Oracle® Retail Item Planning Cloud Service

User Guide

Release 16.0

E78280-02

November 2017

ORACLE®

Oracle Retail Item Planning Cloud Service User Guide, Release 16.0

E78280-02

Primary Author: Bernadette Goodman

Contributing Author: Sravanthi Tati, Rebecca Marynchuk

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Preface

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

Audience

This document is for users of Oracle Retail Item Planning Cloud Service.

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Related Documents

For more information, see the following documents in the Oracle Retail Item Planning Cloud Service Release 16.0 documentation set:

- *Oracle Retail Item Planning Cloud Service Release Notes*
- *Oracle Retail Shared Services Administration Guide*
- *Oracle Retail Shared Services Implementation Guide*
- Oracle Retail Predictive Application Server documentation

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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.
`monospace`	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

1

Introduction

Item Planning Cloud Service represents a bottom-up planning process, complementing and working in concert with top-down assortment and merchandise financial plans. By providing the ability to create a pre-season item plan that aligns with assortment and merchandise financial plans and then weekly in-season visibility into item performance and financial targets, the item planning process increases the likelihood that merchandising strategies are successfully executed within the financial plan parameters. Item Planning Cloud Service is designed to address the needs of Grocery, Hardlines, and Fashion. It may be used as a standalone solution, but tightly couples with Assortment Planning & Optimization for Grocery/Hardlines Cloud Service to receive an approved Assortment Plan, as well as with Merchandise Financial Planning Cloud Service to receive Current Plan values.

Item Planning Cloud Service helps the business to anticipate and proactively manage exceptions by utilizing real-time alerts, to highlight and focus a planner's attention on item issues that need immediate attention. In this way, the planner can manage by exception versus searching through entire data sets to locate problems, saving time and resources to focus on important issues.

The Item Planning activity consists of two tasks: Pre-Season and In-Season Item Planning. Pre-season focuses on creating a plan in advance of when the merchandise is going to be sold, and in-season focuses on adjusting the original plan based sales once the season started, as well as factoring in new knowledge about the assortment, completion, promotions or other factors that were not know about during the pre-season. The in-season process also includes what-if optimization for pricing decisions to assist the planner in determining optimal markdowns.

Item Planning Cloud Service Benefits

Item Planning provides the following benefits:

- Exception-driven in-season planning to manage key item performance
- In-season assortment keep/add/drop capabilities
- What-if promotional and markdown planning capabilities
- Quantified financial plans
- Unified financial and item strategies
- A proactive approach towards business trends as opposed to reactive
- Reduced markdowns
- Increased profits
- Increased return on investment

Process Steps

The high-level steps to complete this process are:

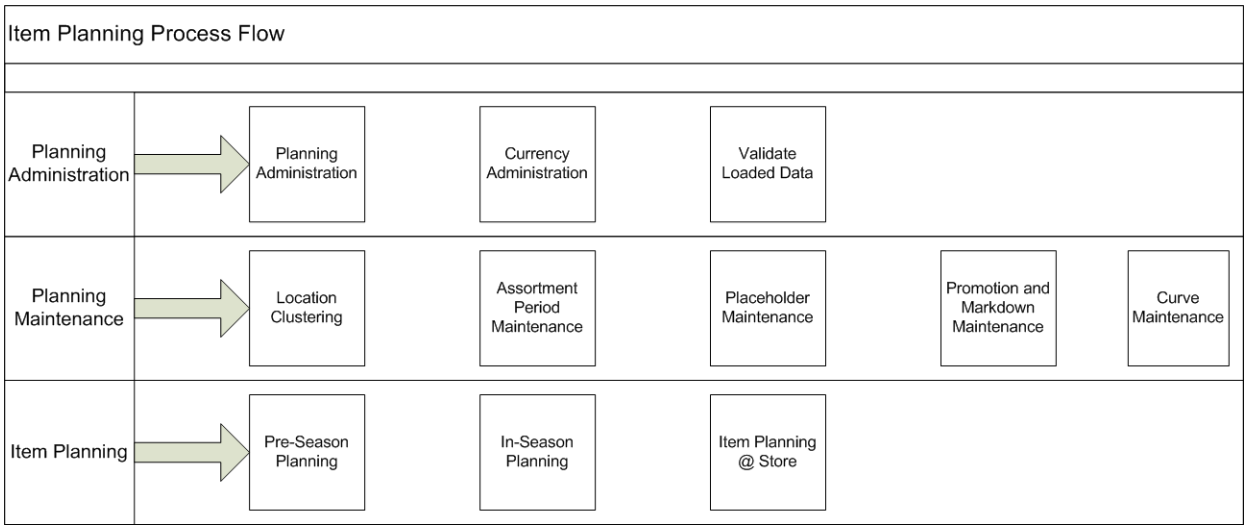
- Planning Administration steps:
  - Planning Administration
  - Currency Administration
  - Validate Loaded Data
- Planning Maintenance:
  - Location Clustering
  - Assortment Period Maintenance
  - Placeholder Maintenance
  - Promotion and Markdown Maintenance
  - Curve Maintenance
- Pre-Season Item Planning:
  - Review targets from Assortment Planning & Optimization for Grocery/Hardlines and MFP to ensure that item plans will meet financial targets
  - Plan Sales and Margin by item and Location Cluster
  - Create promotional and markdown plans for the lifecycle of items
  - Create a receipt and inventory plan by item and Location Cluster
  - Reconcile to the Assortment Planning & Optimization for Grocery/Hardlines and Merchandise Financial Planning targets
  - Self-approve the item plan
- In-Season Item Planning:
  - Review actuals and trends
  - Replan Sales and Margin by item when there are exceptions to the Original Plan
  - Replan promotions and markdowns utilizing what-if optimization
  - Review and resolve real-time alerts
  - Reconcile to the targets
  - Self-approve the item plan
- Item Planning @ Store:
  - Replan Sales and Margin by item for store exceptions
  - Replan Receipts & Inventory by item for store exceptions
  - Approve store exception plan

Typical Business Users

The typical business user who completes this task will be an Assortment Planner. The Planner usually will have completed the Assortment Planning process, and is now

ready to plan the execution of that assortment plan with a weekly sales and receipt plan by item and location cluster.

Figure 1–1 Item Planning Process Flow



Key Concepts

The user should understand these key concepts.

Real Time Alerts

Real Time alerts allow the planner to manage by exception. When dealing with large amounts of data at the Item/Location level, it can be difficult to search for and find items/locations that are performing outside of expectations. Real Time Alerts solve that issue by highlight the most common issues and presenting them in an actionable format for the planner to resolve. Real Time Alerts help to simplify business processes by focusing the planner's attention on prioritized, value-based activities. For the complete list of Real Time Alerts and their calculations, see Appendix A, "Appendix: Real Time Alerts."

Online Administrative Tools (OAT)

Item Planning Cloud Service uses the Oracle Retail Predictive Application Server (RPAS) Online Administration Tools to facilitate data uploads, and as part of scheduling RPAS utilities and scripts that must be scheduled to run batch on Cloud. These tasks are typically done by an Administrator.

For more details about which data uploads and batches can be done through Online Administration Tools, see the *Oracle Retail Shared Services Administration Guide*.

Data Requirements

The following data is required:

- Location hierarchy
- Product hierarchy
- Calendar hierarchy

- Sales Retail, Sales Units, and Cost
- Item attributes and attribute values
- Curve Library
- Price elasticity entered by the Administrator
- Promotional lifts entered by the Administrator
- Markdown lifts entered by the Administrator

Item Planning Versions

The commonly used versions are listed in the following table:

Version	Description
WP	Working Plan
OP	Original Plan
CP	Current Plan
LY	Last Year
TGT	Target

Forecasting

A forecast is a projection of future sales. It can be used for planning financials and inventory. Two forecasting methods are used to generate forecasts for item planning depending on the planned period, pre-season or in-season.

Pre-Season Forecast

The pre-season forecast is generated using Oracle Retail's AutoES (Automatic Exponential Smoothing) method. The AutoES method evaluates multiple forecast models, such as Simple Exponential Smoothing, Holt Exponential Smoothing, Additive and Multiplicative Winters Exponential Smoothing, Croston's Intermittent Demand Model, and Seasonal Regression forecasting to determine the optimal forecast method to use for a given set of data. The accuracy of each forecast and the complexity of the forecast model are evaluated in order to determine the most accurate forecast method.

In-Season Forecast

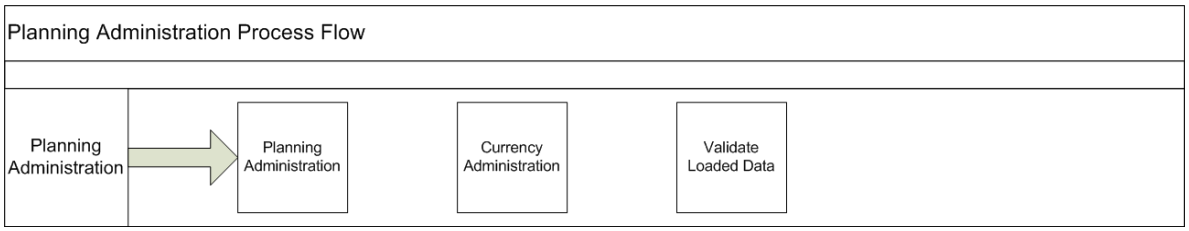
The in-season forecast is generated using Oracle Retail's Bayesian Forecasting method. Bayesian Forecasting assumes that the shape that sales takes is known, but the scale is uncertain. In Bayesian Forecasting, when sales history is unavailable, the forecast figures are equal to the item plan figures. At this point, there is no reason to mistrust the item plan. As point-of-sale data becomes available, the forecast is adjusted and the scale becomes a weighted average between the initial plan's scale and the scale reflected by actual sales history.

2

Planning Administration

The Planning Administration task is used to map last year weeks to a current year, set up product and location attributes, assign strategy weights for location clustering, VAT rates, and export setup.

Figure 2–1 Planning Administration Process Flow



Typical Business Users

The typical user of the Planning Administration task is an Administrator who has business knowledge of last year weekly mapping, product and location attributes, cluster strategy weights, and VAT rates.

Data Requirements

Following are the data requirements for this task:

- Weekly holiday shifts and how they correspond from last year to this year
- Item attributes for placeholder items
- Location attributes for new locations
- Location Cluster Strategy Weights
- VAT rates

Create the Planning Administration Workbook

To create the Planning Administration workbook:

1. Click the **Create New Workbook** icon in the Planning Administration task. The Workbook Wizard appears.
2. Select the Local Domain that includes the categories you wish to cluster and click **OK**.
3. In Select Product, select one or multiple departments and click **Next**.

4. In Select Calendar, select the time periods to be included in the workbook and click **Next**.
5. In Select Location, select the Channels to be included in the workbook. Click **Finish**. The Planning Administration workbook is built.

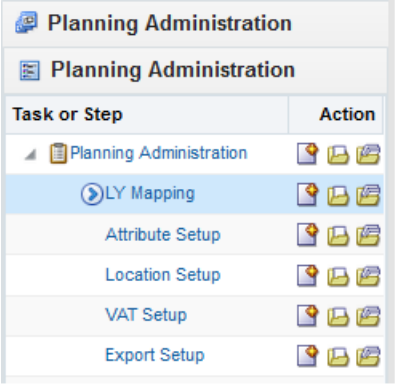
Step 1: LY Mapping

The LY Mapping step is used to assign and validate last year's weekly mapping. By default, the loaded file maps last year's weeks on a one-to-one basis. Situations that may require a weekly mapping shift are 53 week years and major holidays that change weeks and/or months every year. Shifting a holiday week using mapping allows the business to compare last year holiday sales that may have happened in a different fiscal week to the week that they will occur in this year.

The step to complete this process:

- Confirm and modify if necessary, the LY weekly mapping.

Figure 2–2 LY Mapping Step



Prior to Starting this Step:

- The Administrator should gather information from the business team or from other appropriate teams to determine if any holiday or other mapping shifts should occur.

After Completing this Step:

- Assign attributes to each category.
- Set up attributes for placeholder items.

View in this Step:

- 1. Week Mapping View

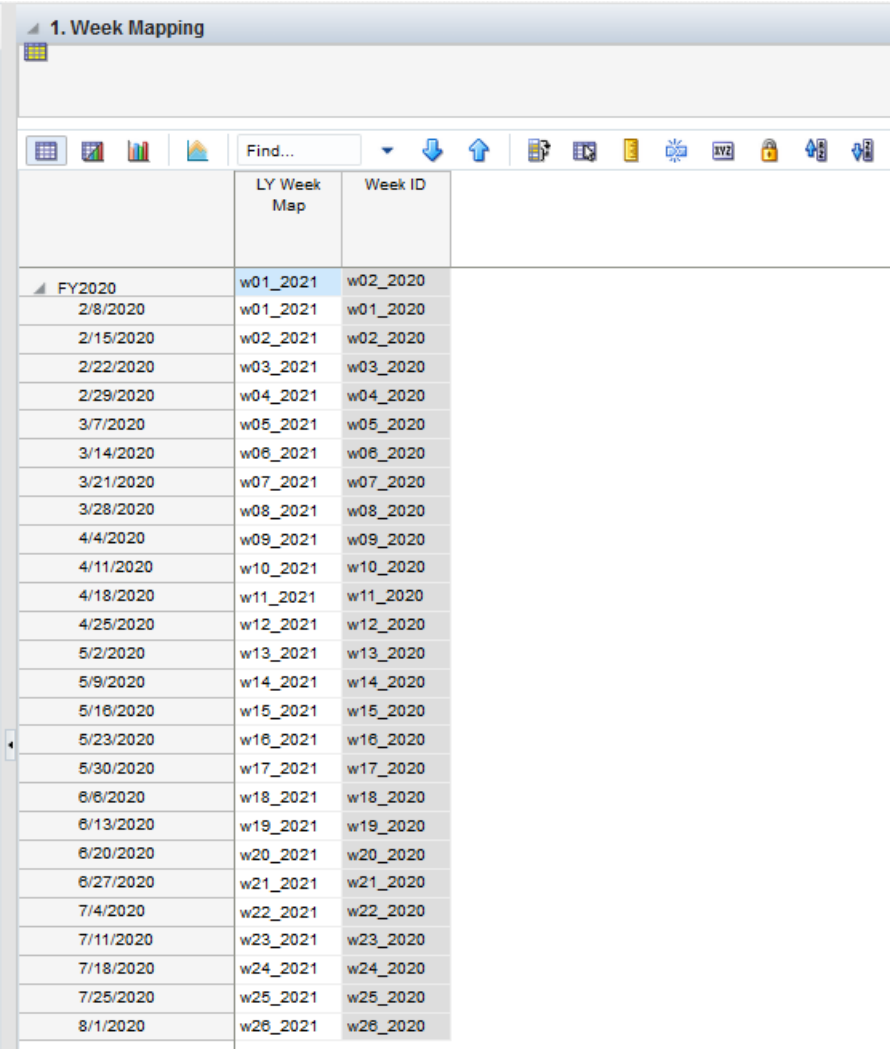
1. Week Mapping View

The Week Mapping view is used to map a week in this year to a week in last year. By default, the loaded file maps last year's weeks congruently to this year's weeks, meaning, the first week of last year is mapped to the first week of this year, the second week of last year is mapped to the second week of this year, and so on. The mapping for any week can be reassigned in this workbook.

The step to complete this process:

- Enter this year's week that should map back to last year.

Figure 2–3 1. Week Planning View



1. Week Mapping

	LY Week Map	Week ID
FY2020	w01_2021	w02_2020
2/8/2020	w01_2021	w01_2020
2/15/2020	w02_2021	w02_2020
2/22/2020	w03_2021	w03_2020
2/29/2020	w04_2021	w04_2020
3/7/2020	w05_2021	w05_2020
3/14/2020	w06_2021	w06_2020
3/21/2020	w07_2021	w07_2020
3/28/2020	w08_2021	w08_2020
4/4/2020	w09_2021	w09_2020
4/11/2020	w10_2021	w10_2020
4/18/2020	w11_2021	w11_2020
4/25/2020	w12_2021	w12_2020
5/2/2020	w13_2021	w13_2020
5/9/2020	w14_2021	w14_2020
5/16/2020	w15_2021	w15_2020
5/23/2020	w16_2021	w16_2020
5/30/2020	w17_2021	w17_2020
6/6/2020	w18_2021	w18_2020
6/13/2020	w19_2021	w19_2020
6/20/2020	w20_2021	w20_2020
6/27/2020	w21_2021	w21_2020
7/4/2020	w22_2021	w22_2020
7/11/2020	w23_2021	w23_2020
7/18/2020	w24_2021	w24_2020
7/25/2020	w25_2021	w25_2020
8/1/2020	w26_2021	w26_2020

Measure Table

Table 2–1 1. Week Mapping View Measures

Label	Definition
LY Week Map	Measure to map this year's weeks to last year's weeks.
Week ID	Week position measure used to indicate last year's week number.

Step 2: Attribute Setup

The Attribute Setup step is used to view and define attribute values, assign the values to each category, and assign the values to items.

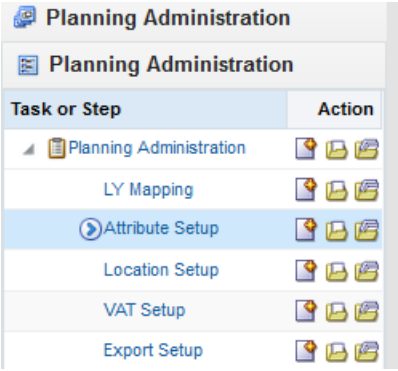
The steps to complete this process:

- View category attributes.

- Create new attributes, if necessary.
- Assign attributes to a category, which will be visible in Item Planning workbooks.

  If an attribute is not assigned to a category, the Assortment Planner will not have visibility to that attribute in the Item Planning workbooks.
- Assign attributes to placeholder items.

Figure 2–4 Attribute Setup Step



Prior to Starting this Step:

- Currently used attributes and attribute values should be loaded.
- Existing item attributes should be loaded.

After Completing this Step:

- Assign location attributes.
- Assign like-locations.
- Mark locations as active or inactive.
- Assign location space metrics.

Views in this Step:

- 1. Define Product Attributes View
- 2. Select Product Attributes View
- 3. Setup Product Attribute View

1. Define Product Attributes View

The Define Product Attributes view is used to view and create new attributes that can be used to distinguish items in an assortment based on the features. Example attributes are brand, size, color, and flavor which can be used to facilitate planning, measuring, and managing a category's business in an efficient manner.

To add new attributes, right-click an Attribute Value position and use the position maintenance option (DPM functionality) to maintain new product attribute values (attribute value) mapping to a product attribute name (attribute name).

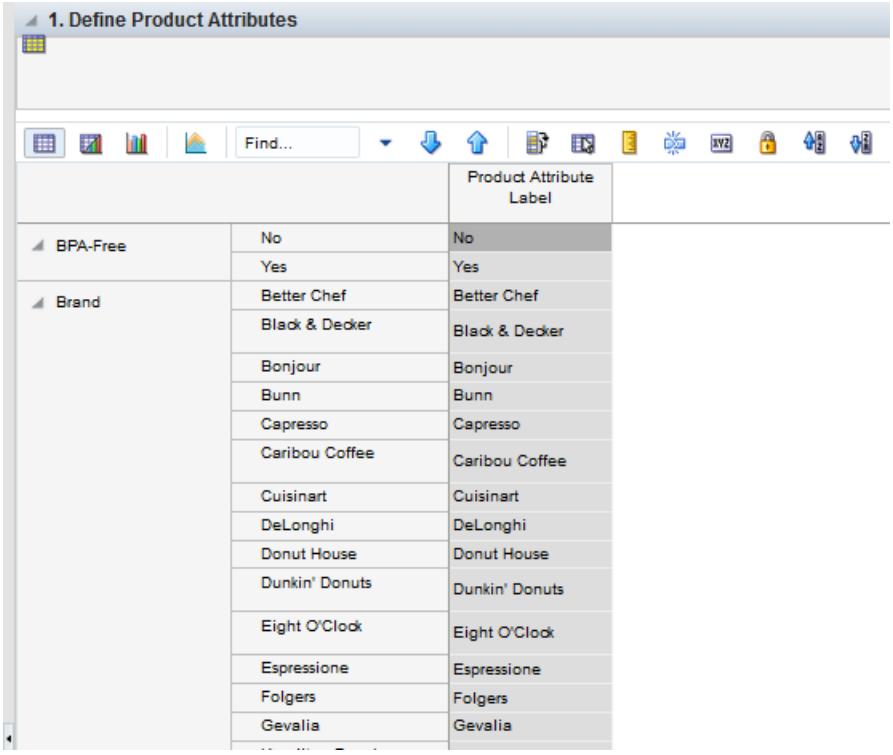
If attributes need to be updated for an existing item, the best practice is to update it in the source system.

For information on what is exported using the OAT process, see the *Oracle Retail Shared Services Implementation Guide*.

The steps to complete this process:

- View the current attributes.
- Use DPM to create new attributes, if necessary.

Figure 2–5 1. Define Product Attributes View



Measure Table

Table 2–2 1. Define Product Attributes View Measure

Label	Definition
Product Attribute Label	Used to store the product attribute values for a specific attribute.

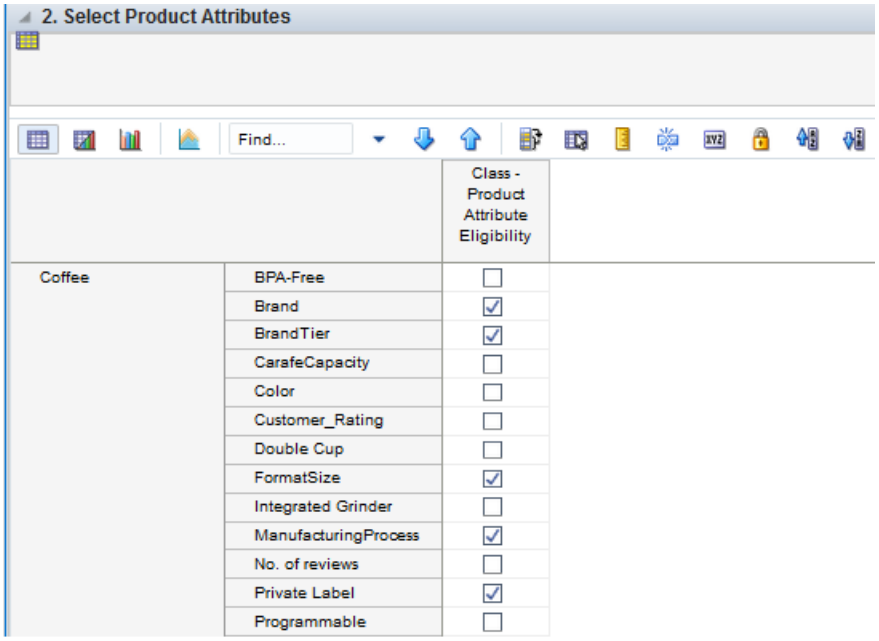
2. Select Product Attributes View

The Select Product Attributes view is used to maintain the mapping of attribute names to a product category. Depending on the settings selected, different attributes and their respective attribute values are made available to different product categories for placeholder item creation and attribute values modification. For example, an attribute equal to Flavor may apply for the Juices product category, but may not apply for the Kitchen Utensils product category.

