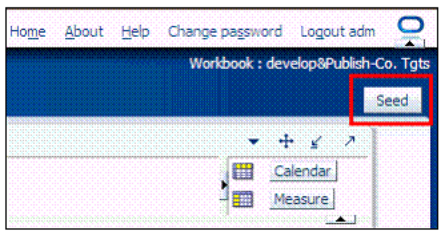
Seeding One Level at a Time As shown in Figure 7–6, only the Brick & Mortar channel and the 20 Menswear division have been selected to be seeded with Ly data. This means that the other product divisions have not been selected to be seeded yet. To seed the next division in the Product dimension within the Brick & Mortar channel, complete the following steps:

1. Click within the dimension field that you want to change, as shown in Figure 7–7.
2. Click the **Next** or **Previous** arrow, as shown in Figure 7–7.

Figure 7–7 Changing a Dimension Level with Page Arrows

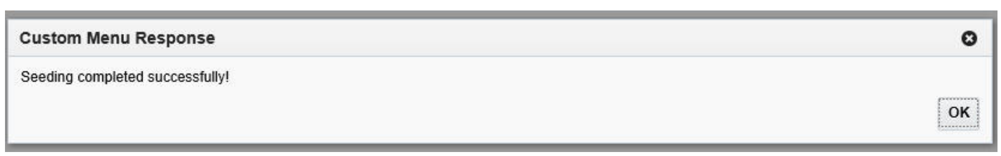
3. The page refreshes and the next division in the Product dimension is displayed in the page edge. Note that the Seed Source measure is no longer populated.
4. Select the half that you want to seed with Ly or Adj Ly data.
5. Click the **Next** arrow to view and seed the next division.
6. When you have selected all the data you want to seed, click **Seed** in the top right corner.

Figure 7–8 Seed Button



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

Figure 7–9 Seeding Success Message



After you have seeded, the view refreshes and the Last Seed Source and Last Seed Date measures contain the source and date of the last seed.

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

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

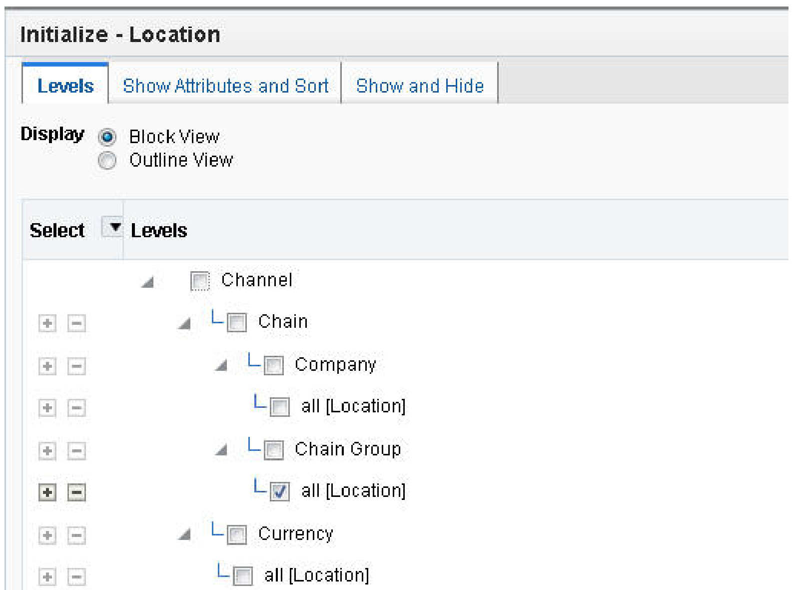
To change the dimension level shown in the page edge or grid, complete the following steps:

1. Click the dimension tile of the dimension level you want to change.

Figure 7–10 Location Dimension Tile

2. The dimension window is displayed. Select the level of the dimension that you want to appear in the page edge. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In Figure 7–11, Channel was deselected and all [Location] was selected instead.

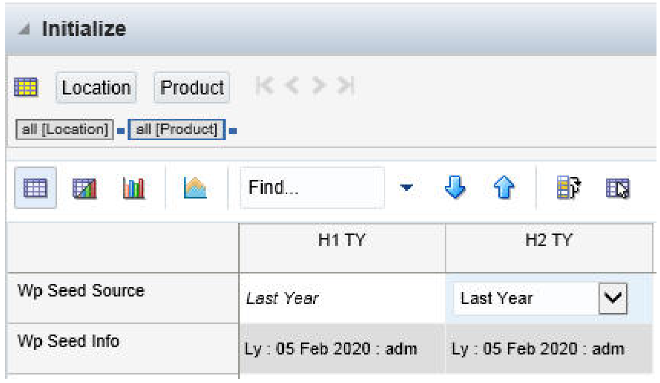
Figure 7–11 Location Dimension Window



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

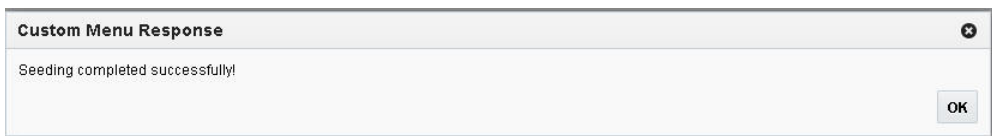
   In Figure 7–12, both the Location and Product dimensions are at All, and the halves Half1 FY2020 and Half2 FY2020 to H1TY and H2TY have been set to seed from last year.
6. When you have selected all the data you want to seed, click **Seed** in the top right corner, as shown in Figure 7–12.

Figure 7–12 Seeding Several Levels at Once



7. The view refreshes and the Last Seeded Source and Last Seed Date measures contain the source and date of the last seed. A confirmation message is displayed, stating that the data has been successfully seeded. Click **OK**.

Figure 7–13 Seeding Success Message

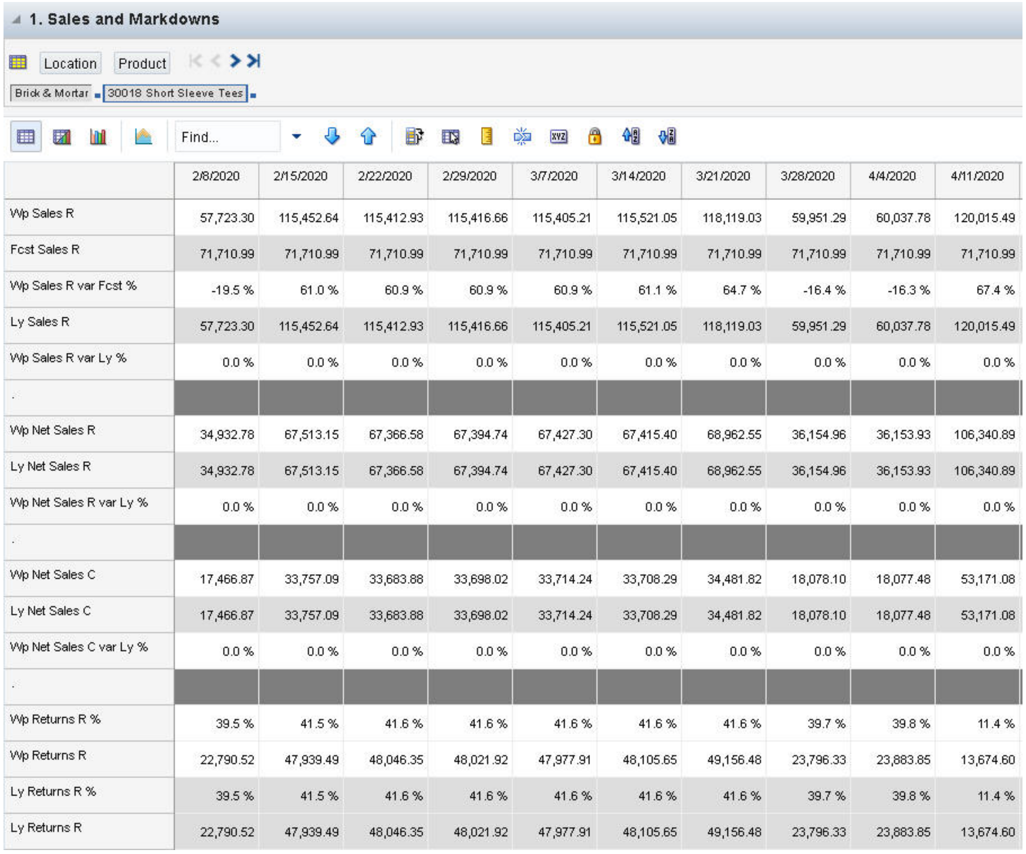


After you have seeded the divisions, continue to the next tab: Sales and Markdowns.

Sales and Markdowns

After you have seeded, develop the sales and markdown plan for those departments. The second tab within the Create Plan step, Sales and Markdowns, has one default view: Sales and Markdowns.

Figure 7–14 Sales and Markdowns View

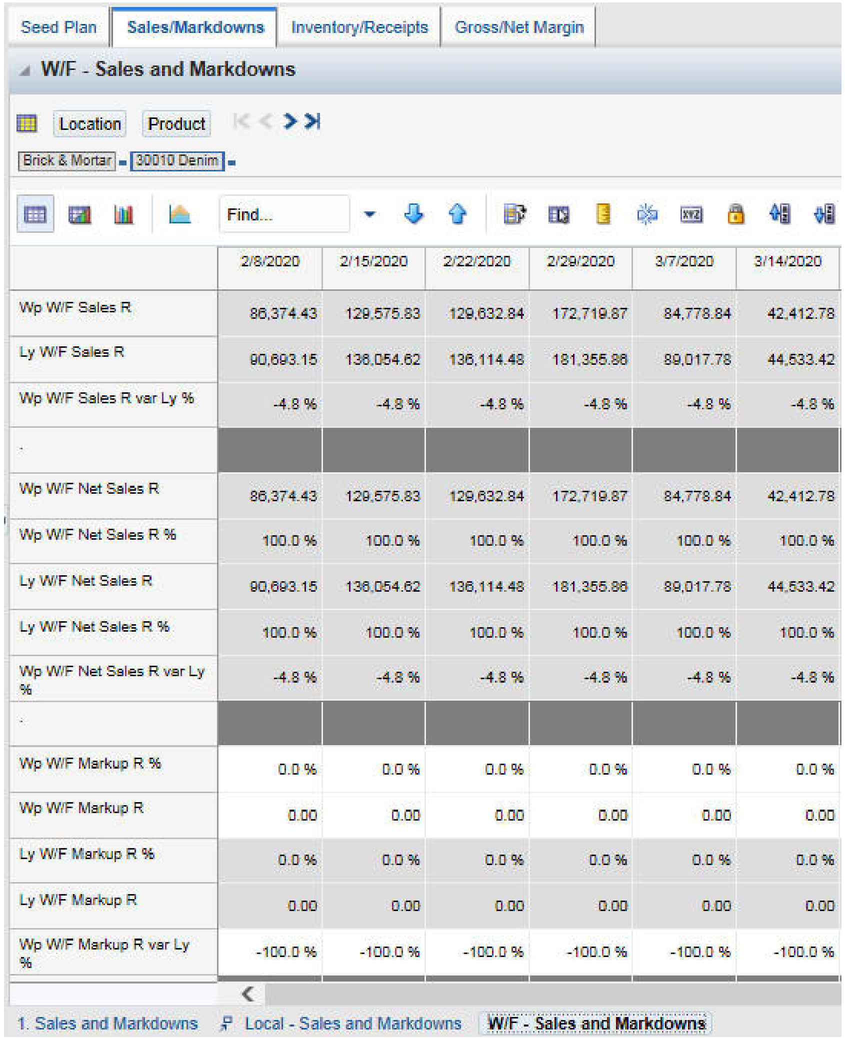


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Fcst Sales R	71,710.99	71,710.99	71,710.99	71,710.99	71,710.99	71,710.99	71,710.99	71,710.99	71,710.99	71,710.99
Wp Sales R var Fcst %	-19.5 %	61.0 %	60.9 %	60.9 %	60.9 %	61.1 %	64.7 %	-16.4 %	-16.3 %	67.4 %
Ly Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Wp Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Ly Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Wp Net Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	17,466.87	33,757.09	33,683.88	33,698.02	33,714.24	33,708.29	34,481.82	18,078.10	18,077.48	53,171.08
Ly Net Sales C	17,466.87	33,757.09	33,683.88	33,698.02	33,714.24	33,708.29	34,481.82	18,078.10	18,077.48	53,171.08
Wp Net Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Returns R %	39.5 %	41.5 %	41.6 %	41.6 %	41.6 %	41.6 %	41.6 %	39.7 %	39.8 %	11.4 %
Wp Returns R	22,790.52	47,939.49	48,046.35	48,021.92	47,977.91	48,105.65	49,156.48	23,796.33	23,883.85	13,674.60
Ly Returns R %	39.5 %	41.5 %	41.6 %	41.6 %	41.6 %	41.6 %	41.6 %	39.7 %	39.8 %	11.4 %
Ly Returns R	22,790.52	47,939.49	48,046.35	48,021.92	47,977.91	48,105.65	49,156.48	23,796.33	23,883.85	13,674.60

If the Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning sales and markdowns specifically catered to those options:

- W/F - Sales and Markdowns

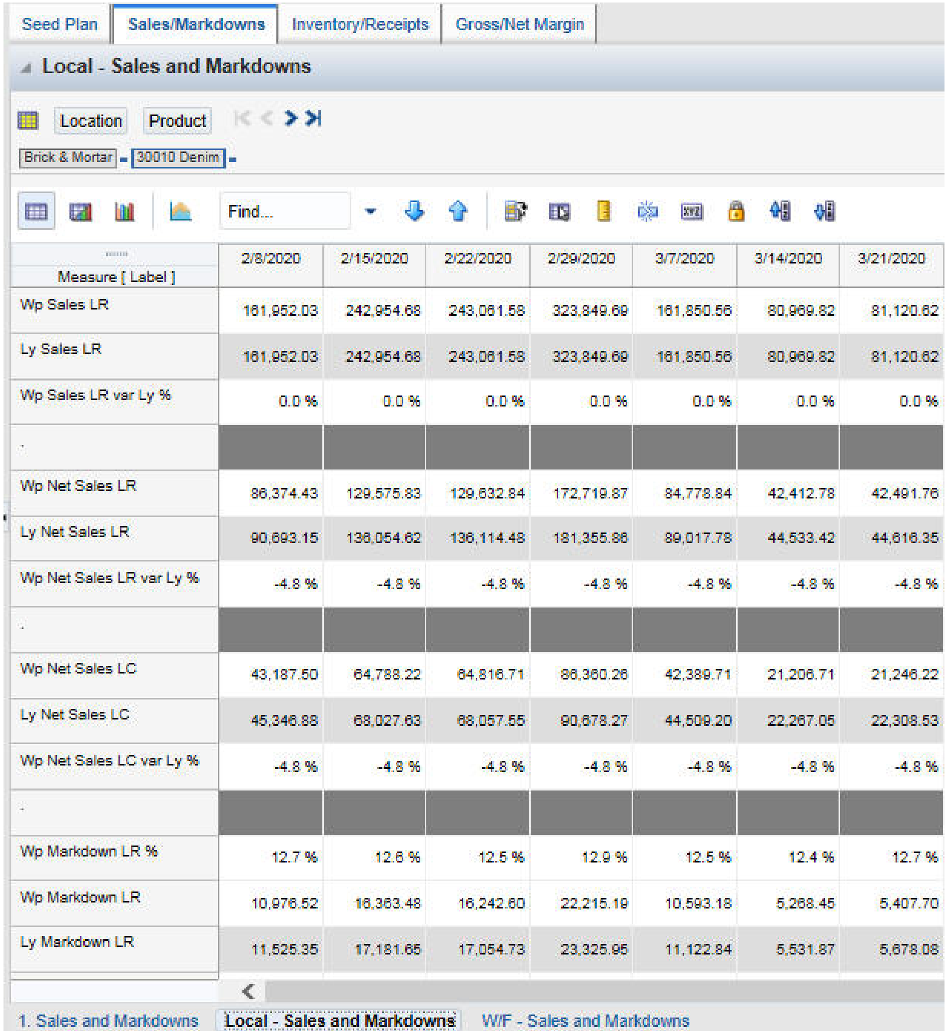
Figure 7–15 W/F - Sales and Markdowns View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020
Wp W/F Sales R	86,374.43	129,575.83	129,632.84	172,719.87	84,778.84	42,412.78
Ly W/F Sales R	90,693.15	136,054.62	136,114.48	181,355.86	89,017.78	44,533.42
Wp W/F Sales R var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.						
Wp W/F Net Sales R	86,374.43	129,575.83	129,632.84	172,719.87	84,778.84	42,412.78
Wp W/F Net Sales R %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Ly W/F Net Sales R	90,693.15	136,054.62	136,114.48	181,355.86	89,017.78	44,533.42
Ly W/F Net Sales R %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Wp W/F Net Sales R var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.						
Wp W/F Markup R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F Markup R	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F Markup R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly W/F Markup R	0.00	0.00	0.00	0.00	0.00	0.00
Wp W/F Markup R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %

- Local - Sales and Markdowns

Figure 7–16 Local - Sales and Markdowns View

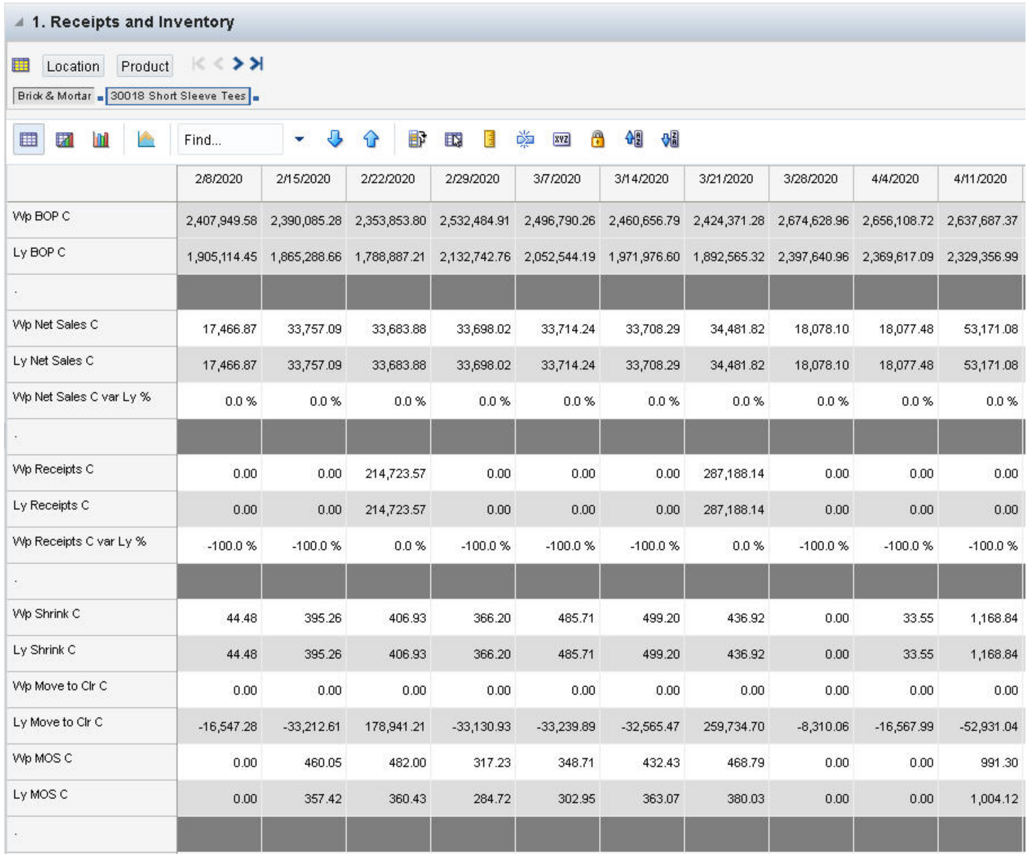


Measure [Label]	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020
Wp Sales LR	161,952.03	242,954.68	243,061.58	323,849.69	161,850.56	80,969.82	81,120.62
Ly Sales LR	161,952.03	242,954.68	243,061.58	323,849.69	161,850.56	80,969.82	81,120.62
Wp Sales LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.							
Wp Net Sales LR	86,374.43	129,575.83	129,632.84	172,719.87	84,778.84	42,412.78	42,491.76
Ly Net Sales LR	90,693.15	136,054.62	136,114.48	181,355.86	89,017.78	44,533.42	44,616.35
Wp Net Sales LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.							
Wp Net Sales LC	43,187.50	64,788.22	64,816.71	86,360.26	42,389.71	21,206.71	21,246.22
Ly Net Sales LC	45,346.88	68,027.63	68,057.55	90,678.27	44,509.20	22,267.05	22,308.53
Wp Net Sales LC var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.							
Wp Markdown LR %	12.7 %	12.6 %	12.5 %	12.9 %	12.5 %	12.4 %	12.7 %
Wp Markdown LR	10,976.52	16,363.48	16,242.60	22,215.19	10,593.18	5,268.45	5,407.70
Ly Markdown LR	11,525.35	17,181.65	17,054.73	23,325.95	11,122.84	5,531.87	5,678.08

Receipts and Inventory

The third tab within the Create Plan step, Receipts and Inventory, has one view: Receipts and Inventory.

Figure 7–17 Receipts and Inventory View

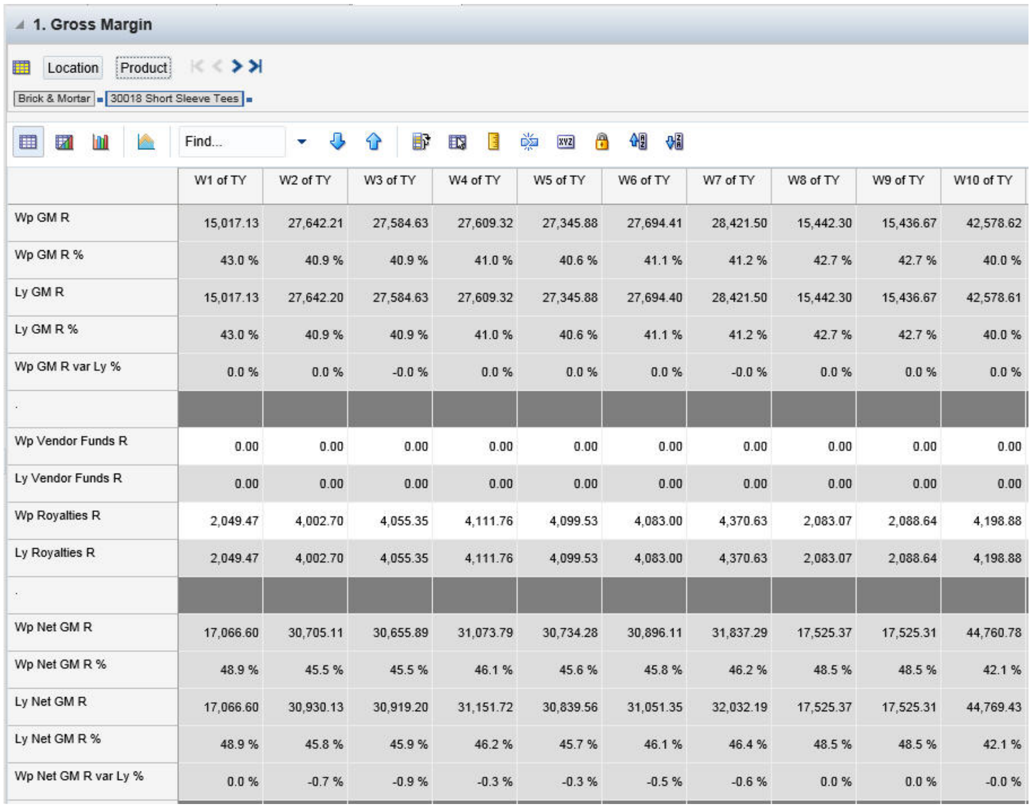


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp BOP C	2,407,949.58	2,390,085.28	2,353,853.80	2,532,484.91	2,496,790.26	2,460,656.79	2,424,371.28	2,674,628.96	2,656,108.72	2,637,687.37
Ly BOP C	1,905,114.45	1,865,288.66	1,788,887.21	2,132,742.76	2,052,544.19	1,971,976.60	1,892,565.32	2,397,640.96	2,369,617.09	2,329,356.99
.										
Wp Net Sales C	17,466.87	33,757.09	33,683.88	33,698.02	33,714.24	33,708.29	34,481.82	18,078.10	18,077.48	53,171.08
Ly Net Sales C	17,466.87	33,757.09	33,683.88	33,698.02	33,714.24	33,708.29	34,481.82	18,078.10	18,077.48	53,171.08
Wp Net Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Receipts C	0.00	0.00	214,723.57	0.00	0.00	0.00	287,188.14	0.00	0.00	0.00
Ly Receipts C	0.00	0.00	214,723.57	0.00	0.00	0.00	287,188.14	0.00	0.00	0.00
Wp Receipts C var Ly %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Shrink C	44.48	395.26	406.93	366.20	485.71	499.20	436.92	0.00	33.55	1,168.84
Ly Shrink C	44.48	395.26	406.93	366.20	485.71	499.20	436.92	0.00	33.55	1,168.84
Wp Move to Clr C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Move to Clr C	-16,547.28	-33,212.61	178,941.21	-33,130.93	-33,239.89	-32,565.47	259,734.70	-8,310.06	-16,567.99	-52,931.04
Wp MOS C	0.00	460.05	482.00	317.23	348.71	432.43	468.79	0.00	0.00	991.30
Ly MOS C	0.00	357.42	360.43	284.72	302.95	363.07	380.03	0.00	0.00	1,004.12
.										

Gross Margin

After you have seeded, develop the sales and markdown plan for those departments. The last tab within the Create Plan step, Gross Margin, has one default view: Gross Margin.

Figure 7–18 Gross Margin View

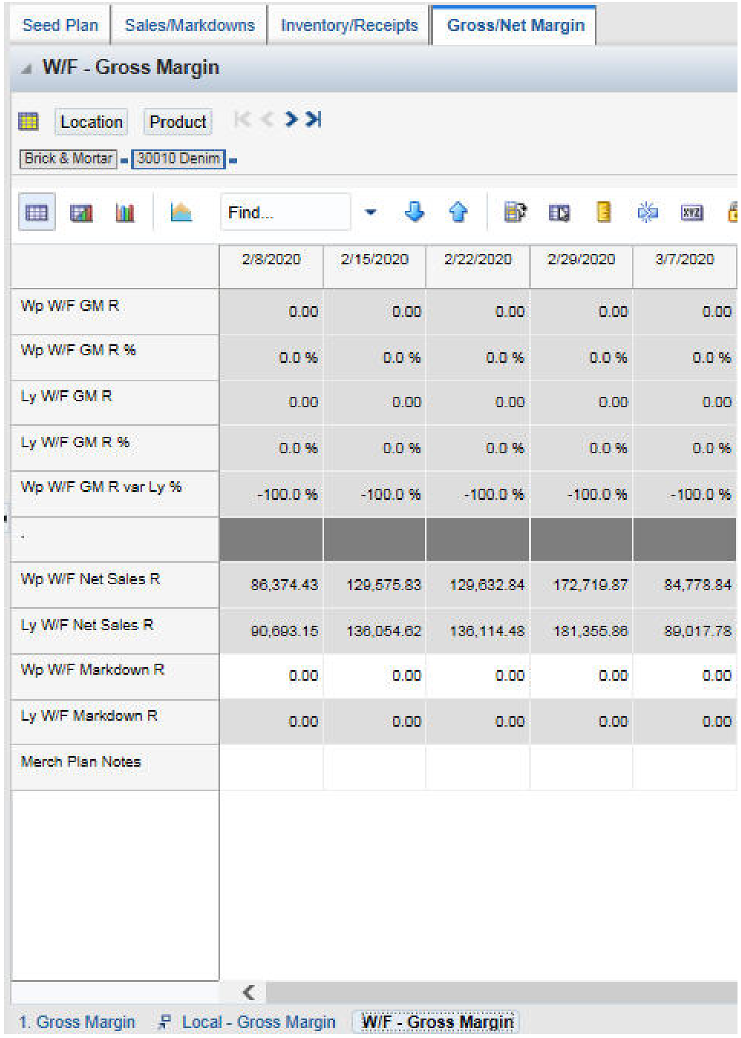


	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Wp GM R	15,017.13	27,642.21	27,584.63	27,609.32	27,345.88	27,694.41	28,421.50	15,442.30	15,436.67	42,578.62
Wp GM R %	43.0 %	40.9 %	40.9 %	41.0 %	40.6 %	41.1 %	41.2 %	42.7 %	42.7 %	40.0 %
Ly GM R	15,017.13	27,642.20	27,584.63	27,609.32	27,345.88	27,694.40	28,421.50	15,442.30	15,436.67	42,578.61
Ly GM R %	43.0 %	40.9 %	40.9 %	41.0 %	40.6 %	41.1 %	41.2 %	42.7 %	42.7 %	40.0 %
Wp GM R var Ly %	0.0 %	0.0 %	-0.0 %	0.0 %	0.0 %	0.0 %	-0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Vendor Funds R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Vendor Funds R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Royalties R	2,049.47	4,002.70	4,055.35	4,111.76	4,099.53	4,083.00	4,370.63	2,083.07	2,088.64	4,198.88
Ly Royalties R	2,049.47	4,002.70	4,055.35	4,111.76	4,099.53	4,083.00	4,370.63	2,083.07	2,088.64	4,198.88
.										
Wp Net GM R	17,066.60	30,705.11	30,655.89	31,073.79	30,734.28	30,896.11	31,837.29	17,525.37	17,525.31	44,760.78
Wp Net GM R %	48.9 %	45.5 %	45.5 %	46.1 %	45.6 %	45.8 %	46.2 %	48.5 %	48.5 %	42.1 %
Ly Net GM R	17,066.60	30,930.13	30,919.20	31,151.72	30,839.56	31,051.35	32,032.19	17,525.37	17,525.31	44,769.43
Ly Net GM R %	48.9 %	45.8 %	45.9 %	46.2 %	45.7 %	46.1 %	46.4 %	48.5 %	48.5 %	42.1 %
Wp Net GM R var Ly %	0.0 %	-0.7 %	-0.9 %	-0.3 %	-0.3 %	-0.5 %	-0.6 %	0.0 %	0.0 %	-0.0 %

If Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning Gross Margin specifically catered to those options:

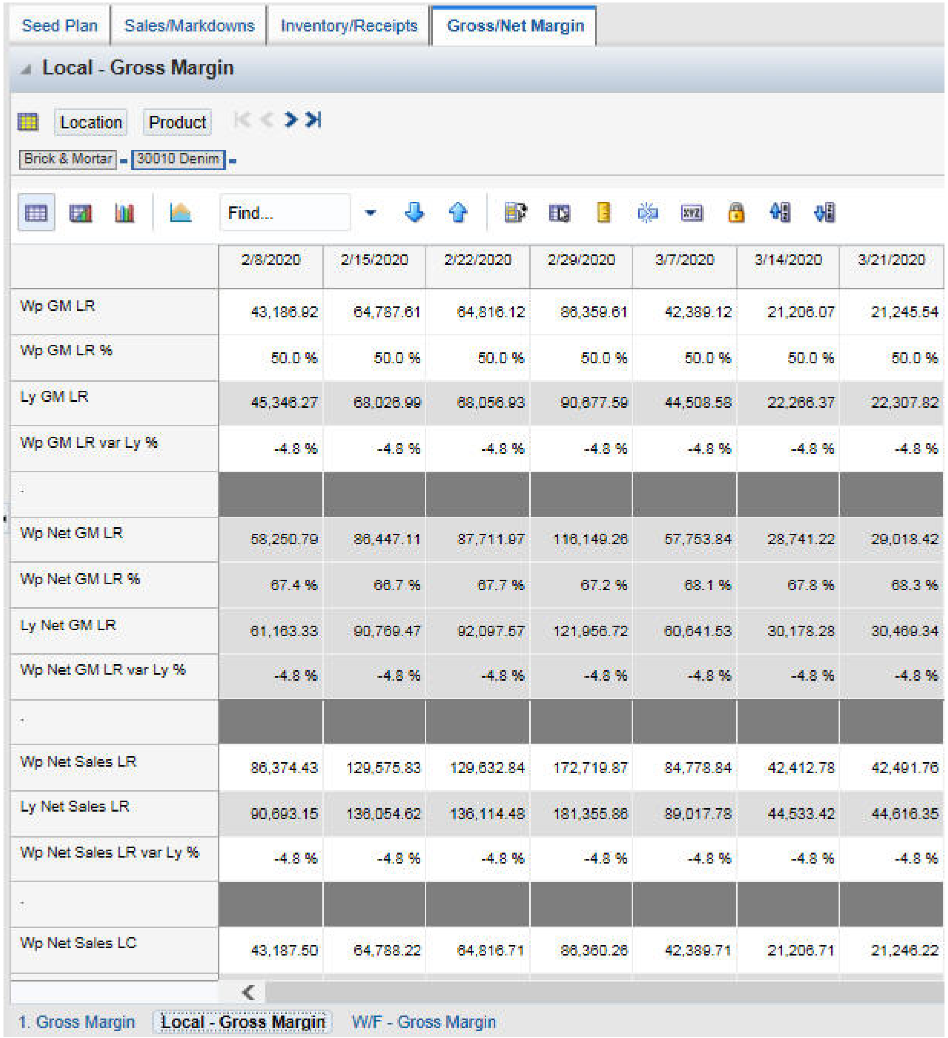
- W/F - Gross Margin

Figure 7–19 W/F - Gross Margin View



- Local - Gross Margin

Figure 7–20 Local - Gross Margin View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020
Wp GM LR	43,186.92	64,787.61	64,816.12	86,359.61	42,389.12	21,206.07	21,245.54
Wp GM LR %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Ly GM LR	45,346.27	68,026.99	68,056.93	90,677.59	44,508.58	22,266.37	22,307.82
Wp GM LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.							
Wp Net GM LR	58,250.79	86,447.11	87,711.97	116,149.26	57,753.84	28,741.22	29,018.42
Wp Net GM LR %	67.4 %	66.7 %	67.7 %	67.2 %	68.1 %	67.8 %	68.3 %
Ly Net GM LR	61,163.33	90,769.47	92,097.57	121,956.72	60,641.53	30,178.28	30,469.34
Wp Net GM LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.							
Wp Net Sales LR	86,374.43	129,575.83	129,632.84	172,719.87	84,778.84	42,412.78	42,491.76
Ly Net Sales LR	90,693.15	136,054.62	136,114.48	181,355.86	89,017.78	44,533.42	44,616.35
Wp Net Sales LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.							
Wp Net Sales LC	43,187.50	64,788.22	64,816.71	86,360.26	42,389.71	21,206.71	21,246.22

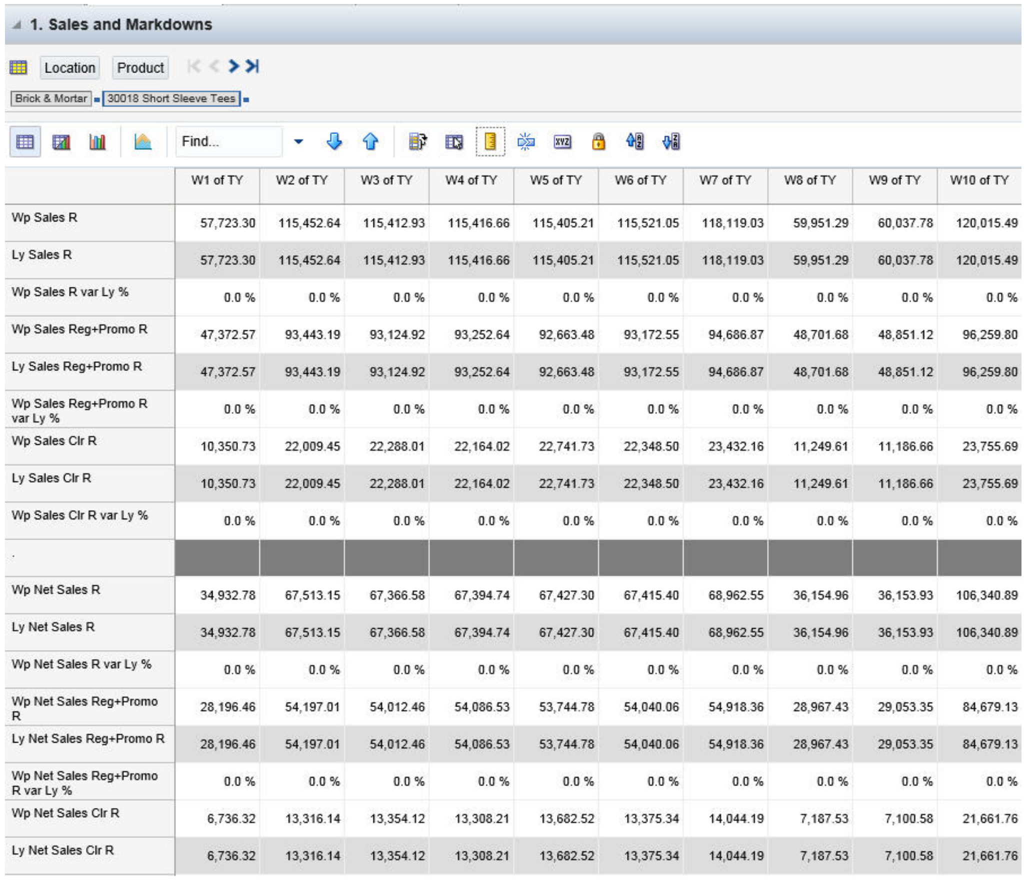
Sales and Markdown Plan - Sales by Type

After you have seeded the groups and reviewed the Merch Target plan, you can develop the sales and markdown plan for the subclasses within those departments using the Sales and Markdowns view.

Use the following best practices to plan the sales and markdowns.

1. Using the default measure profile, which is Sales and Markdowns, review and compare the total sales to the forecast.
2. Change the measure profile to Sales by Type.

Figure 7–21 Sales and Markdowns View, Sales By Type Measure Profile



	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Wp Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Ly Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Wp Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales Reg+Promo R	47,372.57	93,443.19	93,124.92	93,252.64	92,663.48	93,172.55	94,686.87	48,701.68	48,851.12	96,259.80
Ly Sales Reg+Promo R	47,372.57	93,443.19	93,124.92	93,252.64	92,663.48	93,172.55	94,686.87	48,701.68	48,851.12	96,259.80
Wp Sales Reg+Promo R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales Clr R	10,350.73	22,009.45	22,288.01	22,164.02	22,741.73	22,348.50	23,432.16	11,249.61	11,186.66	23,755.69
Ly Sales Clr R	10,350.73	22,009.45	22,288.01	22,164.02	22,741.73	22,348.50	23,432.16	11,249.61	11,186.66	23,755.69
Wp Sales Clr R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Ly Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Wp Net Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales Reg+Promo R	28,196.46	54,197.01	54,012.46	54,086.53	53,744.78	54,040.06	54,918.36	28,967.43	29,053.35	84,679.13
Ly Net Sales Reg+Promo R	28,196.46	54,197.01	54,012.46	54,086.53	53,744.78	54,040.06	54,918.36	28,967.43	29,053.35	84,679.13
Wp Net Sales Reg+Promo R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales Clr R	6,736.32	13,316.14	13,354.12	13,308.21	13,682.52	13,375.34	14,044.19	7,187.53	7,100.58	21,661.76
Ly Net Sales Clr R	6,736.32	13,316.14	13,354.12	13,308.21	13,682.52	13,375.34	14,044.19	7,187.53	7,100.58	21,661.76

3. In the Sales by Type measure profile, plan your sales by type. The sales types are Total Sales, Regular + Promo Sales, and Clearance Sales.

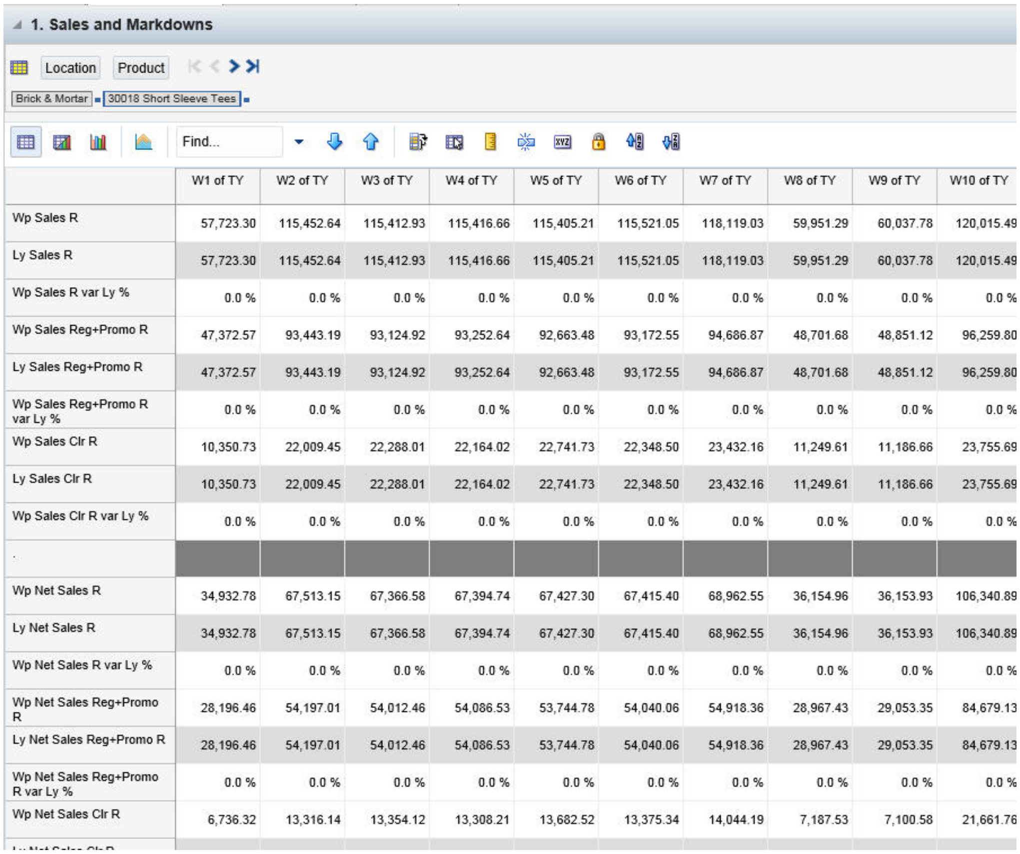
> **Note:** Since sales and markdowns are both planned at the type level, you must first complete the sales by type planning before you can plan the markdowns by type.

Start by planning the regular sales. Then, using your marketing calendar as a guide, align the promotional sales to the calendar. Refer to the calendar again for the exit weeks for the products and plan the clearance sales for those weeks.

The planned figures for these sales types populates the Wp Sales R measure.

4. Return to the Sales and Markdowns measure profile.

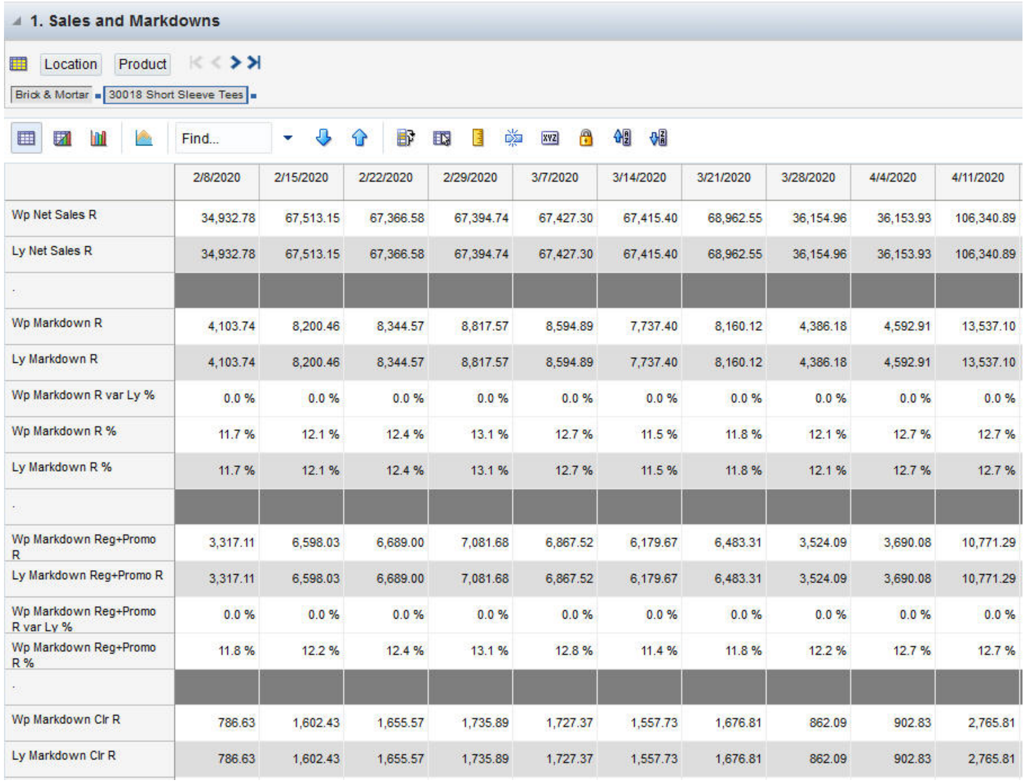
Figure 7–22 Sales and Markdowns View



	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Wp Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Ly Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Wp Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales Reg+Promo R	47,372.57	93,443.19	93,124.92	93,252.64	92,663.48	93,172.55	94,686.87	48,701.68	48,851.12	96,259.80
Ly Sales Reg+Promo R	47,372.57	93,443.19	93,124.92	93,252.64	92,663.48	93,172.55	94,686.87	48,701.68	48,851.12	96,259.80
Wp Sales Reg+Promo R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Sales Clr R	10,350.73	22,009.45	22,288.01	22,164.02	22,741.73	22,348.50	23,432.16	11,249.61	11,186.66	23,755.69
Ly Sales Clr R	10,350.73	22,009.45	22,288.01	22,164.02	22,741.73	22,348.50	23,432.16	11,249.61	11,186.66	23,755.69
Wp Sales Clr R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Ly Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Wp Net Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales Reg+Promo R	28,196.46	54,197.01	54,012.46	54,086.53	53,744.78	54,040.06	54,918.36	28,967.43	29,053.35	84,679.13
Ly Net Sales Reg+Promo R	28,196.46	54,197.01	54,012.46	54,086.53	53,744.78	54,040.06	54,918.36	28,967.43	29,053.35	84,679.13
Wp Net Sales Reg+Promo R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales Clr R	6,736.32	13,316.14	13,354.12	13,308.21	13,682.52	13,375.34	14,044.19	7,187.53	7,100.58	21,661.76

5. With the total Wp Sales R populated, you can adjust the total to your plan while still maintaining the relationships between the different sales types.
6. Plan the shrink with either the Wp Shrink R or Wp Shrink R% measure.
7. Change the measure profile to Markdown by Type.
8. In the Markdown by Type profile, edit the Wp Markdown Promo R% to adjust the Wp Markdown Promo Rate.

Figure 7–23 Sales and Markdowns View, Markdown by Type Measure Profile


1. Sales and Markdowns

Location Product

Brick & Mortar 30018 Short Sleeve Tees

Find...

	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Ly Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
.										
Wp Markdown R	4,103.74	8,200.46	8,344.57	8,817.57	8,594.89	7,737.40	8,160.12	4,386.18	4,592.91	13,537.10
Ly Markdown R	4,103.74	8,200.46	8,344.57	8,817.57	8,594.89	7,737.40	8,160.12	4,386.18	4,592.91	13,537.10
Wp Markdown R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R %	11.7 %	12.1 %	12.4 %	13.1 %	12.7 %	11.5 %	11.8 %	12.1 %	12.7 %	12.7 %
Ly Markdown R %	11.7 %	12.1 %	12.4 %	13.1 %	12.7 %	11.5 %	11.8 %	12.1 %	12.7 %	12.7 %
.										
Wp Markdown Reg+Promo R	3,317.11	6,598.03	6,689.00	7,081.68	6,867.52	6,179.67	6,483.31	3,524.09	3,690.08	10,771.29
Ly Markdown Reg+Promo R	3,317.11	6,598.03	6,689.00	7,081.68	6,867.52	6,179.67	6,483.31	3,524.09	3,690.08	10,771.29
Wp Markdown Reg+Promo R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown Reg+Promo R %	11.8 %	12.2 %	12.4 %	13.1 %	12.8 %	11.4 %	11.8 %	12.2 %	12.7 %	12.7 %
.										
Wp Markdown Clr R	786.63	1,602.43	1,655.57	1,735.89	1,727.37	1,557.73	1,676.81	862.09	902.83	2,765.81
Ly Markdown Clr R	786.63	1,602.43	1,655.57	1,735.89	1,727.37	1,557.73	1,676.81	862.09	902.83	2,765.81

9. After you have adjusted the sales and markdown plan, continue to the next step: Inventory and Receipt Plan.

Inventory and Receipt Plan

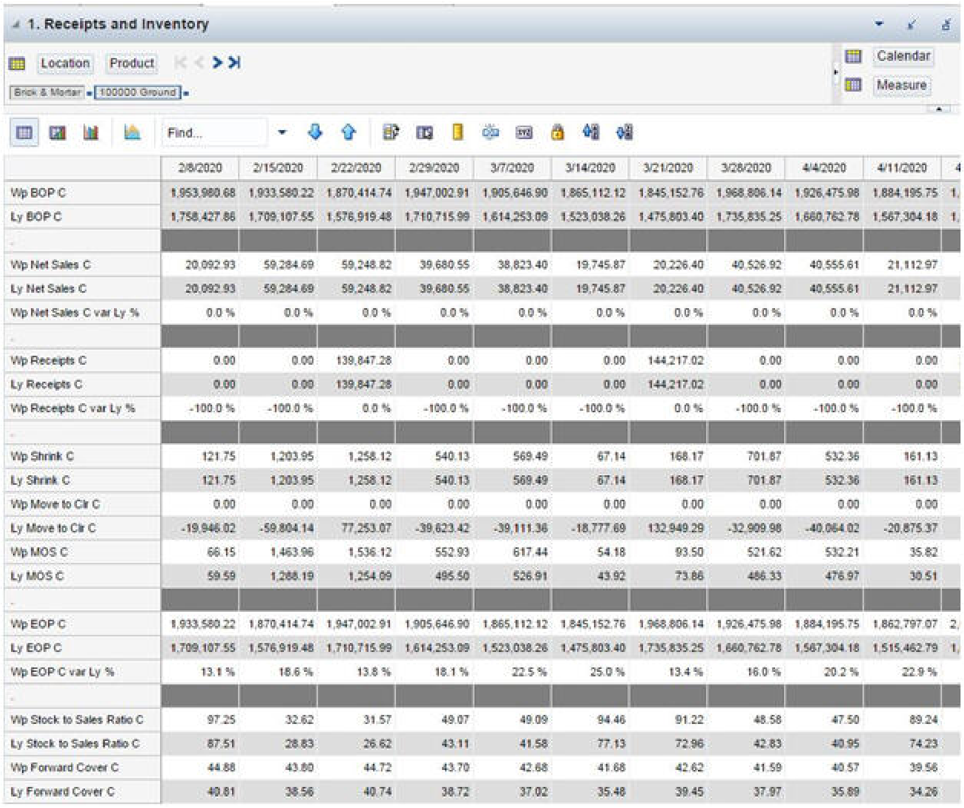
After you have developed the sales and markdown plan, develop a receipts and inventory plan that can support the sales and markdown plan. The purpose of this step is to ensure that you have a receipt and inventory plan that supports the sales that you are projecting.

Like the Plan Sales and Markdowns View, the Plan Receipts/Inventory view contains several Ly metrics that you can reference when setting your targets. There are also additional measures for adjusting your inventory targets. Note that the adjustments you made to the Wp Sales R measure in the Plan Sales and Markdowns view are visible in this view if you have calculated.

Use the following best practices to plan the receipts and inventory.

1. Plan the receipt flow and then evaluate the average inventory and turn.
2. Adjust the Wp Stock to Sales C measure accordingly. These adjustments affect the receipts for both the current month and prior month. However, the total plan period receipts do not increase or decrease; they only shift from month to month.

Figure 7–24 Receipts and Inventory View



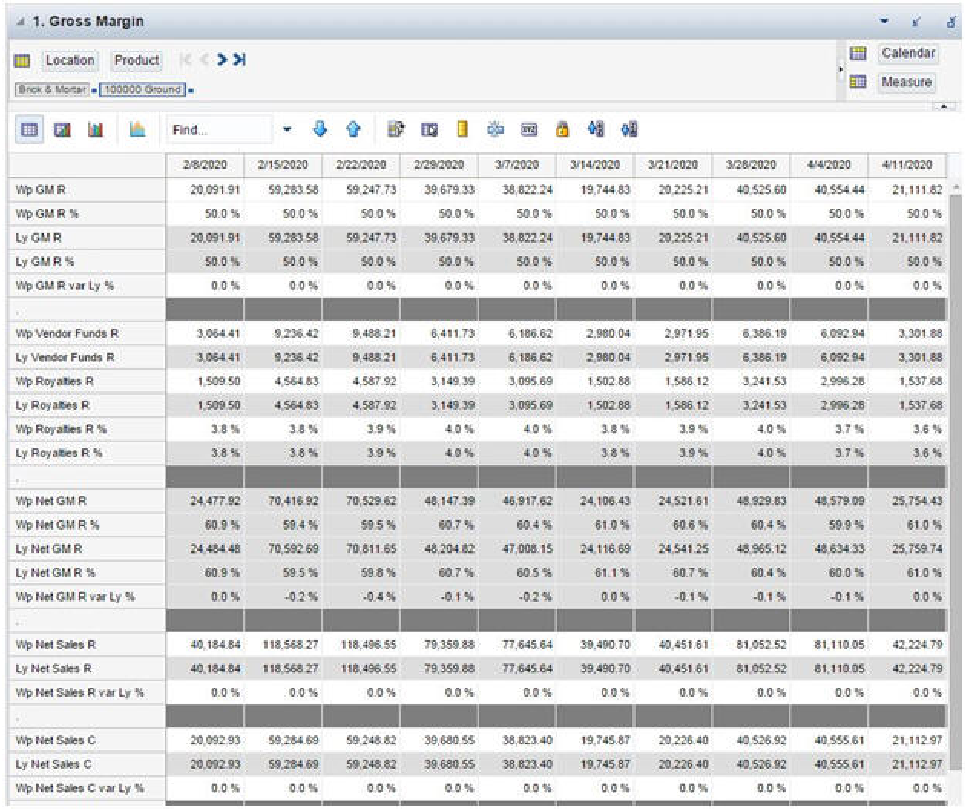
	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020	4
Wp BOP C	1,953,980.68	1,933,580.22	1,870,414.74	1,947,002.91	1,905,646.90	1,865,112.12	1,845,152.76	1,968,806.14	1,926,475.98	1,884,195.75	1,
Ly BOP C	1,758,427.86	1,709,107.55	1,576,919.48	1,710,715.99	1,614,253.09	1,523,038.26	1,475,803.40	1,735,835.25	1,660,762.78	1,567,304.18	1,
Wp Net Sales C	20,092.93	59,284.69	59,248.82	39,680.55	38,823.40	19,745.87	20,226.40	40,526.92	40,555.61	21,112.97	
Ly Net Sales C	20,092.93	59,284.69	59,248.82	39,680.55	38,823.40	19,745.87	20,226.40	40,526.92	40,555.61	21,112.97	
Wp Net Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp Receipts C	0.00	0.00	139,847.28	0.00	0.00	0.00	144,217.02	0.00	0.00	0.00	
Ly Receipts C	0.00	0.00	139,847.28	0.00	0.00	0.00	144,217.02	0.00	0.00	0.00	
Wp Receipts C var Ly %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %	
Wp Shrink C	121.75	1,203.95	1,258.12	540.13	569.49	67.14	168.17	701.87	532.36	161.13	
Ly Shrink C	121.75	1,203.95	1,258.12	540.13	569.49	67.14	168.17	701.87	532.36	161.13	
Wp Move to Clr C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Ly Move to Clr C	-19,946.02	-59,804.14	77,253.07	-39,623.42	-39,111.36	-18,777.69	132,949.29	-32,909.98	-40,064.02	-20,875.37	
Wp MOS C	66.15	1,463.96	1,536.12	552.93	617.44	54.18	93.50	521.62	532.21	35.82	
Ly MOS C	59.59	1,288.19	1,254.09	495.50	526.91	43.92	73.86	486.33	476.97	30.51	
Wp EOP C	1,933,580.22	1,870,414.74	1,947,002.91	1,905,646.90	1,865,112.12	1,845,152.76	1,968,806.14	1,926,475.98	1,884,195.75	1,862,797.07	2,
Ly EOP C	1,709,107.55	1,576,919.48	1,710,715.99	1,614,253.09	1,523,038.26	1,475,803.40	1,735,835.25	1,660,762.78	1,567,304.18	1,515,462.79	1,
Wp EOP C var Ly %	13.1 %	18.6 %	13.8 %	18.1 %	22.5 %	25.0 %	13.4 %	16.0 %	20.2 %	22.9 %	
Wp Stock to Sales Ratio C	97.25	32.62	31.57	49.07	49.09	94.46	91.22	48.58	47.50	89.24	
Ly Stock to Sales Ratio C	87.51	28.83	26.62	43.11	41.58	77.13	72.96	42.83	40.95	74.23	
Wp Forward Cover C	44.88	43.80	44.72	43.70	42.68	41.68	42.62	41.59	40.57	39.56	
Ly Forward Cover C	40.81	38.56	40.74	38.72	37.02	35.48	39.45	37.97	35.89	34.26	

After you have created an achievable receipts and inventory plan, continue to the Gross/Net Margin Plan to see if your sales and inventory plans achieve the gross margin goal you have been given.

Review and Adjust Gross Margin Plan

Use the Gross Margin view to evaluate the gross margin created from your sales and markdown plan and receipts and inventory plan. Determine whether the planned gross margin meets your gross margin goal. If it does not, return to the Sales and Markdown Plan and Inventory and Receipt Plan steps to adjust your receipt markups and receipt flow. When you return to the Plan Sales and Markdowns view, adjust the markdown plans, but do not change the sales. Continue this process until you are satisfied with the gross margin.

Figure 7–25 Gross Margin View

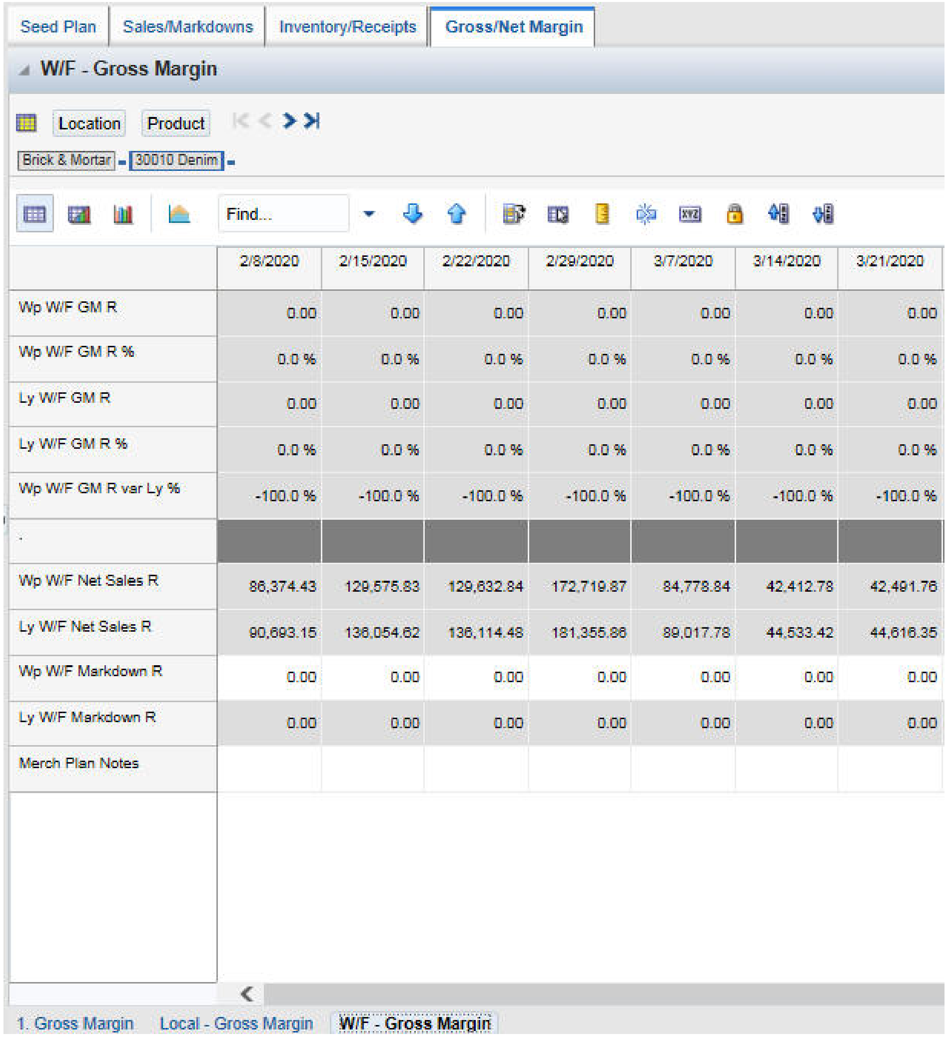


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp GM R	20,091.91	59,283.58	59,247.73	39,679.33	38,822.24	19,744.83	20,225.21	40,525.60	40,554.44	21,111.82
Wp GM R %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Ly GM R	20,091.91	59,283.58	59,247.73	39,679.33	38,822.24	19,744.83	20,225.21	40,525.60	40,554.44	21,111.82
Ly GM R %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Wp GM R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Vendor Funds R	3,064.41	9,236.42	9,488.21	6,411.73	6,186.62	2,980.04	2,971.95	6,386.19	6,092.94	3,301.88
Ly Vendor Funds R	3,064.41	9,236.42	9,488.21	6,411.73	6,186.62	2,980.04	2,971.95	6,386.19	6,092.94	3,301.88
Wp Royalties R	1,509.50	4,564.83	4,587.92	3,149.39	3,095.69	1,502.88	1,586.12	3,241.53	2,996.28	1,537.68
Ly Royalties R	1,509.50	4,564.83	4,587.92	3,149.39	3,095.69	1,502.88	1,586.12	3,241.53	2,996.28	1,537.68
Wp Royalties R %	3.8 %	3.8 %	3.9 %	4.0 %	4.0 %	3.8 %	3.9 %	4.0 %	3.7 %	3.6 %
Ly Royalties R %	3.8 %	3.8 %	3.9 %	4.0 %	4.0 %	3.8 %	3.9 %	4.0 %	3.7 %	3.6 %
.										
Wp Net GM R	24,477.92	70,416.92	70,529.62	48,147.39	46,917.62	24,106.43	24,521.61	48,929.83	48,579.09	25,754.43
Wp Net GM R %	60.9 %	59.4 %	59.5 %	60.7 %	60.4 %	61.0 %	60.6 %	60.4 %	59.9 %	61.0 %
Ly Net GM R	24,484.48	70,592.69	70,811.65	48,204.82	47,008.15	24,116.69	24,541.25	48,965.12	48,634.33	25,759.74
Ly Net GM R %	60.9 %	59.5 %	59.8 %	60.7 %	60.5 %	61.1 %	60.7 %	60.4 %	60.0 %	61.0 %
Wp Net GM R var Ly %	0.0 %	-0.2 %	-0.4 %	-0.1 %	-0.2 %	0.0 %	-0.1 %	-0.1 %	-0.1 %	0.0 %
.										
Wp Net Sales R	40,184.84	118,568.27	118,496.55	79,359.88	77,645.64	39,490.70	40,451.61	81,052.52	81,110.05	42,224.79
Ly Net Sales R	40,184.84	118,568.27	118,496.55	79,359.88	77,645.64	39,490.70	40,451.61	81,052.52	81,110.05	42,224.79
Wp Net Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	20,092.93	59,284.69	59,248.82	39,680.55	38,823.40	19,745.87	20,226.40	40,526.92	40,555.61	21,112.97
Ly Net Sales C	20,092.93	59,284.69	59,248.82	39,680.55	38,823.40	19,745.87	20,226.40	40,526.92	40,555.61	21,112.97
Wp Net Sales C var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

If the Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning Gross Margin specifically catered to those options:

- W/F - Gross Margin

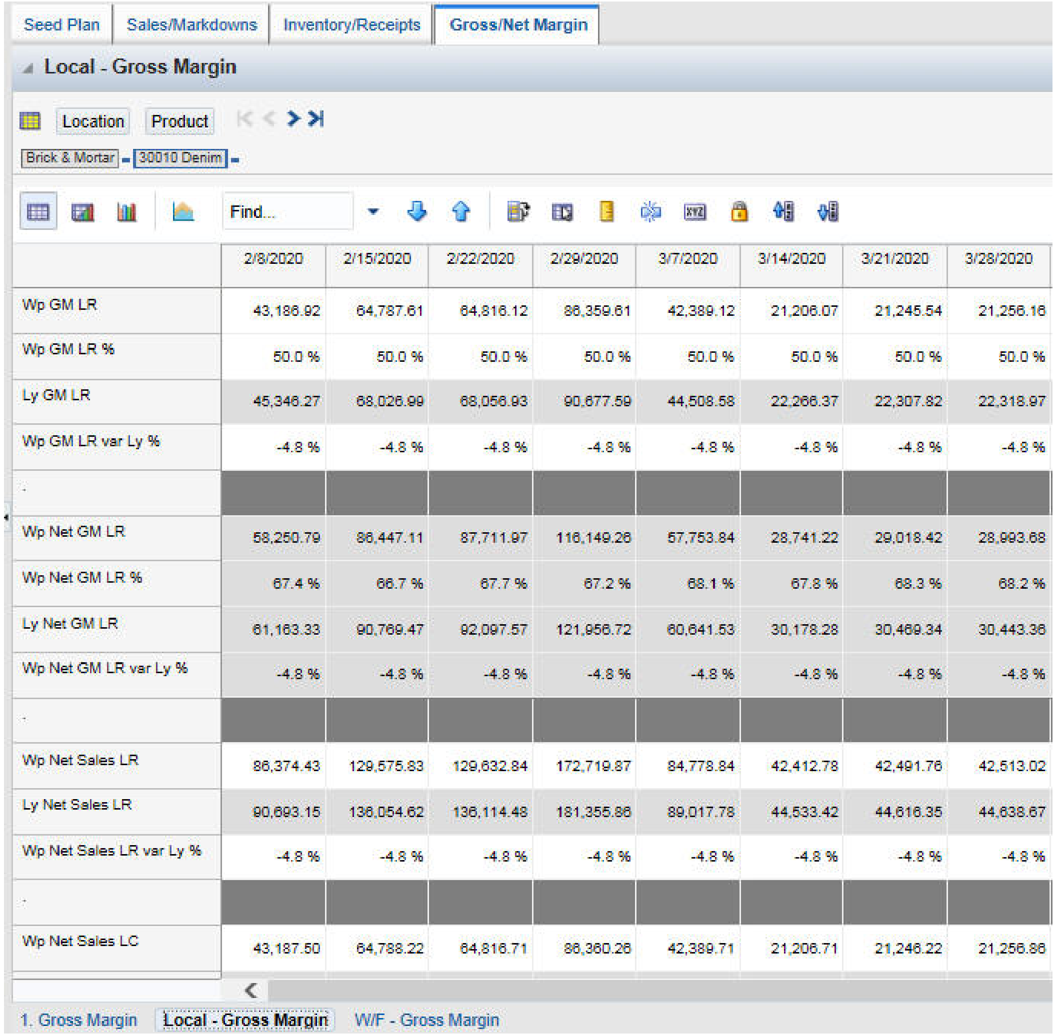
Figure 7–26 W/F - Gross Margin View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020
Wp W/F GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly W/F GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F GM R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
·							
Wp W/F Net Sales R	86,374.43	129,575.83	129,632.84	172,719.87	84,778.84	42,412.78	42,491.76
Ly W/F Net Sales R	90,693.15	136,054.62	136,114.48	181,355.86	89,017.78	44,533.42	44,616.35
Wp W/F Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Merch Plan Notes							

- Local - Gross Margin

Figure 7–27 Local - Gross Margin View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020
Wp GM LR	43,186.92	64,787.61	64,816.12	86,359.61	42,389.12	21,206.07	21,245.54	21,256.16
Wp GM LR %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Ly GM LR	45,346.27	68,026.99	68,056.93	90,677.59	44,508.58	22,266.37	22,307.82	22,318.97
Wp GM LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.								
Wp Net GM LR	58,250.79	86,447.11	87,711.97	116,149.26	57,753.84	28,741.22	29,018.42	28,993.68
Wp Net GM LR %	67.4 %	66.7 %	67.7 %	67.2 %	68.1 %	67.8 %	68.3 %	68.2 %
Ly Net GM LR	61,163.33	90,769.47	92,097.57	121,956.72	60,641.53	30,178.28	30,469.34	30,443.36
Wp Net GM LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.								
Wp Net Sales LR	86,374.43	129,575.83	129,632.84	172,719.87	84,778.84	42,412.78	42,491.76	42,513.02
Ly Net Sales LR	90,693.15	136,054.62	136,114.48	181,355.86	89,017.78	44,533.42	44,616.35	44,638.67
Wp Net Sales LR var Ly %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %	-4.8 %
.								
Wp Net Sales LC	43,187.50	64,788.22	64,816.71	86,360.26	42,389.71	21,206.71	21,246.22	21,256.86

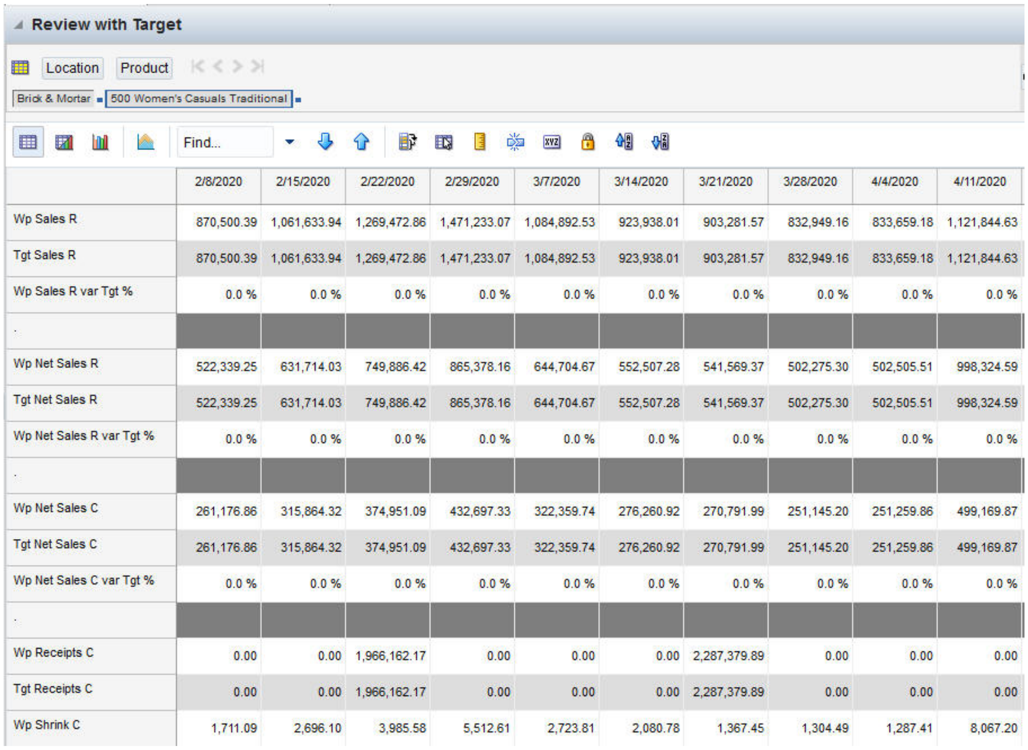
Now that you have developed your gross margin plans, continue to the Review and Reconcile to Department Targets step.

Review and Reconcile: Review with Target

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

The Review with Target view contains the Merch Targets target (Tgt) measures as well as last year (Ly) measures. Use this view to compare the Tgt measures to the corresponding Ly measures. By understanding how the Merch Targets compare to last year's metrics, you can better understand what your plan needs to achieve.

Figure 7–28 Review with Target View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Tgt Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Wp Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Tgt Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Wp Net Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Tgt Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Wp Net Sales C var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
Tgt Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
Wp Shrink C	1,711.09	2,696.10	3,985.58	5,512.61	2,723.81	2,080.78	1,367.45	1,304.49	1,287.41	8,067.20

Retrieving Updated Department Targets

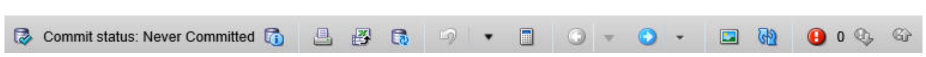
If the Merch Plan user updates the department targets after you have created your subclass plans, you must retrieve those new targets. You can retrieve them in one of two ways. You can build a new workbook that uses the updated department targets from the domain. Or, if you want to bring the new targets into one of your existing tasks, you can refresh the task.

Refresh the Workbook

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

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

Figure 7–29 Refreshing a Workbook



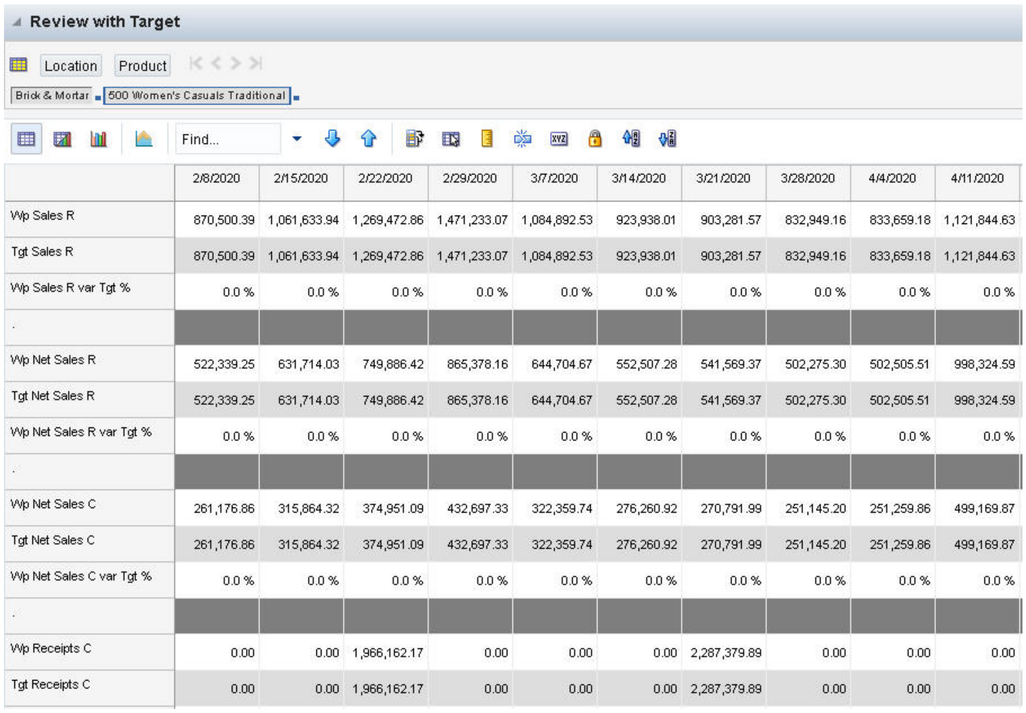
For more information about the refresh option, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*. For information about creating refresh rule groups, see the *Oracle Retail Predictive Application Server Configuration Tools User Guide*.

After you have reviewed and compared the Merch Targets to the last year metrics, continue to the next step: Sales and Markdown Plan.

Reconcile to Department Targets

After you have created your plan, use the default measure profile located on the Review with Target worksheet view to reconcile the Merch Plan to Department Targets.

Figure 7–30 Review and Reconcile - Review with Target View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Tgt Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Wp Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Tgt Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Wp Net Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Tgt Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
Wp Net Sales C var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
Tgt Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00

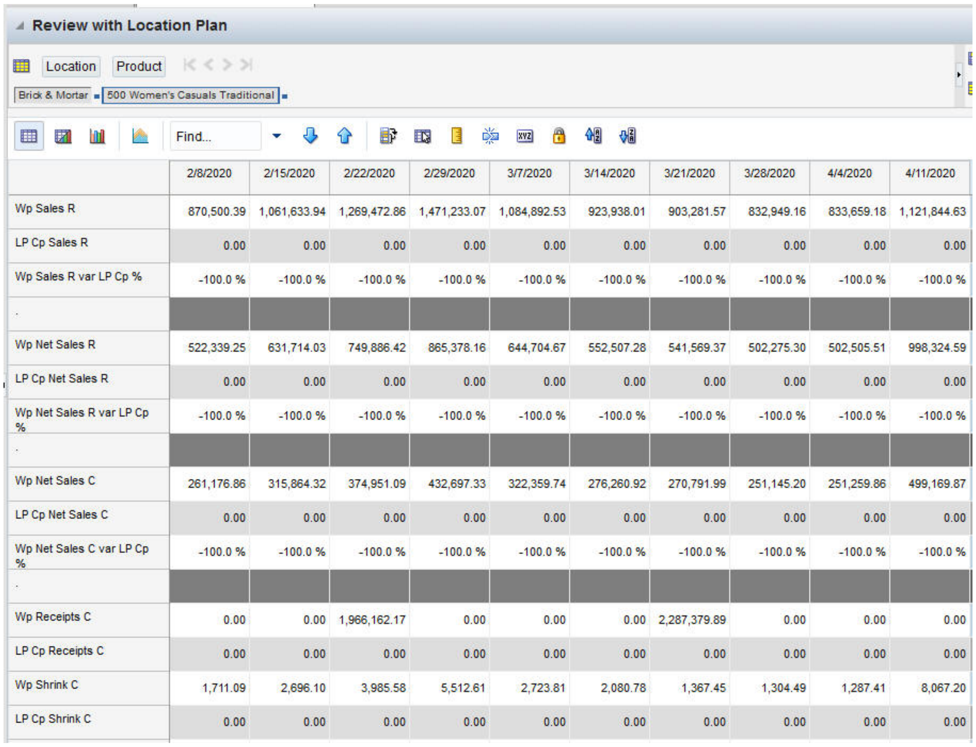
After you are satisfied that the plan you have created sufficiently meets the Merch Targets, you can submit your plan to the Merch Target user. For more information about submitting the plan, see the Review and Submit Plan Step.

Review/Reconcile with Location Plan

Use these two measure profiles to compare your plan. This view is used to reconcile with the location plan, if such a plan is available.

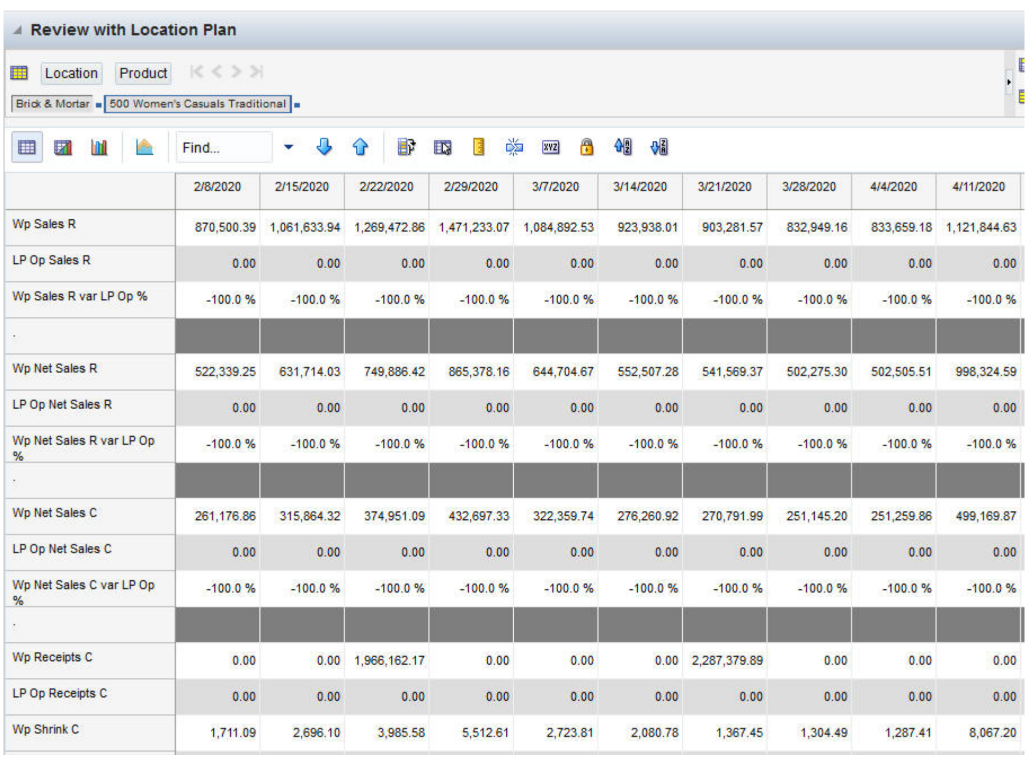
- Wp/LPCp
- Wp/OpCp

Figure 7–31



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
LP Cp Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Sales R var LP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
LP Cp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var LP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
LP Cp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales C var LP Cp %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
LP Cp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Shrink C	1,711.09	2,696.10	3,985.58	5,512.61	2,723.81	2,080.78	1,367.45	1,304.49	1,287.41	8,067.20
LP Cp Shrink C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Figure 7–32 Review Location Plan, CP Values (Profile Wp/LPOp)



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	870,500.39	1,061,633.94	1,269,472.86	1,471,233.07	1,084,892.53	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
LP Op Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Sales R var LP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
LP Op Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var LP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Net Sales C	261,176.86	315,864.32	374,951.09	432,697.33	322,359.74	276,260.92	270,791.99	251,145.20	251,259.86	499,169.87
LP Op Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales C var LP Op %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp Receipts C	0.00	0.00	1,966,162.17	0.00	0.00	0.00	2,287,379.89	0.00	0.00	0.00
LP Op Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Shrink C	1,711.09	2,696.10	3,985.58	5,512.61	2,723.81	2,080.78	1,367.45	1,304.49	1,287.41	8,067.20

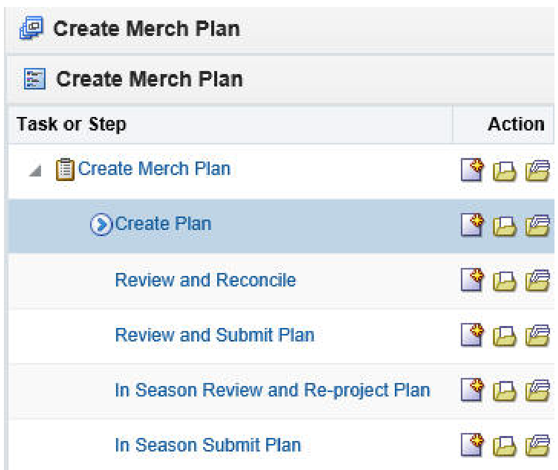
Review and Submit Plan

When you are ready to submit your working plan to the Merch Targets user for approval, continue to Review and Submit Plan task.

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

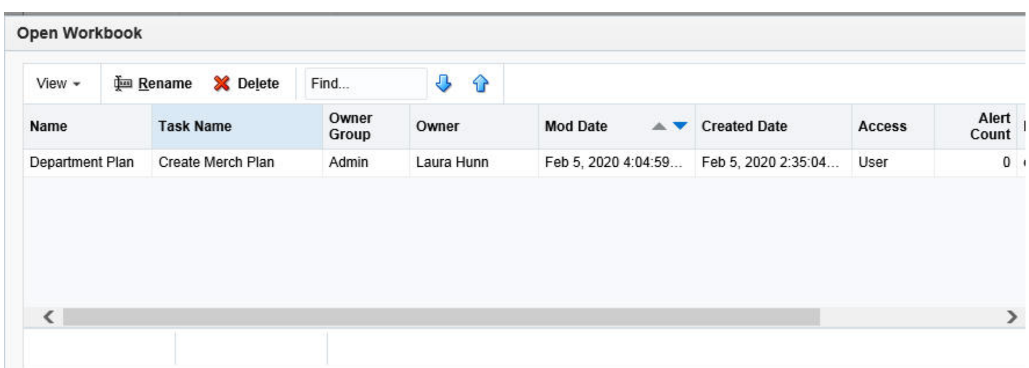
> **Note:** You can either open a workbook or create a new workbook. If you have committed the workbook used in the previous task, you can build a new one and see the data you need. If you did not commit that one, you must open it to complete this process.

Figure 7–33 Open Workbook Icon for Review and Submit Plan Task



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

Figure 7–34 Open Workbook Dialog Box



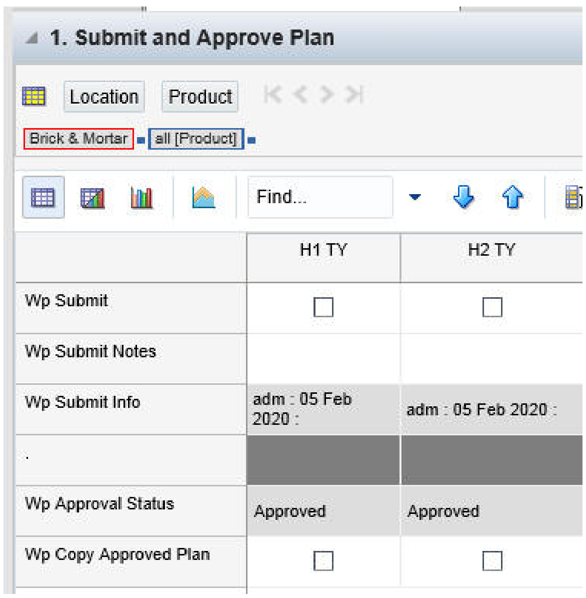
3. The workbook opens at the Submit Plan view.

Submit and Approve Plan

When you are ready to submit your working plan to the Merch Targets user for approval, use the Submit Plan view.

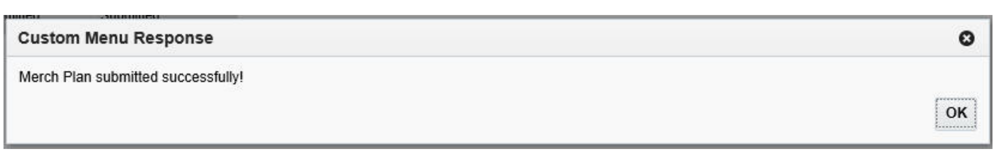
Note: When the Op Approve Enabled measure is selected, you can submit a plan for the Op version. This measure is set by an administrator in the Enable OP Approval administration task. The administrator can select or deselect this option at any time. If the administrator deselects it during the in-season, you will not be able to submit a plan for the Op. The administrator may choose to do this after the planning process has been finalized in order to lock down the Op. If this occurs, you will be unable to submit a plan for the Op and the Merch Targets user will be unable to approve a plan for the Op.

Figure 7–35 Submit and Approve Plan View



1. Select to submit the working plan by using the Wp Submit measure. Options are Submit Op Only, Submit Cp Only, or Submit Op and Cp.
2. Optional: Enter information about the working plan in the Wp Submit Notes measure.
3. Click the **Submit** button at the top right of the view.
4. A success message is displayed. Click **OK** to close it.

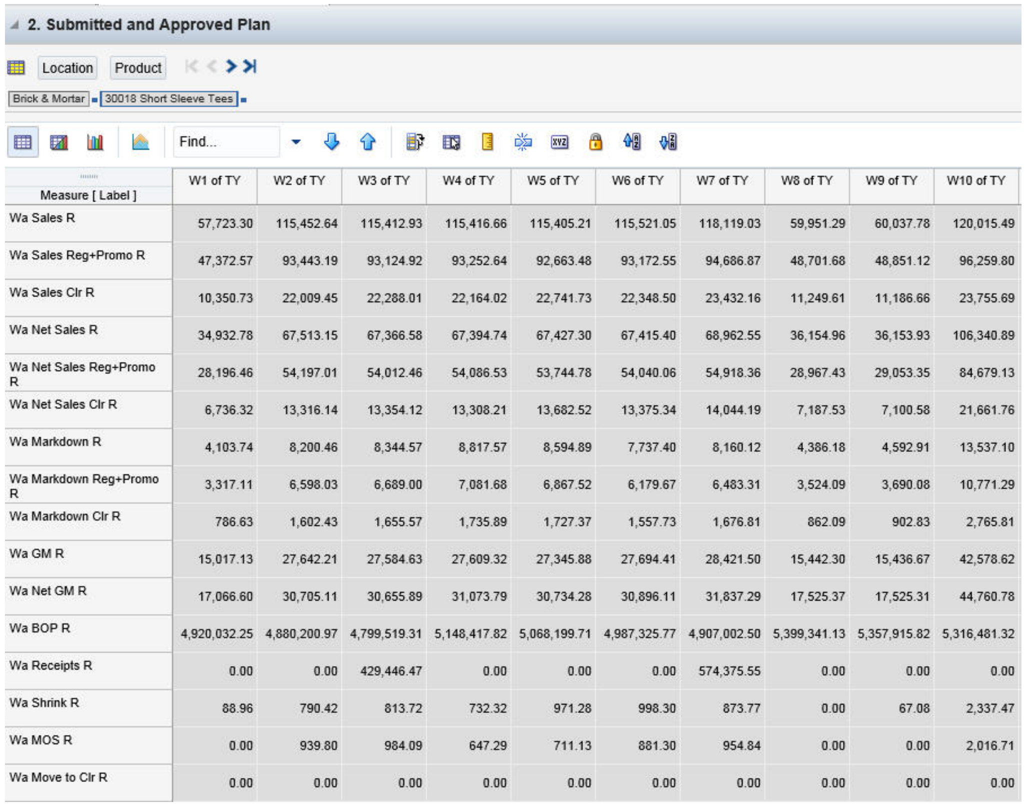
Figure 7–36 Success Message - Plan Submitted



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

After the Merch Targets user approves or rejects the Wa plan, you can see the approval or rejection information by accessing the Review Plan Approval Status view in the Original Plan Submit step.