The step to complete this process:

- For each category, use the Class - Product Attribute Eligibility Boolean flag to assign the appropriate attributes that should be visible in the Item Planning workbooks.

Figure 2–6 2. Select Product Attributes View



Measure Table

Table 2–3 2. Select Product Attributes View Measure

Label	Definition
Class - Product Attribute Eligibility	Enables the mapping of attribute names to a category. Enabled attributes will be visible to a planner in Item Planning workbooks.

3. Setup Product Attribute View

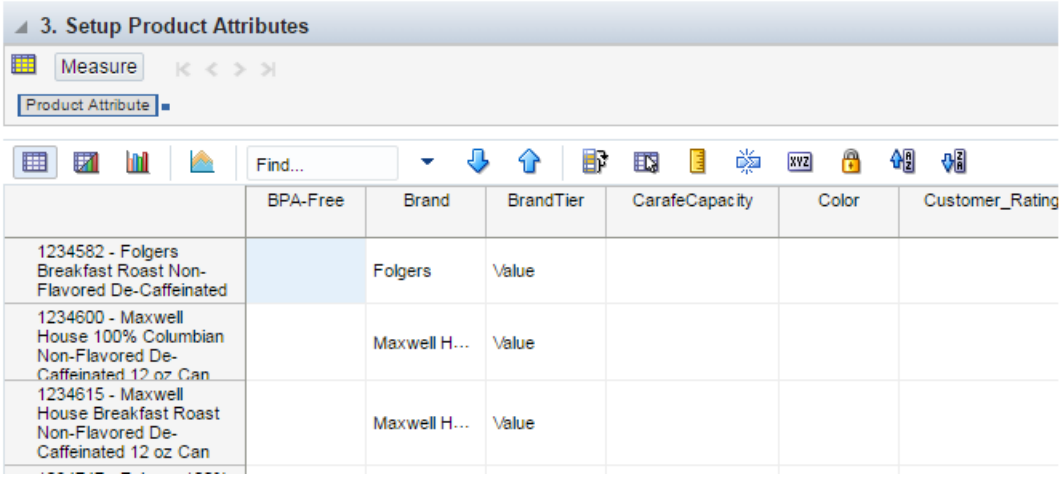
The Setup Product Attributes view is used to update the attribute values mapping to a placeholder item. While the Administrator is allowed to make changes to an existing item's attributes in this view, those changes will not be sent back to a master data management (MDM) system such as Oracle Retail Merchandising System (RMS), which is the system of record for product attributes information. If a change is made to an existing item here, it will need to be communicated back to the source system.

The step to complete this process:

- For placeholder items, assign the appropriate attribute values.

Note that the Filter icon can be used to quickly identify the placeholder items.

Figure 2–7 3. Setup Product Attributes View



Measure Table

Table 2–4 3. Setup Product Attributes View Measure

Label	Definition
Product Attribute	Picklist measure that enables the mapping of item attribute values to an item.

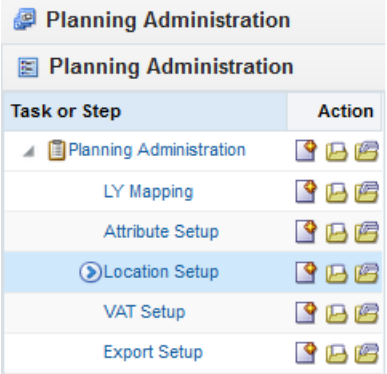
Step 3: Location Setup

The Location Setup step is used to view and define location attribute values, assign the values to each location, enable active locations for use in workbooks, assign Like Locations, and enter space information for each location.

The steps to complete this process:

- View location attributes.
- Create new location attributes, if necessary.
- Enable or disable a location's active status.
- Assign Like Locations.
- Define space information for locations.

Figure 2–8 3. Location Setup Step



Prior to Starting this Step:

- Currently used location attributes and attribute values should be loaded.
- Location-level attributes should be loaded.
- Obtain an updated active/non-active location list.
- Obtain space metrics for each location.

After Completing this Step:

- Set Location Cluster strategies.

Views in this Step:

- 1. Define Location Attributes View
- 2. Setup Location Attributes View
- 3. Define Location Info View
- 4. Define Location Space View
- 5. Cluster Strategy Weight Setup View

1. Define Location Attributes View

The Define Location Attributes view is used to view and create new location attributes that can be used to distinguish and group locations for clustering purposes.

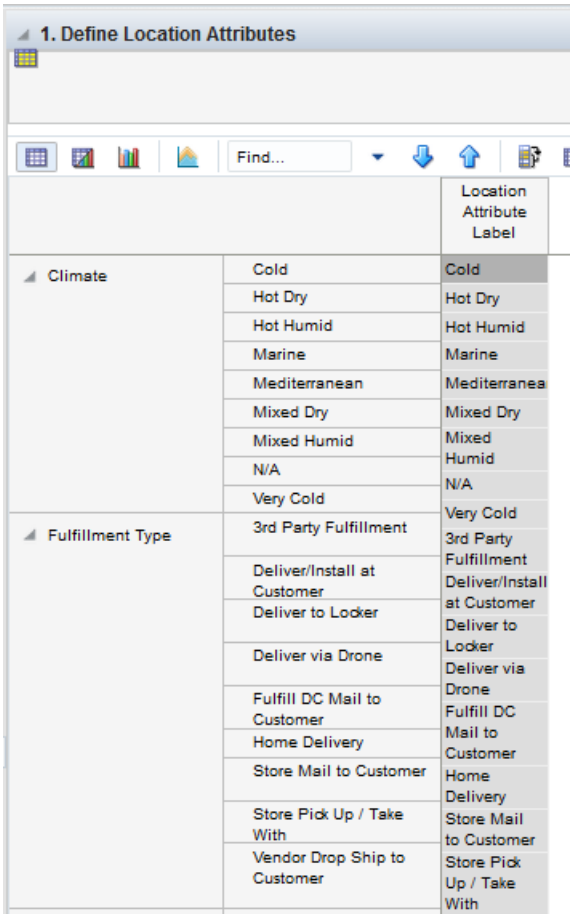
To add new attributes, right-click an Attribute Value position and use the position maintenance option (DPM functionality) to maintain new location attribute values (attribute value) mapping to a location attribute name (attribute name).

Be aware that attributes created here are not systematically sent back to an attribute source system, such as RMS. Ideally, location attributes should be set up in a source system and interfaced to Shared Services.

The steps to complete this process:

- View the current location attributes.
- Use DPM to create new attributes, if necessary.

Figure 2–9 1. Define Location Attributes View



Measure Table

Table 2–5 1. Define Location Attributes View Measure

Label	Definition
Location Attribute Label	Used to store the location attribute values for a specific attribute.

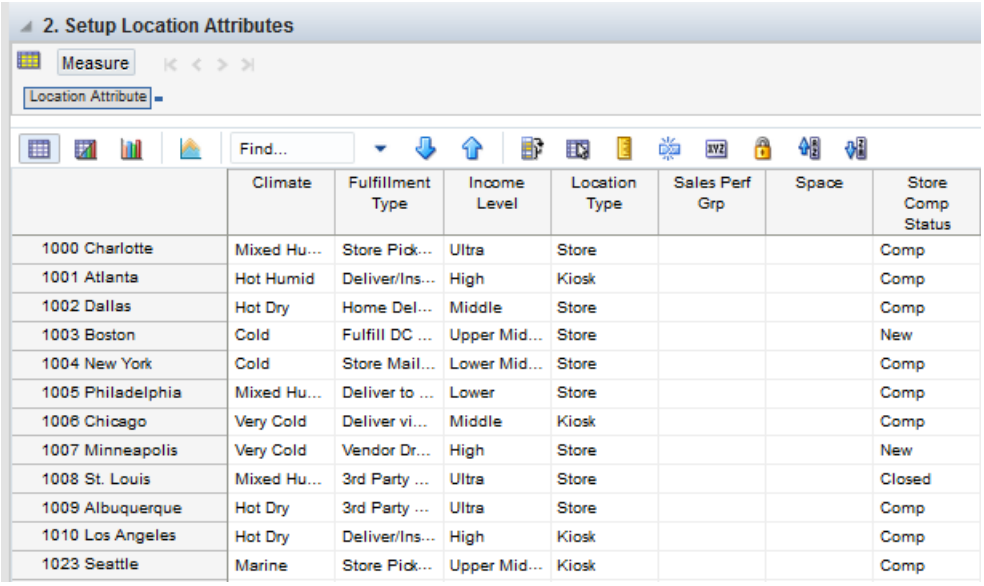
2. Setup Location Attributes View

The Setup Location Attributes view is used to maintain the mapping of attribute values to a location. The location attributes are available to the planner in the Location Clustering workbook.

The step to complete this process:

- For each location, use the Store Attribute picklists for each attribute to assign the appropriate attribute values to each store.

Figure 2–10 2. Setup Location Attributes View



	Climate	Fulfillment Type	Income Level	Location Type	Sales Perf Grp	Space	Store Comp Status
1000 Charlotte	Mixed Hu...	Store Pick...	Ultra	Store			Comp
1001 Atlanta	Hot Humid	Deliver/Ins...	High	Kiosk			Comp
1002 Dallas	Hot Dry	Home Del...	Middle	Store			Comp
1003 Boston	Cold	Fulfill DC ...	Upper Mid...	Store			New
1004 New York	Cold	Store Mail...	Lower Mid...	Store			Comp
1005 Philadelphia	Mixed Hu...	Deliver to ...	Lower	Store			Comp
1006 Chicago	Very Cold	Deliver vi...	Middle	Kiosk			Comp
1007 Minneapolis	Very Cold	Vendor Dr...	High	Store			New
1008 St. Louis	Mixed Hu...	3rd Party ...	Ultra	Store			Closed
1009 Albuquerque	Hot Dry	3rd Party ...	Ultra	Store			Comp
1010 Los Angeles	Hot Dry	Deliver/Ins...	High	Kiosk			Comp
1023 Seattle	Marine	Store Pick...	Upper Mid...	Kiosk			Comp

Measure Table

Table 2–6 2. Setup Location Attributes View Measure

Label	Definition
Store Attribute	Picklist measure that enables the mapping of location attribute values to a location.

3. Define Location Info View

The Define Location Info view is used to enter location descriptions, enable active locations and disable inactive locations, and assign like locations to new locations.

The steps to complete this process:

- Optionally, enter a location description.

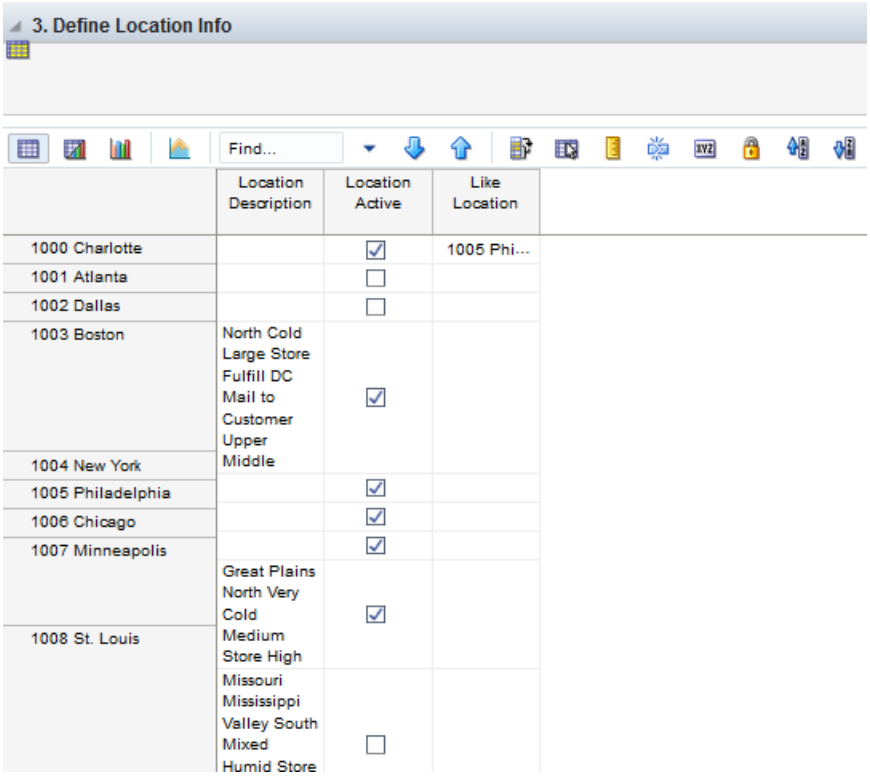
  The Location Description can be viewed as a dimension attribute used during the clustering process.

- Enable active locations or disable inactive locations by selecting or unselecting the Location Active Boolean flag.

  Inactive Locations will not be available in Planning workbooks.

- Assign like store locations to new stores by using the picklist measure Like Location to select the existing store that will be assigned to a new store.

Figure 2–11 3. Define Location Info View



Measure Table

Table 2–7 3. Define Location Info View Measures

Label	Definition
Location Description	An optional description that can be applied to a location and viewed as a dimension attribute used during the clustering process.
Location Active	Boolean flag used to make a location active or inactive. If a location is inactive, it will not be available in the Location Clustering wizard or workbook.
Like Location	Picklist measure used to select an existing store to match with a new store for Sales Retail, Units, and Gross Margin history.

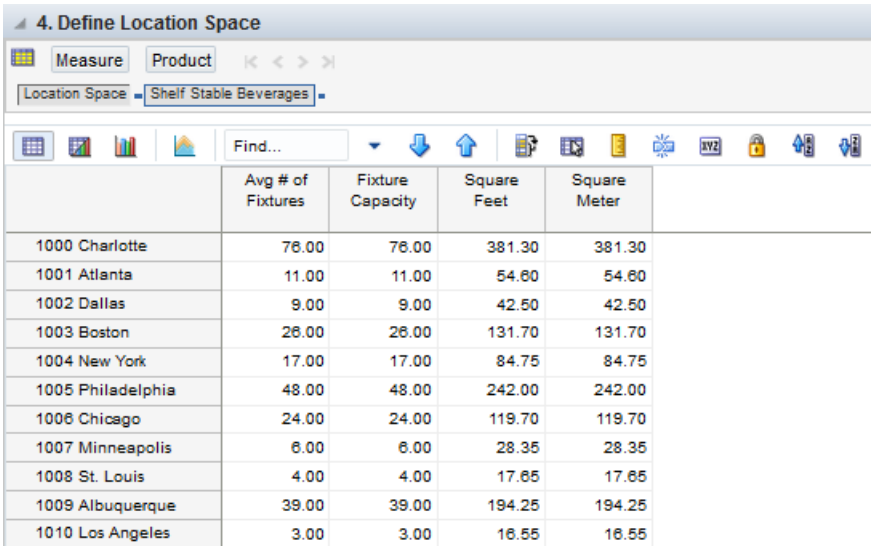
4. Define Location Space View

The Define Location Space view is used to enter space parameters for each location. This information is used when clustering locations using space metrics.

The step to complete this process:

- Enter the following information (as necessary) for each location and department:
  - Average number of fixtures
  - Fixture capacity
  - Square feet
  - Square meter

Figure 2–12 4. Define Location Space View



	Avg # of Fixtures	Fixture Capacity	Square Feet	Square Meter
1000 Charlotte	76.00	76.00	381.30	381.30
1001 Atlanta	11.00	11.00	54.60	54.60
1002 Dallas	9.00	9.00	42.50	42.50
1003 Boston	26.00	26.00	131.70	131.70
1004 New York	17.00	17.00	84.75	84.75
1005 Philadelphia	48.00	48.00	242.00	242.00
1006 Chicago	24.00	24.00	119.70	119.70
1007 Minneapolis	6.00	6.00	28.35	28.35
1008 St. Louis	4.00	4.00	17.65	17.65
1009 Albuquerque	39.00	39.00	194.25	194.25
1010 Los Angeles	3.00	3.00	16.55	16.55

Measure Table

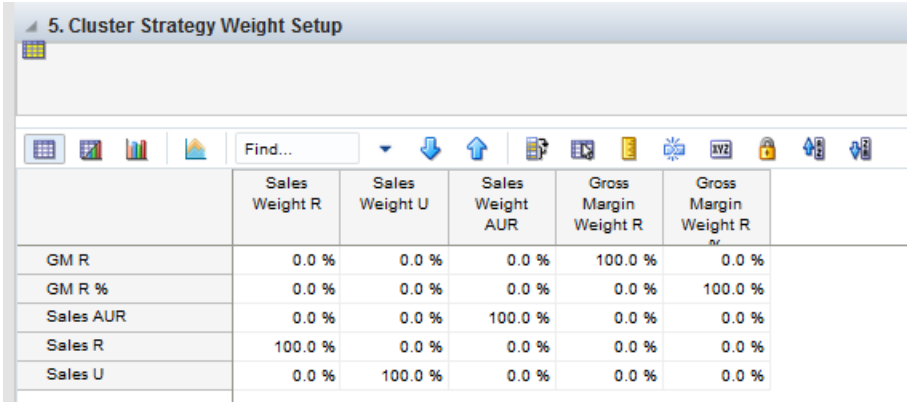
Table 2–8 4. Define Location Space View Measure

Label	Definition
Location Space	Used to house space-related metrics by location and department.

5. Cluster Strategy Weight Setup View

The Cluster Strategy Weight Setup view is used to enter the corporate-defined weights that correspond to each clustering strategy. The analysis and determination of strategy weights is expected to occur outside of the Item Planning solution, with the results available and visible within Item Planning to drive assortments that meet corporate objectives for each category. If desired, the Administrator may set up more clustering strategies using the Dynamic Position Maintenance (DPM) functionality.

Figure 2–13 5. Cluster Strategy Weight Setup View



	Sales Weight R	Sales Weight U	Sales Weight AUR	Gross Margin Weight R	Gross Margin Weight R
GM R	0.0 %	0.0 %	0.0 %	100.0 %	0.0 %
GM R %	0.0 %	0.0 %	0.0 %	0.0 %	100.0 %
Sales AUR	0.0 %	0.0 %	100.0 %	0.0 %	0.0 %
Sales R	100.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales U	0.0 %	100.0 %	0.0 %	0.0 %	0.0 %

Measure Table

Table 2–9 5. Cluster Strategy Weight Setup View Measures

Label	Definition
Sales Weight R, U, AUR, Gross Margin R, and Gross Margin R %	The administrator-defined percentage weight given to the Sales metrics for the given strategy. The strategy weights are used in generating Combined Scoring for use in Location Clustering.

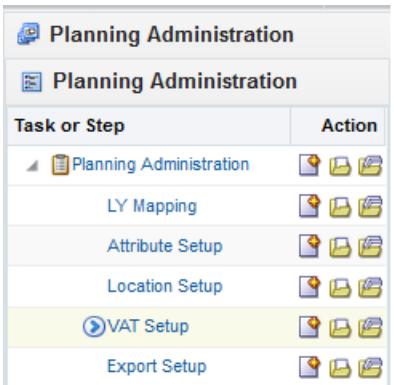
Step 4: VAT Setup

The VAT Setup step allows the Administrator to define VAT rates to be used in the Item Planning workbooks.

The step to complete this process:

- Enter performance metric weights for each Location Cluster strategy.

Figure 2–14 VAT Setup Step



Prior to Starting this Step:

- Determine the VAT rates that will be entered.

After Completing this Step:

- Determine the export setup.

View in this Step:

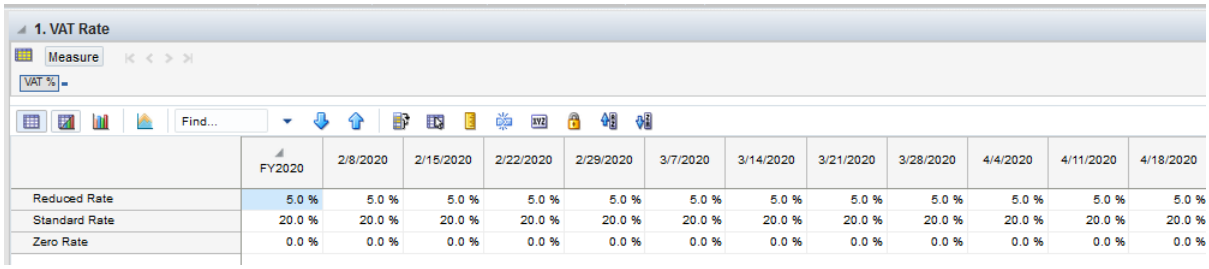
- 1. VAT Rate View

1. VAT Rate View

The step to complete this process:

- Define the VAT Rate percentages for each time period.

Figure 2–15 1. VAT Rate View



	FY2020	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	4/18/2020
Reduced Rate	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %
Standard Rate	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %
Zero Rate	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Measure Table

Table 2–10 1. VAT Rate View Measure

Label	Definition
VAT %	The Value Added Tax rate.

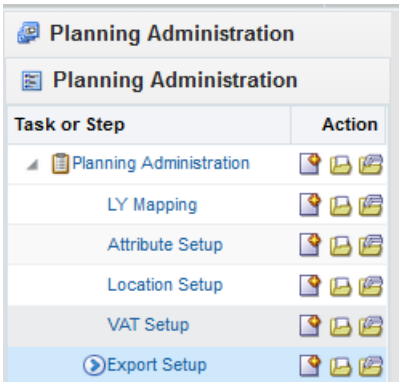
Step 5: Export Setup

The Export Setup step allows the Administrator to control which periods and positions will be exported using the standard exports within OAT. If particular positions are needed or not needed for export, the Administrator can choose that information in this step.

The steps to complete this process:

- Enable or disable positions for export.
- Enable or disable elapsed period exporting.

Figure 2–16 Export Setup Step



Prior to Starting this Step:

- Determine which positions need to be exported for external systems.

After Completing this Step:

- Set up placeholder items.
- If using the Local Currency Process Extension, set values for Local Currency.

Views in this Step:

- 1. Export Setup View

- 2. Export Elapsed View

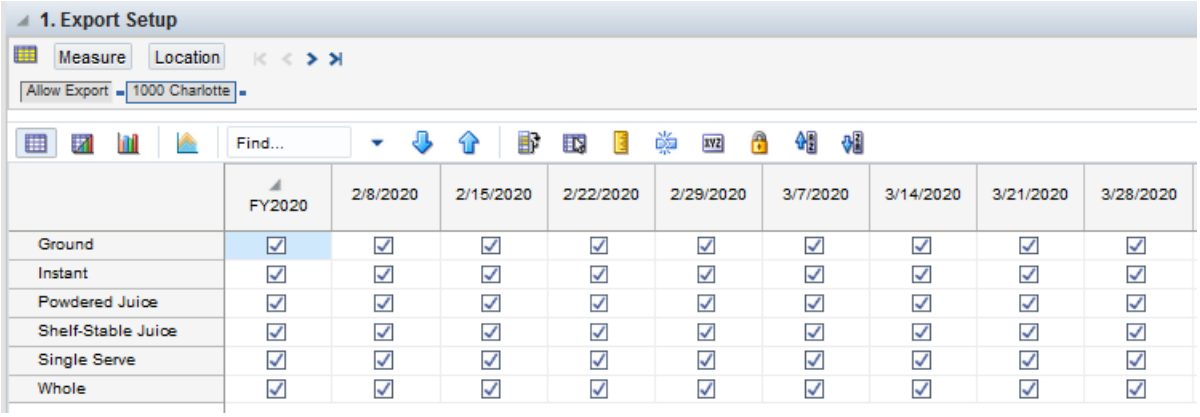
1. Export Setup View

The Export Setup view is used to select the positions that should be included when exporting plan data.

The step to complete this process:

- Select or deselect positions that should be included when exporting plan data.

Figure 2–17 1. Export Setup View



Measure Table

Table 2–11 1. Export Setup View Measure

Label	Definition
Allow Export	When the Boolean is checked, it is used to indicate that the position should be exported.

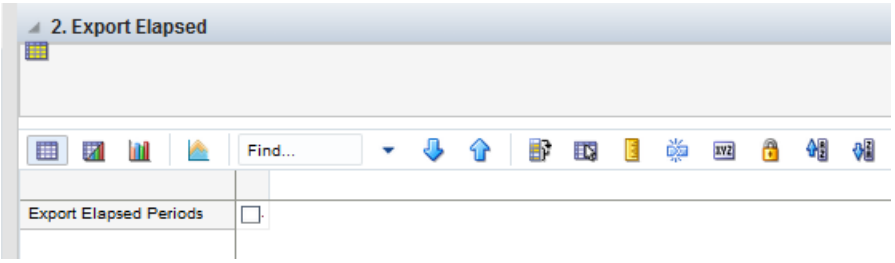
2. Export Elapsed View

The Export Elapsed view is used to designate whether elapsed periods should be included when exporting data.

The step to complete this process:

- Select the Export Elapsed Periods Boolean flag to include elapsed periods in the export.

Figure 2–18 2. Export Elapsed View



Measure Table

Table 2–12 2. Export Elapsed View Measure

Label	Definition
Export Elapsed Periods	When the Boolean is checked, it is used to indicate that elapsed periods should be exported.

3

Currency Administration

The Currency Administration task is only used if the retailer requires the use of multiple currencies while planning their business. The Local Currency process extension may be used when a retailer has locations and/or corporate offices in different countries with different currencies. This task is only available when Local Currency is implemented.

Typical Business Users

The typical user of the Assortment Currency Administration task is an Administrator who has been given corporate exchange rates for each currency being used in the planning process.

Data Requirements

Following are the data requirements for this task:

- Forecasted currency rates for future planning periods

Create the Currency Administration Workbook

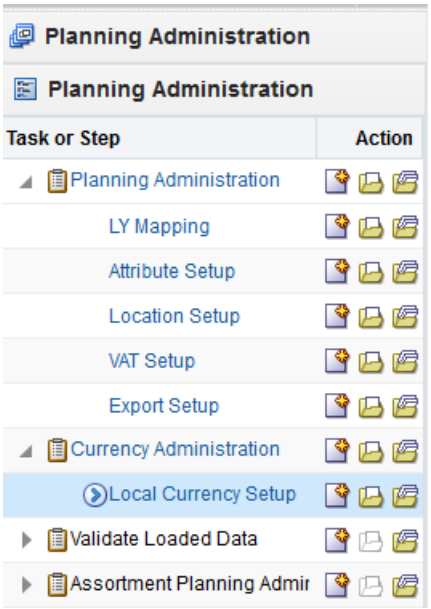
To create the Currency Administration workbook, click the **Create New Workbook** icon in the Currency Administration task. The Planning Administration workbook is built.

Step 1: Local Currency Setup

The steps to complete this process:

- Set corporate currency exchange rates for each currency being used.
- Set local currency symbols, if desired.

Figure 3–1 Local Currency Setup Step



Prior to Starting this Step:

- The Administrator should receive forecasted exchange rates from the appropriate party.

After Completing this Step:

- Continue with other Administrative setup tasks as necessary.

Views in this Step:

1. Local Currency Rate View
2. Local Currency Symbol View

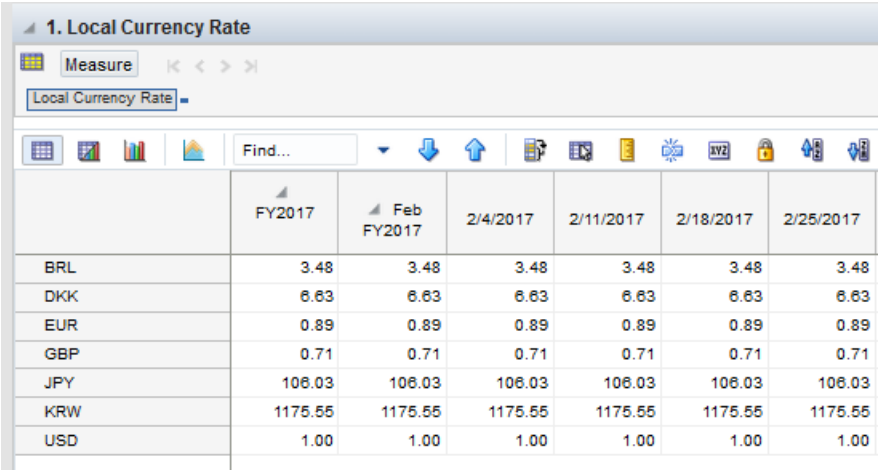
1. Local Currency Rate View

The Local Currency Rate tab and view are used to enter the forecasted corporate exchange rates for each currency in use.

The step to complete this process:

- Enter each exchange rate that is currently in use.

Figure 3–2 1. Local Currency Rate View



	FY2017	Feb FY2017	2/4/2017	2/11/2017	2/18/2017	2/25/2017
BRL	3.48	3.48	3.48	3.48	3.48	3.48
DKK	6.63	6.63	6.63	6.63	6.63	6.63
EUR	0.89	0.89	0.89	0.89	0.89	0.89
GBP	0.71	0.71	0.71	0.71	0.71	0.71
JPY	106.03	106.03	106.03	106.03	106.03	106.03
KRW	1175.55	1175.55	1175.55	1175.55	1175.55	1175.55
USD	1.00	1.00	1.00	1.00	1.00	1.00

Measure Table

Table 3–1 1. Local Currency Rate Measure

Label	Definition
Local Currency Rate	Rate used to convert values to the local currency.

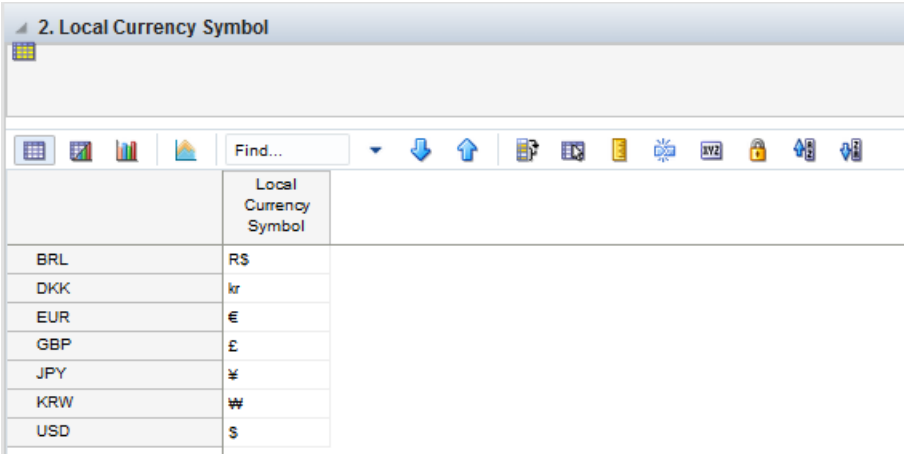
2. Local Currency Symbol View

The Local Currency Symbol view is used to enter the symbol for each currency in use.

The step to complete this process:

- Enter a symbol for each currency that is currently in use.

Figure 3–3 2. Local Currency Symbol View



	Local Currency Symbol
BRL	R$
DKK	kr
EUR	€
GBP	£
JPY	¥
KRW	₩
USD	$

Measure Table

Table 3–2 2. Local Currency Symbol Measure

Label	Definition
Local Currency Symbol	Graphic symbol associated with the channel's local currency.

4

Validate Loaded Data

The Validate Loaded Data task is used to view loaded historical actuals as well as the loaded Merchandise Financial Planning plan and Location plan. This workbook is used as a reference point to allow the Administrator to view loaded data to ensure accuracy. This task will generally be used on demand as questions from the business arise about historical or plan data.

Typical Business Users

The typical user of the Validate Loaded Data task is an Administrator who needs to check historical data and/or MFP and Location Plan data that has been loaded into the solution.

Data Requirements

Following are the data requirements for this task:

- Loaded historical actuals
- Loaded MFP plan
- Loaded Location plans

Validate Loaded Data Process Steps

Following are the high level steps to complete this process:

- Review actuals
- Review MFP plans
- Review Location plans

Create the Validate Loaded Data Workbook

To create the Validate Loaded Data workbook:

1. Click the **Create New Workbook** icon in the Validate Loaded Data task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to cluster and click **Next**.

   As an Administrator, you may wish to select the Global Domain to set category information for the whole company.

3. In Select Calendar, select the timeframes to be included in the workbook and click **Next**.
4. In Select Location, select the Channel to be included in the workbook and click **Next**.
5. In Select Product, select one or multiple Departments. Click **Finish**.

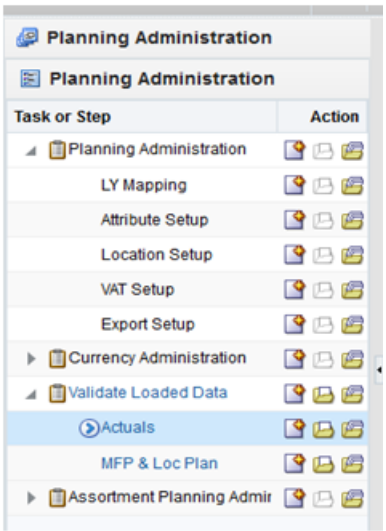
   The Validate Loaded Data workbook is built.

Step 1: Actuals

The step to complete this process:

- Review actual data as necessary.

Figure 4–1 Actuals Step



Prior to Starting this Step:

- Ensure actual data has been loaded.

After Completing this Step:

- Review MFP and/or Location plans as necessary.

View in this Step:

TY Version View

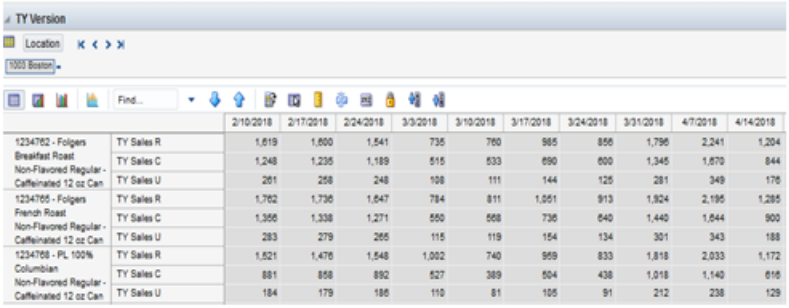
TY Version View

The step to complete this process:

- Review actual data.

  Additional measures are available in the Measure Show/Hide menu.

Figure 4–2 TY Version View



TY Version

Location

1003 Boston

Find...

		2/10/2018	2/17/2018	2/24/2018	3/3/2018	3/10/2018	3/17/2018	3/24/2018	3/31/2018	4/7/2018	4/14/2018
1234762 - Folgers Breakfast Roast Non-Flavored Regular - Caffeinated 12 oz Can	TY Sales R	1,619	1,600	1,541	735	760	985	856	1,796	2,241	1,204
	TY Sales C	1,248	1,235	1,189	515	533	690	600	1,345	1,670	844
	TY Sales U	261	258	248	108	111	144	125	281	349	176
1234765 - Folgers French Roast Non-Flavored Regular - Caffeinated 12 oz Can	TY Sales R	1,762	1,736	1,647	784	811	1,051	913	1,924	2,195	1,285
	TY Sales C	1,356	1,338	1,271	550	568	736	640	1,440	1,644	900
	TY Sales U	283	279	265	115	119	154	134	301	343	188
1234768 - PL 100% Columbian Non-Flavored Regular - Caffeinated 12 oz Can	TY Sales R	1,521	1,476	1,548	1,002	740	969	833	1,818	2,033	1,172
	TY Sales C	881	858	892	527	389	504	438	1,018	1,140	616
	TY Sales U	184	179	186	110	81	105	91	212	238	129

Measure Table

Table 4–1 TY Version View Measure

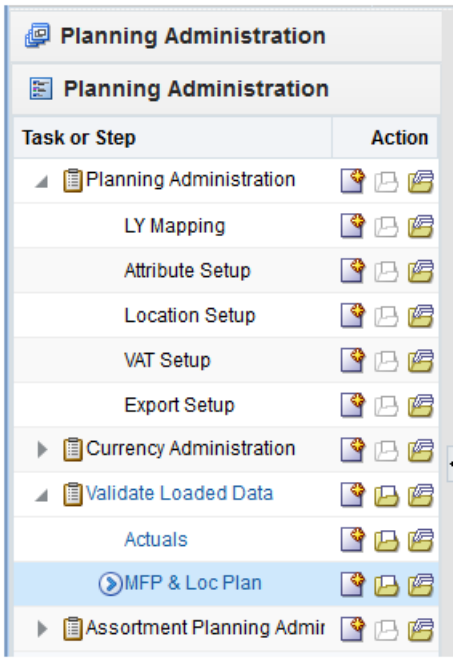
Label	Definition
TY Sales R, C, U	Loaded actual Sales Retail, Cost, and Units by item, location, and week.

Step 2: MFP & Loc Plan

The steps to complete this process:

- Review MFP loaded data as necessary.
- Review Location Plan loaded data as necessary:
  - If a Location Plan is not available, the MFP CP view displays the MFP Current Plan by subcategory spread to Location using last year's location sales' proportionality.
  - If a Location Plan is available, the MFP CP view displays the MFP Current Plan by subcategory spread to Location using the Location Plan CP sales' proportionality.

Figure 4–3 MFP & Loc Plan Step



Prior to Starting this Step:

- Ensure MFP and Location data have been loaded.

After Completing this Step:

- Complete other Administrative tasks as necessary or move to Planning Maintenance tasks.

Views in this Step:

Loaded MFP View

Loc Plan CP View

MFP CP View

Loaded MFP View

The step to complete this process:

- Review MFP CP Sales R, Sales C, Sales U, EOP C, EOP U, Receipts C, and Receipts U data.

Figure 4–4 Loaded MFP View

Loaded MFP

Location

Brick & Mortar

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020
Ground	MFP Loaded CP Sales C	4,873,517	4,760,683	4,722,054	2,359,440	2,317,193
	MFP Loaded CP Sales R	7,183,688	7,016,169	6,958,410	3,742,968	3,655,995
	MFP Loaded CP Sales U	696,464	698,609	668,359	315,156	308,397
	MFP Loaded CP EOP C	252,970,684	255,225,518	271,035,952	273,972,266	273,684,391
	MFP Loaded CP EOP U	35,202,152	37,177,674	37,137,221	40,427,473	38,905,223
	MFP Loaded CP Receipts	5,055,837	4,709,603	2,379,139	2,398,812	3,098,506
	MFP Loaded CP Receipts	771,486	718,612	345,229	346,210	447,686
Instant	MFP Loaded CP Sales C	1,245,621	1,269,701	1,189,268	483,641	488,094
	MFP Loaded CP Sales R	1,661,078	1,692,643	1,586,313	691,492	697,867
	MFP Loaded CP Sales U	249,790	249,027	240,387	93,870	97,013
	MFP Loaded CP EOP C	67,237,116	71,288,408	70,831,797	73,802,157	72,227,617
	MFP Loaded CP EOP U	14,045,971	14,754,169	15,161,702	15,374,160	15,098,783
	MFP Loaded CP Receipts	1,285,083	1,268,226	464,391	517,488	654,061
	MFP Loaded CP Receipts	268,284	264,765	96,950	108,035	136,547

Measure Table

Table 4–2 Loaded MFP View Measures

Label	Definition
MFP Loaded CP Sales R, C, U	Loaded MFP Current Plan Sales Retail, Cost, and Units by subcategory, channel, and week.
MFP Loaded CP EOP C, U	Loaded MFP Current Plan End of Period Inventory Cost and Units by subcategory, channel, and week.
MFP Loaded CP Receipts C, U	Loaded MFP Current Plan Receipts Cost and Units by subcategory, channel, and week.

Loc Plan CP View

The step to complete this process:

- Review Location Plan CP by Sales R, Sales C, Sales U, EOP C, EOP U, Receipts C, and Receipts U data.

Figure 4–5 Loc Plan CP View

Loc Plan CP

Location

1003 Boston

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020	3/14/2020	3/21/2020
Shelf Stable Beverages	LP CP Sales C	218,446	214,122	206,227	150,035	155,762	166,920	160,039
	LP CP Sales R	308,413	301,783	290,823	216,357	224,203	244,481	232,124
	LP CP Sales U	56,355	55,435	53,280	40,093	41,705	42,972	42,122
	LP CP EOP C	9,328,503	9,324,775	9,655,254	9,593,911	10,028,331	9,762,846	9,990,812
	LP CP EOP U	2,331,617	2,357,339	2,267,224	2,407,318	2,350,133	2,403,632	2,400,296
	LP CP Receipts C	36,450,027	33,880,583	24,747,856	24,861,694	28,451,633	26,254,303	42,454,742
	LP CP Receipts U	58,881	54,780	41,347	41,670	45,832	43,227	63,519

Measure Table

Table 4–3 Loc Plan CP View Measures

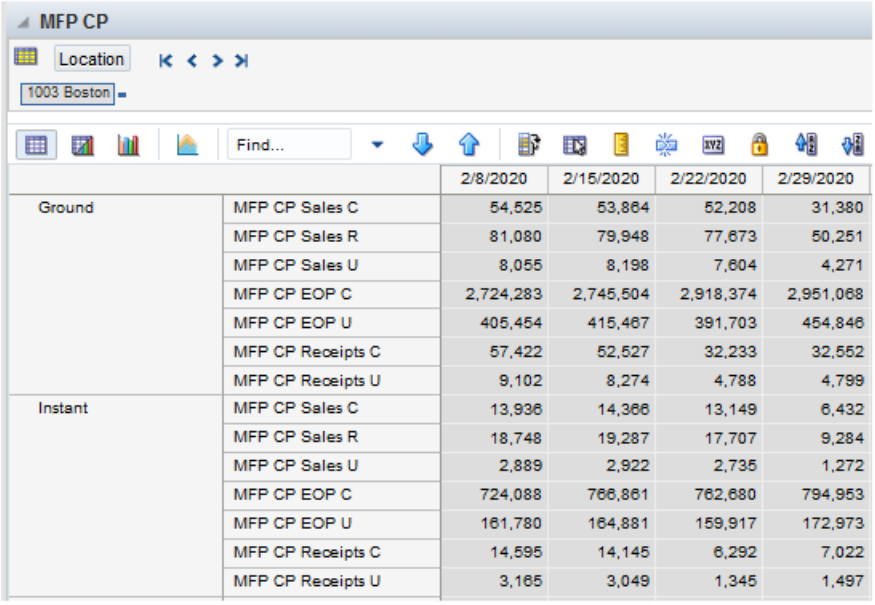
Label	Definition
LP CP Sales R, C, U	Location Plan Current Plan Sales Retail, Cost, and Units by department, location, and week.
LP CP EOP C, U	Location Plan Current Plan End of Period Inventory Cost and Units by department, location, and week.
LP CP Receipts C, U	Location Plan Current Plan Receipts Cost and Units by department, location, and week.

MFP CP View

The step to complete this process:

- Review MFP CP subcategory spread to Location by Sales R, Sales C, Sales U, EOP C, EOP U, Receipts C, and Receipts U data:
  - If a Location Plan is not available, the MFP CP view displays the MFP Current Plan by subcategory spread to Location using last year's location proportionality.
  - If a Location Plan is available, the MFP CP view displays the MFP Current Plan by subcategory spread to Location using the Location Plan CP proportionality.

Figure 4–6 MFP CP View



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
Ground	MFP CP Sales C	54,525	53,864	52,208	31,380
	MFP CP Sales R	81,080	79,948	77,673	50,251
	MFP CP Sales U	8,055	8,198	7,604	4,271
	MFP CP EOP C	2,724,283	2,745,504	2,918,374	2,951,068
	MFP CP EOP U	405,454	415,467	391,703	454,846
	MFP CP Receipts C	57,422	52,527	32,233	32,552
	MFP CP Receipts U	9,102	8,274	4,788	4,799
Instant	MFP CP Sales C	13,936	14,366	13,149	6,432
	MFP CP Sales R	18,748	19,287	17,707	9,284
	MFP CP Sales U	2,889	2,922	2,735	1,272
	MFP CP EOP C	724,088	766,861	762,680	794,953
	MFP CP EOP U	161,780	164,881	159,917	172,973
	MFP CP Receipts C	14,595	14,145	6,292	7,022
	MFP CP Receipts U	3,165	3,049	1,345	1,497

Measure Table

Table 4–4 MFP CP View Measure

Label	Definition
MFP CP Sales R, C, U	MFP Current Plan Sales Retail, Cost, and Units by subcategory, location, and week.

Table 4–4 (Cont.) MFP CP View Measure

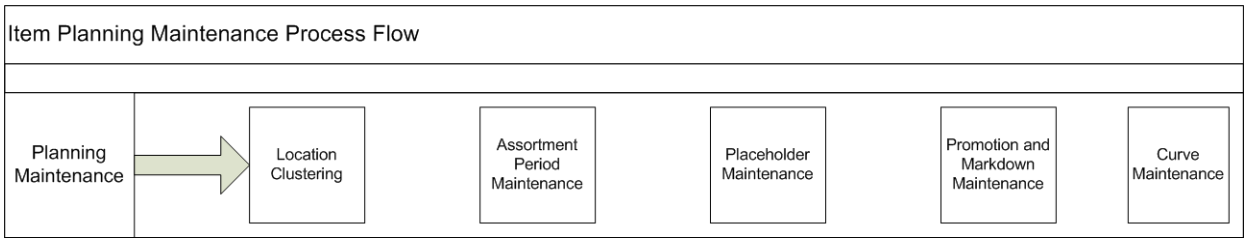
Label	Definition
MFP CP EOP C, U	Loaded Location Plan Current Plan End of Period Inventory Cost and Units by subcategory, location, and week.
MFP CP Receipts C, U	Loaded Location Plan Current Plan Receipts Cost and Units by subcategory, location, and week.

5

Planning Maintenance

The Planning Maintenance task is used for Location Clustering, Assortment Period Maintenance, Placeholder Maintenance, Promotion and Markdown Maintenance, and Curve Maintenance.

Figure 5–1 Planning Maintenance Process Flow



Typical Business Users

The typical user of the Planning Maintenance task is an assortment planner who has business knowledge of the strategy to create location clusters as well as knowledge of assortment period dates and placeholder item creation needs.