Figure 7–37 Submitted and Approved Plan View



Measure [Label]	W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
Wa Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05	118,119.03	59,951.29	60,037.78	120,015.49
Wa Sales Reg+Promo R	47,372.57	93,443.19	93,124.92	93,252.64	92,663.48	93,172.55	94,686.87	48,701.68	48,851.12	96,259.80
Wa Sales Clr R	10,350.73	22,009.45	22,288.01	22,164.02	22,741.73	22,348.50	23,432.16	11,249.61	11,186.66	23,755.69
Wa Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30	67,415.40	68,962.55	36,154.96	36,153.93	106,340.89
Wa Net Sales Reg+Promo R	28,196.46	54,197.01	54,012.46	54,086.53	53,744.78	54,040.06	54,918.36	28,967.43	29,053.35	84,679.13
Wa Net Sales Clr R	6,736.32	13,316.14	13,354.12	13,308.21	13,682.52	13,375.34	14,044.19	7,187.53	7,100.58	21,661.76
Wa Markdown R	4,103.74	8,200.46	8,344.57	8,817.57	8,594.89	7,737.40	8,160.12	4,386.18	4,592.91	13,537.10
Wa Markdown Reg+Promo R	3,317.11	6,598.03	6,689.00	7,081.68	6,867.52	6,179.67	6,483.31	3,524.09	3,690.08	10,771.29
Wa Markdown Clr R	786.63	1,602.43	1,655.57	1,735.89	1,727.37	1,557.73	1,676.81	862.09	902.83	2,765.81
Wa GM R	15,017.13	27,642.21	27,584.63	27,609.32	27,345.88	27,694.41	28,421.50	15,442.30	15,436.67	42,578.62
Wa Net GM R	17,066.60	30,705.11	30,655.89	31,073.79	30,734.28	30,896.11	31,837.29	17,525.37	17,525.31	44,760.78
Wa BOP R	4,920,032.25	4,880,200.97	4,799,519.31	5,148,417.82	5,068,199.71	4,987,325.77	4,907,002.50	5,399,341.13	5,357,915.82	5,316,481.32
Wa Receipts R	0.00	0.00	429,446.47	0.00	0.00	0.00	574,375.55	0.00	0.00	0.00
Wa Shrink R	88.96	790.42	813.72	732.32	971.28	998.30	873.77	0.00	67.08	2,337.47
Wa MOS R	0.00	939.80	984.09	647.29	711.13	881.30	954.84	0.00	0.00	2,016.71
Wa Move to Clr R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Next Steps

After you have submitted your plan to the Merch Targets user, the Merch Targets user approves or rejects your submitted plan.

If the plan is approved, you must run the custom menu, Copy Approved Plan, in order to move the approved Wa to the Cp/Op versions.

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

8 Create Location Targets Task

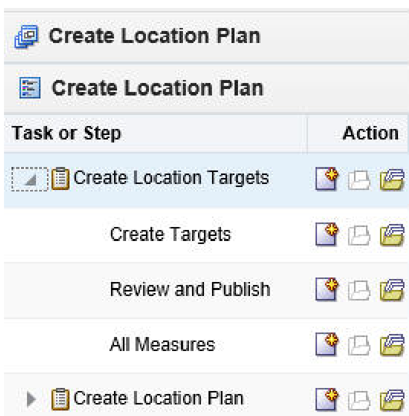
The Create Location Targets task is the process in which planners create the financial targets for the individual locations. These targets are then reconciled to the location plan to ensure proper execution.

Building the Workbook

To build the Location Targets workbook, complete the following steps.

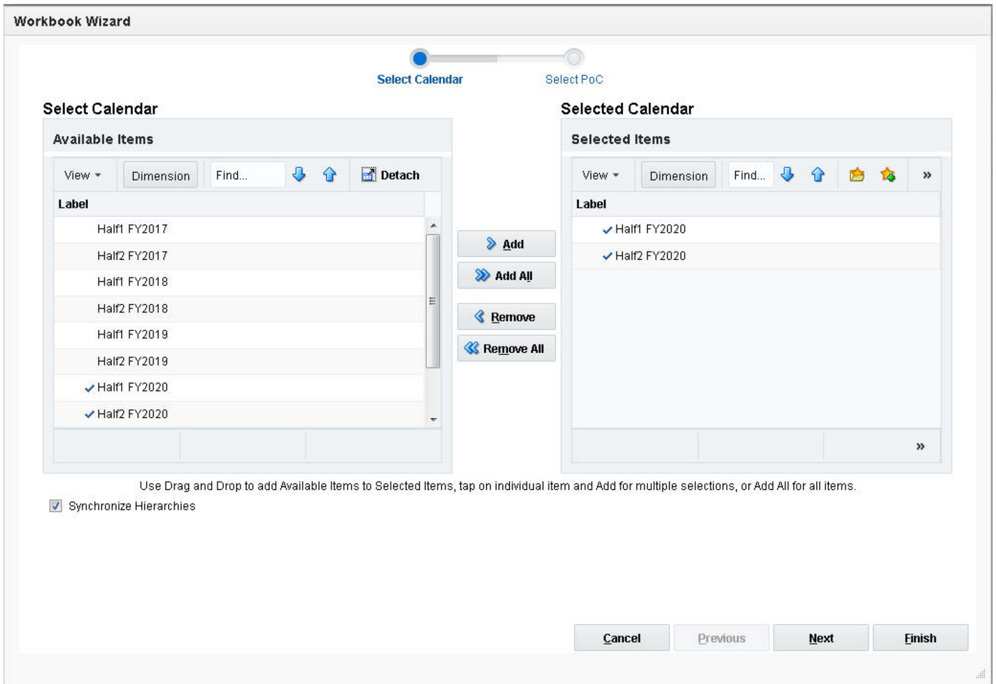
1. Click the **Create New Workbook** icon in the Create Location Targets task.

Figure 8–1 Create Location Targets Task



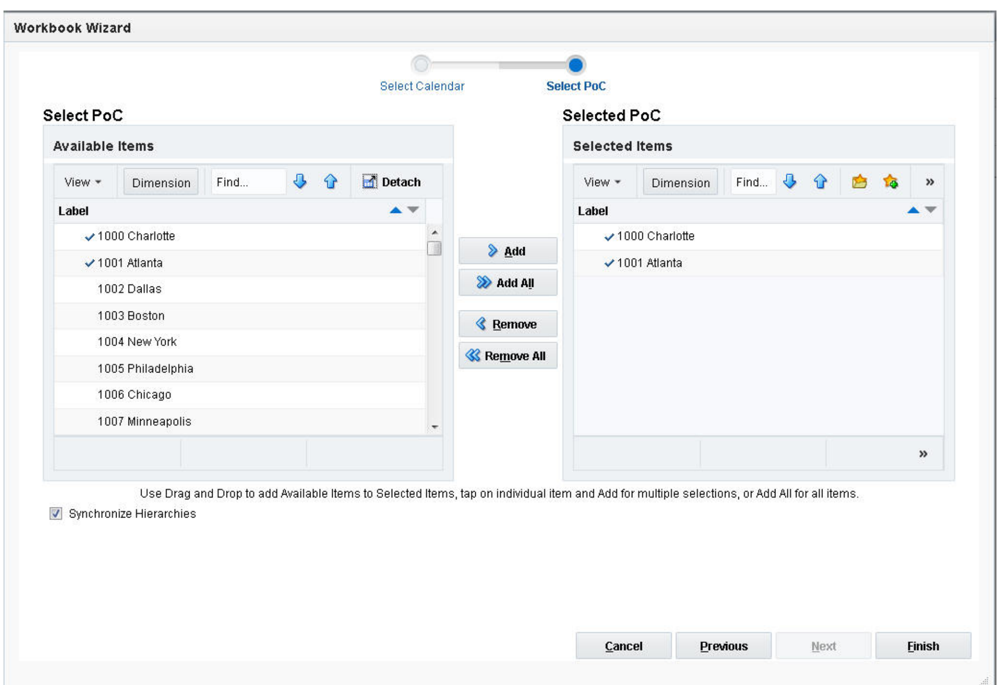
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 8–2 Workbook Wizard: Calendar Selection



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

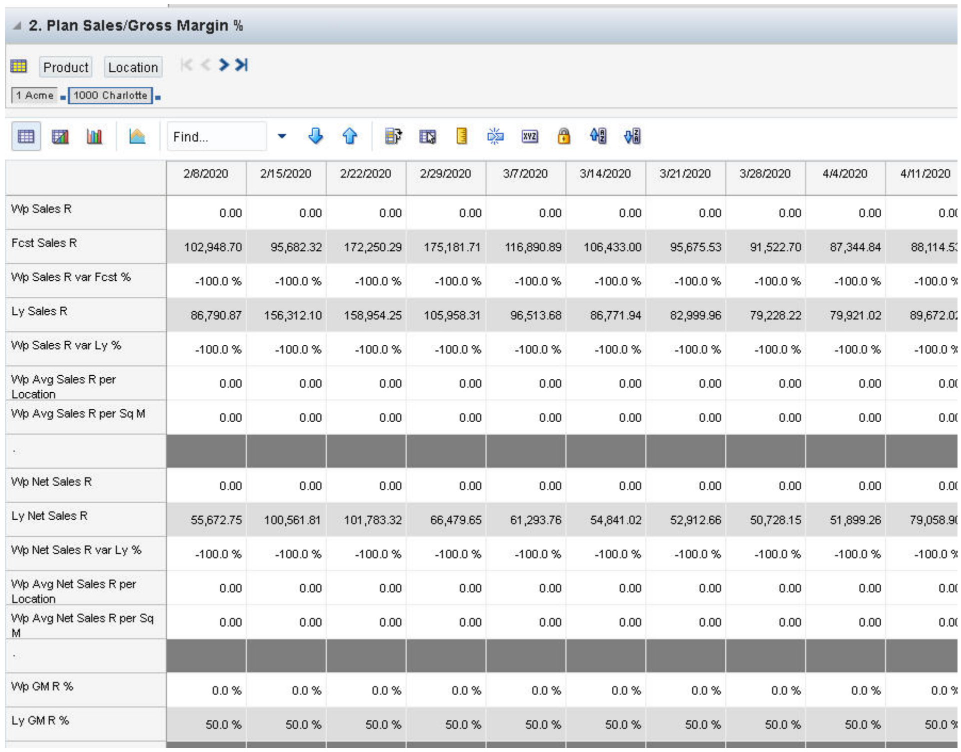
Figure 8–3 Workbook Wizard: Location Selection



Plan Sales/Gross Margin% View

After you have seeded, develop the Sales and Gross Margin% targets for those locations.

Figure 8–4 Plan Sales/Gross Margin% View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
Fcst Sales R	102,948.70	95,682.32	172,250.29	175,181.71	116,890.89	106,433.00	95,675.53	91,522.70	87,344.84	88,114.5
Wp Sales R var Fcst %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0
Ly Sales R	86,790.87	156,312.10	158,954.25	105,958.31	96,513.68	86,771.94	82,999.96	79,228.22	79,921.02	89,672.0
Wp Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0
Wp Avg Sales R per Location	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
Wp Avg Sales R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
.										
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
Ly Net Sales R	55,672.75	100,561.81	101,783.32	66,479.65	61,293.76	54,841.02	52,912.66	50,728.15	51,899.26	79,058.9
Wp Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0
Wp Avg Net Sales R per Location	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
Wp Avg Net Sales R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
.										
Wp GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0
Ly GM R %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0

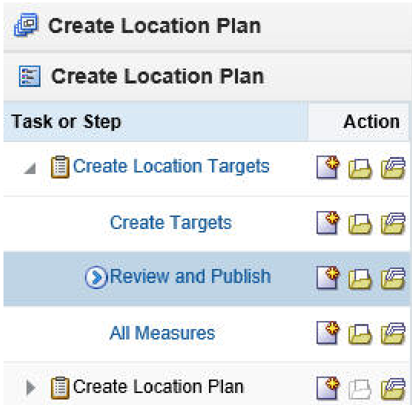
If the Local Currency option is provisioned, then an additional view is available to support planning Sales/Gross Margin% that specifically caters to this option:

- Local Currency Plan

Review and Publish

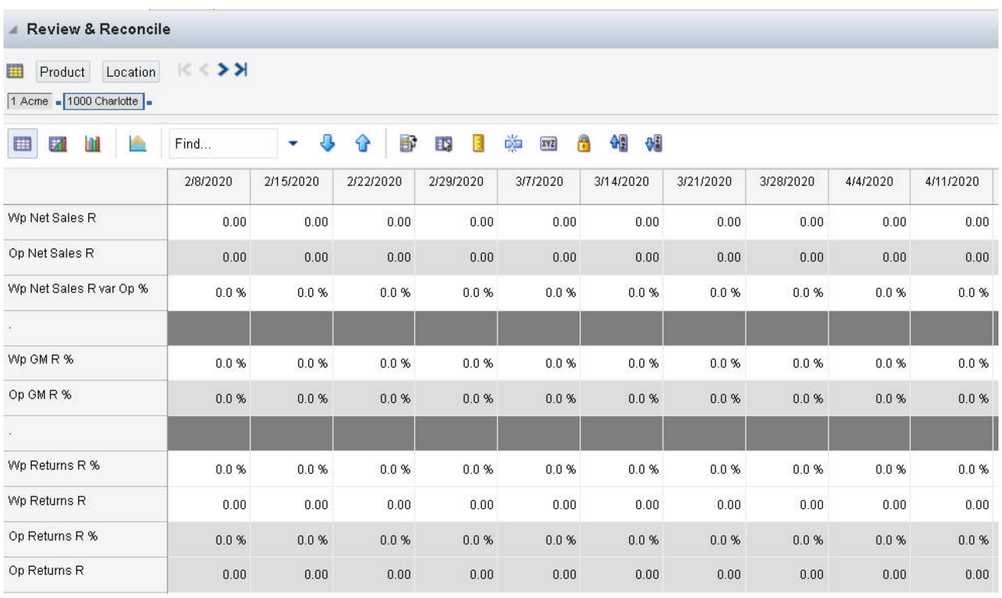
In this step, review the targets you created. Use the Publish Targets custom menu when you are ready to publish the targets you created.

Figure 8–5 Review and Publish



At the Review Targets step, review the targets you created in the Create Targets step. Use the Location Op Plan and Location Cp Plan measure profiles to reconcile your plan to the top down targets.

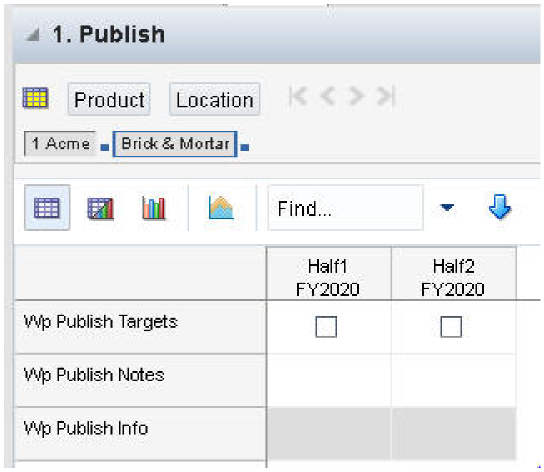
Figure 8–6 Review & Reconcile View



Publish

Publishing a target copies the Wp measure information to the Tgt measures in your task, and then it commits them to the database so that location plan users can retrieve those targets.

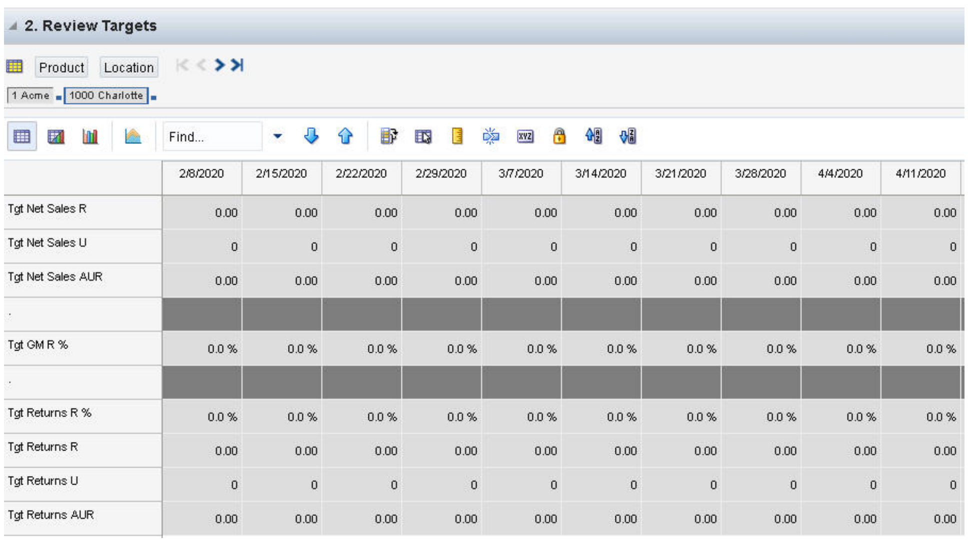
Figure 8–7 Publish View



Review Targets

This view allows you to review your published Tgt measures.

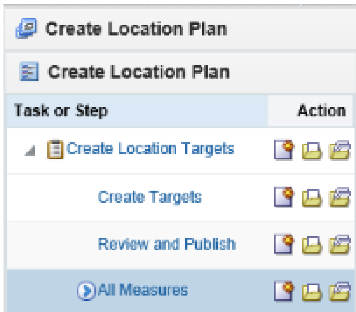
Figure 8–8 Review Targets View



All Measures

The purpose of this workbook is to allow you to create a view of workbook measures that you may not be able to view all at once in other views.

Figure 8–9 All Measures



All Measures View

The All Measures view contains all the measures contained in the workbook; however, only the Wp Sales R measure is visible in the default measure profile.

Figure 8–10 All Measures View

9

Create Location Plan Task

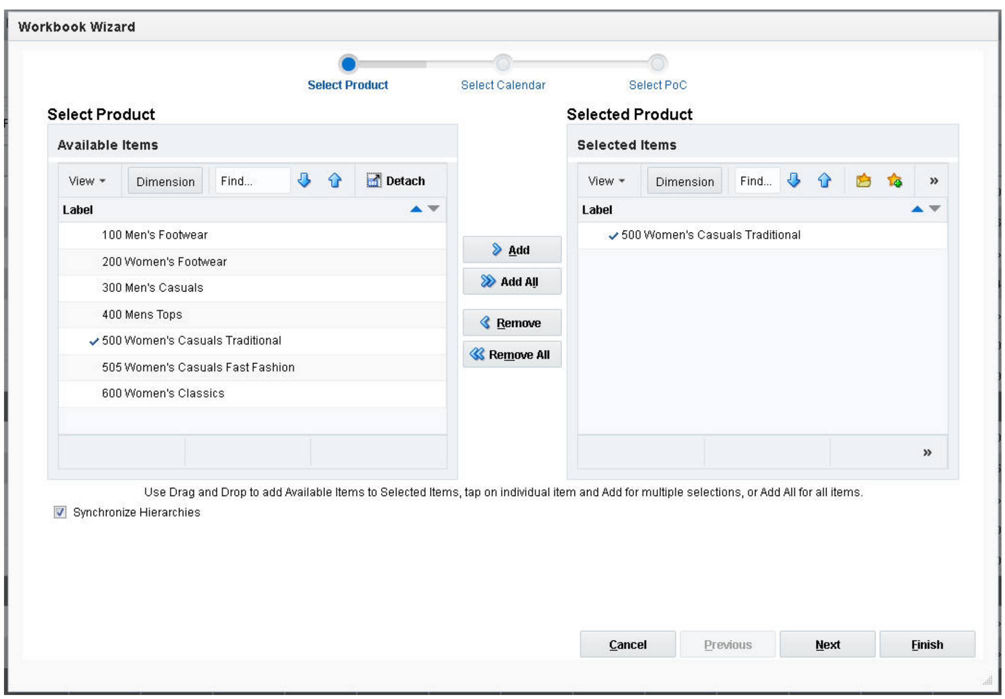
Location Planning is the process during which planners create the location plans at the Store level. These plans are then compared to and reconciled against the Merch Plan.

Building the Workbook

To build the workbook, complete the following steps:

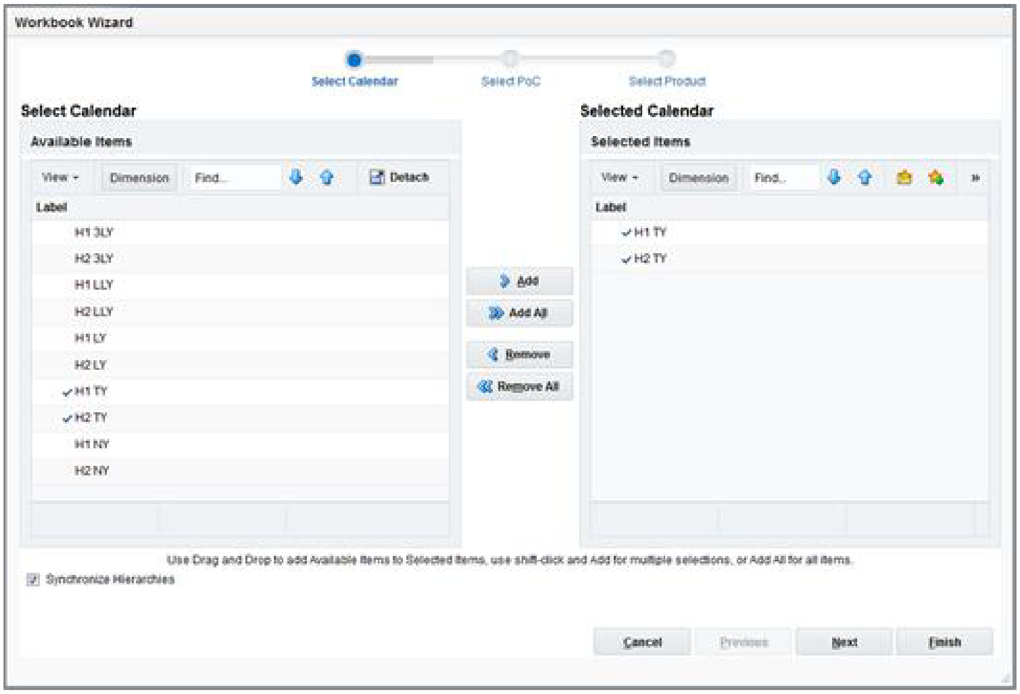
1. Click the **Create New Workbook** icon in the Create Location Plan task.
2. The Product Selection step of the workbook wizard is displayed. Select the department you want to plan and move it to the Selected Items box. Click **Next**.

Figure 9–1 Workbook Wizard: Product Selection



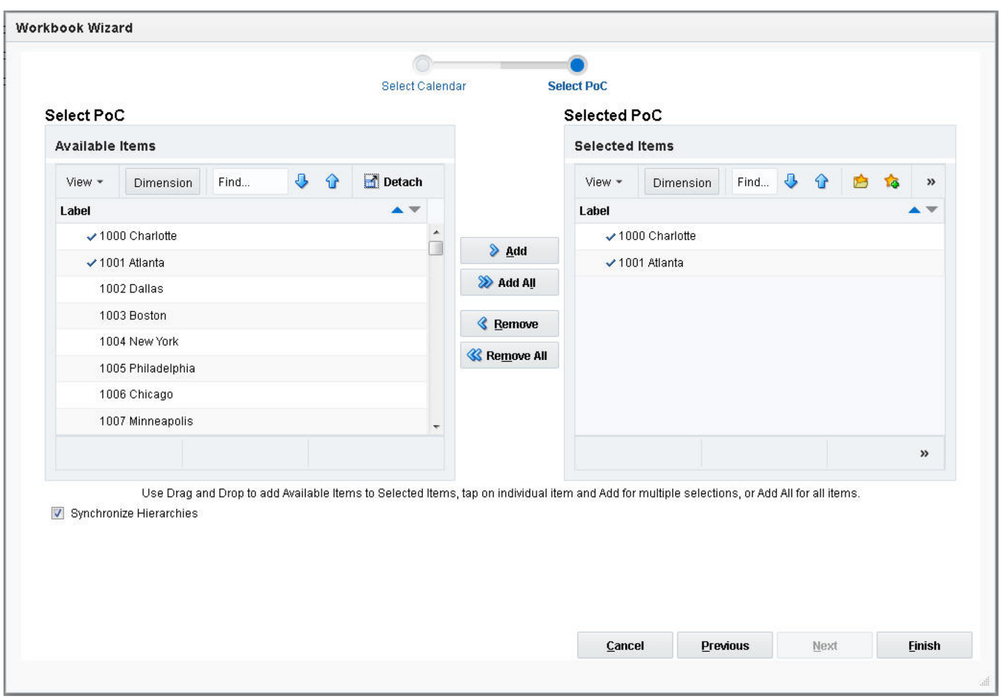
3. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 9–2 Workbook Wizard: Calendar Selection



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

Figure 9–3 Workbook Wizard: Location Selection



Create Location Plan

This section describes location plan creation.

Seed Plan

The user can seed from Last Year (Ly), Forecast (Fcst), and Targets (Tgt*). Table 9–1 lists the measures that are seeded for different seeding options. Note that only Target measures that correspond to Variance to Ly (varLy) measures are seeded.

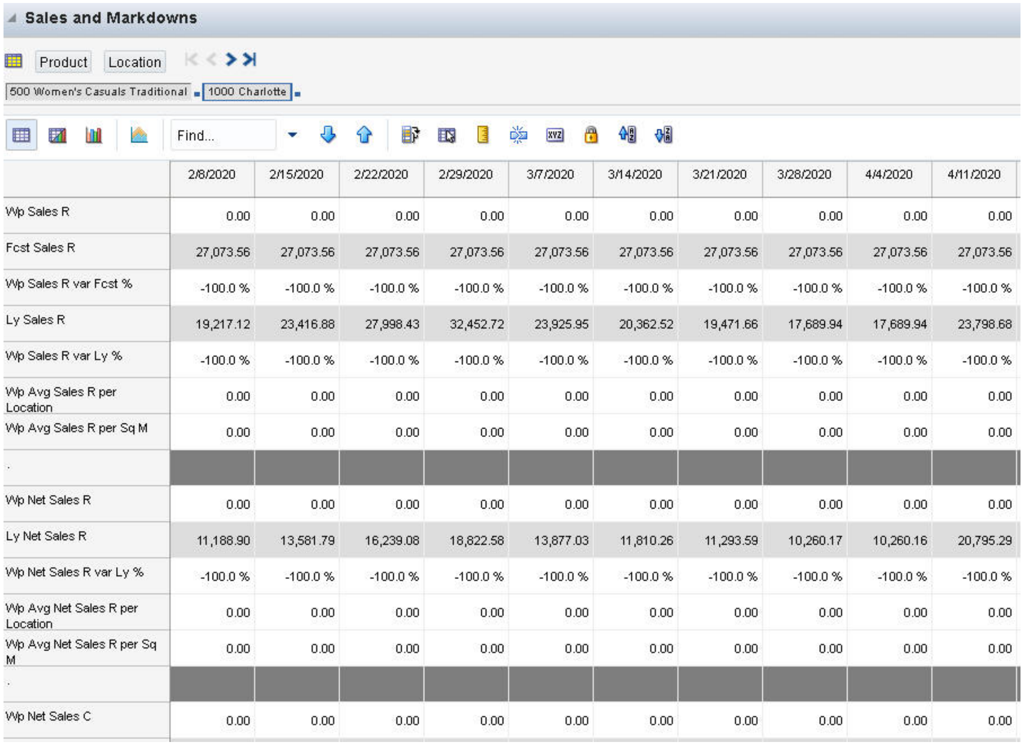
Table 9–1 Seeding Options

Seeded Measure	Seed With Version
Wp Sales R	Ly/Fcst/Tgt*
Wp Sales U	Ly/Fcst/Tgt*
Wp GM R %	Ly/Tgt
Wp Returns R %	Ly/Tgt*
Wp Returns AUR	Ly/Tgt*
Wp Receipts C	Ly
Wp Receipts U	Ly
Wp Shrink C %	Ly
Wp Shrink AUC	Ly
Wp Transfers In/Out C	Ly
Wp Transfers In/Out U	Ly
Wp W/F Owned by Retailer R %	Ly
Wp W/F Markup R %	Ly
Wp W/F Markdown R %	Ly

Sales and Markdowns

After seeding, the user can validate the seeded sales and markdown data in this view.

Figure 9–4 Sales and Markdowns View

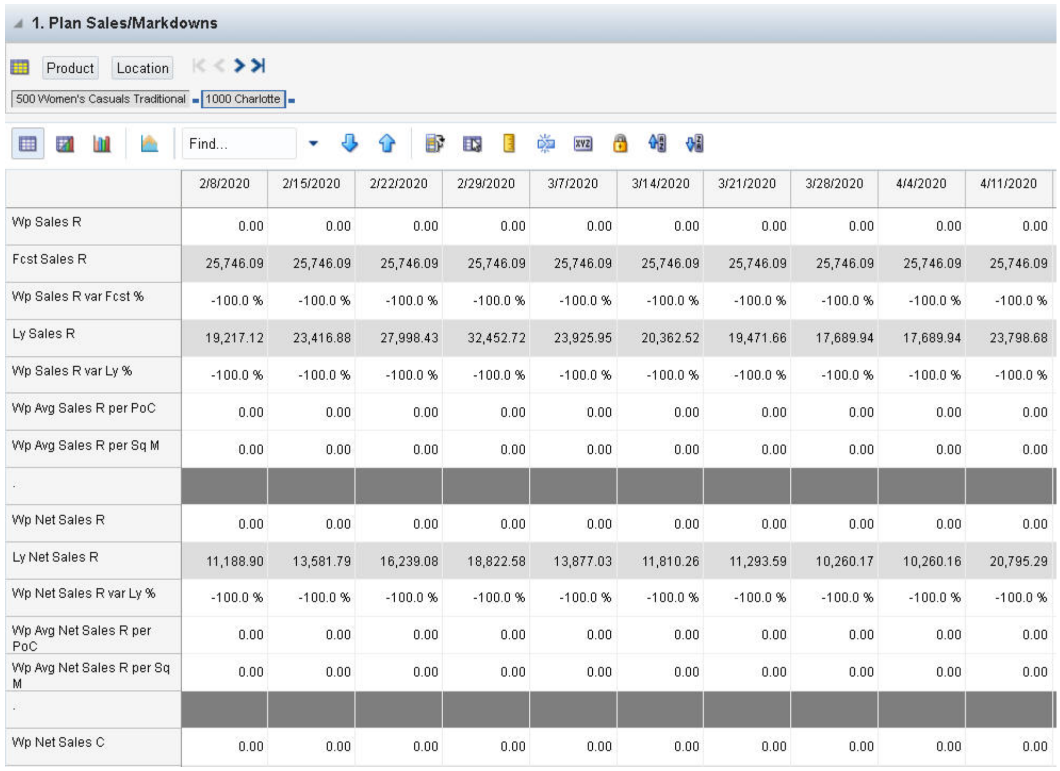


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fcst Sales R	27,073.56	27,073.56	27,073.56	27,073.56	27,073.56	27,073.56	27,073.56	27,073.56	27,073.56	27,073.56
Wp Sales R var Fcst %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Ly Sales R	19,217.12	23,416.88	27,998.43	32,452.72	23,925.95	20,362.52	19,471.66	17,689.94	17,689.94	23,798.68
Wp Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Sales R per Location	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Sales R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales R	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
Wp Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Net Sales R per Location	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Net Sales R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Plan Sales/Markdowns View

After you have seeded, develop the sales and markdown location plan for those departments. The second tab within the Create Plan step, Sales/Markdowns, has one default view: Plan Sales and Markdowns.