Data Requirements

Following are the data requirements for this task:

- Sales Retail, Sales Units, and Gross Margin actuals
- Location attributes assigned in Administration
- Like-location assignments for new locations in Administration
- To use MFP as a seeding source: MFP Location Plan
- To use RDF as a seeding source: RDF Lite or an RDF interfaced forecast
- To use company defined Strategy Weights: strategy weight assignments in the Administration
- To use Space Groups: space metrics by location loaded in Administration
- Approved location clusters

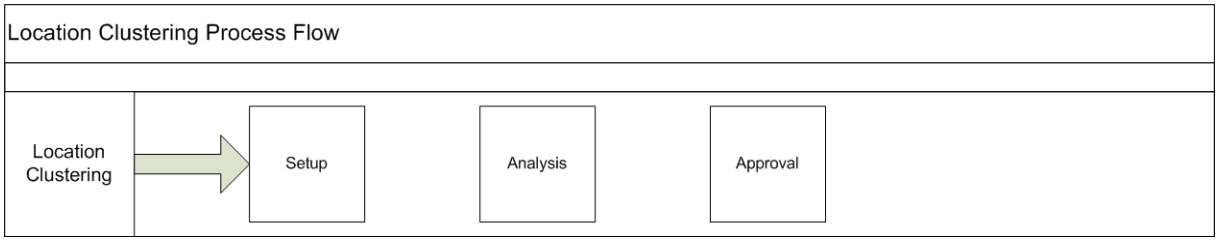
6

Location Clustering

Location Clustering is a business process where the assortment planner classifies the retailer's location base into multiple groups of locations that are similar in performance, space, or other user-defined attributes. Each cluster contains similar locations according to attribute criteria chosen by the assortment planner, allowing for a more efficient management of multiple assortments. Clustering allows the user to choose a combination of up to three location attributes, although it's not necessary to select all three. The more attributes that are selected for clustering, the more clusters that will be created. The user must balance creating targeted assortments with the workload increase associated with managing more items, suppliers, planograms, and other factors associated with larger assortments. Multiple subcategories and categories can be selected at one time for clustering with all of the subcategories receiving the same set of clusters. Only one channel may be selected at a time, and a channel may have multiple clusters. All locations within a cluster receive an identical assortment.

Multiple versions of clusters may be created and assigned to different Assortment Groups, also referred to as buying periods. In this way, clusters can be specific to an assortment as well as be reused. When creating an assortment, the planner will choose a cluster version to assign to the assortment.

Figure 6–1 Location Clustering Process Flow



Key Concepts

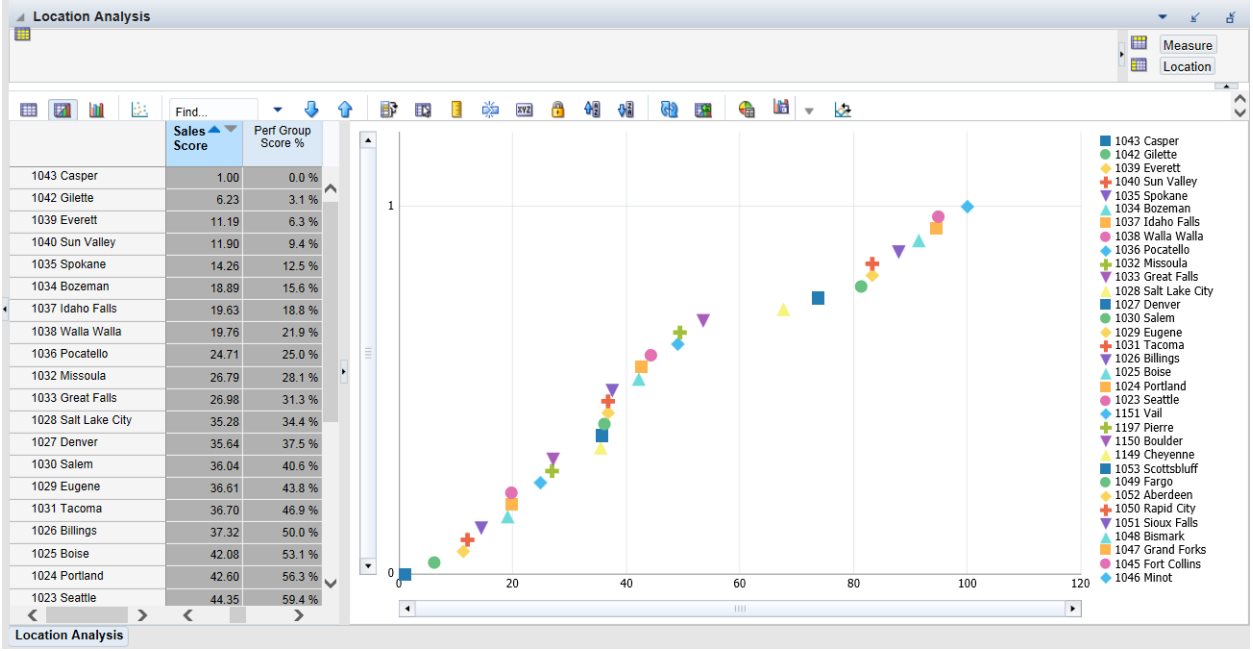
This section describes key concepts for location clustering.

Scaled Scoring Methodology

Scaled Scoring is a method to rank locations using Sales R, Sales U, Sales AUR, GM R, or a combination of those metrics to provide a score that normalizes variability if more than one metric is selected for inclusion in scoring. It transforms all metrics into a common and comparable unit of measure, eliminating metric variability. Each location gets a score based on its relative position to the minimum and maximum value of the sales metric selected, from 1 to 100. The lowest performing location gets a score of 1 and the highest performing location gets a score of 100. If multiple performance

metrics are selected for inclusion in the calculation, Scaled Scoring uses the weights assigned to each metric to calculate the final score. If a location has no sales performance data, it will not be included in the calculation. The following diagram depicts a typical scatter graph of location clustering results, using the Scaled Scoring method. Note that each location's score of 1 to 100 is positioned relative to its peers' performance.

Figure 6–2 Scaled Scoring Methodology Example



Breakpoint Algorithm

The Breakpoint algorithm splits locations into clusters that have equal intervals, based on a user defined number of intervals set in the Performance Group measure. The user may select up to five performance groups. For example, a user could select four performance groups and decide to give Sales U a 100% weight. The system will then review the Sales U for all of the locations that the user selected in the wizard, calculate the Scaled Scoring, and break the locations into four groups, calculating the upper and lower boundaries in the process. Users can override the upper boundaries if they have business knowledge that suggests a better result. The upper boundary of the highest performance group is always the maximum of the Scaled Scoring of locations.

Optimized Algorithm

The Optimized algorithm is a science based method which creates optimized clusters utilizing user set parameters. It involves the following:

- Create many centroids for each cluster based on the number of clusters you want.
- Based on each location's performance numbers, assign a cluster to the location. With this, there is a set of clusters with locations attached to them.
- The algorithm then checks the centroid to see if there is a better position for the centroid that gives a better assignment of locations to each cluster.
- The above process is repeated until the result of each iteration is better than the previous one.

- After it is not possible to further optimize, the resulting clusters are returned for review.

Typical Business Users

The typical user of the location clustering task is an assortment planner who has business knowledge of the strategy used to achieve the business goals for location clusters they are creating.

Data Requirements

Following are the data requirements for this task:

- Sales Retail, Sales Units, and Gross Margin actuals
- Location attributes assigned in Administration
- Like-location assignments for new locations in Administration
- To use MFP as a seeding source: MFP Location Plan
- To use RDF as a seeding source: RDF Lite or an RDF interfaced forecast
- To use company-defined Strategy Weights: strategy weight assignments in the Administration
- To use Space Groups: space metrics by location loaded in Administration

Location Clustering Process Steps

The high-level steps to complete this process:

- Seed or enter Location Cluster strategy weights.
- Review and choose location attributes to determine the optimal attributes to select for the category or categories being clustered.
- Choose the algorithm method to perform clustering: Breakpoint or Optimized.
- Run the clustering process.
- Review and analyze the results, making updates as necessary.
- Approve the results to be used in Item Planning.

Create the Location Clustering Workbook

To create the Location Clustering workbook:

1. Click the **Create New Workbook** icon in the Location Clustering task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to cluster and click **Next**.
3. In Select Product, select one or multiple categories and click **Next**. If you select multiple categories all of them will receive the same clusters.
4. In Select Sales Source, select the sales data source you would like to use and click **Next**. The choice of Actual, Forecast, or Plan in this wizard screen determines the performance values in the Location Clustering task:

- If Forecast is selected, the built-in RDF light forecast will be used. If the retailer has RDF Cloud Service, then the RDF-CS forecast can be interfaced into Item Planning Cloud Service.
- If Plan is selected, the sales performance data will be based on MFP Cloud Service Current Plan Sales.

  For elapsed periods, MFP Current Plan Sales is loaded with actuals. If the calendar periods selected include elapsed periods, the data could include Actuals and Plan.
- If Actuals is selected but you pick a future time period, you will not see data.

5. In Select Calendar, select the time periods to display in the workbook and click **Next**. It is recommended that you bring in at least six months of data.
6. In Select Location, select the locations to be included in clustering. Only one Channel may be clustered at a times. Click **Finish**.

   The Location Clustering workbook is built.

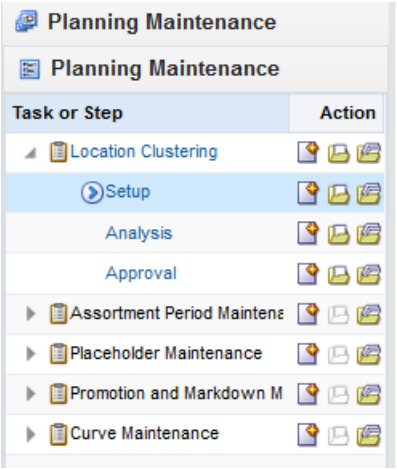
Step 1: Setup

The first step in the clustering process is Setup. The planner will review location attribute performance data to determine which attributes should be used for clustering, assign strategy weighting, and determine the methodology to create the location clusters.

The steps to complete this process:

- Review location attributes to determine the best attributes to choose for the category that is being clustered.
- Choose which attributes to use to create clusters in Clustering Setup.
- Seed strategy weights or assign weights to the appropriate performance measures.
- Determine the number of Performance Groups to be used to create clusters, with a maximum of five available. If more than five performance groups are needed by the retailer, the DPM functionality can be used.
- Select which algorithm to create clusters: Breakpoint or Optimized.
- If using Space Groups, determine the number of space groups and the space source.
- Run the Create Cluster custom menu to create clusters.

Figure 6–3 Setup Step



Prior to Starting this Step:

- Location attributes should be set up by the Administrator.
- The planner should have a good understanding of the category strategy, which will drive the performance metrics and weights, as well as the attribute selection for the clusters.

After Completing this Step:

- Analyze and make adjustments to the system-generated cluster assignments.

Views in this Step:

- Attribute Analysis View
- Clustering Setup View
- Sales Perf Group Setup View
- Space Group Setup View

Custom Menus

Seed Strategy Weights

The Seed Strategy Weights custom menu utilizes the Strategy Weights setup in the Administration workbook. Running this custom menu will populate the performance metrics with the administrator defined weights sourced from the Administrator workbook.

Optimize Clusters

The Optimize Clusters custom menu signals the system to run the BaNG algorithm process to create clusters using the K-means science based methodology.

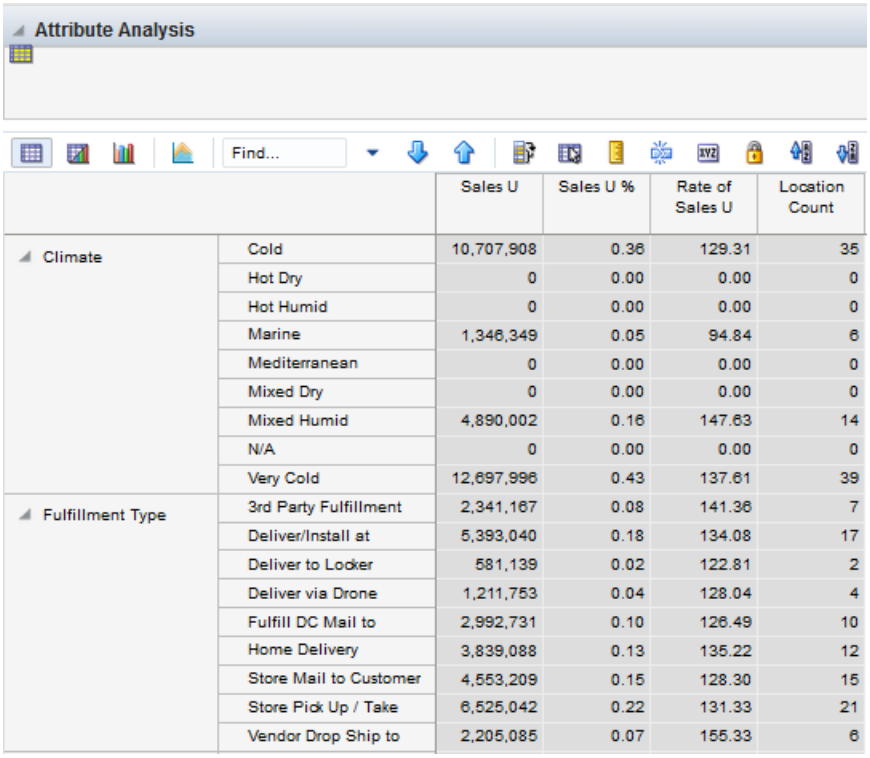
Create Cluster

The Create Cluster custom menu calculates location clusters based on the user defined parameters selected in Initial Setup. If attributes, performance metric weights, # of performance groups, or the clustering method is updated, the Create Cluster custom menu must be rerun to see updated results.

Attribute Analysis View

The Attribute Analysis view is used to show attributes that are assigned to each location, along with performance data that corresponds to the Sales Source measure (Plan, Forecast, Actuals) and the calendar periods selected in the wizard process. Reviewing and analyzing the data provides input to the planner when deciding which attributes to use in the clustering process.

Figure 6–4 Attribute Analysis View



Attribute Analysis

Find...

		Sales U	Sales U %	Rate of Sales U	Location Count
Climate	Cold	10,707,908	0.36	129.31	35
	Hot Dry	0	0.00	0.00	0
	Hot Humid	0	0.00	0.00	0
	Marine	1,346,349	0.05	94.84	6
	Mediterranean	0	0.00	0.00	0
	Mixed Dry	0	0.00	0.00	0
	Mixed Humid	4,890,002	0.16	147.63	14
	N/A	0	0.00	0.00	0
	Very Cold	12,697,996	0.43	137.61	39
Fulfillment Type	3rd Party Fulfillment	2,341,167	0.08	141.36	7
	Deliver/Install at	5,393,040	0.18	134.08	17
	Deliver to Locker	581,139	0.02	122.81	2
	Deliver via Drone	1,211,753	0.04	128.04	4
	Fulfill DC Mail to	2,992,731	0.10	126.49	10
	Home Delivery	3,839,088	0.13	135.22	12
	Store Mail to Customer	4,553,209	0.15	128.30	15
	Store Pick Up / Take	6,525,042	0.22	131.33	21
	Vendor Drop Ship to	2,205,085	0.07	155.33	6

Measure Table

Table 6–1 Attribute Analysis View Measures

Label	Definition
Sales U	The sales units for the categories, calendar periods, and sales source that were selected in the wizard process shown by location attribute.
Sales U %	The sales unit contribution to total for each attribute, for the categories, calendar periods, and sales source that were selected in the wizard process, shown by location attribute.
Rate of Sales U	The weekly rate of sales for the categories, calendar periods, and sales source that were selected in the wizard process, shown by location attribute.
Location Count	The number of locations assigned to each attribute.

Measure Profile

Default Profile

The Default profile is used to review performance data by attribute, to determine which attributes will create meaningful clusters.

Clustering Setup View

The Clustering Setup view allows the planner to select up to three location attributes that can be used to create clusters and to seed or assign Strategy Weights for the category, based on business knowledge of the strategy for the category.

> **Note:** The total sum of the weights assigned to all the metrics should be 100%; if the weights do not sum to be 100%, they are re-normalized upon the next commit and refresh.

Things to consider when choosing the Sales Perf Group attribute:

- Which performance measure, or combination of performance measures, should I choose? The category strategy should inform this decision. For example, if the category is a traffic driver, then choosing units as the performance metric makes sense. If the category's purpose is to drive profit, then choosing Gross Margin makes sense.

  Your company may have a defined performance strategy for each category, which would be assigned in the Administrator workbook. If so, then seed the weights.
- How many Performance Groups do I want for this category? You may select from 1 to 5. Selecting 1 is a good option if you don't want to break your clusters down by sales grade. As you select more groups, you will have more clusters to manage, with less locations assigned to each cluster. Note that you may create more Performance Groups using DPM, but it will cause an increase in the number of clusters and thus the workload associated with managing them by assortment.

If neither the Perf Group Setup or Space Group Setup is selected, but at least one other attribute is selected, the user can execute the Create Cluster custom menu now, since performance and space setups do not need to be created. Keep in mind that as more attributes are selected, more clusters will be created, with a corresponding increase in workload.

The step to complete this process:

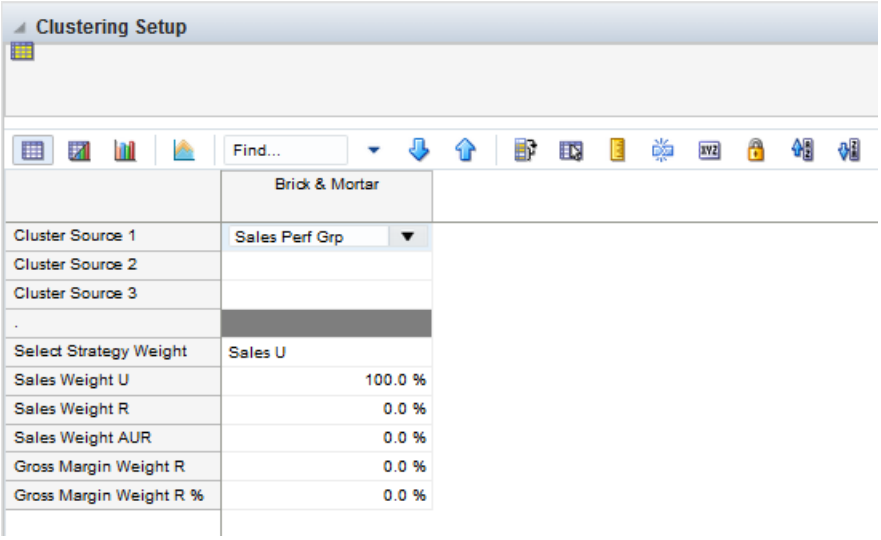
- Select up to three location attributes for clustering.
- If Sales Perf Group is selected as an attribute, performance weights must be seeded or assigned:
  - If seeding the performance weights, select the appropriate strategy for the category and clusters in the Select Strategy Weight picklist measure.
  - Run the Seed Strategy Weight custom menu to populate the corresponding performance metrics.

    The Strategy Weights were set by the Administrator.
  - The planner has the option of overriding the weights based on their business knowledge of the category strategy.
- When selecting a clustering strategy, select a strategy that supports the goals for the category.

For example, if the category is used to drive traffic, you should select a strategy that supports that goal and will likely have Units weighted highly or at 100%.

- If not selecting Sales Perf Group or Space as attributes, run the Create Cluster custom menu.

Figure 6–5 Clustering Setup View



Measure Table

Table 6–2 Clustering Setup View Measures

Label	Definition
Cluster Source 1, 2, 3	Picklists used to select location attributes to create clusters. At least one selection is necessary in order to create clusters.
Select Strategy Weight	Picklist used to select the appropriate strategy for the category and clusters, which will populate the Administrator assigned strategy weights after running the Seed Strategy Weights custom menu.
Sales Weight U, R, AUR, Gross Margin R, Gross Margin R %	Performance weights set by the Administrator or planner, used to create location clusters based on the category strategy.

Measure Profile

Default Profile

The Default profile is used to select the location attributes and assign performance weighting used in creating clusters.

Custom Menu

Seed Strategy Weights

The Seed Strategy Weights custom menu utilizes the Strategy Weights setup in the Administration workbook. Running this custom menu will populate the performance metrics with the administrator defined weights sourced from the Administrator workbook.

Sales Perf Group Setup View

The Sales Perf Group Setup view is used to define the number of performance groups and select the algorithm used for clustering. The maximum number of performance groups is five.

To review the definitions of Breakpoint and Optimized, see "Key Concepts."

If using the Breakpoint algorithm, the steps to complete this process:

- Enter the number of performance groups you want to create for the category, with a maximum of five available.
- Review the Upper Breakpoint Boundaries; adjust the upper boundaries if you have business knowledge that suggest a better result.

  If you adjust the upper boundary, it will only be valid for the current session and will not be committed to the workbook. When you create a new workbook the system will revert to the recommended values.
- Review the Location Count and Avg Sales U for each performance group.
- un the Create Cluster custom menu to create clusters.

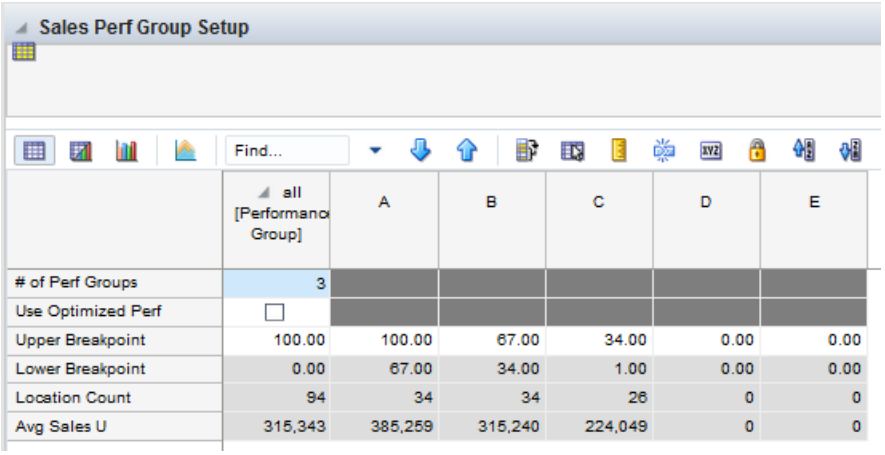
> **Note:** If you make changes to any settings, you must rerun the Create Cluster custom menu in order to see updated results.

If using the Optimized algorithm, the steps to complete this process:

- Enter the number of performance groups you want to create for the cluster, with a maximum of five available.
- Check the Use Optimized Perf Group Boolean flag.
- Review the Location Count and Avg Sales U for each performance group.
- Run the Optimize Clusters custom menu.
- Run the Create Cluster custom menu to create clusters.

> **Note:** If you make changes to settings, you must rerun the Optimize Clusters and Create Cluster custom menus in order to see updated results.

Figure 6–6 Sales Perf Group Setup View



	all [Performanc Group]	A	B	C	D	E
# of Perf Groups	3					
Use Optimized Perf	☐					
Upper Breakpoint	100.00	100.00	67.00	34.00	0.00	0.00
Lower Breakpoint	0.00	67.00	34.00	1.00	0.00	0.00
Location Count	94	34	34	26	0	0
Avg Sales U	315,343	385,259	315,240	224,049	0	0

Measure Table

Table 6–3 Sales Perf Group Setup View Measures

Label	Definition
# of Perf Groups	A user entered number used to calculate the number of performance based clusters that will be created; the minimum is one and the maximum is five.
Use Optimized Perf Group	Enabling this check box selects the BaNG algorithm for use in location clustering.
Upper Breakpoint Boundary	The upper boundary of each performance group. When the upper boundary is edited, the lower boundary of the next performance group will recalculate. Note that user edits to the upper breakpoint will only be available in the current session and will not commit to the database.
Lower Breakpoint Boundary	The lower boundary of each performance group.
Location Count	The number of locations in each cluster. The number of locations by cluster will change if you select the Optimized or the Breakpoint algorithm methods or if you adjust the performance weights and recalculate using custom menus. The total number of locations will always match the number of locations selected in the wizard process.
Avg Sales U	The average sales units for the performance group.

Measure Profile

Default Profile

The Default profile is used to define the number of performance groups and select and modify the clustering algorithm to be used.

Custom Menus

Optimize Clusters

The Optimize Clusters custom menu signals the system to run the BaNG algorithm process to create clusters using the K-means science-based methodology.

Create Cluster

The Create Cluster custom menu calculates location clusters based on the user-defined parameters selected. If attributes, performance metric weights, # of performance groups, or the clustering method is updated, the Create Cluster custom menu must be rerun to see updated results.

Space Group Setup View

The Space Group Setup view will only be used if space aware metrics (Avg # of fixtures, Fixture Capacity, Square Feet, Square Meter) are loaded into the solution by an Administrator.

The Space Group Setup view is used to define the number of space groups and select the algorithm used for clustering. The maximum amount of space groups is five and will be used with both the Breakpoint and Optimized algorithms.

To review the definitions of Breakpoint and Optimized, see "Key Concepts."

If using the Breakpoint algorithm, the steps to complete this process:

- Enter the number of space groups you want to create for the cluster, with a maximum of five available.
- Select the appropriate Space Source value from the Space Source picklist.
- Review the Upper Breakpoint Boundaries; adjust the upper boundaries if you have business knowledge that suggest a better result.
- Review the Location Count and Avg Sales U of each performance group.
- Run the Create Cluster custom menu to create clusters.

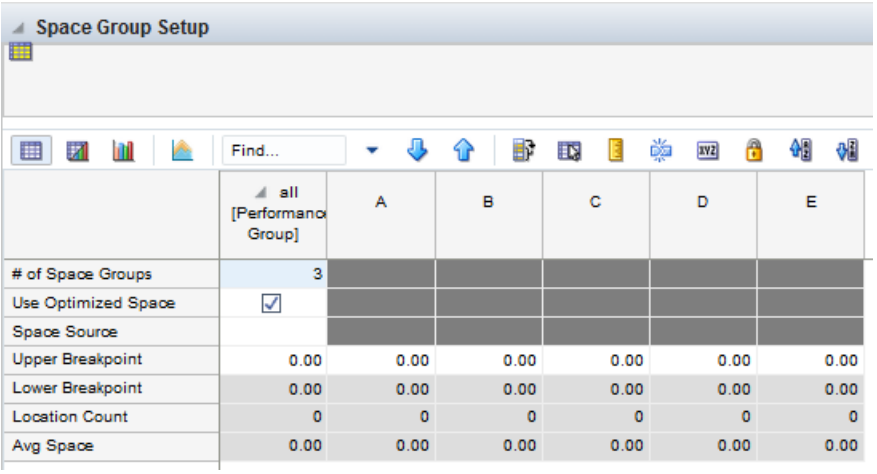
> **Note:** If you make changes to any settings, you must rerun the Create Cluster custom menu in order to see updated results.

If using the Optimized algorithm, the steps to complete this process:

- Enter the number of space groups you want to create for the cluster, with a maximum of five available.
- Check the Use Optimized Space Group Boolean.
- Select the appropriate Space Source value from the Space Source picklis.t
- Run the Optimize Clusters custom menu.
- Review the Location Count and Avg Sales U for each performance group.
- Run the Create Cluster custom menu to create clusters.

> **Note:** If you make changes to settings, you must rerun the Optimize Clusters and Create Cluster custom menus in order to see updated results.

Figure 6–7 Space Group Setup View



Measure Table

Table 6–4 Space Group Setup View Measures

Label	Definition
# of Space Groups	A user-entered number used by the system to calculate clusters that will be created.
Use Optimized Space Group	Enabling this check box selects the BaNG algorithm for use in location clustering.
Space Source	Picklist for the user to decide which space metric to use in determining space based clusters.
Upper Breakpoint Boundary	The upper boundary of each performance group. When the upper boundary is edited, the lower boundary of the next performance group will recalculate.
Lower Breakpoint Boundary	The lower boundary of each performance group.
Location Count	The number of locations in each cluster. The number of locations by cluster will change if you select the Optimized or the Breakpoint algorithm methods or if you adjust the performance weights and recalculate. The total number of locations will always match the number of locations selected in the wizard process.
Avg Space	The average space for each space group based on the user selected Space Source.

Measure Profile

Default Profile

The Default profile is used to define the number of space groups and select and modify the clustering algorithm to be used.

Custom Menus

Optimize Clusters

The Optimize Clusters custom menu signals the system to run the BaNG algorithm process to create clusters using the K-means science-based methodology.

Create Cluster

The Create Cluster custom menu calculates location clusters based on the user-defined parameters selected. If attributes, performance metric weights, # of performance groups, or the clustering method is updated, the Create Cluster custom menu must be rerun to see updated results.

Step 2: Analysis

The second step in the clustering process is Analysis. This step allows you to see location performance measures, Scaled Scoring, the related Performance Groups that each location scores into, and the cluster that the location has been assigned to.You can override the performance group a location has been assigned to based on your business knowledge; overriding a performance group will change the cluster the location is assigned to.

If using Space Groups to cluster locations, select the Space Group Analysis measure profile to view the Space scores, groups and clusters, and to make overrides as necessary.

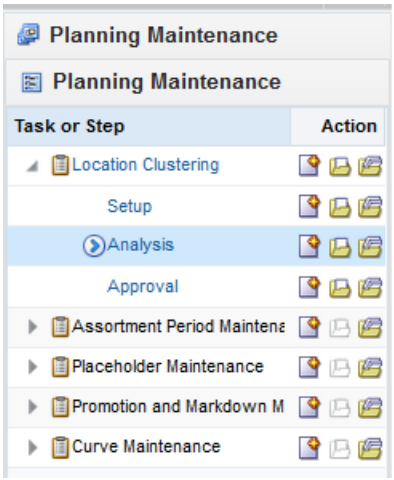
The output of this step is a thoroughly analyzed and reviewed set of clusters, ready for approval.

> **Note:** The location attributes, as well as the like-location assignments for new locations were assigned in the Planning Administration workbook.

The steps to complete this process:

- Review each location's cluster assignment to ensure you agree with it.
- If location clusters need adjusting, manually adjust or return to prior steps to make adjustments to attributes, performance measure weights, # of perf groups or the clustering algorithm.

Figure 6–8 Analysis Step



Prior to Starting this Step:

- Select location attributes to use in clustering.
- Select the number of performance or space groups.

- Chose an algorithm to calculate clusters.
- Run the Optimize Clusters custom menu (only if using the Optimize algorithm) and/or Create Clusters custom menu.

After Completing this Step:

- Approve the reviewed and analyzed clusters.

View in this Step:

- Location Analysis View

Custom Menu

Create Cluster

The Create Cluster custom menu calculates location clusters based on the user-defined parameters selected in Initial Setup. If attributes, performance metric weights, # of performance groups, or the clustering method is updated, the Create Cluster custom menu must be rerun to see updated results.

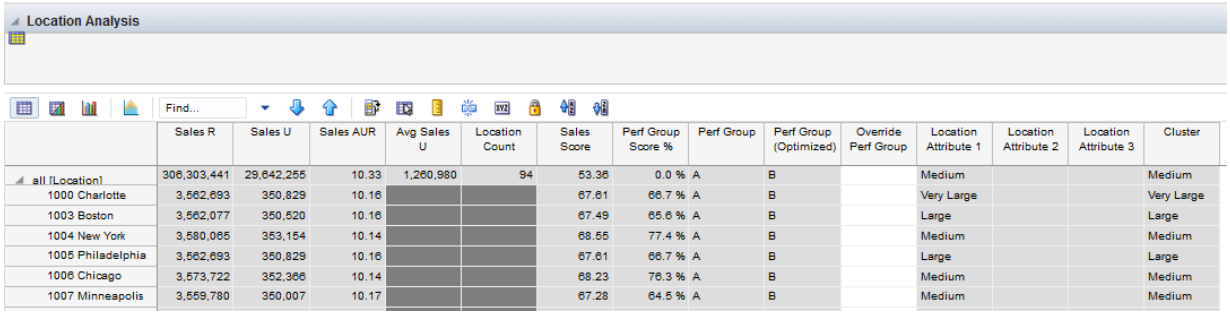
Location Analysis View

The steps to complete this process:

- Review the cluster assignments to ensure you agree.
- If you do not agree with the cluster assignment, you have several options:
  - Override the performance group assignment in the Override Perf Group measure. For example, if a location was ranked as B, you can manually override it to an A or a C, based on your business knowledge.
  - Return to the Setup step to:
    - Adjust performance measures. For example, you could change the performance measure of Sales U to Sales R. Keep in mind that the measures being used should correspond to the category strategy.
    - Adjust performance weights. For example, you could change the weights that are assigned to Sales U to Sales R. Keep in mind that the weights and measures being used should correspond to the category strategy.
    - Adjust the number of performance groups. For example, you could increase or decrease the number of performance based clusters. This will increase or decrease the amount of clusters created.
    - Adjust the location attributes used in clustering. For example, you could choose a different combination of attributes or remove an attribute if you deem it unimportant after analyzing the results.

Note: If you make changes to settings, you must rerun the Optimize Clusters (if using the Optimize algorithm) and Create Cluster custom menus in order to see updated results.

Figure 6–9 Location Analysis View



Location Analysis

	Sales R	Sales U	Sales AUR	Avg Sales U	Location Count	Sales Score	Perf Group Score %	Perf Group	Perf Group (Optimized)	Override Perf Group	Location Attribute 1	Location Attribute 2	Location Attribute 3	Cluster
all [Location]	306,303,441	29,642,255	10.33	1,260,980	94	53.36	0.0 %	A	B		Medium			Medium
1000 Charlotte	3,562,693	350,829	10.16			67.61	66.7 %	A	B		Very Large			Very Large
1003 Boston	3,562,077	350,520	10.16			67.49	65.6 %	A	B		Large			Large
1004 New York	3,580,065	353,154	10.14			68.55	77.4 %	A	B		Medium			Medium
1005 Philadelphia	3,562,693	350,829	10.16			67.61	66.7 %	A	B		Large			Large
1006 Chicago	3,573,722	352,366	10.14			68.23	76.3 %	A	B		Medium			Medium
1007 Minneapolis	3,559,780	350,007	10.17			67.28	64.5 %	A	B		Medium			Medium

Measure Table

Table 6–5 Location Analysis View Measures

Label	Definition
Sales R, U, AUR	Sales Retail, Sales Units, Sales AUR based on wizard selections.
Avg Sales U	The average sales units for all locations based on wizard selections. Viewable when all[Location] is selected in outline mode.
Location Count	The numerical count of locations included in a cluster based on wizard selection.
Sales Score	The Scaled Scoring score, based on weights for Sales Retail, Sales Units, Sales AUR, Gross Margin R, and Gross Margin R %. The Scaled Scoring values work with the breakpoints to determine the performance group to which the location belongs.
Perf Group Score %	The Perf Group Score % ranks each location by its performance against its peers and lets you know how much better or worse it's performing relative to all locations in the cluster. The lowest performing store is 0% and the highest performing store is 100%.
Perf Group	The performance group each location would fall under if the Breakpoint algorithm was selected.
Perf Group (Optimized)	The performance group each location would fall under if the Optimized algorithm was selected.
Override Perf Group	Shows the performance group if the planner manually overrides the cluster assignment of individual locations. If you use the override, you must rerun the Create Cluster custom menu to update cluster results.
Location Attribute 1, 2, 3	Shows attribute 1, 2, 3 chosen in the Initial Setup Step.
Cluster	Shows the cluster based on the attributes selected in prior steps.

Measure Profiles

Default Profile

The Default profile is used to analyze, review and make adjustments to cluster assignments.

Sales Performance Analysis

The Sales Performance Analysis profile is used to analyze sales and gross margin measures by cluster to understand the financial rollups of the proposed clusters. A

thorough understanding of the financial metrics related to each cluster is an important factor before approving clusters.

Space Group Analysis Profile

The Space Group Analysis profile is used to analyze, review and make adjustments to cluster assignments that are based on space metrics.

Step 3: Approval

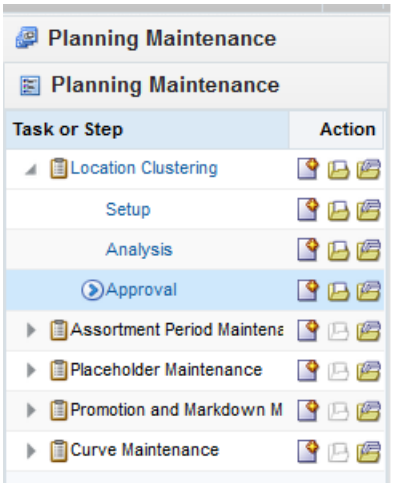
The third and final step in the clustering process is Approval. This step approves the location clusters that you have created, analyzed and reviewed for accuracy.

The output of this step is an approved set of clusters, for use in Assortment Maintenance when assigning a cluster to an Assortment Period.

The steps to complete this process:

- Approve clusters.
- Review cluster versions, if necessary.

Figure 6–10 Approval Step



Prior to Starting this Step:

- Thoroughly analyze and review the location clusters to ensure they are ready for approval.

After Completing this Step:

- Assign an approved cluster version to an Assortment Period in Assortment Maintenance.

Tabs and Views in this Step:

- Approve Tab:
  - Approve View
  - Final Cluster Review View
- Review Cluster Versions Tab:
  - Approved Cluster View

- Select Cluster Version View

Custom Menus

Approve

The Approve custom menu creates a version of clusters that can be used to assign to an Assortment Period in Assortment Maintenance. Multiple versions of clusters can be approved, to be reused and assigned to different Assortment Periods. The user selects which version to approve to before running the Approve custom menu.

Refresh Cluster Version

The Refresh Cluster Version custom menu allows the user to select an approved cluster version and refresh the version in the workbook, to be used as a reference point in understanding the location makeup of the cluster version.

Approve Tab

The Approve tab is used to select a version to approve the clusters to, define a cluster label if desired, and enter comments as necessary.

Approve View

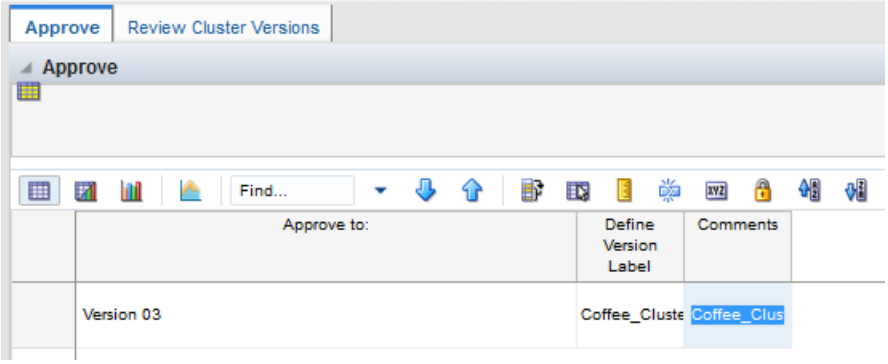
The steps to complete this process:

- In the Approve To measure picklist, select the version you wish to approve to:
  - The ability to have multiple versions of clusters allows the planner to have a library of versions that can be assigned to different Assortment Periods.
  - If a cluster version has already been used, you may override its contents by selecting and running the Approve custom menu.

    Unused cluster versions will have this naming convention: Version01, Version02, and so on.
- In Define Version Label, you can enter a new label for the version, if desired.

  The version label can be used to identify the attributes of the version for easier identification when assigning the version in Assortment Maintenance.
- Run the Approve custom menu.

Figure 6–11 Approve View



Measure Table

Table 6–6 Approve View Measures

Label	Definition
Approve to:	Picklist to select which version to approve clusters to. If the version has not been used yet, it will show Version 1, Version 2, Version 3, Version 4 and Version 5. If a version has been used, it will show an approved cluster version label. You can select a version that has been used and reapprove a new set of clusters which will override the prior clusters.
Define Version Label	Optional user input field to rename a version. If a label override is used, the user input name will be seen in wizard selections and workbooks that contain the cluster version.
Comments	Comments entered here will appear as a reference in the Assortment Maintenance task.

Measure Profile

Default Profile

The Default profile is used to approve clusters as well as optionally rename the version and enter comments.

Custom Menu

Approve

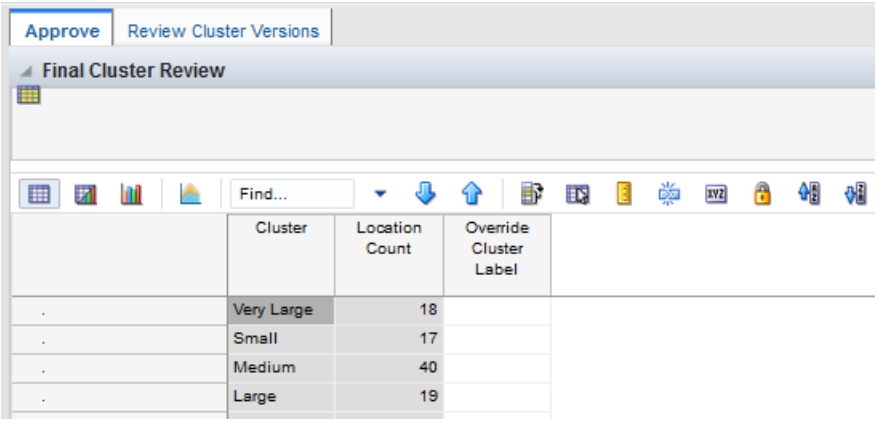
The Approve custom menu creates a version of clusters that can be used in Assortment Maintenance. Multiple versions of clusters can be approved, to be reused and assigned to different Assortment Periods. The user selects which version to approve to before running the Approve custom menu.

Final Cluster Review View

The steps to complete this process:

- Review the location count by each cluster.
- In Override Cluster Label, you can enter new a label name for clusters, if desired:
  - The cluster label can be used to identify the attributes of the cluster.
  - If you use the Override Cluster label, you must run the Approve custom menu after the labels are entered.

Figure 6–12 Final Cluster Review View



Measure Table

Table 6–7 Final Cluster Review View Measures

Label	Definition
Cluster	Displays the attributes that comprise the cluster.
Location Count	Displays the number of locations in each cluster.
Override Cluster Label	Optional user input field to rename a cluster. If a label override is used, the user input name will be seen in wizard selections and workbooks that contain the cluster.

Measure Profile

Default Profile

The Default profile is used to rename each cluster for easier identification.

Custom Menu

Approve

The Approve custom menu creates a version of clusters that can be used in Assortment Maintenance. Multiple versions of clusters can be approved, to be reused and assigned to different Assortment Periods. The user selects which version to approve to before running the Approve custom menu.

Review Cluster Versions Tab

The Review Cluster Versions tab is used to provide an overview of all available cluster versions.

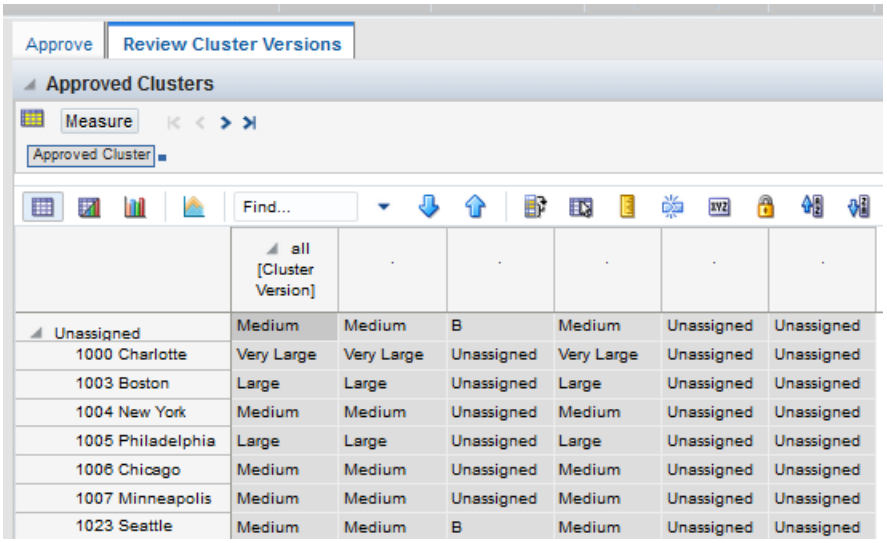
Approved Cluster View

The Approved Clusters view is used to give visibility to all cluster versions that have been created for the category. The user can compare how different locations are classified in the different cluster versions.

The step to complete this process:

- Review cluster versions.

Figure 6–13 Approved Cluster View



Measure Table

Table 6–8 Approved Cluster View Measures

Label	Definition
Approved Cluster	Displays the names of approved clusters.
Location Count	Displays the number of locations in the cluster.

Measure Profile

Default Profile

The Default profile is used to display approved clusters and the location count in the cluster.

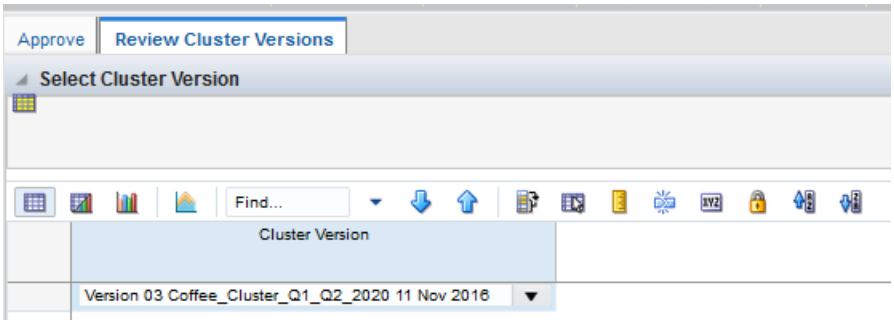
Select Cluster Version View

The Select Cluster Version view is used to select a version of clusters. This view is used as a reference point for the user to view any of the approved cluster versions and the associated locations and location counts.

The step to complete this process:

- Use the Cluster Version measure picklist to select the cluster version you wish to see.
- Run the Refresh Cluster Version custom menu.
- Go to the Approved Cluster view to see the location counts for the version selected.
- Repeat this process as needed to see the different cluster version location counts.