Figure 9–5 Plan Sales/Markdowns View



1. Plan Sales/Markdowns

Product Location

500 Women's Casuals Traditional | 1000 Charlotte

Find...

	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fcst Sales R	25,746.09	25,746.09	25,746.09	25,746.09	25,746.09	25,746.09	25,746.09	25,746.09	25,746.09	25,746.09
Wp Sales R var Fcst %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Ly Sales R	19,217.12	23,416.88	27,998.43	32,452.72	23,925.95	20,362.52	19,471.66	17,689.94	17,689.94	23,798.68
Wp Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Sales R per PoC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Sales R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales R	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
Wp Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Net Sales R per PoC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Net Sales R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

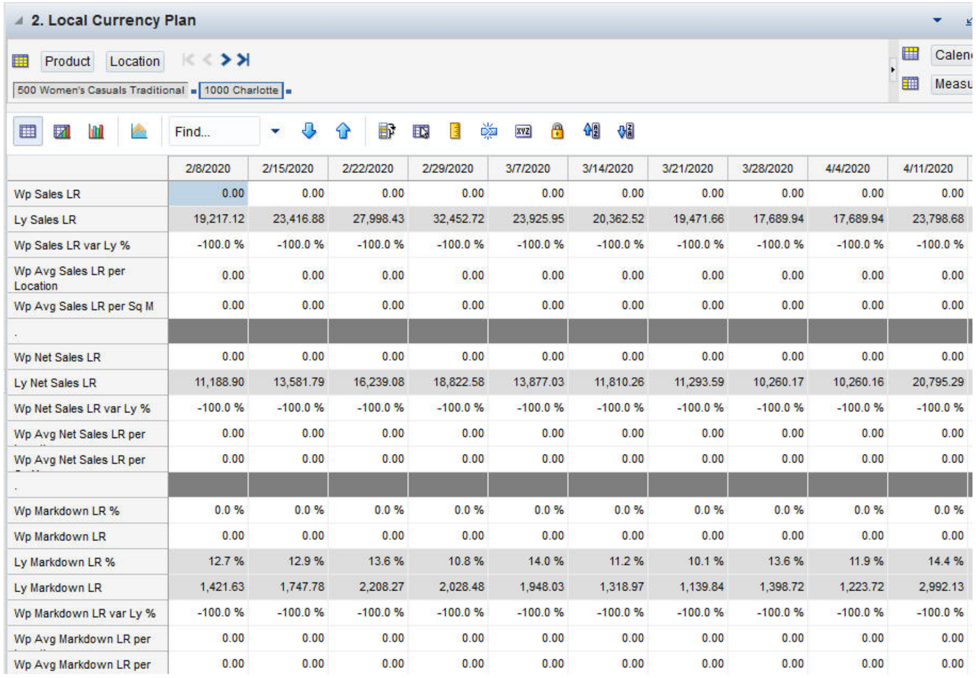
If Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning Sales/Markdowns that specifically cater to these options.

- Local Currency Plan
- Plan W/F Sales and Markup

Local Currency Plan

The Local Currency step displays your plan using the local currency conversion set up by the administrator.

Figure 9–6 Local Currency Plan View

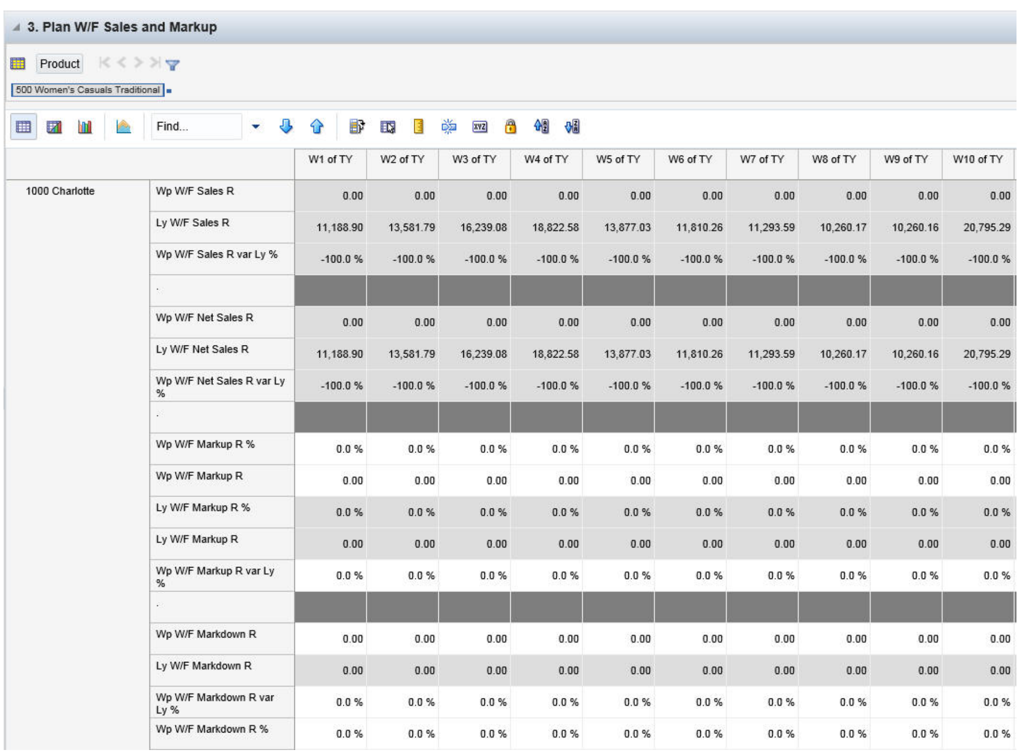


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Sales LR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Sales LR	19,217.12	23,416.88	27,998.43	32,452.72	23,925.95	20,362.52	19,471.66	17,689.94	17,689.94	23,798.68
Wp Sales LR var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Sales LR per Location	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Sales LR per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales LR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales LR	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
Wp Net Sales LR var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Net Sales LR per	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Net Sales LR per	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Markdown LR %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown LR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Markdown LR %	12.7 %	12.9 %	13.6 %	10.8 %	14.0 %	11.2 %	10.1 %	13.6 %	11.9 %	14.4 %
Ly Markdown LR	1,421.63	1,747.78	2,208.27	2,028.48	1,948.03	1,318.97	1,139.84	1,398.72	1,223.72	2,992.13
Wp Markdown LR var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Markdown LR per	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Markdown LR per	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Plan W/F Sales and Markup

If the Wholesale Franchise options are provisioned, then this additional view will be available to plan additional wholesale/franchise measures in this view.

Figure 9–7 Plan W/F Sales and Markup View



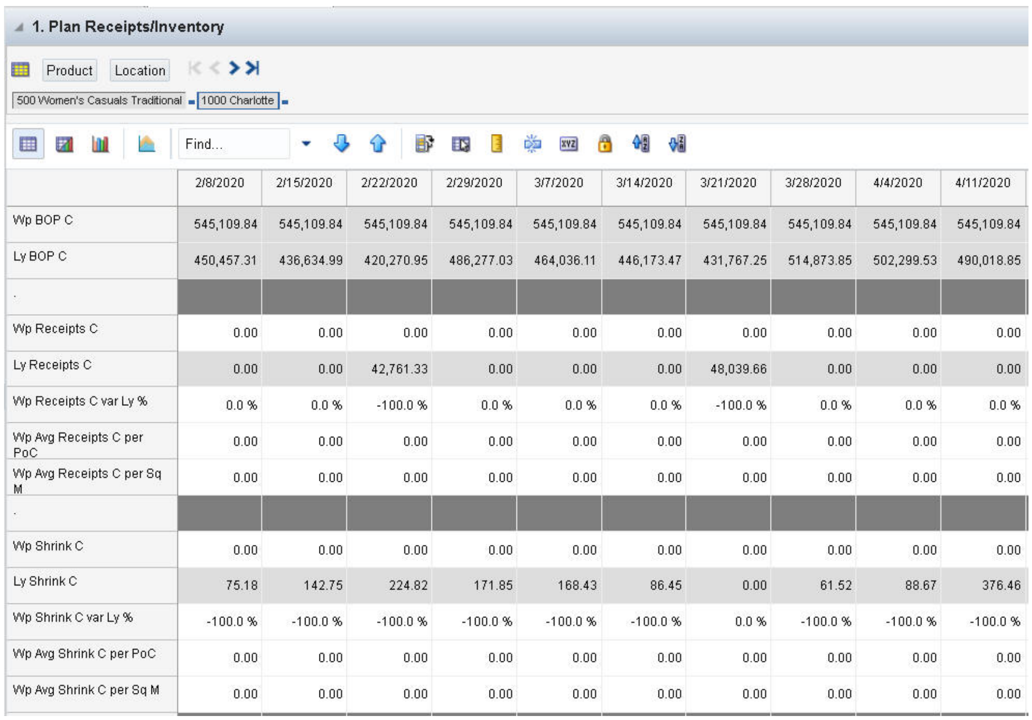
		W1 of TY	W2 of TY	W3 of TY	W4 of TY	W5 of TY	W6 of TY	W7 of TY	W8 of TY	W9 of TY	W10 of TY
1000 Charlotte	Wp W/F Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Ly W/F Sales R	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
	Wp W/F Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	.										
	Wp W/F Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Ly W/F Net Sales R	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
	Wp W/F Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	.										
	Wp W/F Markup R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
	Wp W/F Markup R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Ly W/F Markup R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
	Ly W/F Markup R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Wp W/F Markup R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
	.										
	Wp W/F Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Ly W/F Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Wp W/F Markdown R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
	Wp W/F Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Plan Receipts/Inventory

The third tab within the Create Location Plan step, Inventory/Gross Margin, has two default views: Plan/Receipts and Inventory and Gross Margin.

After you have developed the sales and markdown plan, you develop a receipts and inventory plan that can support the sales and markdown plan. The purpose of this step is to ensure that you have a receipt and inventory plan that supports the sales that you are projecting. Like the Plan Sales and Markdowns View, the Plan Receipts/Inventory view contains several Ly metrics that you can reference when setting your targets. Additional measures can be used to adjust your inventory targets.

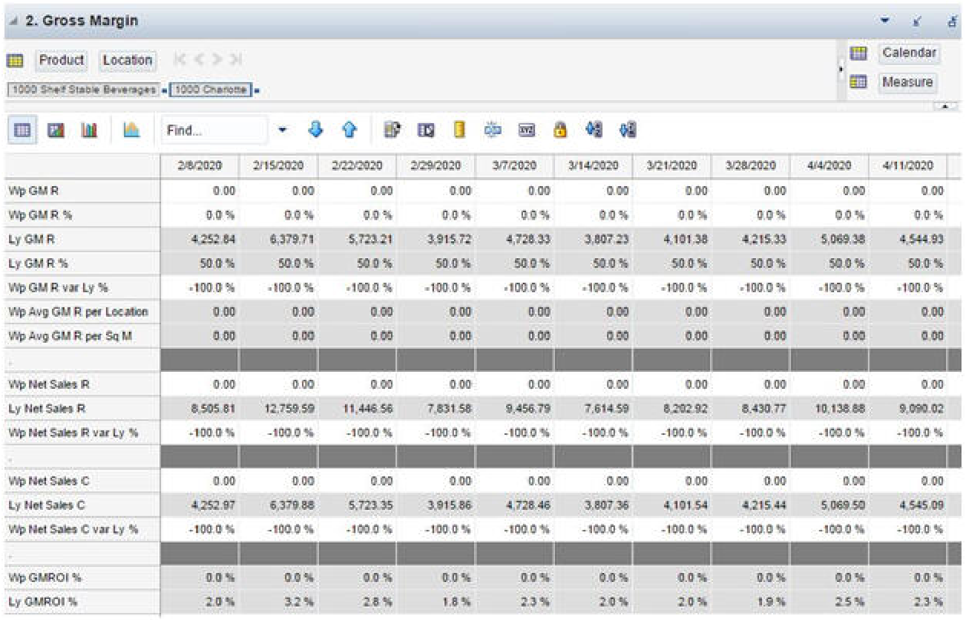
Figure 9–8 Plan Receipts/Inventory View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp BOP C	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84
Ly BOP C	450,457.31	436,634.99	420,270.95	486,277.03	464,036.11	446,173.47	431,767.25	514,873.85	502,299.53	490,018.85
.										
Wp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Receipts C	0.00	0.00	42,761.33	0.00	0.00	0.00	48,039.66	0.00	0.00	0.00
Wp Receipts C var Ly %	0.0 %	0.0 %	-100.0 %	0.0 %	0.0 %	0.0 %	-100.0 %	0.0 %	0.0 %	0.0 %
Wp Avg Receipts C per PoC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Receipts C per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Shrink C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Shrink C	75.18	142.75	224.82	171.85	168.43	86.45	0.00	61.52	88.67	376.46
Wp Shrink C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	0.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Shrink C per PoC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Shrink C per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Use the Gross Margin view to evaluate the gross margin created from your sales and markdown plan and receipts and inventory plan. Determine whether the planned gross margin meets your gross margin goal. If it does not, return to the Plan Sales and Markdown Plan and Plan Inventory and Receipt Plan steps to adjust your receipt markups and receipt flow. When you return to the Plan Sales and Markdowns view, adjust the markdown plans, but do not change the sales. Continue this process until you are satisfied with the gross margin.

Figure 9–9 Gross Margin View



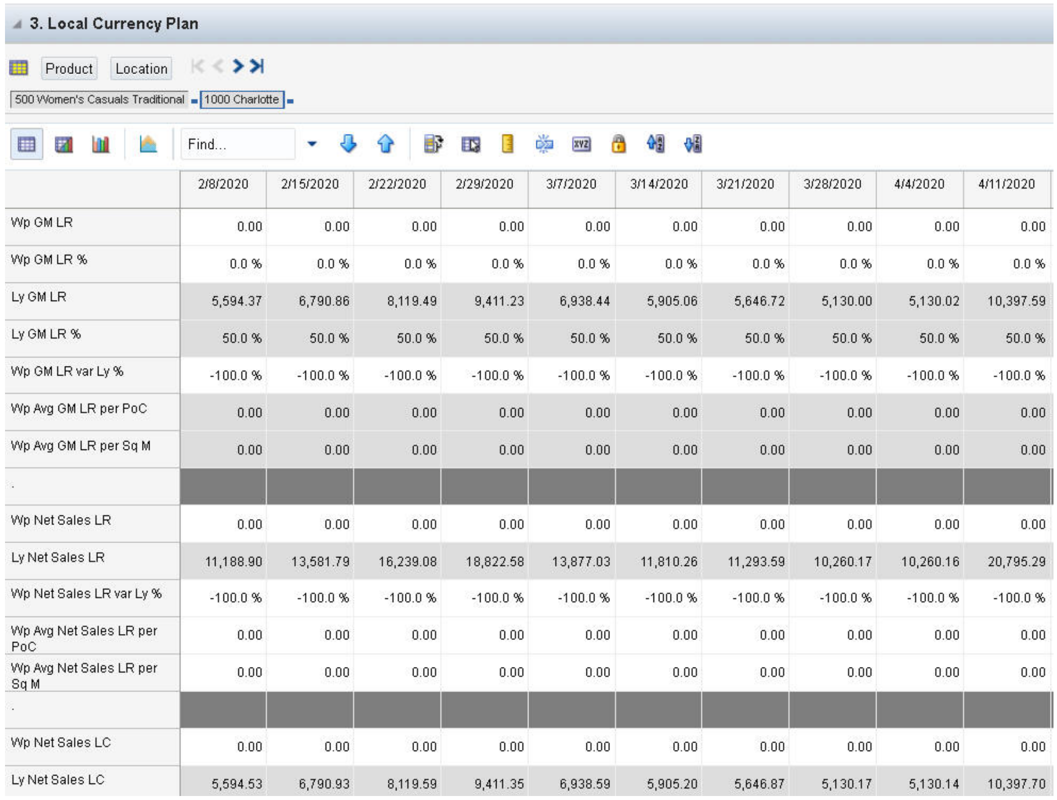
	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly GM R	4,252.84	6,379.71	5,723.21	3,915.72	4,728.33	3,807.23	4,101.38	4,215.33	5,069.38	4,544.93
Ly GM R %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Wp GM R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg GM R per Location	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg GM R per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales R	8,505.81	12,759.59	11,446.56	7,831.58	9,456.79	7,614.59	8,202.92	8,430.77	10,138.88	9,090.02
Wp Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales C	4,252.97	6,379.88	5,723.35	3,915.86	4,728.46	3,807.36	4,101.54	4,215.44	5,069.50	4,545.09
Wp Net Sales C var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp GMROI %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly GMROI %	2.0 %	3.2 %	2.8 %	1.8 %	2.3 %	2.0 %	2.0 %	1.9 %	2.5 %	2.3 %

If Wholesale Franchise or Local Currency options are provisioned, then there are additional views to support planning sales and markdowns that specifically cater to these options.

- Local Currency Plan
- W/F Gross Margin

The Local Currency Plan view shows the Gross Margin plan using the local currency conversion set up by the administrator.

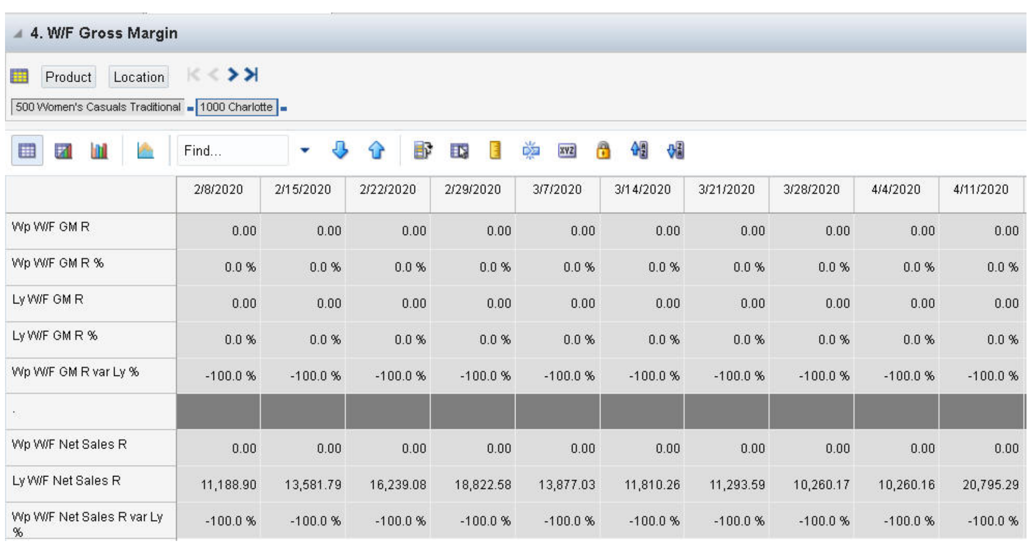
Figure 9–10 Local Currency Plan



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp GM LR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp GM LR %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly GM LR	5,594.37	6,790.86	8,119.49	9,411.23	6,938.44	5,905.06	5,646.72	5,130.00	5,130.02	10,397.59
Ly GM LR %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %	50.0 %
Wp GM LR var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg GM LR per PoC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg GM LR per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales LR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales LR	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
Wp Net Sales LR var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Avg Net Sales LR per PoC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Avg Net Sales LR per Sq M	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Net Sales LC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly Net Sales LC	5,594.53	6,790.93	8,119.59	9,411.35	6,938.59	5,905.20	5,646.87	5,130.17	5,130.14	10,397.70

The W/F Gross Margin view shows the planned Wholesale Franchise Gross Margin if this option is provisioned.

Figure 9–11 W/F Gross Margin

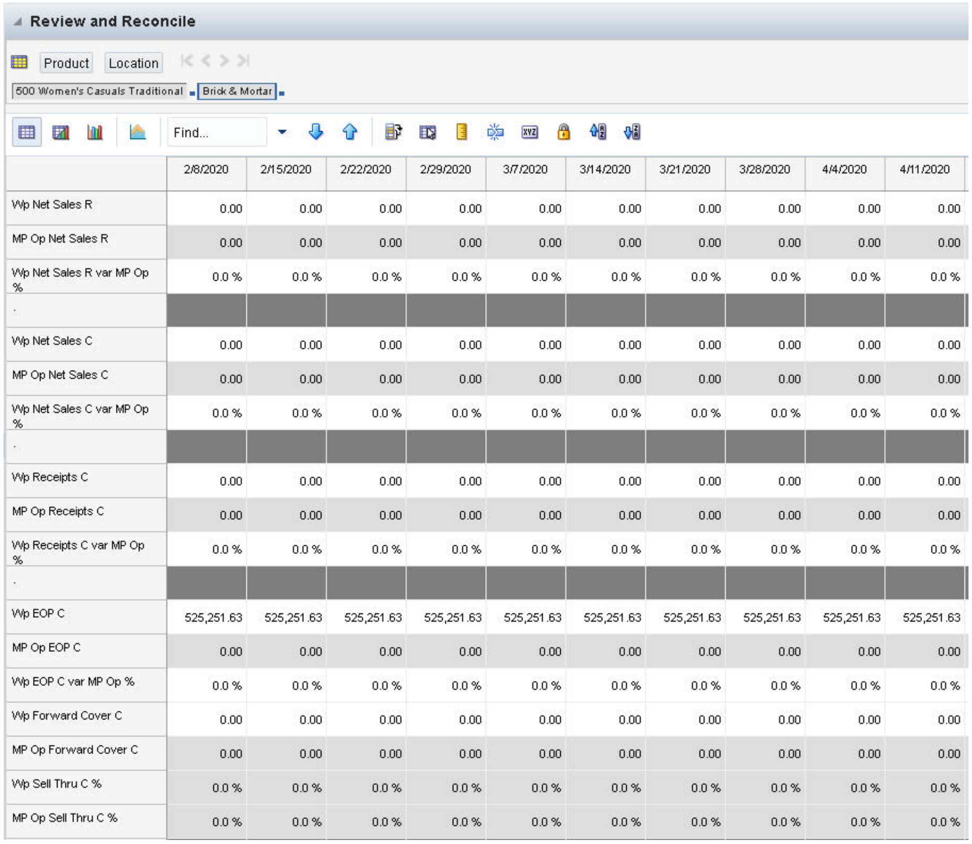


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp W/F GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly W/F GM R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F GM R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
.										
Wp W/F Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ly W/F Net Sales R	11,188.90	13,581.79	16,239.08	18,822.58	13,877.03	11,810.26	11,293.59	10,260.17	10,260.16	20,795.29
Wp W/F Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %

Review and Reconcile to MFP

In this step, review and compare your targets to the top down targets to see if you meet the goals created by the top down user. Use the MFP OP and the MFP CP measure profiles to reconcile your location plan to the Merch Plan targets.

Figure 9–12 Review and Reconcile



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MP Op Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var MP Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MP Op Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales C var MP Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MP Op Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Receipts C var MP Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp EOP C	525,251.63	525,251.63	525,251.63	525,251.63	525,251.63	525,251.63	525,251.63	525,251.63	525,251.63	525,251.63
MP Op EOP C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp EOP C var MP Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Forward Cover C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MP Op Forward Cover C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Sell Thru C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
MP Op Sell Thru C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

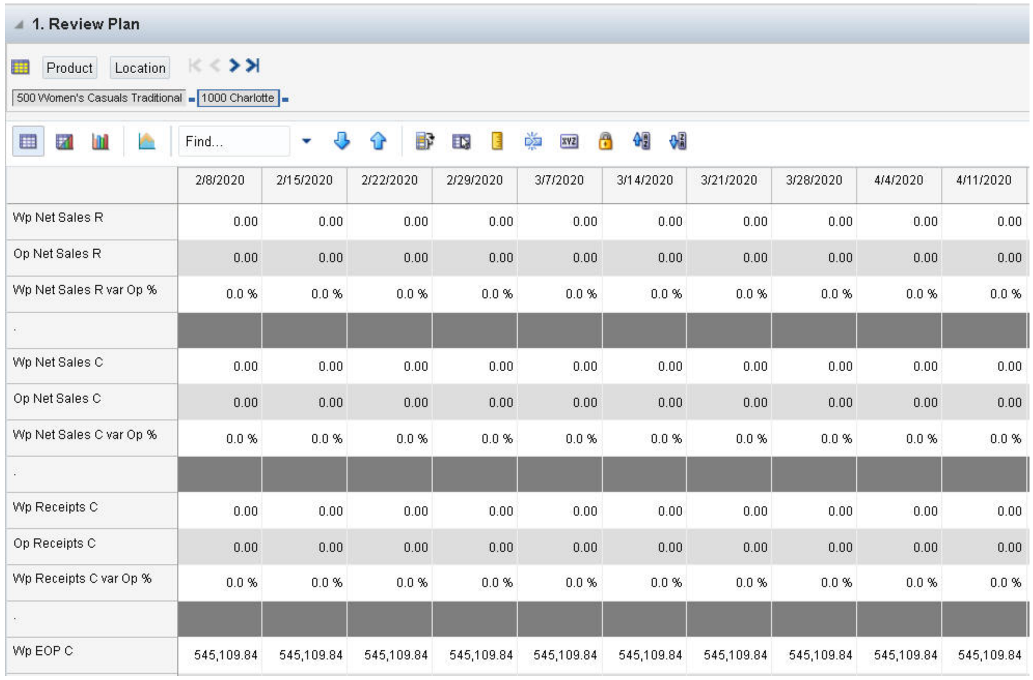
Review and Approve

In this step, the location planner can review and approve the created location plan. The Review and Approve step contains two views: Review Plan and Approve Plan.

Review Plan

In this step, review the location plan you created. Use the Approve Plan custom menu when you are ready to approve the location plan you created. The purpose of reviewing the plan is so that you can understand the goal that your plan should meet.

Figure 9–13 Review Plan

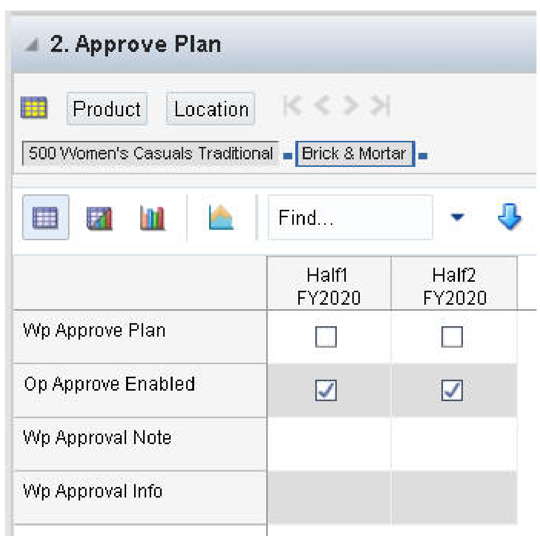


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Op Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Op Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales C var Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Op Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Receipts C var Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp EOP C	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84

Approve Plan

When you are ready to approve your working plan, use the Approve Plan view and custom menu Approve Plan. The approved versions are committed after the process is complete.

Figure 9–14 Approve Plan View

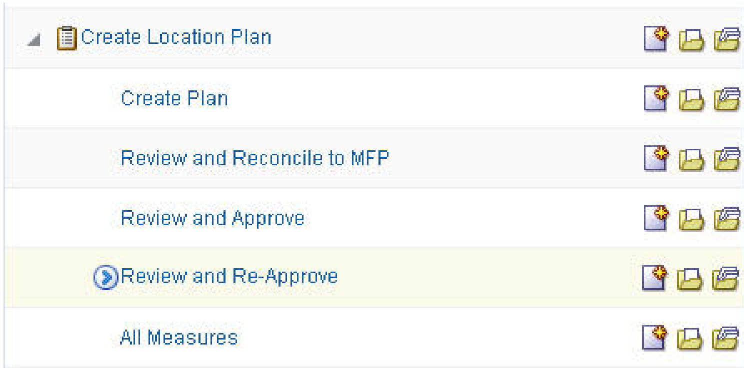


	Half1 FY2020	Half2 FY2020
Wp Approve Plan	☐	☐
Op Approve Enabled	☑	☑
Wp Approval Note		
Wp Approval Info		

Review and Re-Approve

Use this step to review the location plan during in-season for On Order and Open to Buy and to update the plan and reapprove if necessary. The Review and Re-Approve step has two views: Review and Re-Project Plan and Approve Plan.

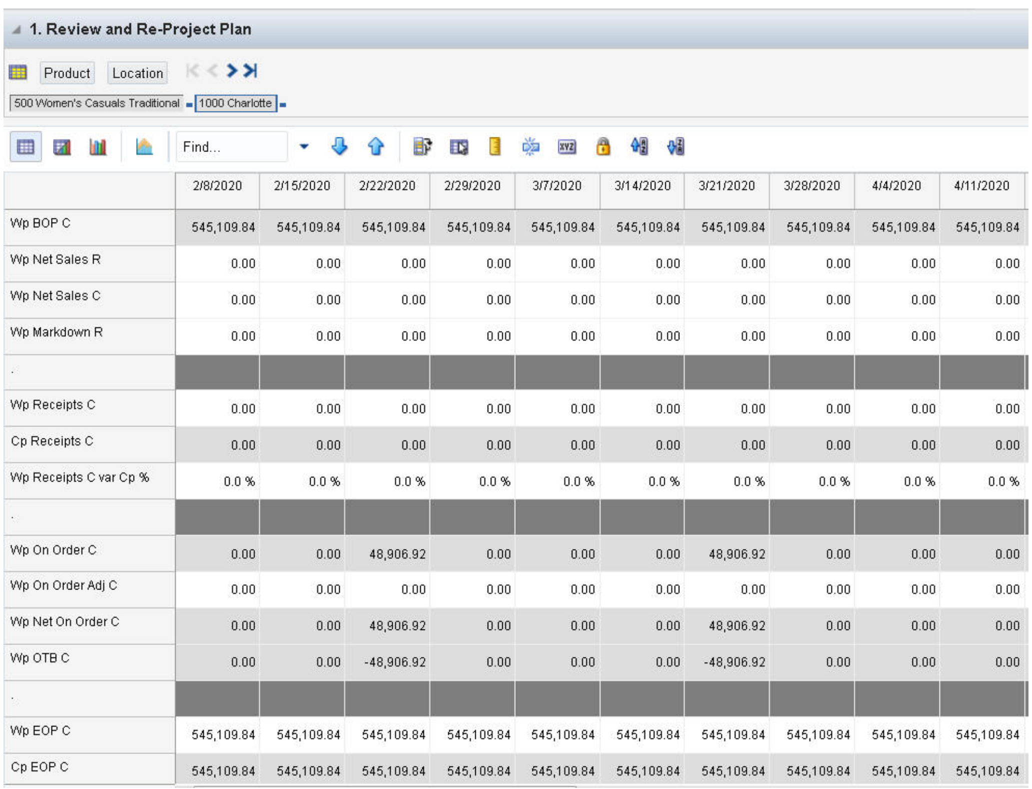
Figure 9–15 Review and Re-Approve



Review and Re-Project Plan

In this view, the user can review On Order and Open to Buy during the in-season, adjust the planned inventory data as needed, and re-approve the CP plan.