Figure 6–14 Select Cluster Version View



Measure Table

Table 6–9 Select Cluster Version View Measure

Label	Definition
Cluster Version	Picklist to select a cluster version to refresh

Measure Profile

Default Profile

The Default profile is used to display the cluster version picklist.

Custom Menu

Refresh Cluster Version

The Refresh Cluster Version custom menu displays the version selected in the Cluster Version picklist measure. It is used to dynamically update the clusters in order to view different approved versions.

7

Assortment Period Maintenance

The Assortment Maintenance task is used to assign weeks to Assortment Periods and assign location clusters to Assortment Periods, as well as the setting of the maximum initial receipt lead time.

Typical Business Users

The typical user of the Assortment Maintenance task is an assortment planner who has business knowledge of which location clusters should be assigned to which Assortment Periods and which weeks should be assigned to each Assortment Period.

Data Requirements

- Approved location clusters

Assortment Maintenance Process Steps

The high-level steps to complete this process are:

- Assign weeks to Assortment Periods.
- Assign a maximum initial receipt lead time.
- Assign a cluster version to an Assortment Period.

Create the Assortment Maintenance Workbook

To create the Assortment Maintenance workbook:

1. Click the **Create New Workbook** icon in the Assortment Maintenance task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to cluster and click **Next**.
3. In Select Product, select one or sub-categories and click **Finish**.

   The Assortment Maintenance workbook is built.

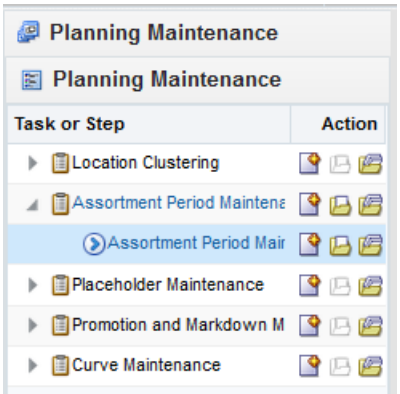
Step 1: Assortment Period Maintenance

The first and only step in the Assortment Maintenance process is to assign weeks to a cluster, assign a cluster version to an Assortment Period, and assign the maximum receipt lead time. The planner can also view assortment periods by calendar and location clusters by calendar.

The steps to complete this process:

- Assign a cluster version to an Assortment Period.
- View an Assortment Period and its associated quarter.
- View a cluster version and its associated quarter.

Figure 7–1 Assortment Period Maintenance Step



Prior to Starting this Step:

- Location clusters should be approved.
- The planner should know which location cluster version should be assigned to which Assortment Period.
- The planner should know which weeks belong to each Assortment Period.
- The planner should obtain the maximum initial receipt lead time for each subcategory.

After Completing this Step:

- Complete Placeholder Maintenance as necessary.

Views in this Step:

1. Define Assort Periods View
2. Assort Periods By Cluster View
3. Clusters By Location View

Custom Menus

Assign Cluster

The Assign Cluster custom menu copies the selected cluster version to the assortment period selected, populating the Cluster Version measure with the cluster version name for reference.

Commit

The Commit custom menu commits data to the database, first checking that there are no real-time alerts that are unresolved.

1. Define Assort Periods View

The Define Assort Periods view is used to assign weeks to an Assortment Period and to assign a cluster version to an Assortment Period.

The steps to complete this process are:

- In the Define Label measure field, input a name for the Assortment Period that makes business sense to identify the Assortment Period.

  This label will be shown in the Item Planning wizards when selecting Assortment Groups.
- In the Start Date measure, enter or select the first week of the Assortment Period.

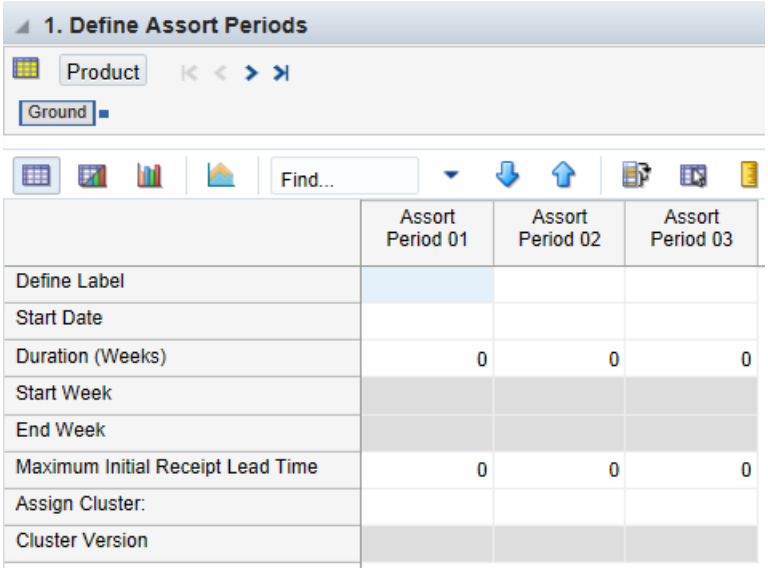
  The Start Week measure will populate.
- In the Duration (Weeks) measure, enter the number of weeks of the Assortment Period.

  The End Week measure will populate.
- In the Maximum Initial Receipt Lead Time measure, enter the maximum number of weeks that receipts can be received before the start of the Assortment Period.

  Within the Item Planning workbook, the planner will be able to choose which week the receipts should arrive before the start week of the assortment period, up to the maximum that is set here.
- In the Assign Cluster measure picklist, select the appropriate cluster version and assign it to the Assortment Period.
- Run the Assign Cluster custom menu.
- Run the Commit custom menu.

Note that weeks may not overlap between Assortment Periods, and a real-time alert will appear if they do. You must resolve the alert before data will be committed to the database.

Figure 7–2 1. Define Assort Periods View



Measure Table

Table 7–1 1. Define Assort Periods View Measures

Label	Definition
Define Label	A user-entered label for an Assortment Period. The label will be visible in the Item Planning wizard when selecting Assortment Periods to help the planner identify the correct Assortment Period to plan.
Start Date	The first date of the Assortment Period.
Duration (Weeks)	The number of weeks in the Assortment Period.
Start Week	The first week of the Assortment Period, calculated from the Start Date and the Duration entered.
End Week	The last week of the Assortment Period, calculated from the Start Date and the Duration entered.
Maximum Initial Receipt Lead Time	The maximum number of weeks before the Start Week that the initial receipts arrive.
Assign Cluster	A picklist measure populated with approved cluster versions. It is used to select the appropriate version to assign to an Assortment Period.
Cluster Version	Reference measure that is populated after running the Assign Cluster custom menu with the cluster version assigned to an Assortment Period.

Custom Menus

Assign Cluster

The Assign Cluster custom menu copies the selected cluster version to the assortment period selected, populating the Cluster Version measure with the cluster version name for reference.

Commit

The Commit custom menu commits data to the database, first checking that there are no real-time alerts that are unresolved.

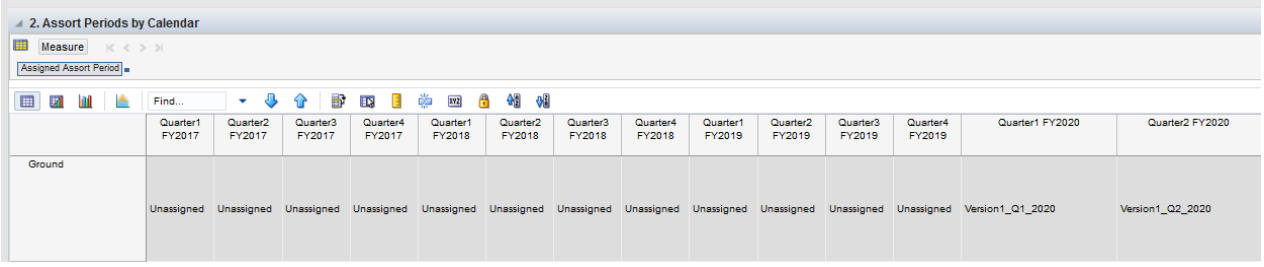
2. Assort Periods By Cluster View

The Assort Periods by Calendar view is used for reference purposes only, to allow the planner to view the assortment periods by different levels of the calendar hierarchy (week, month, quarter, half, year). It provides visibility to how the Assortment Periods line up to the dates in the calendar.

The step to complete this process:

- View Assortment Periods by subcategory, week, month, quarter, half, or year, as desired.

Figure 7–3 2. Assort Periods By Cluster View



Measure Table

Table 7–2 2. Assort Periods By Cluster View Measure

Label	Definition
Assigned Assort Period	Used to view Assortment Period assignment to the calendar hierarchy.

3. Clusters By Location View

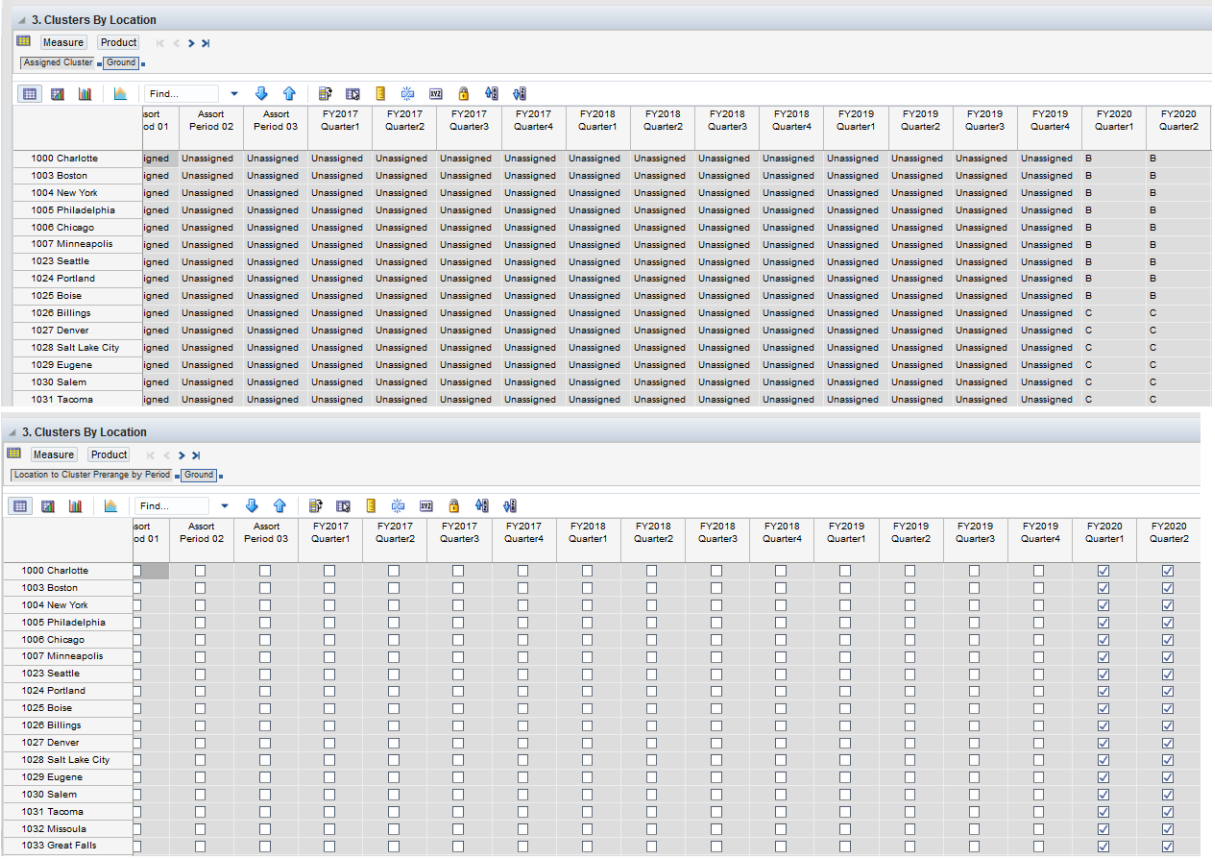
The Clusters by Location view is used for reference purposes only, to allow the planner to view how locations are assigned to different clusters during different Assortment Periods.

The steps to complete this process:

- Using the Assigned Cluster measure, view each location's cluster assignments by subcategory and Assortment Period, as desired.
- Using the Store to Cluster Prerange by Period measure, view each location's assignment to an Assortment Period, as desired.

Note that if a Location appears as Unassigned, it will not be available for selection in Assortment Planning or Item Planning, as it means the location does not belong to a cluster.

Figure 7–4 3. Clusters By Location View



Measure Table

Table 7–3 3. Clusters By Location View Measures

Label	Definition
Assigned Cluster	Used to view each location's cluster assignment by Assortment Period.
Store to Cluster Prerange by Period	Used to view each location's assignment to an Assortment Period.

8

Placeholder Maintenance

The Placeholder Maintenance task is used by the planner to create placeholder items, set price and cost for placeholder items, assign attributes for placeholder items, and assign like items for placeholder items.

Typical Business Users

The typical user of the Placeholder Maintenance task is a planner who has business knowledge of the placeholder items' price, cost, attributes, and like item mapping that need to be created before the formalized items are available.

Data Requirements

- List of placeholder items to be created
- Retail and cost of placeholder items
- Attributes for placeholder items
- List of like items for the placeholder items

Key Concept

Right Hand Side and Left Hand Side Hierarchies and Placeholder Items

Placeholder items are created using Dynamic Position Maintenance (DPM) functionality in RPAS. For each new item created dynamically using DPM functionality, a duplicate or cloned version of the new item is created in the Right Hand Side (RHS) product hierarchy after running the Create RHS Item custom menu. This is a required step in placeholder creation. The normal product hierarchy is referred to as the Left Hand Side (LHS) product hierarchy.

Create the Placeholder Maintenance Workbook

To create the Placeholder Maintenance workbook:

1. Click the **Create New Workbook** icon in the Placeholder Maintenance task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to work on and click **Next**.
3. In Select Product, select one or multiple sub-categories and click **Finish**.

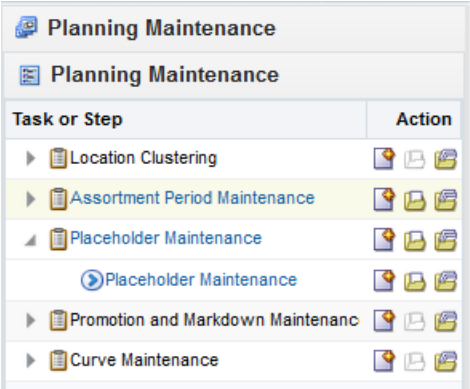
   The Placeholder Maintenance workbook is built.

Step 1: Placeholder Maintenance

The Placeholder Maintenance task is used to create placeholder items to meet urgent requirements for new items. Placeholder items are created using DPM functionality in RPAS. For more information regarding DPM functionality, see the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

It is required to build a new workbook in order to see newly created placeholder items in planning workbooks. For example, if a planner has a saved Item Planning workbook, the planner will not see a newly created placeholder item until the workbook is rebuilt.

Figure 8–1 Placeholder Maintenance Step



Prior to Starting this Step:

- Obtain list of placeholder items to be created.

After Completing this Step:

- Complete the Promotion and Markdown Maintenance process.

Views in this Step:

1. Create Placeholder Item View
2. Setup Base Price/Cost View
3. Setup Product Attributes View
4. Set Like Item View

1. Create Placeholder Item View

The steps to complete this process are:

- Identify an item that is similar in sales and attributes to the placeholder item that you will create.
- Right click on the item and select Position Maintenance, Add Position.
- Enter the item name of the item.
- Click Save and Close.
- Repeat as necessary.
- Run the Create RHS Item custom menu.

Figure 8–2 1. Create Placeholder Item View

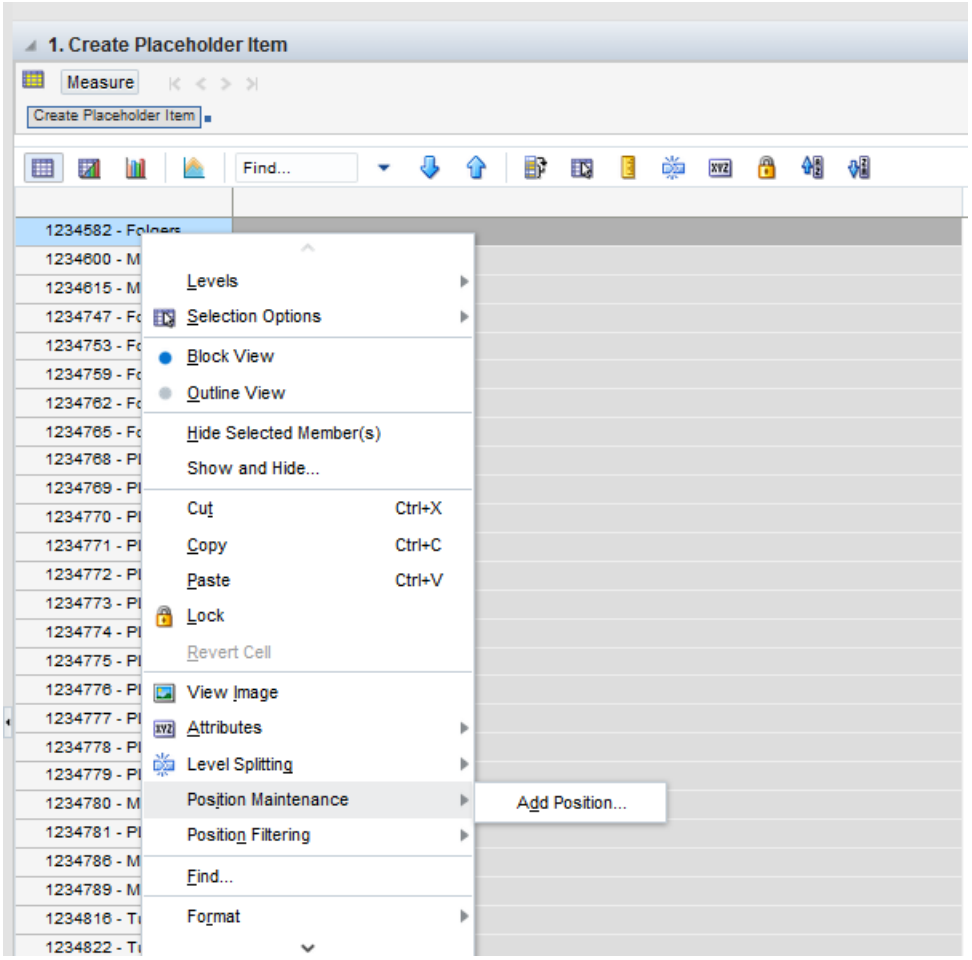


Figure 8–3 Add Dynamic Position

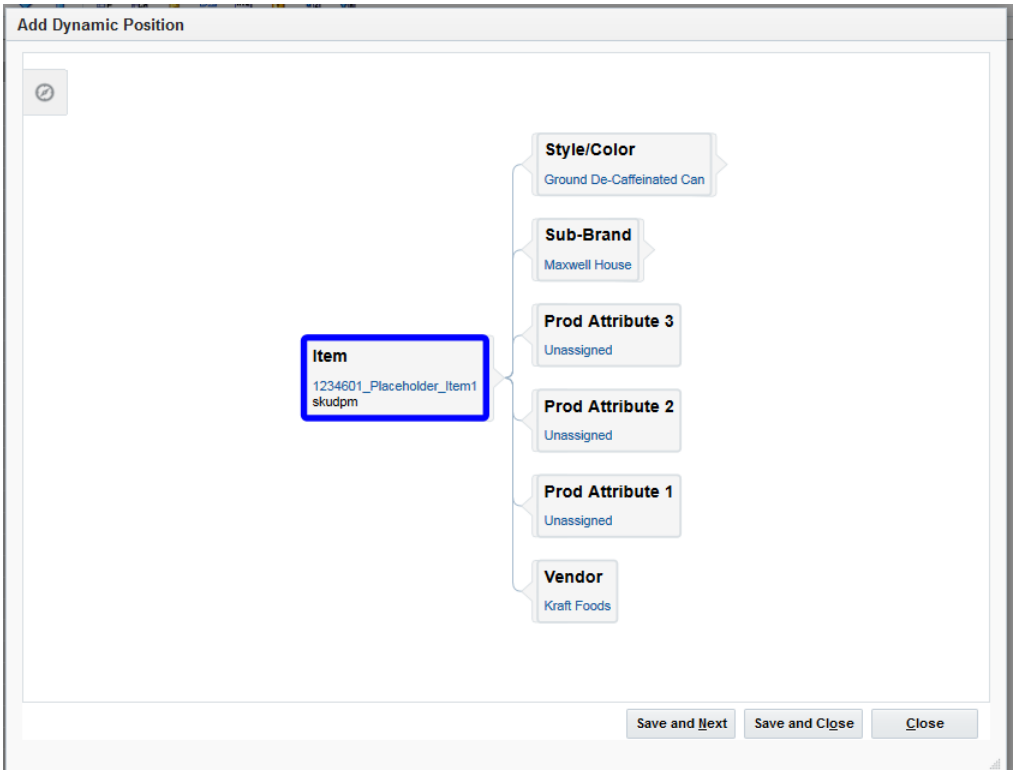
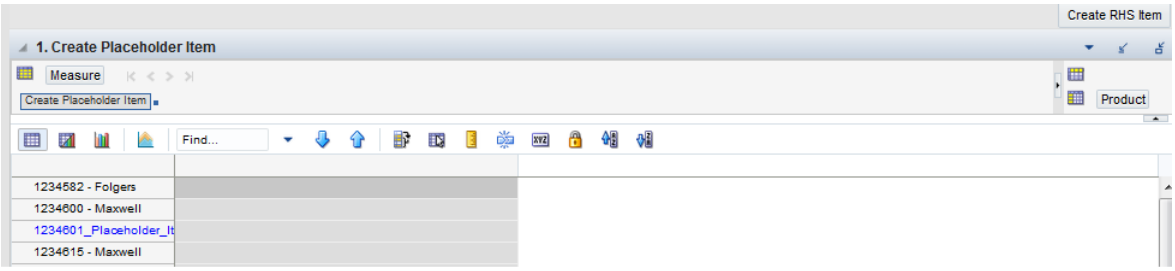


Figure 8–4 1. Create Placeholder Item View



Measure Table

Table 8–1 1. Create Placeholder Item View Measure

Label	Definition
Create Placeholder Item	Used to facilitate the creation of placeholder items. The Create RHS Item custom menu must be run after the creation of placeholder items.

Custom Menu

Create RHS Item

The Create RHS Item custom menu is required to facilitate the creation of all placeholder items. It should be run after using DPM to create placeholder items.

2. Setup Base Price/Cost View

The Set Base Price/Cost view is used to set the price and cost of placeholder items.

The step to complete this process:

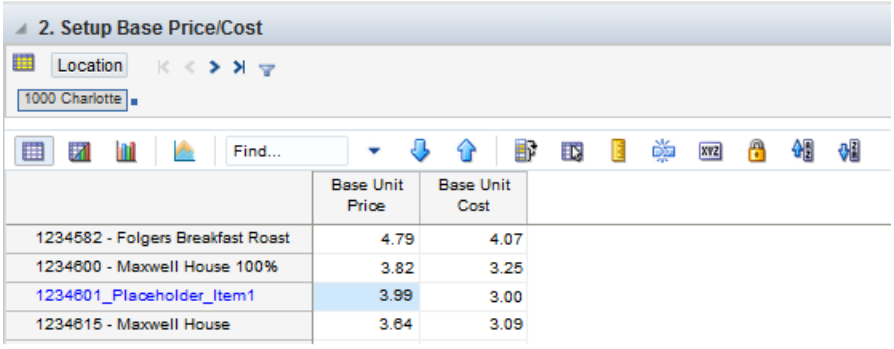
- Locate the placeholder items and enter the base retail and cost.

  If all locations have the same retail and cost for the placeholder item, roll up the location hierarchy to All Location.

Note that you can use the Filter icon to quickly identify the placeholder items.

Note that only price and cost entered for placeholder items will be committed to the database. Changes to non-placeholder item price and cost will not be committed to the database and should be done in a source system.

Figure 8–5 2. Setup Base Price/Cost View



Measure Table

Table 8–2 2. Setup Base Price/Cost View Measures

Label	Definition
Base Unit Price	An item's retail value, which can be set by location, which should only be adjusted for placeholder items in this view.
Base Unit Cost	An item's cost value, which can be set by location, which should only be adjusted for placeholder items in this view.

3. Setup Product Attributes View

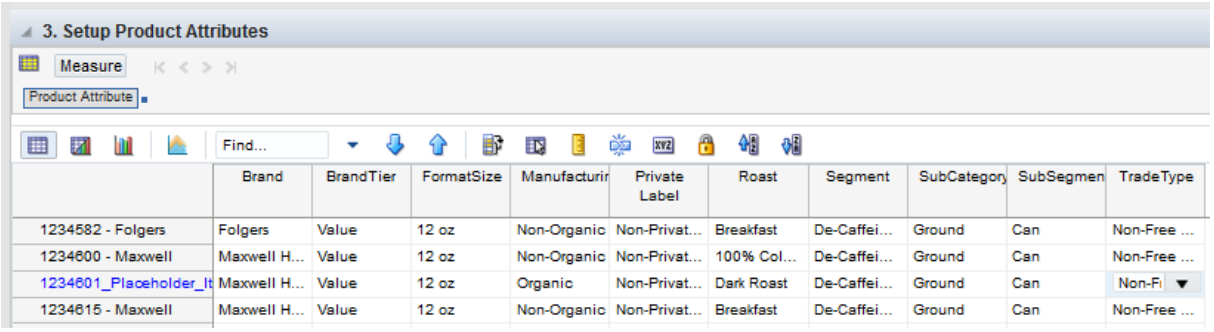
The Setup Product Attributes view enables the planner to assign attributes to placeholder items. These attributes will be visible in the Item Planning workbooks.

Only placeholder attribute updates will be committed to the database. Sales seeding of placeholder items will be done in the Item Planning workbook.

The steps to complete this process:

- Locate the placeholder items and assign appropriate attributes.
- Repeat this for all placeholder items that need attribute assignments.

Figure 8–6 3. Setup Product Attributes View



Measure Table

Table 8–3 3. Clusters By Location View Measure

Label	Definition
Product Attribute	Used to facilitate attribute assignments for items.

4. Set Like Item View

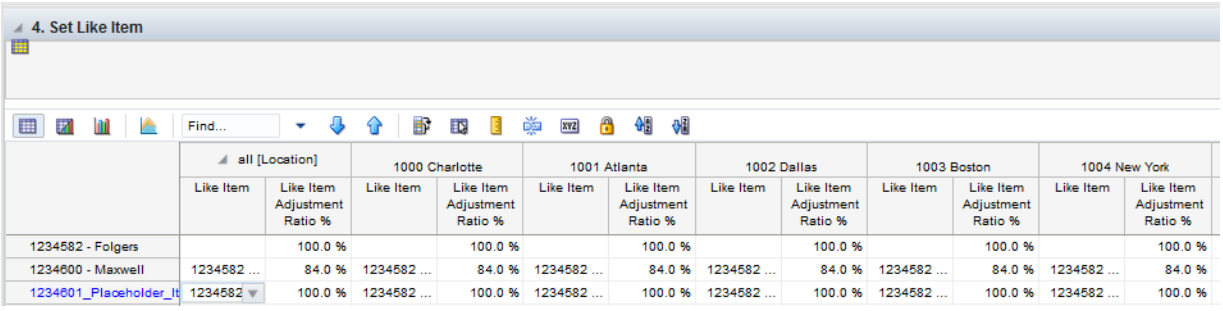
The Set Like Item view enables the planner to assign an existing like item to a placeholder item.

The steps to complete this process:

- In the Like Item measure picklist, select the existing like item to map to the new item.
- In the Like Item Adjustment Ratio % measure, adjust the % of Sales data that gets copied from the like item to the new item when sales seeding is done in the Item Planning workbook.

  Sales seeding is not done in this workbook, but is completed in the Item Planning workbook.
- Repeat this for all placeholder items that need an existing item mapping.

Figure 8–7 4. Set Like Item View



Measure Table

Table 8–4 4. Set Like Item View Measures

Label	Definition
Like Item	An item in a retailer's existing assortments used to populate the sales of a new item being added to the assortment using an adjustment ratio.
Like Item Adjustment Ratio %	Provides a facility to adjust a new item's base sales data by using a percentage ratio to the sales of the retailer like item.

9

Promotion and Markdown Maintenance

The Promotion and Markdown Maintenance task is used to define promotional and markdown events and their associated sales lifts.

Typical Business Users

The typical user of the Promotion and Markdown Maintenance is an Administrator who has business knowledge of the promotional and markdown events that occur throughout the year, markdown elasticity values, as well as the sales lifts associated with promotion and markdown discount percentages.

Data Requirements

- Corporate promotional and markdown events
- Price elasticity by subcategory
- Planned Markdown discounts
- Planned Promotional discounts

Key Concept

This section describes a key concept for Promotion and Markdown Maintenance.

Price Elasticity

Price Elasticity is used to measure how changes in the price of an item affect the sales, or demand, of the item. The demand of an item is said to be price inelastic when there is not a large change in demand when the price changes. An item is said to price elastic when the demand for an item is greatly affected when the price changes. The value shows the percentage change in quantity demanded in response to a one percent change in price. It is calculated by dividing the percent change in sales by the percent change in price. For example, if the price of a microwave is raised by 20% and subsequently consumer purchases of this product drop by 25%, the microwave has a price elasticity of demand of 25% divided by 20%, or 1.25. This product would be considered highly elastic because it has a score of more than 1, meaning the demand is greatly influenced by price change. A score between 0 and 1 is considered inelastic, since variation in price has only a small impact on demand. A product with an elasticity of 0 would be considered perfectly inelastic, because price changes have no impact on demand.

Create the Promotion and Markdown Maintenance Workbook

To create the Promotion and Markdown Maintenance workbook:

1. Click the **Create New Workbook** icon in the Promotion and Markdown Maintenance task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to cluster and click **Next**.

   As an Administrator, you may wish to select the Global Domain to set category information for the whole company.
3. In Select Product, select one or multiple sub-categories and click **Finish**.

   The Promotion and Markdown Maintenance workbook is built.

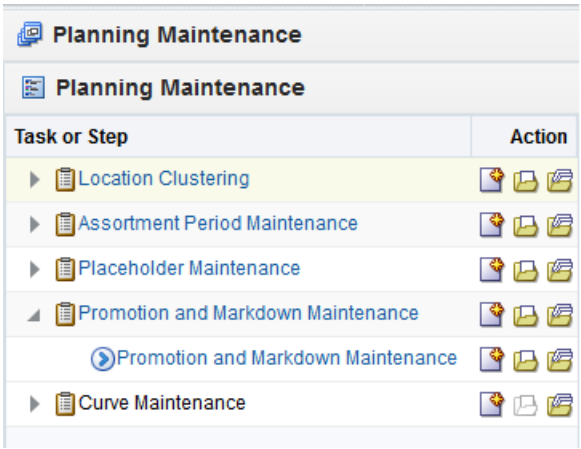
Step 1: Promotion and Markdown Maintenance

The Promotion and Markdown Maintenance step is used to define promotional events and lifts, as well as markdown lifts.

The steps to complete this process:

- Define price elasticity by subcategory.
- Define markdown events, planned markdown discounts and lift overrides.
- Define promotion events, planned promotional discounts and lift overrides.

Figure 9–1 Promotion and Markdown Maintenance Step



Prior to Starting this Step:

- The Administrator should receive promotional and markdown events and the related elasticity and discounts for each event.

After Completing this Step:

- Begin Curve Maintenance.

Views in this Step:

Define Elasticity View

Define Markdown View

Define Promotion View

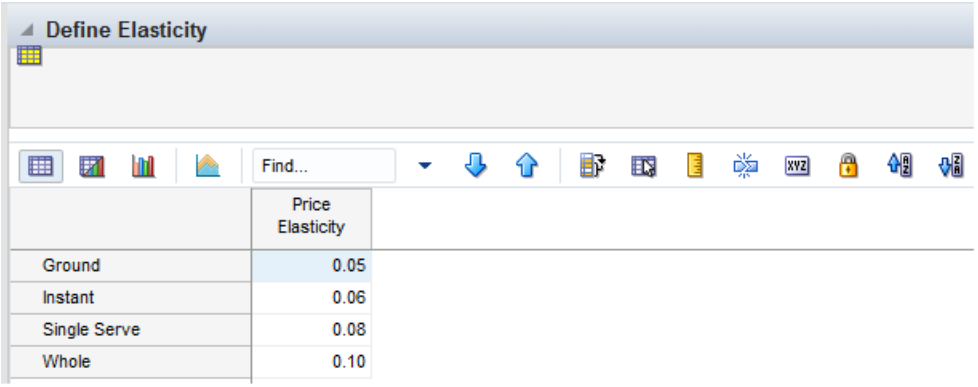
Define Elasticity View

The Define Elasticity view is used to set price elasticity for each subcategory.

The step to complete this process:

- Enter the defined price elasticity for each subcategory.

Figure 9–2 Define Elasticity View



Measure Table

Table 9–1 Define Elasticity View Measure

Label	Definition
Price Elasticity	User-entered value that displays the percentage change in quantity expected in response to a 1% change in price.

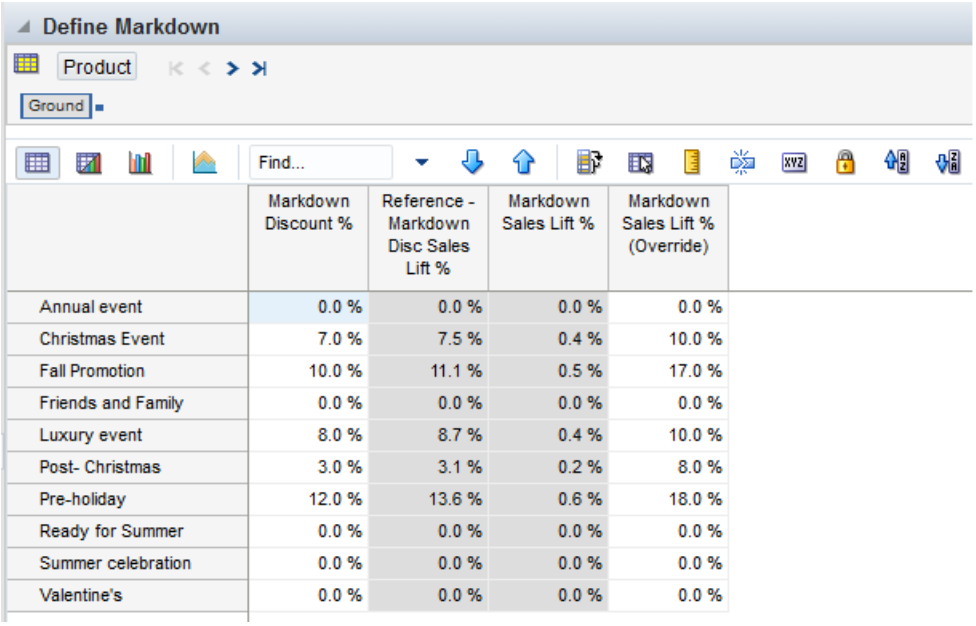
Define Markdown View

The Define Markdown view is used to set markdown discounts and override the calculated sales lift, if necessary, for each subcategory.

The steps to complete this process:

- Use DPM to add events, if necessary.
- In the Markdown Discount % measure, enter the appropriate value for each subcategory and event.
- Review the Reference - Markdown Disc Sales Lift % measure to see the system calculated sales lift associated with the Markdown Discount %.
- Review the Markdown Sales Lift % to see the system calculated increase in sales that must occur to offset the decrease in price to sell the same dollar amount.
- In the Markdown Sales Lift % (Override) measure, you may optionally override the markdown sales lift % by entering the appropriate values for each subcategory and event.

Figure 9–3 Define Markdown View



	Markdown Discount %	Reference - Markdown Disc Sales Lift %	Markdown Sales Lift %	Markdown Sales Lift % (Override)
Annual event	0.0 %	0.0 %	0.0 %	0.0 %
Christmas Event	7.0 %	7.5 %	0.4 %	10.0 %
Fall Promotion	10.0 %	11.1 %	0.5 %	17.0 %
Friends and Family	0.0 %	0.0 %	0.0 %	0.0 %
Luxury event	8.0 %	8.7 %	0.4 %	10.0 %
Post- Christmas	3.0 %	3.1 %	0.2 %	8.0 %
Pre-holiday	12.0 %	13.6 %	0.6 %	18.0 %
Ready for Summer	0.0 %	0.0 %	0.0 %	0.0 %
Summer celebration	0.0 %	0.0 %	0.0 %	0.0 %
Valentine's	0.0 %	0.0 %	0.0 %	0.0 %

Measure Table

Table 9–2 Define Markdown View Measures

Label	Definition
Markdown Discount %	The planned markdown percentage.
Reference - Markdown Disc Sales Lift %	The system calculated markdown sales lift based on the planned markdown for the event and subcategory.
Markdown Sales Lift %	The percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount. The lift in this measure is automatically calculated from the Markdown Discount % measure after calculating.
Markdown Sales Lift % (Override)	An optional measure used to manually override the calculated markdown sales lift percent. If an override is used, it will take the place of the system calculated value in the Item Planning workbooks.

Define Promotion View

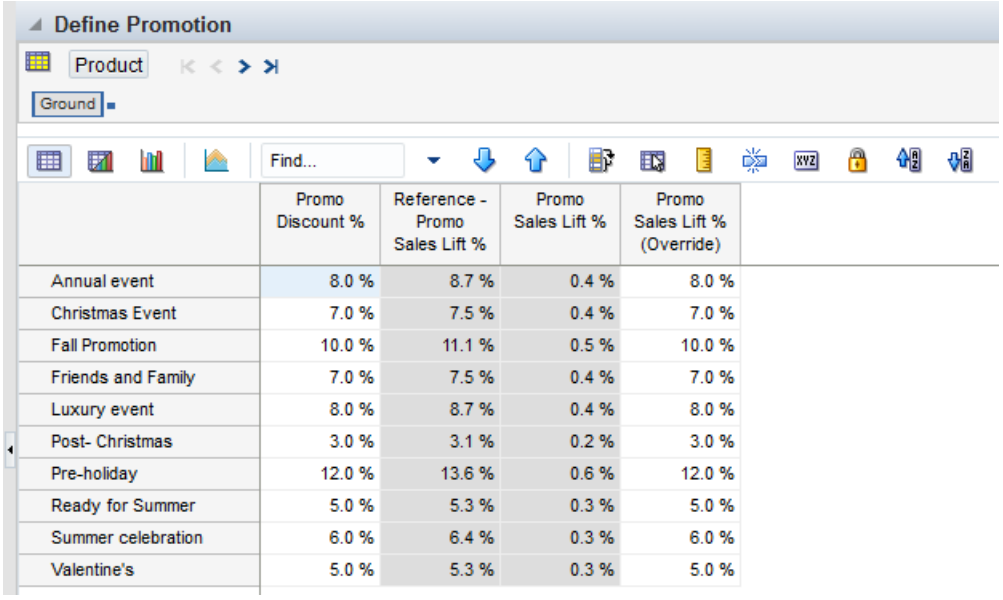
The Define Promotion view is used to set the planned promotional discount and override the calculated sales lift, if necessary, for each subcategory.

The steps to complete this process:

- Use DPM to add events, if necessary.
- In the Promo Discount % measure, enter the appropriate values for each subcategory and event.
- Review the Reference - Promo Sales Lift % measure to see the system calculated sales lift associated with the Promo Discount %.
- Review the Promo Sales Lift % to see the system calculated increase in sales that must occur to offset the decrease in price to sell the same dollar amount.

- In the Promo Sales Lift % (Override) measure, you may optionally override the promotional sales lift % by entering the appropriate values for each subcategory and event.

Figure 9–4 Define Promotion View



	Promo Discount %	Reference - Promo Sales Lift %	Promo Sales Lift %	Promo Sales Lift % (Override)
Annual event	8.0 %	8.7 %	0.4 %	8.0 %
Christmas Event	7.0 %	7.5 %	0.4 %	7.0 %
Fall Promotion	10.0 %	11.1 %	0.5 %	10.0 %
Friends and Family	7.0 %	7.5 %	0.4 %	7.0 %
Luxury event	8.0 %	8.7 %	0.4 %	8.0 %
Post- Christmas	3.0 %	3.1 %	0.2 %	3.0 %
Pre-holiday	12.0 %	13.6 %	0.6 %	12.0 %
Ready for Summer	5.0 %	5.3 %	0.3 %	5.0 %
Summer celebration	6.0 %	6.4 %	0.3 %	6.0 %
Valentine's	5.0 %	5.3 %	0.3 %	5.0 %

Measure Table

Table 9–3 Define Promotion View Measure

Label	Definition
Promo Discount %	The planned discount percentage of the promotion.
Reference - Promo Sales Lift %	The system calculated promotional sales lift based the planned promotional discount for the event and subcategory.
Promo Sales Lift %	The percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount. The lift in this measure is automatically calculated from the Planned Promo Discount % measure after calculating.
Promo Sales Lift % (Override)	An optional measure used to manually override the calculated promotional sales lift percent. If an override is used, it will take the place of the system calculated value in the Item Planning workbooks.

10

Curve Maintenance

The Curve Maintenance task is used to create a sales curve library for use in Item Planning. The curves are used to spread unit sales to week, based on percent-to-total sales. They shrink or stretch to fit the defined regular or promotional sales period.

Typical Business Users

The typical user of the Curve Maintenance task is an assortment planner who has business knowledge of the seasonality and selling patterns to create curves to assign to Assortment Periods.

Data Requirements

- Approved location clusters

Curve Maintenance Process Steps

The high-level steps to complete this process:

- Define curves to be used to spread sales to week.
- Approve curves.

Create the Curve Maintenance Workbook

To create the Curve Maintenance workbook:

1. Click the **Create New Workbook** icon in the Curve Maintenance task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to cluster and click **Next**.
3. In Select Product, select one or multiple sub-categories and click **Next**.

   The Curve Maintenance workbook is built.
4. In Select Assortment Period, select the Assortment Period to assign curves and click **Finish**.

   To see the user defined Assortment Period label, click the Dimension tile and select Assortment Label.

> **Note:** Assortment Labels can vary by subcategory. If multiple subcategories are selected, the label shown will be based on the first order subcategory.

The Curve Maintenance workbook is built.

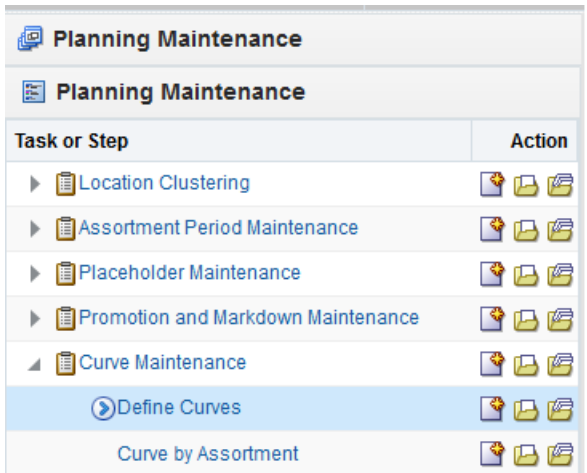
Step 1: Define Curves

The first step in the Curve Maintenance process is to set curve parameters and define the curves.

The steps to complete this process:

- Select a curve seed source and seed timeframe.
- Select whether the curve will shrink to fit or remain static over the number of weeks.

Figure 10–1 Define Curves Step



Prior to Starting this Step:

- The selling shape of the each curve to be created should be defined and converted into percent to totals.

After Completing this Step:

- Assign and approve curves.

Views in this Step:

1. Define Parameters View
2. Define Curves View
3. View Sales Source View

Custom Menu

Seed Curve

The Seed Curve custom menu references the selected Seed Source and Curve Source (Year) measures selected by the user to populate a sales curve as a starting point for the planner.

1. Define Parameters View

The Define Parameters view is used to select a curve source year, a seed source, and the curve type.

The steps to complete this process:

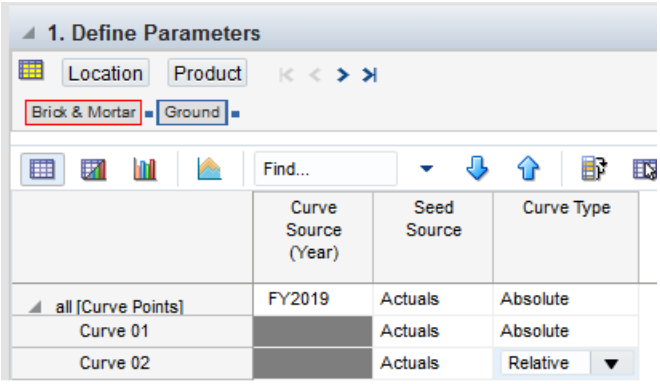
- In the Curve Source (Year) measure, select the year from which to pull the Seed Source data.
- In the Seed Source measure, select MFP, Forecast or Actuals as the seed source.

  The Seed Source measure selected should align with the Curve Source (Year) selected. For example, if you select Forecast, the Curve Source (Year) should be a future period. If you select Actuals, the Curve Source (Year) should be an elapsed period.
- You may also directly enter a curve, without using one of the available seed sources:
  - For example, you can manually enter an 8 week curve, starting with W01 and going through W08.
  - The system will normalize these values to 100%.
  - If you manually enter a curve, select the Relative Curve type so that the curve will resize according to the assortment duration.
- In the Curve Type measure, select Absolute or Relative:
  - Absolute will take the corresponding week's curve percent to total and normalize the curve to equal 100% based on the assortment period duration.

    Absolute curves are not stretched or shortened to fit the Assortment Period and can be useful when item's tend to display seasonal behavior based on time of year.
  - Relative will take the first through the last populated week curve percent and resize, then normalize the curve to equal 100% to fit the assortment period duration. For example, if the Assortment Period is longer than the defined curve, the effective curve is stretched to match the Assortment Period.