Figure 9–16 Review and Re-Project Plan

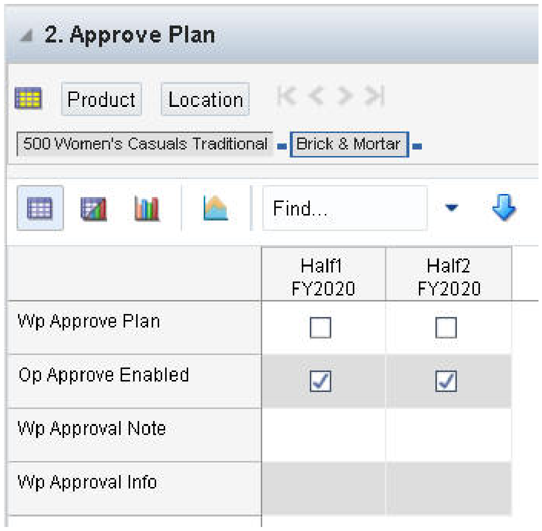


	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020
Wp BOP C	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net Sales C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
.										
Wp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cp Receipts C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Receipts C var Cp %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
.										
Wp On Order C	0.00	0.00	48,906.92	0.00	0.00	0.00	48,906.92	0.00	0.00	0.00
Wp On Order Adj C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Wp Net On Order C	0.00	0.00	48,906.92	0.00	0.00	0.00	48,906.92	0.00	0.00	0.00
Wp OTB C	0.00	0.00	-48,906.92	0.00	0.00	0.00	-48,906.92	0.00	0.00	0.00
.										
Wp EOP C	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84
Cp EOP C	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84	545,109.84

Approve Plan

When you are ready to reapprove your working plan during the in-season, use this view and the custom menu Approve Plan to re-approve the plan.

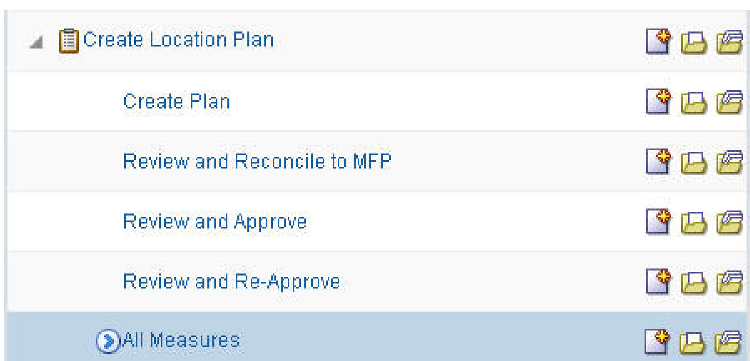
Figure 9–17 Approve Plan View



All Measures

The purpose of this workbook is to allow you to create a view of workbook measures that you may not be able to view at the same time in other views.

Figure 9–18 All Measures



All Measures View

The All Measures view contains all the measures contained in the workbook; however, only the Wp Sales R measure is visible in the default measure profile. All the remaining measures are available via Show/Hide.

Figure 9–19 All Measures View

10

In-Season Management

Merch Targets and Merch Plan users can both use the Create Merch Plan Targets and Create Merch Plan activity during the in-season to review plans and compare those plans to the season actuals. Merch Targets users review the targets and the plans created by the lower level users and determine how those plans compare to actuals. Merch Plan users can review plans to actuals and also adjust the plans with the Update Department Plans task.

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

Each role has its own task within the Create Merch Plan Targets and Create Merch Plan activity. The activities of each role are described in this chapter.

The Merch Plan Targets user can use the In Season Review and Re-project Targets task to review the targets and plans created by the lower level users and determine how those plans compare to actuals. The In Season Review and Re-project Targets has six tabs, two of which are used to re-approve an already submitted plan.

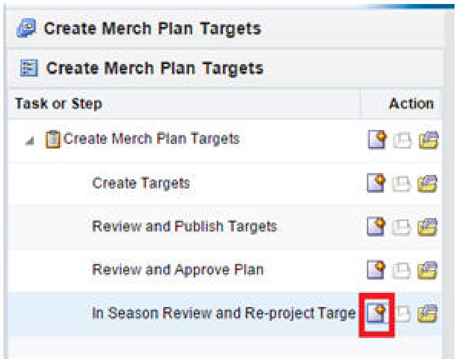
- Review and Re-project
- Open to Buy
- Publish Targets
- Projection
- Review Plan
- Approve View

Building the Workbook

To build the In Season Review and Re-project Targets workbook, complete the following steps.

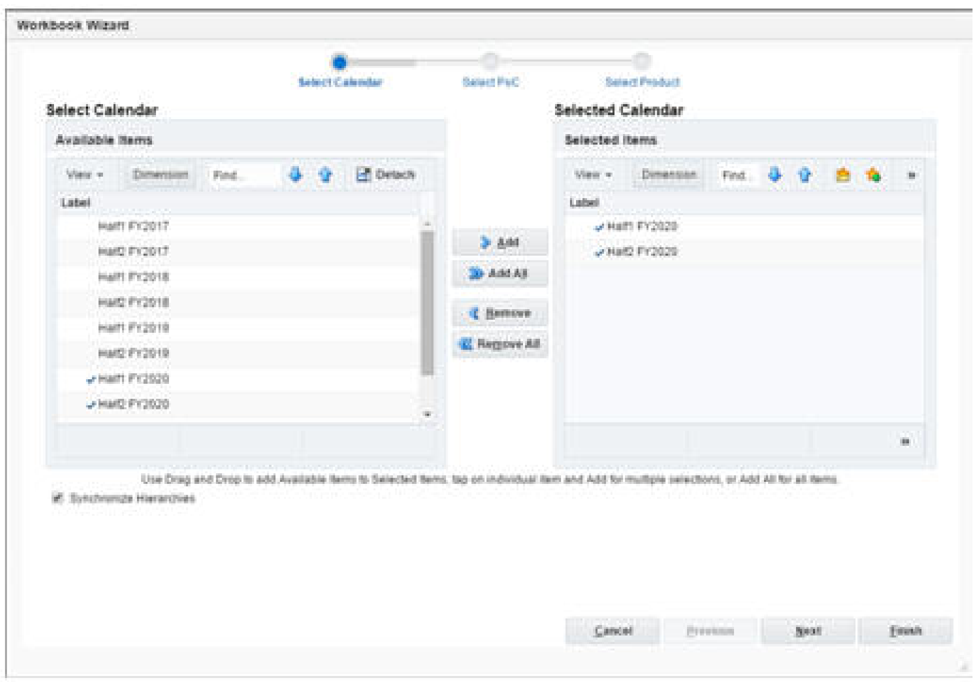
1. Click the **Create New Workbook** icon in the In Season Review and Re-project Targets task.

Figure 10–1 Create New Workbook



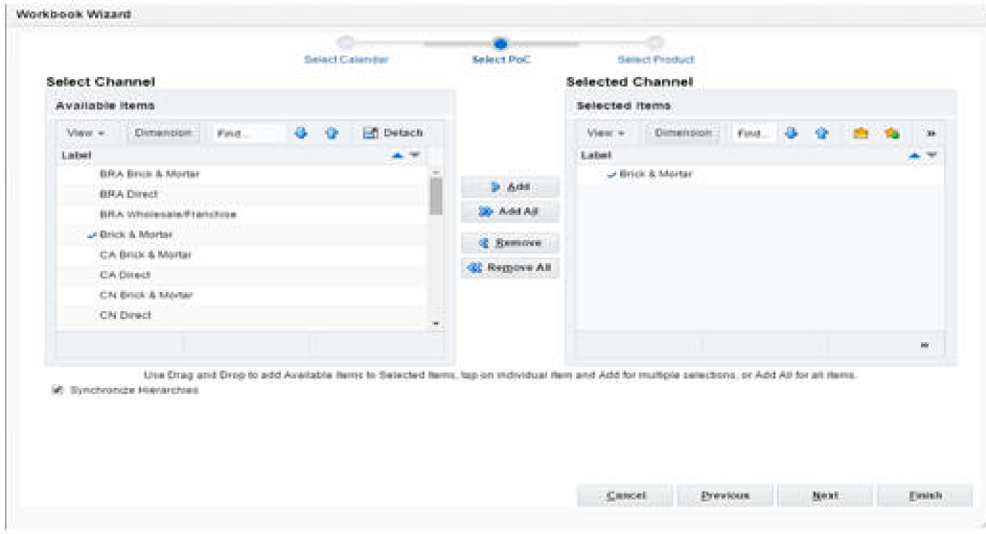
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–2 Workbook Wizard: Calendar Selection



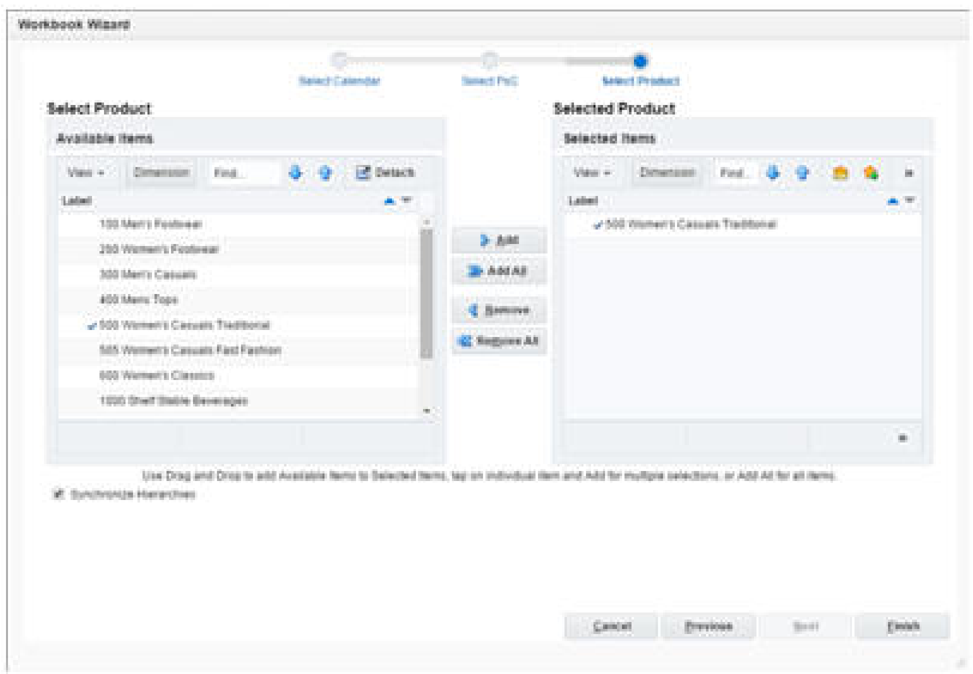
3. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–3 Workbook Wizard: Select Channel



4. The Product Selection step of the workbook wizard is displayed. Select the product you want to plan and move it to the Selected Items box. Click **Finish**.

Figure 10–4 Workbook Wizard: Select Product



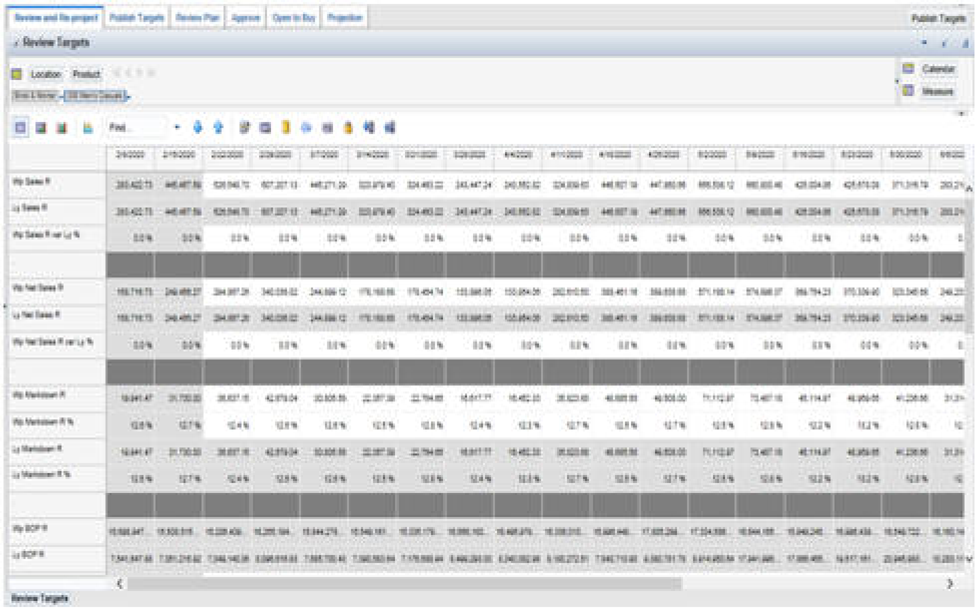
The workbook is built, and the Review and Re-project view is visible.

Review and Pre-Project

Use the Review and Re-project view to compare your plan to the current plan, the original plan, and last year's actuals. Use the three measure profiles in this view to complete these tasks:

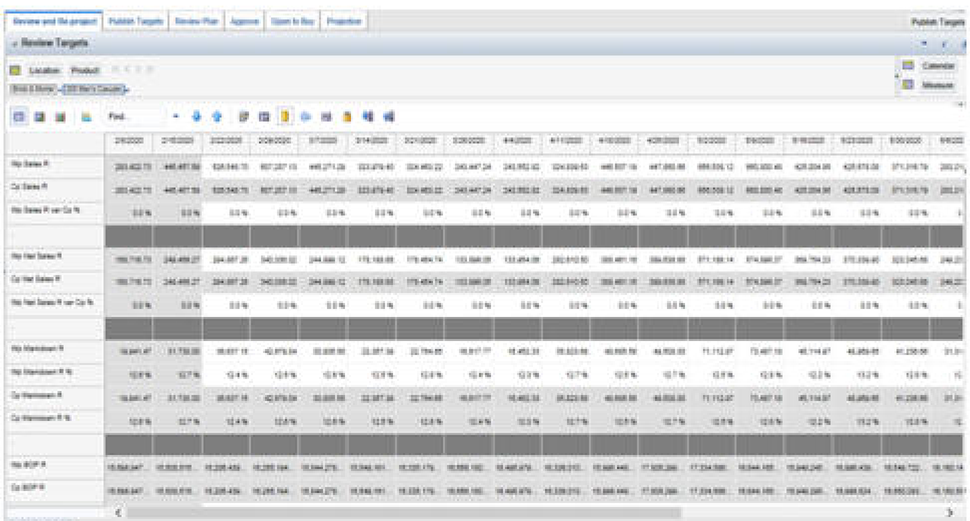
- Default

Figure 10–5 Review and Re-Project Default



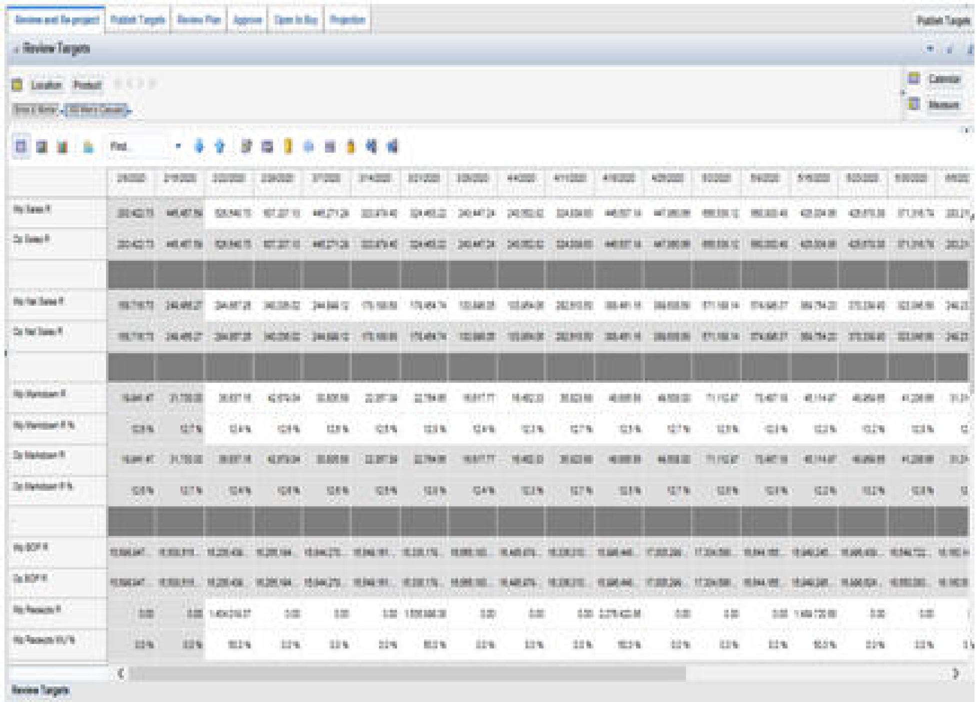
- Tgt with Cp

Figure 10–6 Review and Re-Project Tgt with Cp



- Tgt with Op

Figure 10–7 Review and Re-Project Tgt with Op

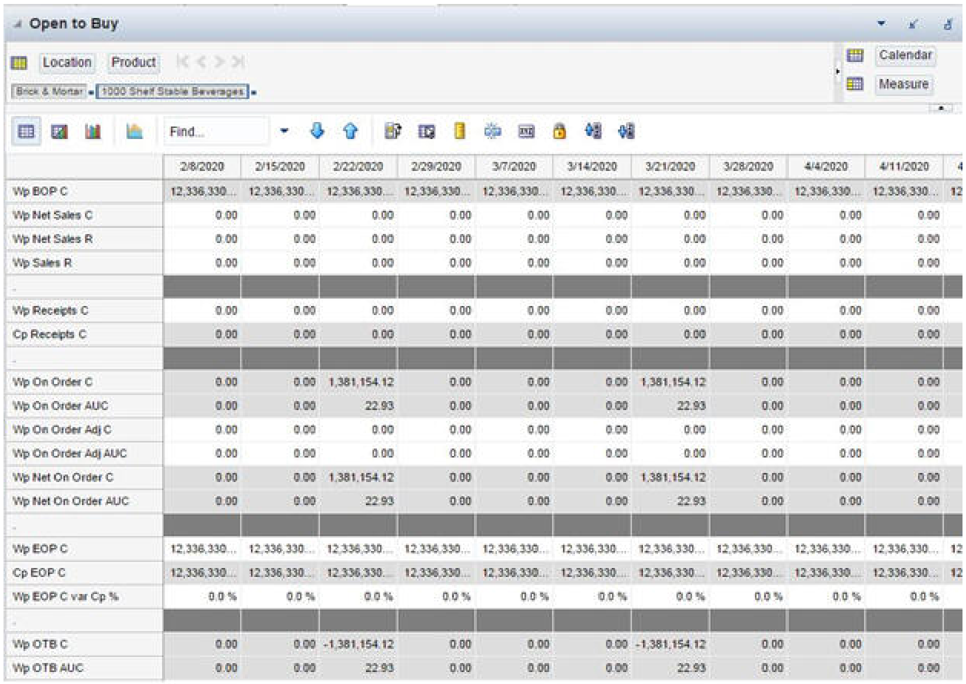


Open to Buy

The Open to Buy Tab has one view: Open to Buy. Use the Open to Buy view to understand the variance between the current planned receipts and their markup to the on order and any on order adjustments. This variance is shown in the Wp OTB C and Wp OTB MU% measures. These measures indicate how many additional receipts can be purchased as well as what markup to use in order to purchase these for the current approve receipt retail and markup plan. Users should understand if their planned receipts keep them on the overall Cp EOP inventory plan. To understand the variance between the Cp EOP inventory plan and the Wp EOP inventory plan, users can reference the measure Wp EOP C Var Cp%. Use this view to validate what OTB you have available and then start adjusting your plan. Then, confirm that your updates can be obtained given the OTB constraints that you may have. Use the following best practices to adjust OTB.

- To understand the difference between the current approved receipts and the net on order, compare the Cp Receipts C plan to the Wp Net On Order C.

Figure 10–8 Open to Buy

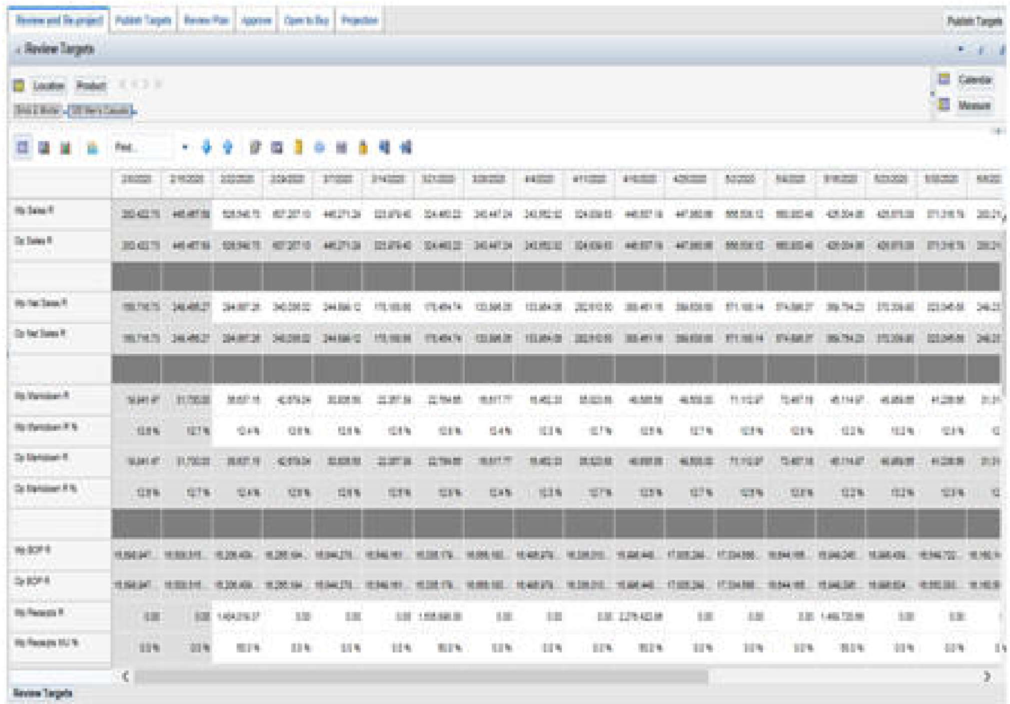


- Compare the Cp Receipts MU% plan to the Wp Net On Order MU%. If receipts are booked for non-elapsed periods, you can enter this Wp Receipt C and Wp Receipt MU% data into the Wp On Order Adj C and Wp On Order Adj MU% respectively to capture the Wp OTB measures. For example, this may occur if receipts book daily for the retailer, and OTB is completed on a Tuesday. By using the Wp On Order Adj measures, you can capture all receipts for comparing the Net On Order to the Cp receipt plan.

Update Sales and Markdowns Targets

Use the Review and Re-project tab under In Season Review and Re-project Targets step to adjust the sales and markdown targets for department. The view used in the In Season Review and Re-project Targets step is the Review and Re-project tab view. This view contains several metrics that you can reference when setting your plan. You can use the Ly measures as guidelines for entering data in the corresponding Wp measures.

Figure 10–9 Update Sales and Markdowns Targets



In this view, you typically complete the following steps to adjust the sales and markdown plan that reflects what you plan to achieve in the period you are planning.

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

After you have adjusted the sales and markdown plan, continue to the next step, "Update Receipts and Inventory Plan".

Update Receipts and Inventory Plan

After you have adjusted the sales plan by setting the sales and markdown targets, adjust the inventory plan so that it can support the sales plan. An inventory plan is created by a value plan and a unit plan, which are both composed of inventory and receipt targets. First, adjust the value plan. After you have adjusted the value plan, review the unit plan. The unit plan is essentially the value plan translated into units, based on the appropriate average unit retail (AUR). Because of this, the unit plan is affected by the changes you made to the value plan. If the value plan has created an unachievable unit plan, adjust both as necessary to meet your goals. The purpose of this step is to ensure that you have a receipt plan and an inventory plan that support the sales that you are projecting.

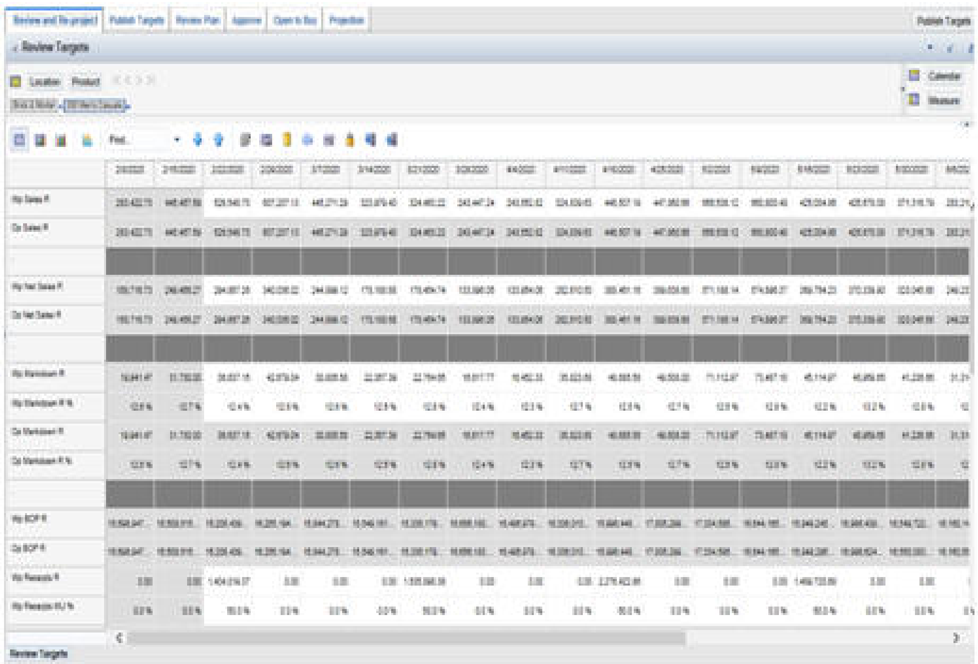
Use the following best practices to plan the receipts and inventory.

- Plan the receipt flow and then evaluate the average inventory and turn.
- Use the Gross Margin view to evaluate the gross margin created from your sales plan. Determine whether the planned gross margin meets your gross margin goal.

If it does not, gross margin can be updated by editing Wp Net Sales C or directly by updating Wp GM R or Wp GM R%.

- Adjust the Wp Stock to Sales ratio C measure accordingly. These adjustments affect the receipts for both the current month and prior month. However, the total plan period receipts do not increase or decrease; they only shift from month to month.

Figure 10–10 Update Receipts and Inventory Plan

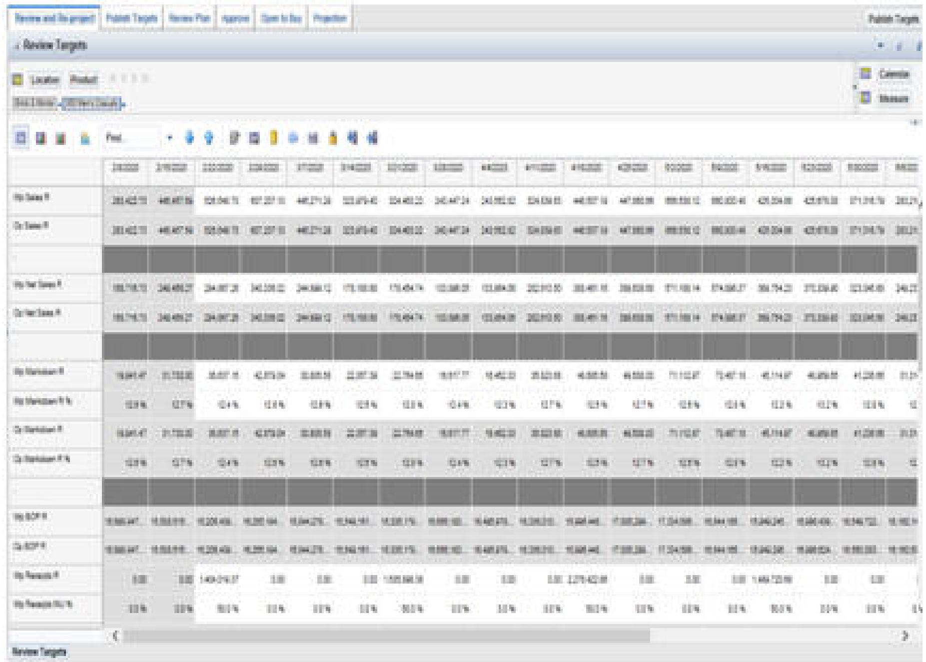


After you have determined that the value and unit plans that you have created are achievable, continue to the "Review and Update Gross Margin Plan" step, where you can review the gross margin plan to see if your sales and inventory plans achieve the gross margin goal you have been given.

Review and Update Gross Margin Plan

Use the Review and Re-project Targets view to review the gross margin plans that were created by the value and unit plans you developed. You should use the Review and Re-project Targets view to determine whether the gross margin plans meet the gross margin goal that you have been given. If the gross margin plans do not meet your goal, make the necessary adjustments to your sales and inventory targets. Continue this process until you are satisfied with the gross margin plans.

Figure 10–11 Review and Update Gross Margin Plan



Publish Targets

Use the Publish Targets tab under the In Season Review and Re-project step when you are ready to publish the targets you created (publish the updated targets). Publishing a target copies your Merch Target Wp measure information to the Tgt measures in your task, and then it commits those target measures to the database so that Merch Plan users can retrieve those targets.

The Tgt measures are shown in the Published Targets view found in the Publish Targets tab. These measures initially have existing targeted values. After the targets are published in this step, these measures are populated with the updated target information.

To publish the targets, complete the following steps.

1. Enable the Wp Publish Targets measure check box to select the halves the that you want to publish.
2. If necessary, enter relevant information in the Wp Publish Notes measure. This is optional.
3. Repeat steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the top right corner, as shown in Figure 10–11.
5. A success message is displayed. Click **OK** to close it.

Figure 10–12 Success Message

6. The view refreshes and clears the data in Wp Publish Targets and Wp Publish Notes measures. It populates data for the Tgt Publish Info measure as name:date:Notes. The Tgt measures in this view are populated.

Figure 10–13 Publish View

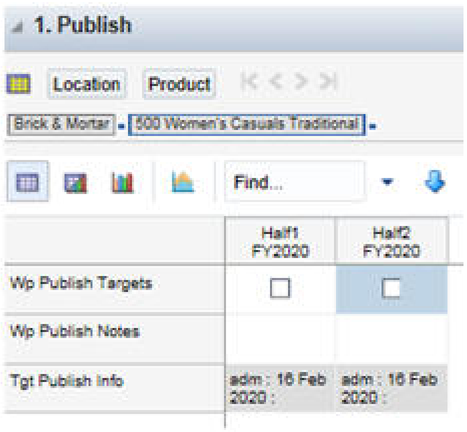
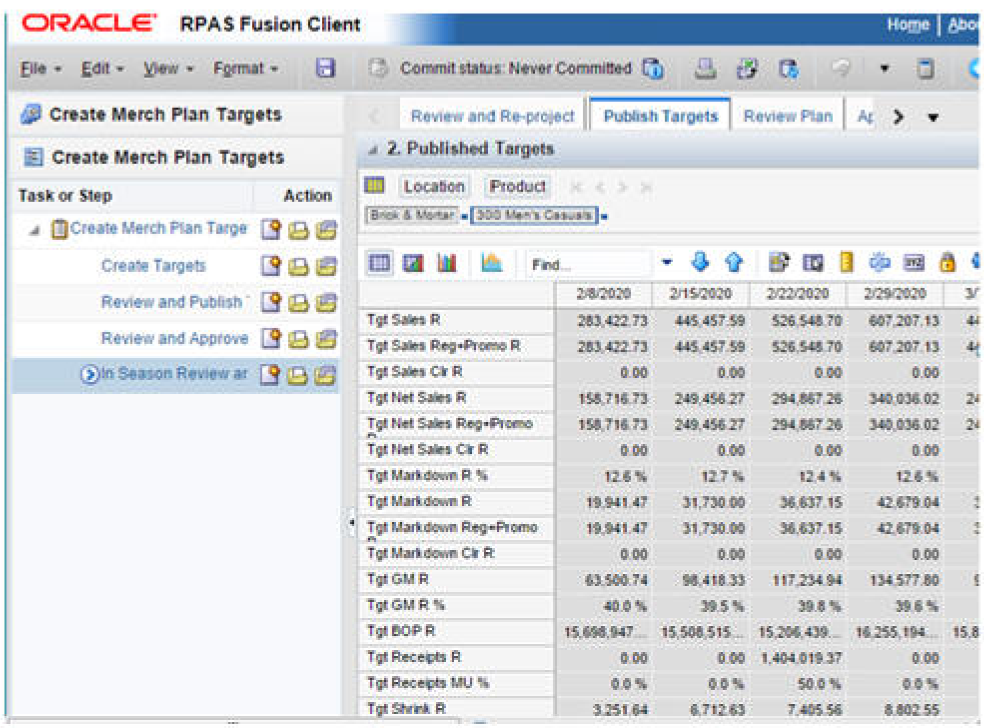


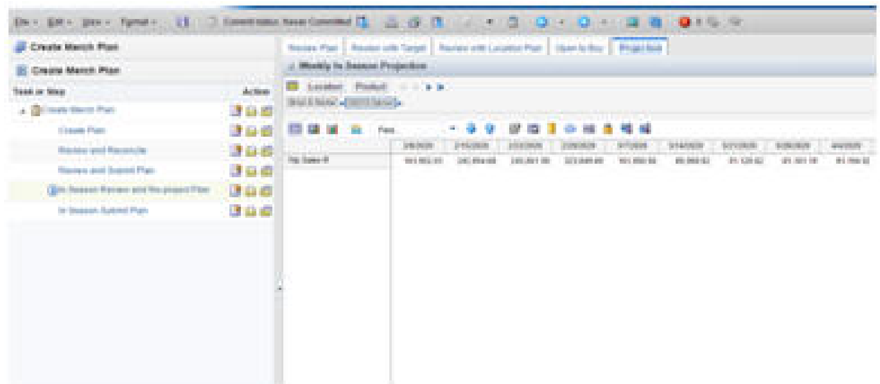
Figure 10–14 Tgt Measures View



Projection

The Projection view contains all the measures contained in the task; however, only the Wp Sales R measure is visible in the default measure profile. Use this task to create a view of task measures that you cannot view at one time in other views.

Figure 10–15 Weekly In-Season Projection



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

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

Review and Re-Project

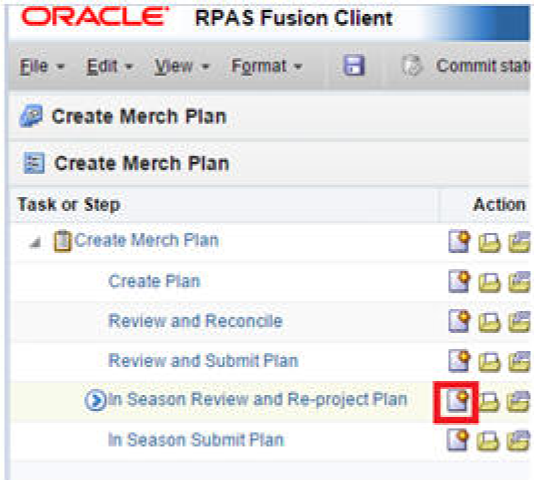
After you have published your targets and committed your task, the Merch Plan user can use the targets to re-project the plan. The Merch Plan user can use the In Season Review and Re-project Plan task to review the plan and the targets created by the higher level users and determine how those plans compare to actuals.

Create

To build the In Season Review and Re-project Plan workbook, complete the following steps.

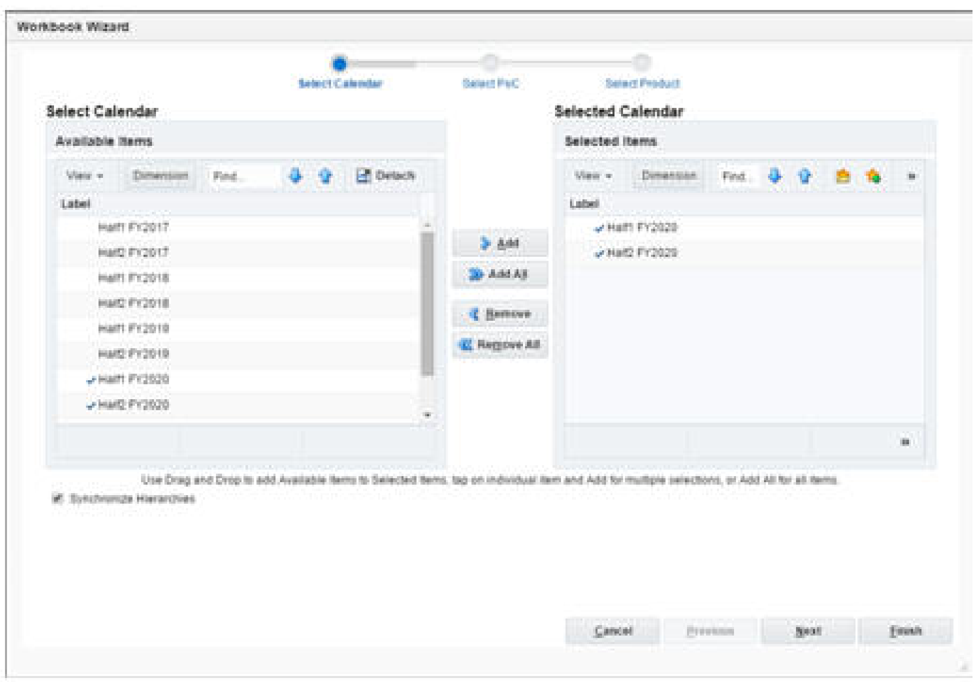
1. Click the **Create New Workbook** icon in the In Season Review and Re-project Plan task.

Figure 10–16 In-Season Review and Re-Project Plan



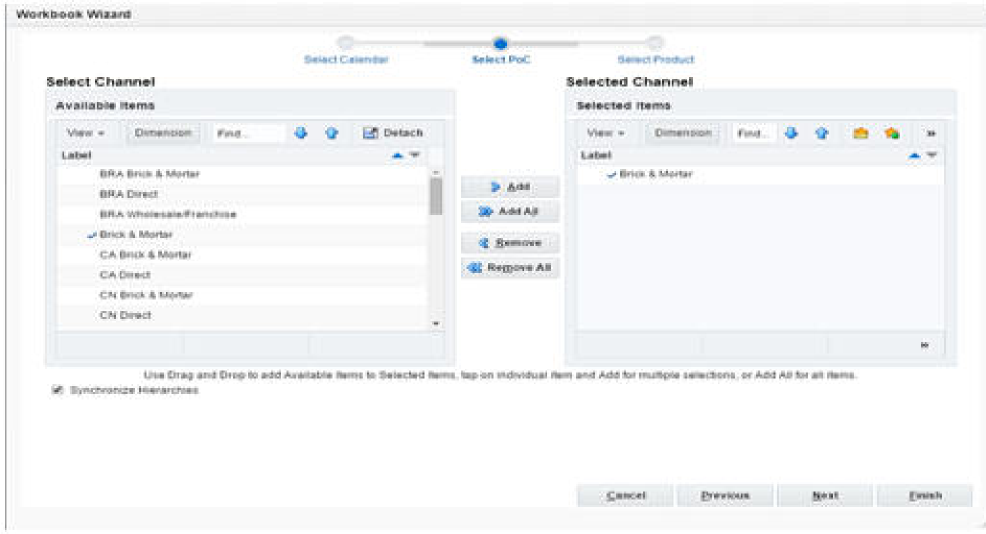
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–17 Workbook Wizard: Calendar Selection



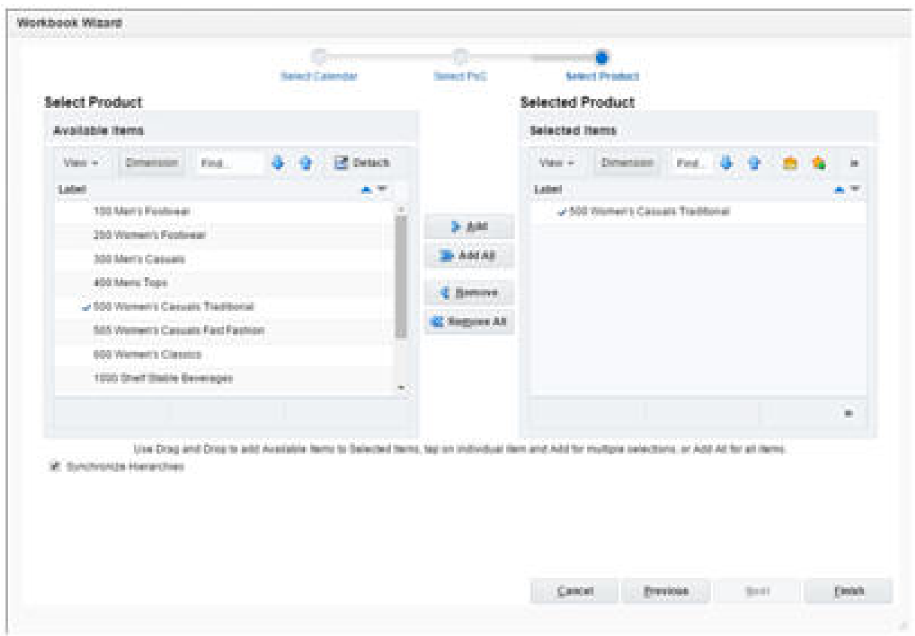
3. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–18 Workbook Wizard: Channel Selection



4. The Product Selection step of the workbook wizard is displayed. Select the product you want to plan and move it to the Selected Items box. Click **Finish**.

Figure 10–19 Workbook Wizard: Product Selection



The workbook is built, and the Review Plan view is visible. The In Season Review and Re-project Plan Task has the following tabs:

- Review Plan
- Review with Targets
- Review with Location Plan
- Open to Buy
- Projection

Review

Use the Review Plan to compare your plan to the current plan, the original plan, and last year's actuals. Use the three measure profiles in this view to complete these tasks: Wp/Ly, Wp/Cp, and Wp/Op.

Figure 10–20 Review and Re-Project - Default Measure Profile View

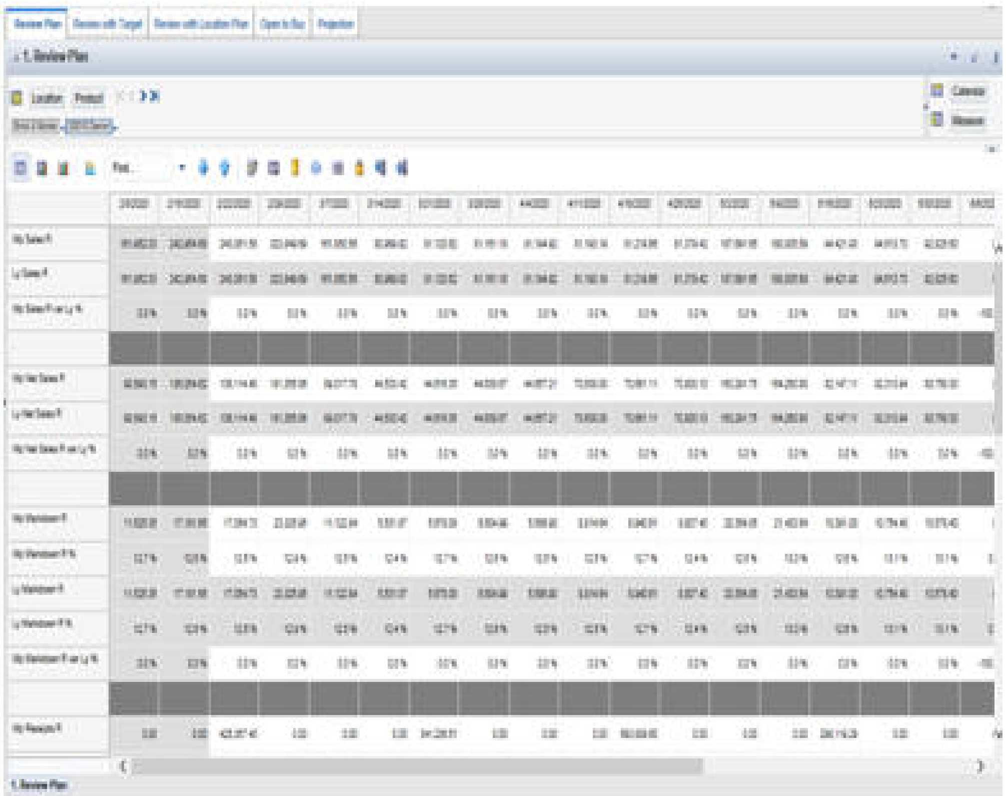


Figure 10–21 Review and Re-Project - Tgt with Cp Measure Profile View

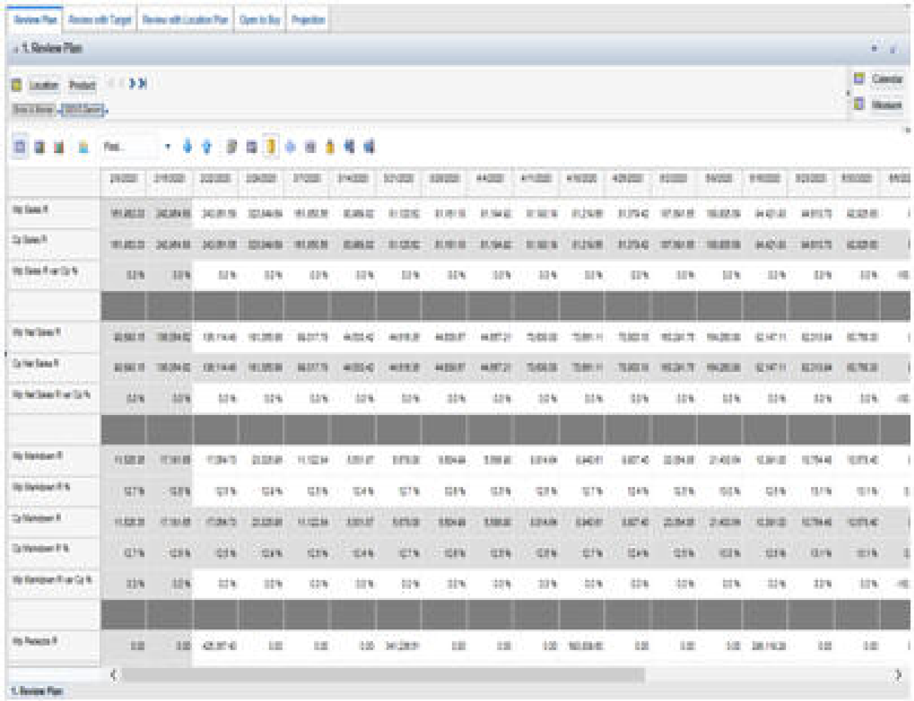
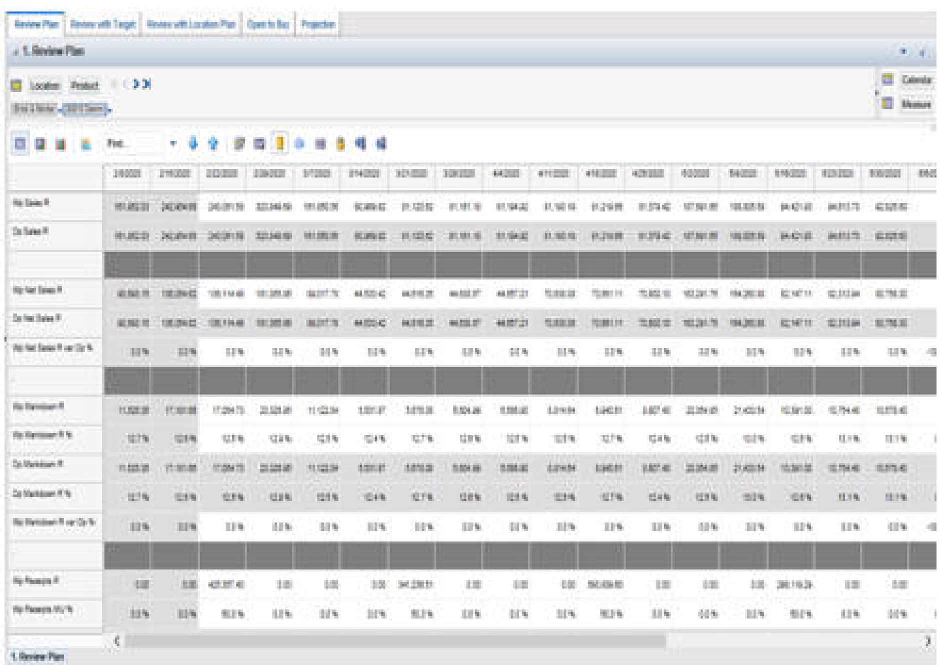


Figure 10–22 Review and Re-Project - Tgt with Op Measure Profile View

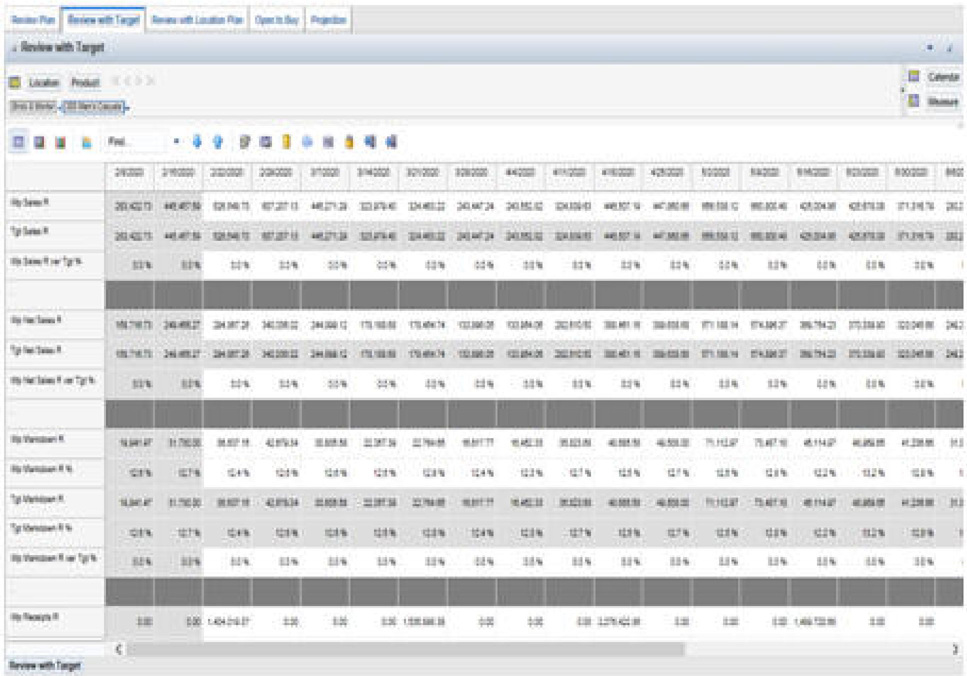


The next step for the planner is to review the plan with re-projected targets.

Review with Targets

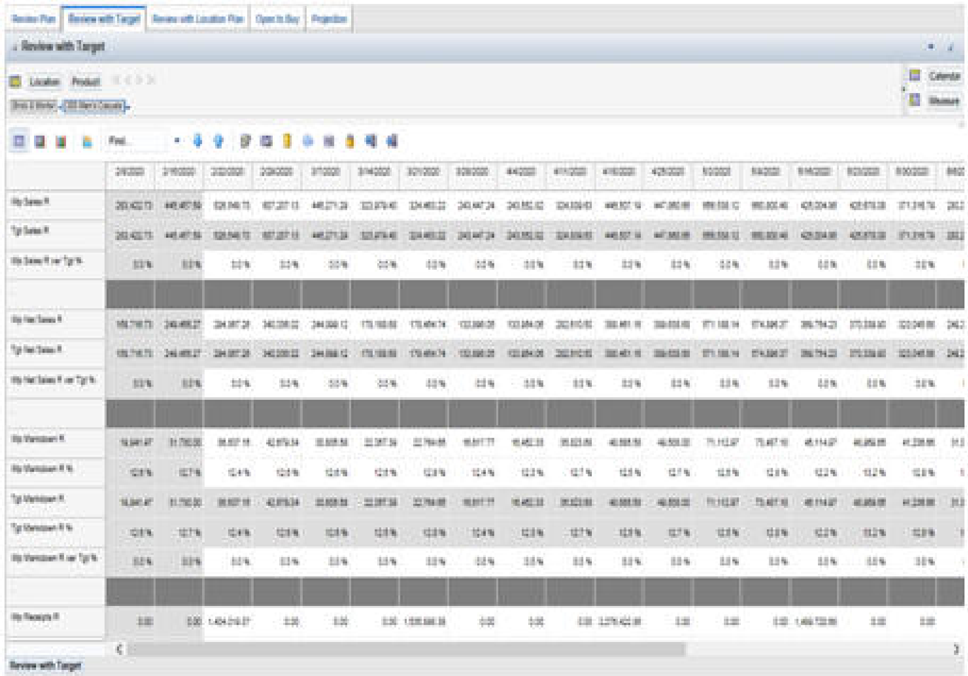
After reviewing the plan, you must review the department targets that the Merch Targets user has created for you. In this way you can understand the goals that your plan should meet.

Figure 10–23 Review with Targets



Use the Review with Target view under In Season Review and Re-project Plan step to adjust the sales and markdown, inventory, and gross margin for subclasses within a department by considering the targets that have been re-projected by the Merch Target role users.

Figure 10–24 Update Sales, Markdowns, Inventory, and GM Measures



Review with Locations

Use these two measure profiles to compare your plan: Wp/LP/Cp and Wp/LPOp.

Figure 10–25 Review with Location Plan, CP Value View

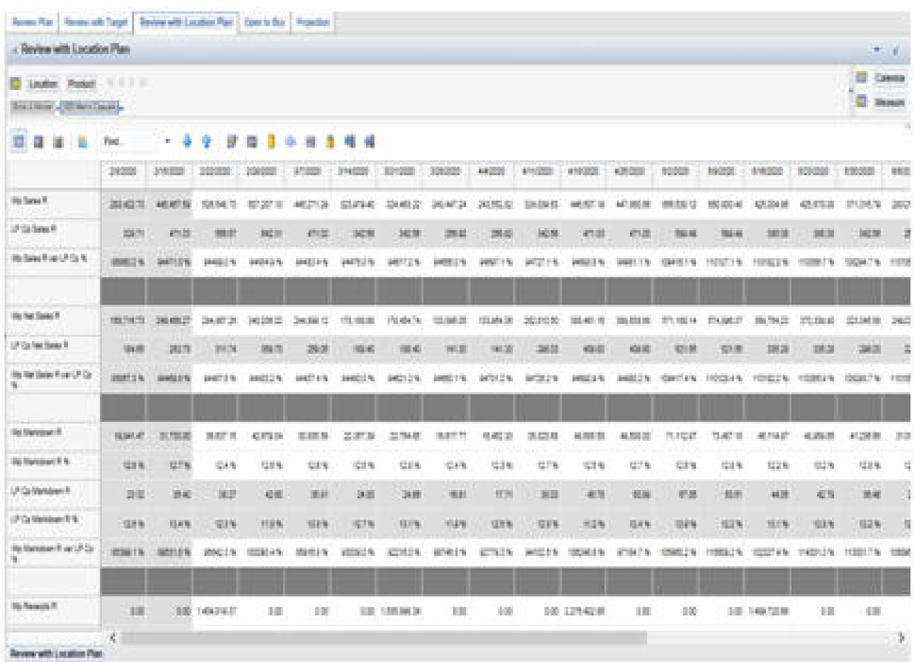
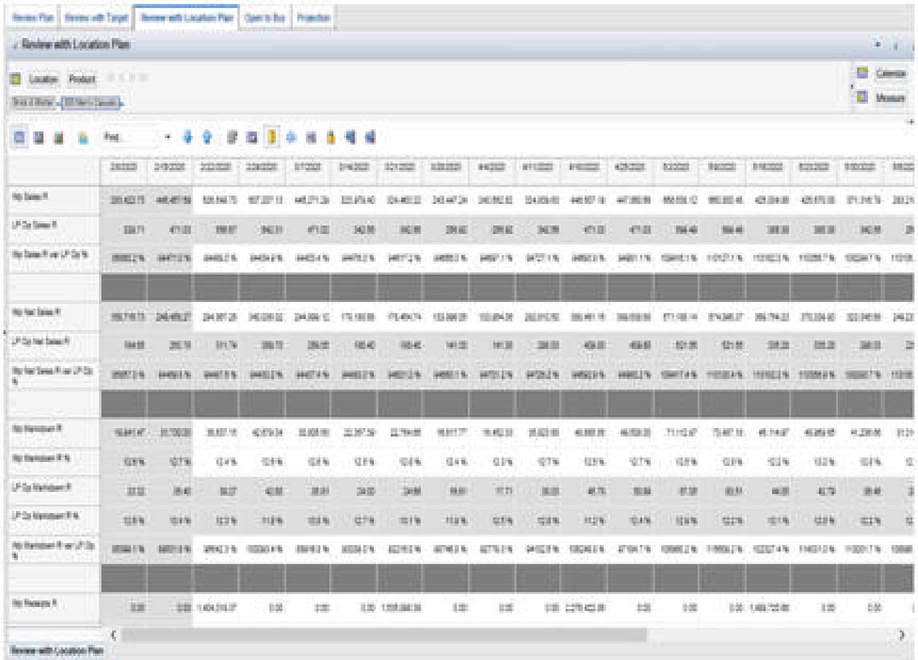


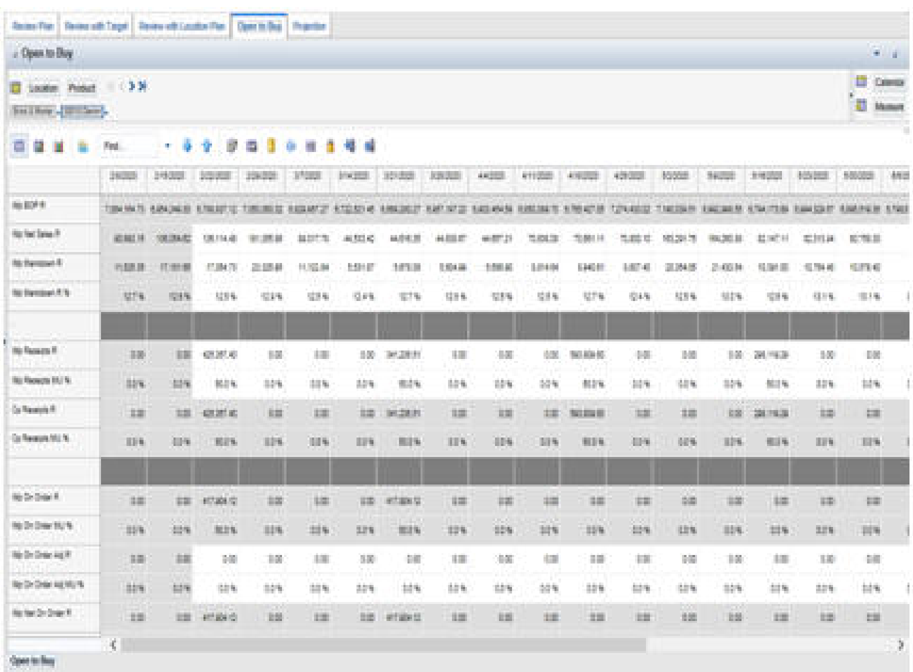
Figure 10–26 Review with Location Plan, OP Value View



Review Open to Buy

Use the Open to Buy view to review your adjusted plan. The primary in-season task for the Merch Plan user is to review the OTB and adjust receipts if necessary. You can do this only if you have open to buy available. In the Review OTB step, you may have adjusted the OTB. Use this view to confirm that your updates can be obtained, given the OTB constraints you may have.

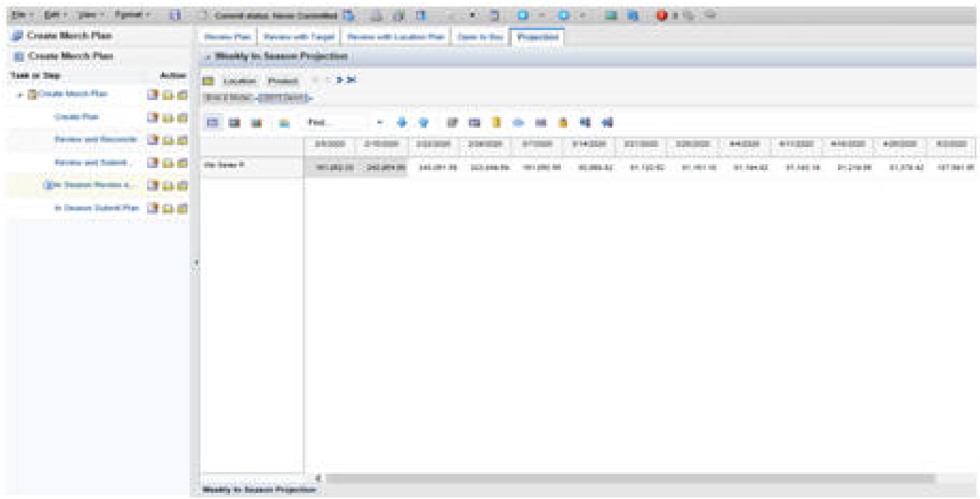
Figure 10–27 Review Open to Buy



Review Projection

The Projection view contains all the measures contained in the task; however, only the Wp Sales R measure is visible in the default measure profile. Use this task to create a view of task measures that you cannot view at the same time in other views.

Figure 10–28 Review Targets - All Measures



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

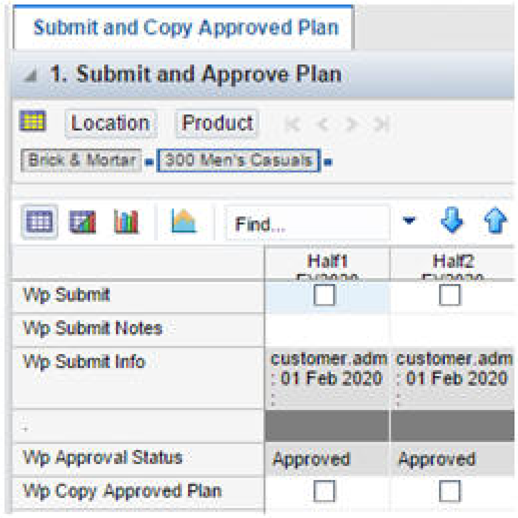
1. Click the Measure dimension tile. The All Measures - Measure window is displayed.
2. Move the measures you want to see in the view from the Hidden Measures box to the Visible Measures box.
3. When finished, click **OK**.

Submit/Approval

When you are ready to submit your working plan to the Merch Plan user for approval, use the Submit and Copy Approved Plan view in the In Season Submit Plan step. This step has two views: Submit and Copy Approved Plan and Submitted and Approved Plan.

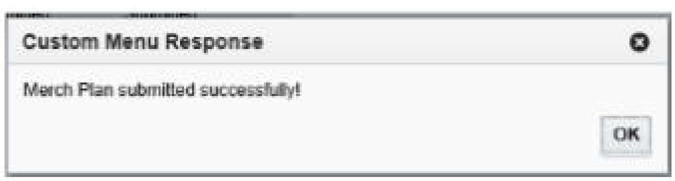
Note that when you select the Op Approve Enabled measure, you can submit a plan for the Op version. This measure is set by an administrator in the Enable OP Approval administration task. The administrator can select or deselect this option at any time. If the administrator deselects it during the in-season, you cannot submit a plan for the Op. The administrator may choose to do this after the planning process has been finalized in order to lock down the Op. If this occurs, you will be unable to submit a plan for the Op and the Merch Targets user will be unable to approve a plan for the Op.

Figure 10–29 Submit and Copy Approved Plan



1. Enable the Wp Submit measure check box for the select the halves the that you want to publish.
2. Optional: Enter information about the working plan in the Wp Submit Notes measure.
3. Click the **Submit** custom menu.
4. A success message is displayed. Click **OK** to close it.

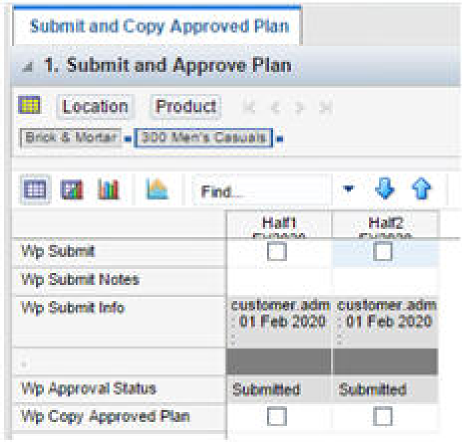
Figure 10–30 Success Message



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

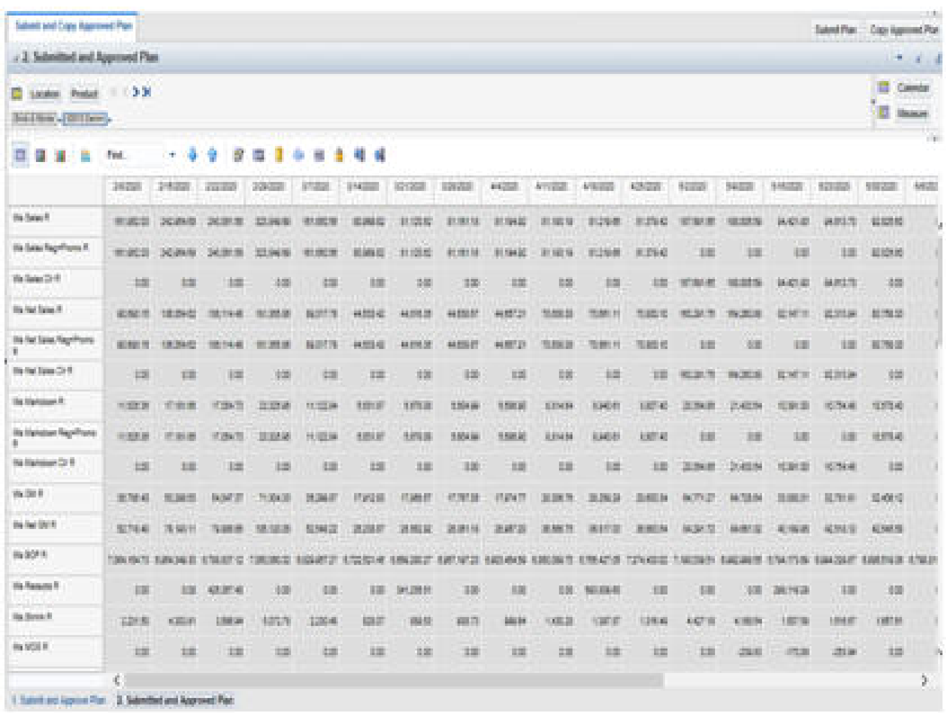
After the Merch Targets user approves or rejects the Wa plan, the Merch Plan user can see the approval or rejection information by accessing the Submit and Copy Approved Plan view in the Merch Plan - In Season Submit Plan step.

Figure 10–31 In-Season Submit Plan



Once the planner submits the plan, the data is copied from the Wp measures to the Wa measures.

Figure 10–32 Submitted and Approved Plan View



Next Steps

After you have submitted your plan to the Merch Targets user, the Merch Targets user approves or rejects your submitted plan. If the plan rejected, you can adjust it using the steps described in this chapter and submit it again.

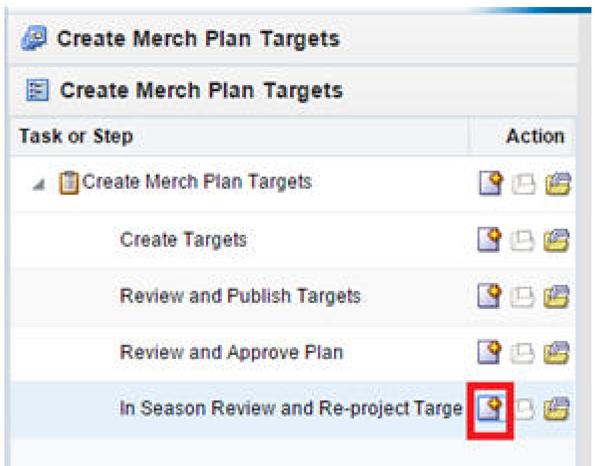
Review Submitted

After the Merch Plan user submits a plan, the Merch Targets user can review the details of the plan in the Review Plan view under In Season Review and Re-project Targets step. This step has one view: Review Plan.

To build the In Season Review and Re-project Targets workbook, complete the following steps.

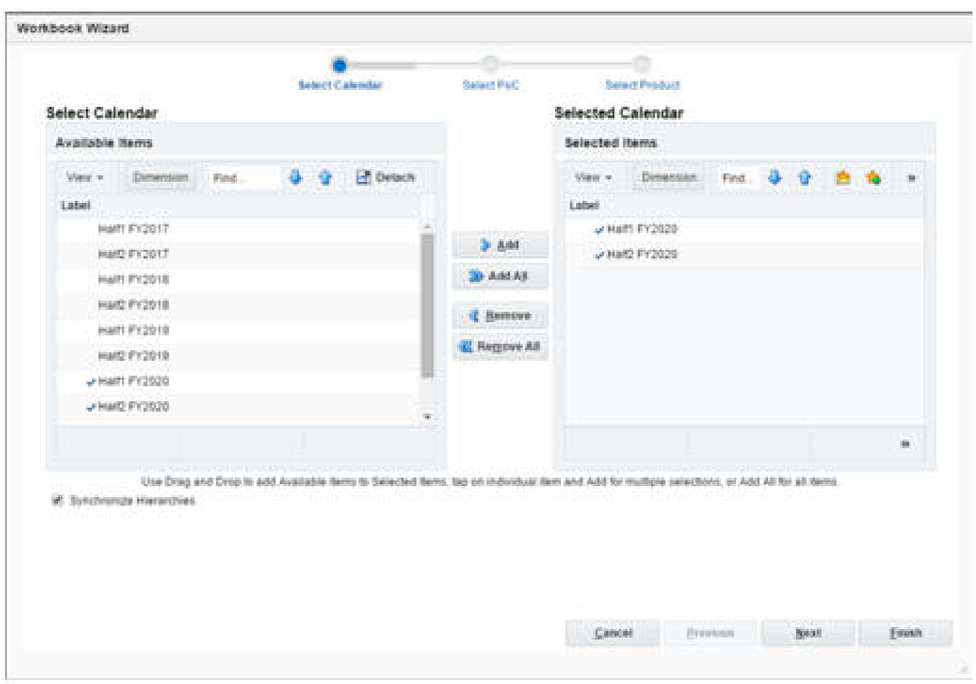
1. Click the **Create New Workbook** icon in the In Season Review and Re-project Targets task.

Figure 10–33 Create New Workbook



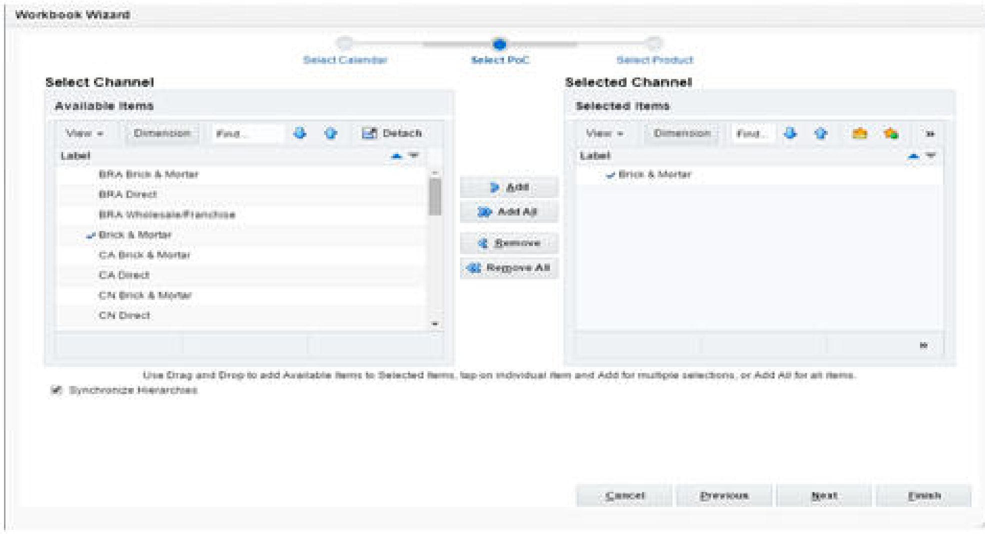
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–34 Workbook Wizard: Calendar Selection



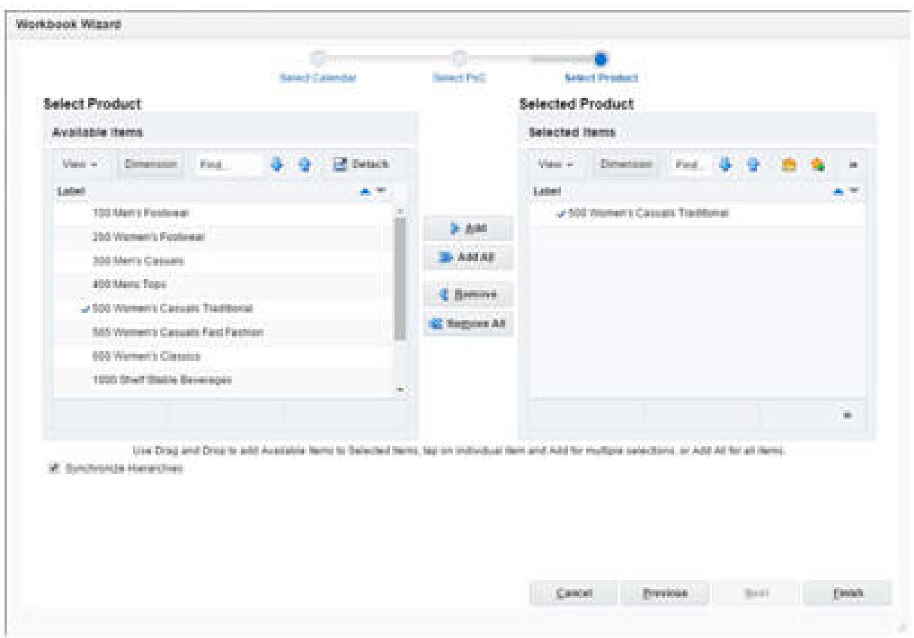
3. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–35 Workbook Wizard: Location Selection



4. The Product Selection step of the workbook wizard is displayed. Select the product you want to plan and move it to the Selected Items box. Click **Finish**.

Figure 10–36 Workbook Wizard: Product Selection

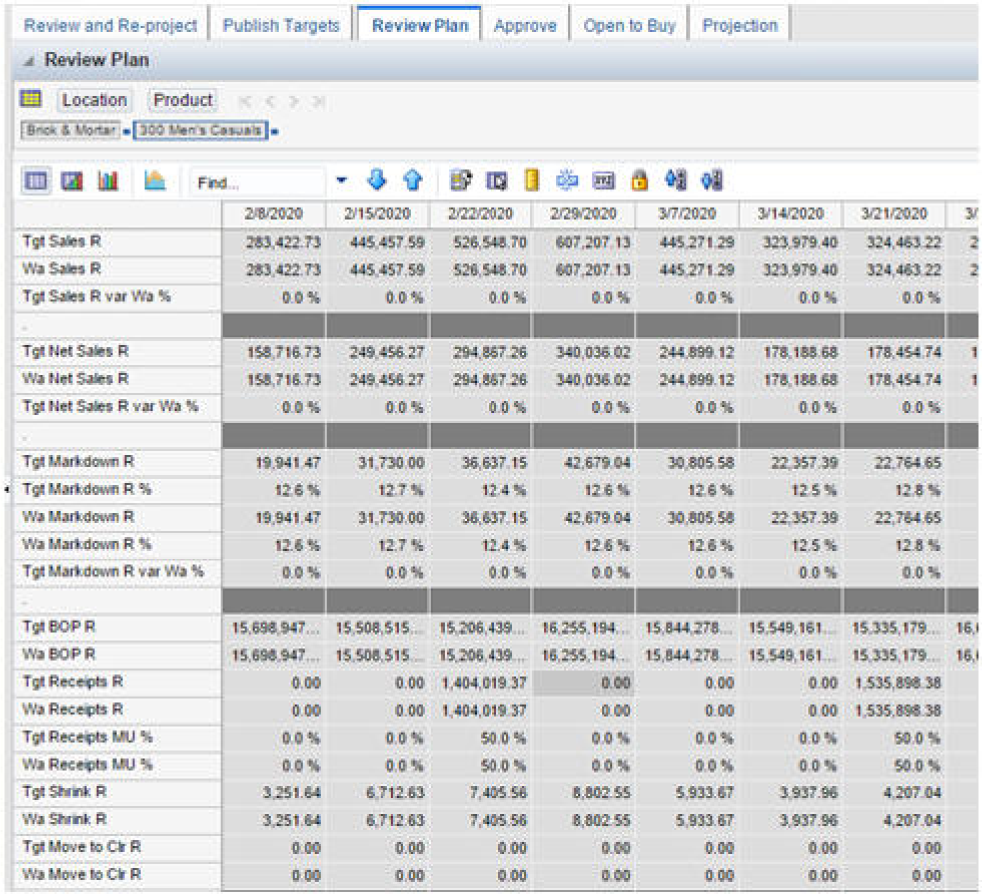


The workbook is built, and the Review and Re-project view is displayed.

Review

Merch Target user can review the details of the plan in the Review Plan view under the In Season Review and Re-project Targets step. This step has one view: Review Plan.

Figure 10–37 Review Plan



	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/
Tgt Sales R	283,422.73	445,457.59	526,548.70	607,207.13	445,271.29	323,979.40	324,463.22	2
Wa Sales R	283,422.73	445,457.59	526,548.70	607,207.13	445,271.29	323,979.40	324,463.22	2
Tgt Sales R var Wa %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
-								
Tgt Net Sales R	158,716.73	249,456.27	294,867.26	340,036.02	244,899.12	178,188.68	178,454.74	1
Wa Net Sales R	158,716.73	249,456.27	294,867.26	340,036.02	244,899.12	178,188.68	178,454.74	1
Tgt Net Sales R var Wa %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
-								
Tgt Markdown R	19,941.47	31,730.00	36,637.15	42,679.04	30,805.58	22,357.39	22,764.65	
Tgt Markdown R %	12.6 %	12.7 %	12.4 %	12.6 %	12.6 %	12.5 %	12.8 %	
Wa Markdown R	19,941.47	31,730.00	36,637.15	42,679.04	30,805.58	22,357.39	22,764.65	
Wa Markdown R %	12.6 %	12.7 %	12.4 %	12.6 %	12.6 %	12.5 %	12.8 %	
Tgt Markdown R var Wa %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
-								
Tgt BOP R	15,698,947...	15,508,515...	15,206,439...	16,255,194...	15,844,278...	15,549,161...	15,335,179...	16,(
Wa BOP R	15,698,947...	15,508,515...	15,206,439...	16,255,194...	15,844,278...	15,549,161...	15,335,179...	16,(
Tgt Receipts R	0.00	0.00	1,404,019.37	0.00	0.00	0.00	1,535,898.38	
Wa Receipts R	0.00	0.00	1,404,019.37	0.00	0.00	0.00	1,535,898.38	
Tgt Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %	
Wa Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %	
Tgt Shrink R	3,251.64	6,712.63	7,405.56	8,802.55	5,933.67	3,937.96	4,207.04	
Wa Shrink R	3,251.64	6,712.63	7,405.56	8,802.55	5,933.67	3,937.96	4,207.04	
Tgt Move to Clr R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Wa Move to Clr R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	

You can use four measure profiles to review the plan: Default and Units.

After you have finished reviewing the Wa plan, continue to the last step of the task, Approve/Reject Plan. The Merch Target user can approve or reject the plan using Approve View.

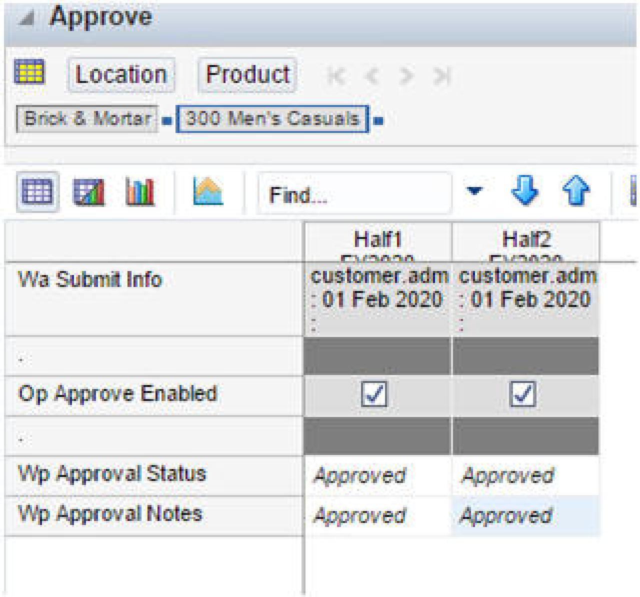
1. In the Wp Approval measure, Select the Approved(or) Rejected option from the drop-down list.
2. Commit the data using the File menu (File > Commit).

After the Merch Targets user approves or rejects the Wa plan, the Merch Plan user can view the approval or rejection information by accessing the Submit and Copy Approved Plan view in the Merch Plan - In Season Submit Plan step.

Approve

Use Approve view in In Season Review and Re-project Targets step to re-approve the plan.

Figure 10–38 Approve

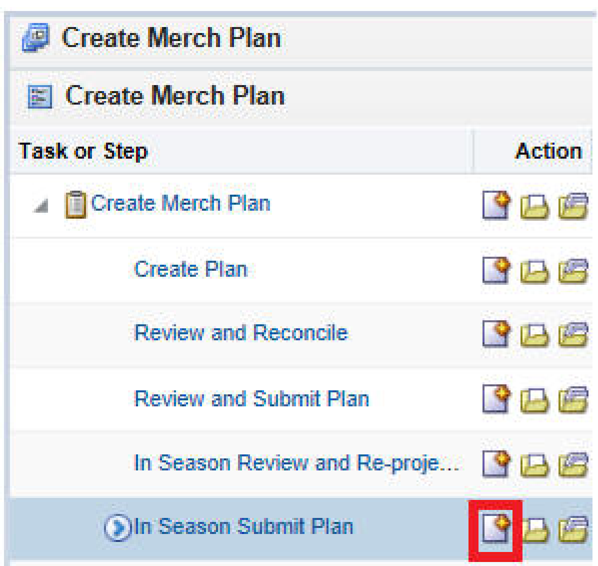


Build

To build the In Season Submit Plan workbook, complete the following steps.

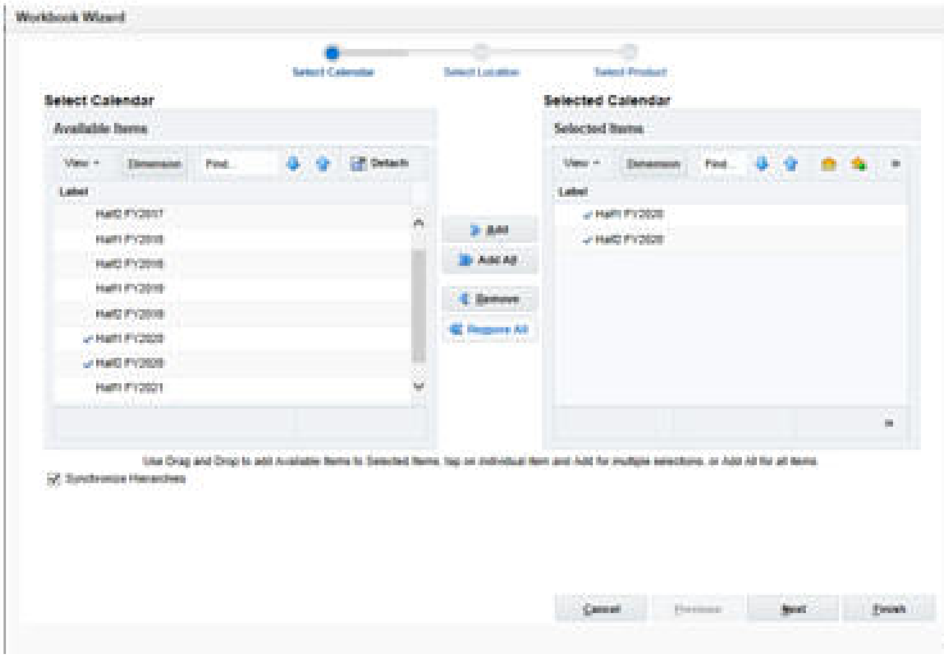
1. Click the **Create New Workbook** icon in the In Season Submit Plan task.

Figure 10–39 Create New Workbook



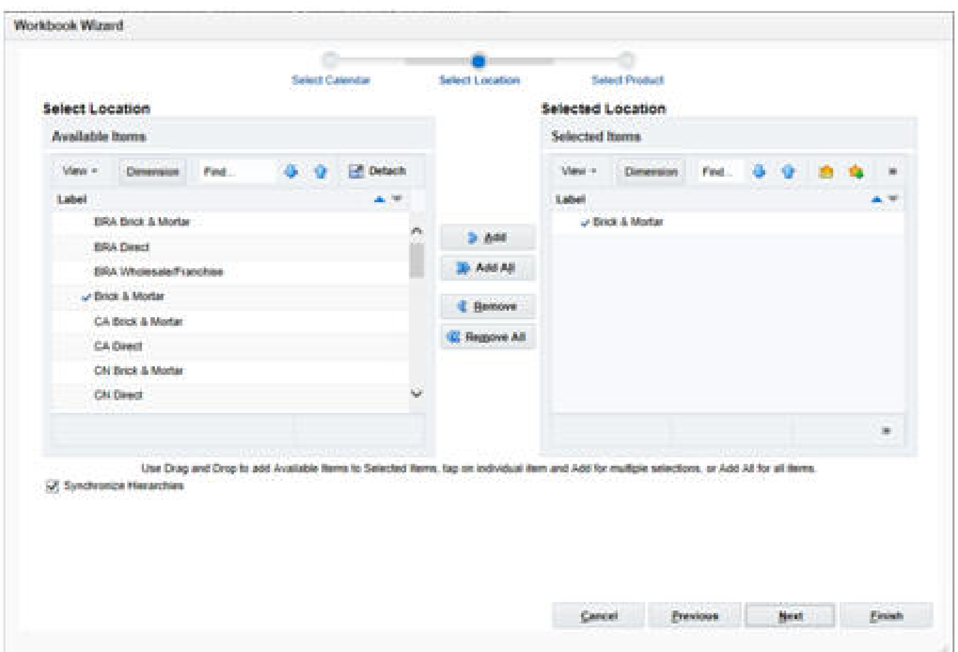
2. The workbook wizard opens at the Calendar Selection step. Select the halves that you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–40 Workbook Wizard: Calendar Selection



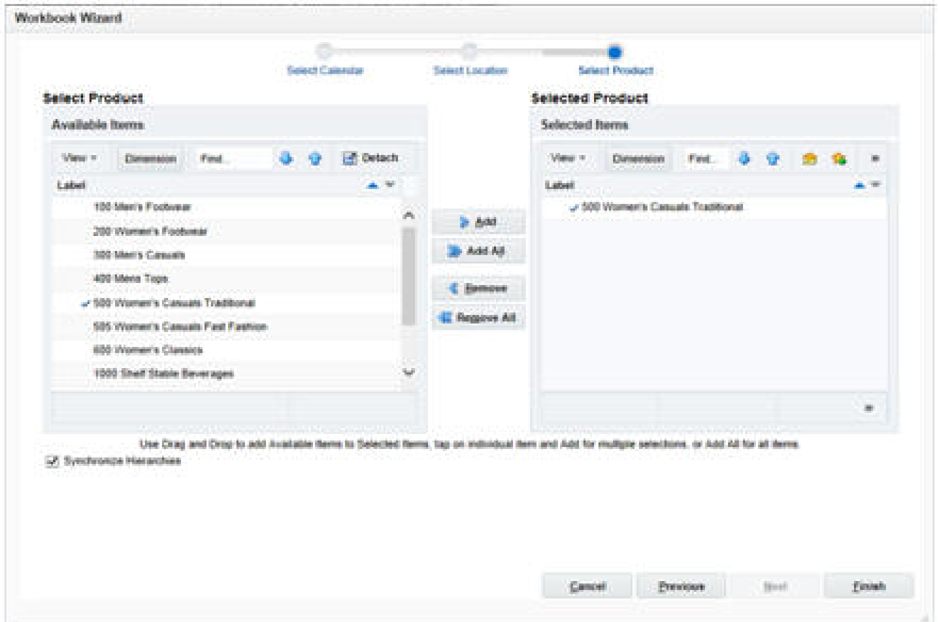
3. The Location Selection step of the workbook wizard is displayed. Select the channels you want to plan and move them to the Selected Items box. Click **Next**.

Figure 10–41 Workbook Wizard: Location Selection



4. The Product Selection step of the workbook wizard is displayed. Select the product you want to plan and move it to the Selected Items box. Click **Finish**.

Figure 10–42 Workbook Wizard: Product Selection

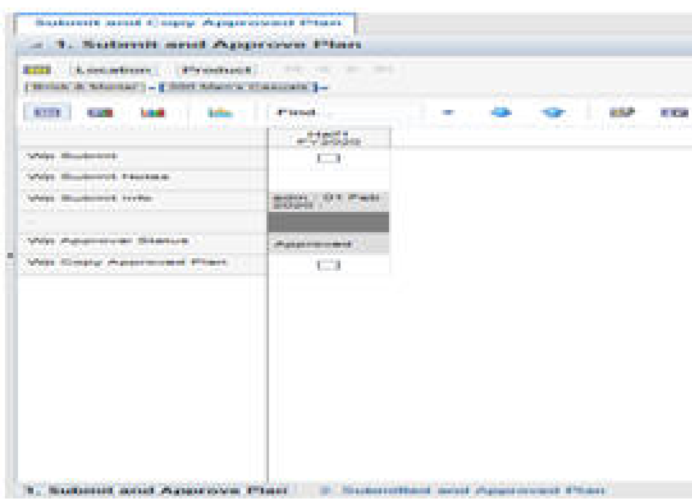


Submit/Copy

This step has only one view, Submit and Copy Approved Plan View.

1. Verify the status of the Wp Approval Status measure.
2. Enable the Wp Copy Approved Plan check box and run the Copy Approved Plan custom menu to approve the plan.

Figure 10–43 Submit and Approve Plan



Once the planner re-approves the plan, the data is copied from the Wa measures to the Cp and Op measures.