    Relative curves are useful if the items tend to display the same pattern of selling over its lifecycle, regardless of the time period.
- Run the Seed Source custom menu.

Figure 10–2 1. Define Parameters View



Measure Table

Table 10–1 1. Define Parameters View Measures

Label	Definition
Curve Source (Year)	The year from which to pull the Seed Source data.
Seed Source	A picklist measure to select a data source from which to populate curves.
Curve Type	A picklist measure to select the curve type of Absolute or Relative. Absolute curves correspond to the percent to total sales of the corresponding week in the Assortment Period while Relative curves are shortened or lengthened to match the Assortment Period length.

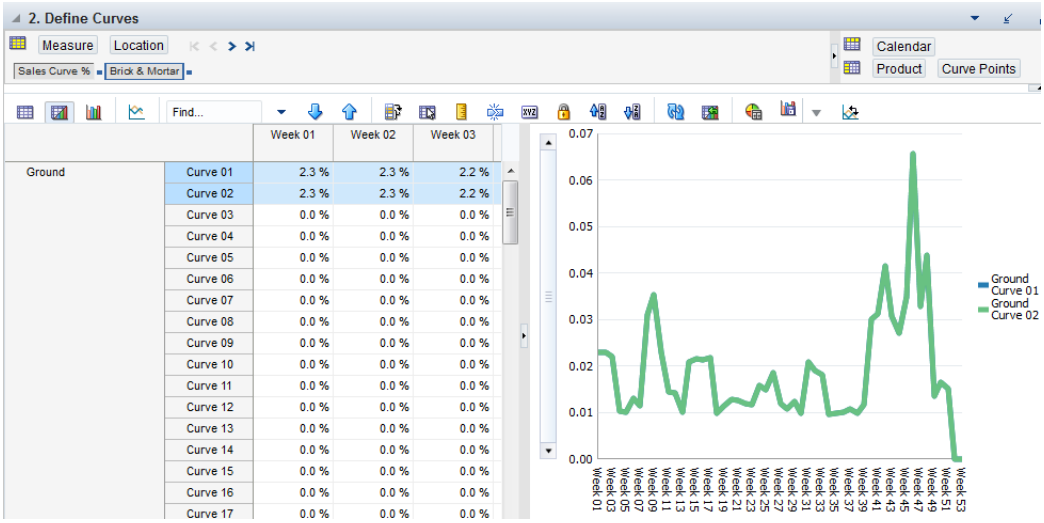
2. Define Curves View

The Define Curves view is used to view and modify the seeded curve data. Note that all curves will systematically normalize to equal 100%. The planner has the option of directly entering curves as well. When entering directly, the recommended curve type is Relative.

The steps to complete this process:

- Review each of the defined curves and determine if adjustments should be made.
- It can be helpful to view the curves in graph form to see the shape of the curve in a visual format.

Figure 10–3 2. Define Curves View



Measure Table

Table 10–2 2. Define Curves View Measures

Label	Definition
Sales Curve %	Used to hold the weekly sales percent to total of a particular curve.
Curve Duration	Used to display the number of weeks in each curve.

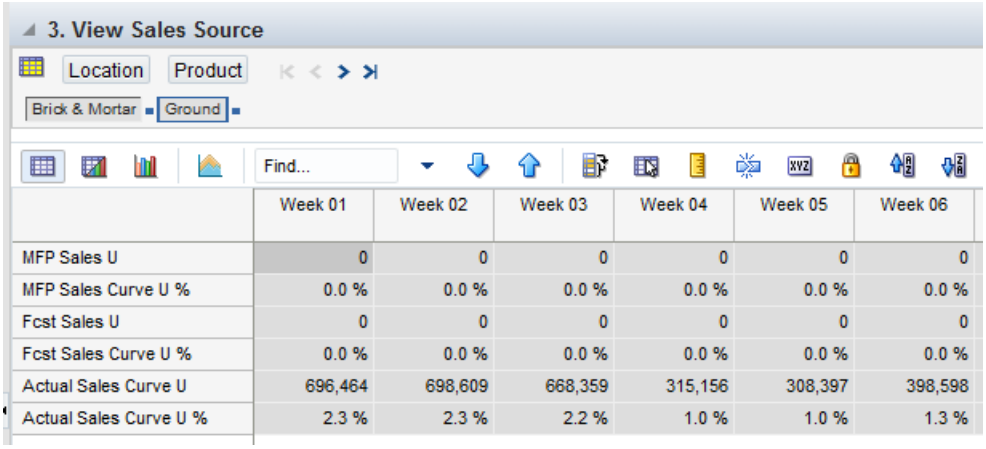
3. View Sales Source View

The View Sales Source view is used to view the MFP, Forecast and Actual sales data that the curves are based upon the selected Curve Source (Year). It is used as a reference view only.

The step to complete this process:

- Review the data sources used to create curves, as necessary.

Figure 10–4 3. View Sales Source View



Measure Table

Table 10–3 3. View Sales Source View Measures

Label	Definition
MFP, Fcst, Actual Sales U	MFP CP, Forecast and Actual Sales Units for the selected Curve Source (Year).
MFP, Fcst, Actual Sales Curve U %	MFP CP, Forecast and Actual Sales Curve Unit % for the selected Curve Source (Year). The Sales Curve Unit percent corresponds to the sales unit percent to total.

Step 2: Curve by Assortment

The second step in the Curve Maintenance process is to approve the curves and view the approved curves by Assortment Period and by week.

The steps to complete this process:

- Approve curves.
- View the approved curves.

Prior to Starting this Step:

- Define as many curves as needed for the assortment.

After Completing this Step:

- Begin Item Planning.

Views in this Step:

1. Approve View
2. View Assort Period View
3. View Curve by Assortment View

Custom Menu

Approve

The Approve custom menu is used to approve the curve library for the subcategory, Assortment Period, and channel.

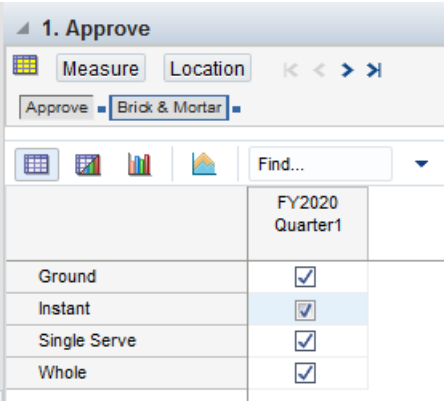
1. Approve View

The Approve view is used to approve the curve library for the subcategory, Assortment Period, and channel.

The steps to complete this process:

- Flag the Approve Boolean measure for each subcategory.
- Run the Approve custom menu.

Figure 10–5 1. Approve View



Measure Table

Table 10–4 1. Approve View Measures

Label	Definition
Approve	Boolean flag to indicate that a curve library should be approved. The Approve custom menu must be run after flagging the measure.

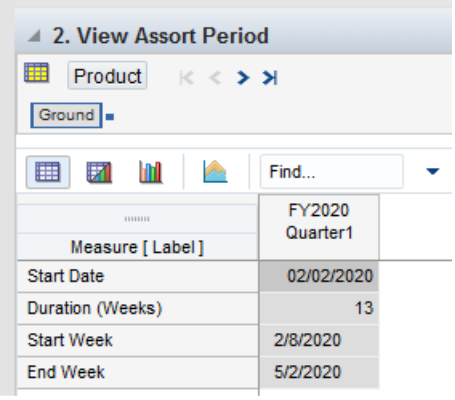
2. View Assort Period View

The View Assort Period view is used to view the Assortment Period dates. This is a reference-only view.

The step to complete this process:

- Review the Assortment Period dates.

Figure 10–6 2. View Assort Period View



Measure Table

Table 10–5 2.View Assort Period View Measures

Label	Definition
Start Date	The first date of the Assortment Period.
Duration (Weeks)	The number of weeks in the Assortment Period.

Table 10–5 (Cont.) 2.View Assort Period View Measures

Label	Definition
Start Week	The first week of the Assortment Period, calculated from the Start Date and Duration entered.
End Week	The last week of the Assortment Period, calculated from the Start Date and Duration entered.

3. View Curve by Assortment View

The View Curve by Assortment view is used to view the curve library by Assortment Period and subcategory. This is a reference-only view.

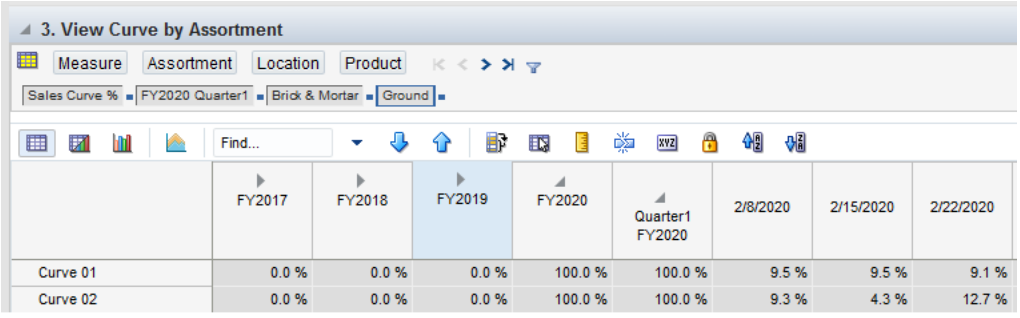
The step to complete this process:

- Review the curve library by each Assortment Period.

  Use the radio button to scroll through Assortment Period and subcategory, as necessary.

Note that you may use the filter button to filter by Assortment Periods that have been assigned a curve.

Figure 10–7 3. View Curve by Assortment View



Measure Table

Table 10–6 3. View Curve by Assortment View Measures

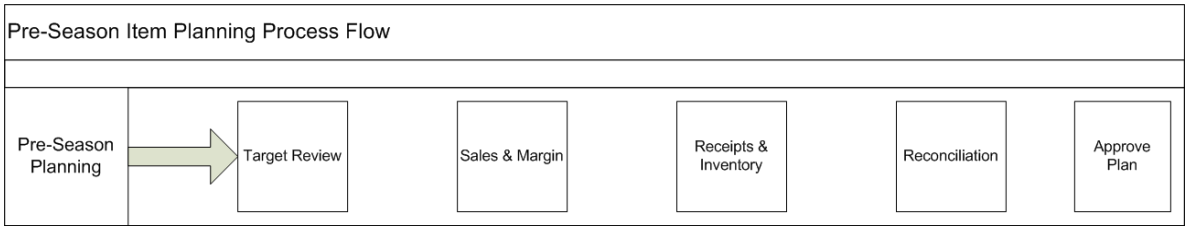
Label	Definition
Sales Curve %	The working plan sales curve used to hold the weekly sales percent to total of a particular curve.
Approved Sales Curve %	The approved sales curve used to hold the weekly sales percent to total of a particular curve.
Sales Curve Start Week	Indicates the start week of the sales curve.

11

Pre-Season Item Planning

Prior to the beginning of item's lifecycle, preseason planning takes place. The planner has the option of planning regular, promotional, and clearance sales by item, as well as the weekly receipt plan to support sales. The pre-season Item Plan can use the approved Assortment Plan as the starting point for the assortment, since it includes an already created item sales plan, or the planner can create a sales and receipt plan independently from an approved Assortment Plan, if it is not available.

Figure 11–1 Pre-Season Item Planning Process Flow



Typical Business Users

The typical business user who completes this task will be an Assortment Planner. The Planner usually will have completed the Assortment Planning process, and is now ready to plan the execution of that assortment plan in the pre-season planning process.

Process Extension

Local Currency

Local Currency refers to the ability to plan in more than one currency if your business operates in multiple countries with different currencies. Multiple currencies and their exchange rates can be managed within Item Planning, allowing the planner to choose which currency they would like to plan in. Data will be stored in the one global currency, and within a workbook, users can switch between currencies as business needs dictate.

Data Requirements

- Approved location clusters
- Location hierarchy
- Product hierarchy

- Calendar hierarchy
- Sales Retail, Sales Unit, and Cost actuals
- Curve Library
- Customer Returns actuals
- Direct/ecommerce actuals
- Item attributes and attribute values
- Price elasticity entered by the Administrator
- Promotional lifts entered by the Administrator
- Markdown lifts entered by the Administrator

Create the Pre-Season Item Planning Workbook

To create the Pre-Season Item Planning workbook:

1. Click the **Create New Workbook** icon in the Pre-Season Item Planning task.
2. The Workbook Wizard appears. Select the Local Domain that includes the items you wish to plan and click **Next**.
3. In Select Product, select one or multiple subcategories and click **Next**.
4. In Select Assortment Period, select the time period or periods for this assortment and click **Next**. Multiple Assortment Periods may be brought into the workbook:
   - The Assortment Groups visible in the wizard are pre-ranged to the subcategories selected in the previous screen.
   - To see the user-defined assortment information, click the Dimension tile and select Assortment Detail.

     Note: Assortment Details can vary by subcategory. If multiple subcategories are selected, the details shown will be based on the first order subcategory.

5. In Select Clusters, select the clusters that will receive this assortment and click **Finish**:
   - The Location Clusters visible in the wizard are pre-ranged to the Assortment Period selected in the previous screen.
   - It is recommended that clusters are brought into the workbook so that plans are committed at the cluster level.

     Note: If multiple Assortment Periods with different cluster definitions are selected, it will be based on the first order Assortment Period.

The Pre-Season Item Planning workbook is built.

Pre-Season Item Planning Process Steps

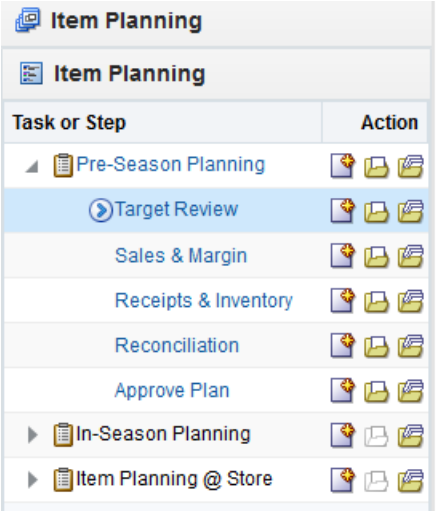
The high-level steps to complete this process:

- Review targets from Assortment Planning @ Optimization and MFP.
- Plan Sales and Margin by item.
- Create a receipt and inventory plan by item.
- Reconcile to the targets.
- Approve the item plan.

Step 1: Target Review

The first step in the Pre-Season Item Planning process is Target Review. The planner can create a unit target from the CP from Assortment Planning & Optimization for Grocery/Hardlines, or create a unit target using MFP, LY, or a user-entered number. The purpose of this step is to create unit targets for each item, to be used in the creation of the sales plan.

Figure 11–2 Target Review Step



Prior to Starting this Step:

- An approved Assortment Plan should be completed if the planner wants to use it as a seeding source.
- An approved plan from MFP Cloud Service for use in spreading the cluster level plan down to the location level during the Item Plan approval process.

After Completing this Step:

- Set up item planning parameters.
- Plan sales and margin by item.
- Link items to be excluded from the assortment.
- Set Dynamic Product Attributes to view in alternate product hierarchy.

View in this Step:

1. Review Targets View

Custom Menu

Copy Sales

The Copy Sales custom menu copies either the Assortment Plan Current Plan (Assortment Target), Last Year, or Like Item Last Year sales data into the TGT measures.

1. Review Targets View

The steps to complete this process:

- Check the WP Copy Sales Boolean flag measure.

  Determine if you want to copy sales from a target for all Location Clusters and select the appropriate Location Hierarchy level.

- In the WP Copy Source measure, select Assortment Plan CP or Last Year for each assorted item.

- If you have a new item and would like to assign it a Like Item, use the WP Copy Like Item measure picklist and select the existing item from which to copy sales.

  Optionally, you can adjust the sales assigned to the new item in the WP Like Item % measure.

- Check the WP Assorted Sales Boolean flag measure for each assorted item.

  This will populate the Start Week and WP ROS.

- Run the Copy Sales custom menu.

- Make adjustments to the TGT Sales U measure for each assorted item.

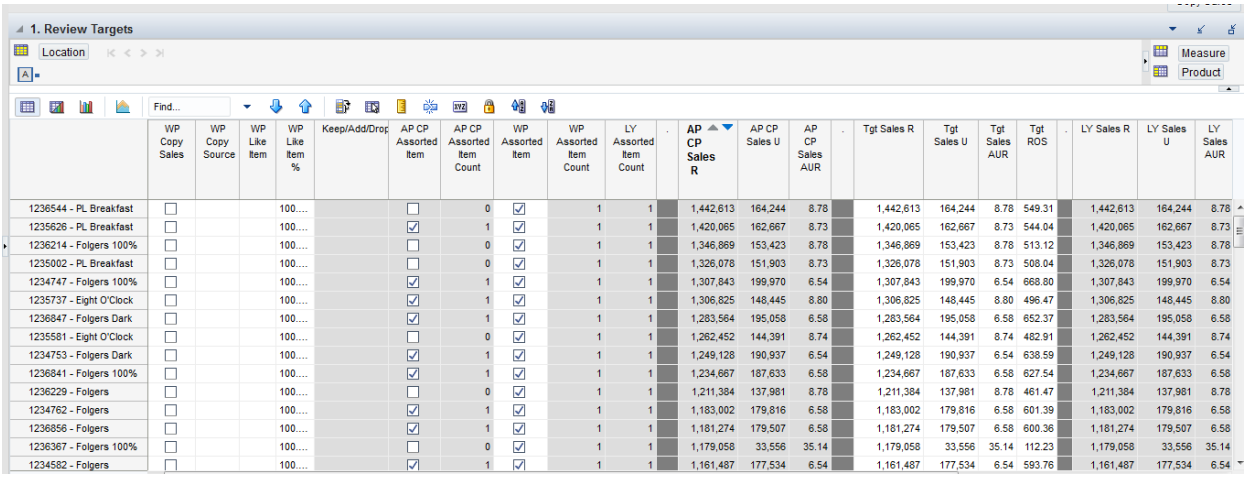
  The TGT Sales R and TGT Sales AUR are there as reference only, as they will not be used in the seeding process that occurs in Sales and Margin.

- Run the Copy Sales custom menu.

- If you know that an item will not be carried in the assortment, ensure that the WP Assorted Item Boolean is unchecked.

  If you uncheck or check the WP Assorted Item Boolean, you must manually adjust item unit sales data.

Figure 11–3 1. Review Targets View



	WP Copy Sales	WP Copy Source	WP Like Item	WP Like Item %	Keep/Add/Drop	AP CP Assorted Item	AP CP Assorted Item Count	WP Assorted Item	WP Assorted Item Count	LY Assorted Item Count	AP CP Sales R	AP CP Sales U	AP CP Sales AUR	Tgt Sales R	Tgt Sales U	Tgt Sales AUR	Tgt ROS	LY Sales R	LY Sales U	LY Sales AUR
1236544 - PL Breakfast	☐			100....		☐	0	☑	1	1	1,442,613	164,244	8.78	1,442,613	164,244	8.78	549.31	1,442,613	164,244	8.78
1235626 - PL Breakfast	☐			100....		☑	1	☑	1	1	1,420,065	162,667	8.73	1,420,065	162,667	8.73	544.04	1,420,065	162,667	8.73
1236214 - Folgers 100%	☐			100....		☐	0	☑	1	1	1,346,869	153,423	8.78	1,346,869	153,423	8.78	513.12	1,346,869	153,423	8.78
1235002 - PL Breakfast	☐			100....		☐	0	☑	1	1	1,326,078	151,903	8.73	1,326,078	151,903	8.73	508.04	1,326,078	151,903	8.73
1234747 - Folgers 100%	☐			100....		☑	1	☑	1	1	1,307,843	199,970	6.54	1,307,843	199,970	6.54	668.80	1,307,843	199,970	6.54
1235737 - Eight O'Clock	☐			100....		☑	1	☑	1	1	1,306,825	148,445	8.80	1,306,825	148,445	8.80	496.47	1,306,825	148,445	8.80
1236847 - Folgers Dark	☐			100....		☑	1	☑	1	1	1,283,564	195,058	6.58	1,283,564	195,058	6.58	652.37	1,283,564	195,058	6.58
1235581 - Eight O'Clock	☐			100....		☐	0	☑	1	1	1,262,452	144,391	8.74	1,262,452	144,391	8.74	482.91	1,262,452	144,391	8.74
1234753 - Folgers Dark	☐			100....		☑	1	☑	1	1	1,249,128	190,937	6.54	1,249,128	190,937	6.54	638.59	1,249,128	190,937	6.54
1236841 - Folgers 100%	☐			100....		☑	1	☑	1	1	1,234,667	187,633	6.58	1,234,667	187,633	6.58	627.54	1,234,667	187,633	6.58
1236229 - Folgers	☐			100....		☐	0	☑	1	1	1,211,384	137,981	8.78	1,211,384	137,981	8.78	461.47	1,211,384	137,981	8.78
1234762 - Folgers	☐			100....		☑	1	☑	1	1	1,183,002	179,816	6.58	1,183,002	179,816	6.58	601.39	1,183,002	179,816	6.58
1236856 - Folgers	☐			100....		☑	1	☑	1	1	1,181,274	179,507	6.58	1,181,274	179,507	6.58	600.36	1,181,274	179,507	6.58
1236367 - Folgers 100%	☐			100....		☐	0	☑	1	1	1,179,058	33,556	35.14	1,179,058	33,556	35.14	112.23	1,179,058	33,556	35.14
1234582 - Folgers	☐			100....		☑	1	☑	1	1	1,161,487	177,534	6.54	1,161,487	177,534	6.54	593.76	1,161,487	177,534	6.54

Measure Table

Table 11–1 1. Review Targets View Measures

Label	Definition
WP Copy Sales	A Boolean flag measure which is required to be checked to copy sales from the copy source into the TGT measures, as well as copy like items.
WP Copy Source	A picklist used to select the seeding source for item/cluster/assortment period sales targets and to copy like items. Once a copy source is selected, the Copy Sales custom menu should be run.
WP Like Item	An item used to populate the Sales R, U and GM R of a new item being added to the assortment using an adjustment ratio.
WP Like Item %	Provides a facility to adjust a new item's Sales R, U and GM R by using a percentage ratio to the sales of the like item.
Keep/Add/Drop	The Keep/Add/Drop measures reference the most recently approved In-Season Item Plan and will be populated if Keep/Add/Drop decisions were approved in-season.
AP CP Assorted Item	A Boolean flag measure used to indicate that an item is carried in the approved Assortment Plan, best viewed at the subcategory and/or category level by cluster or All Location.
AP CP Assorted Item Count	The number of items carried in the approved Assortment Plan.
WP Assorted Item	An editable Boolean measure indicating whether an item is a core item in the Item Plan assortment. It can be used to change the core items the Item Plan assortment.
WP Assorted Item Count	The number of items carried in the Item Plan Working Plan, best viewed at the subcategory and/or category level by cluster or All Location. This number is calculated using the WP Assorted Item Boolean.
LY Assorted Item Count	The number of items carried last year, best viewed at the subcategory and/or category level by cluster or All Location.
AP CP Sales R, U, AUR	The Assortment Plan Current Plan Sales Retail, Units, and Average Unit Retail values.
TGT Sales R, U, AUR, ROS	The Sales Retail, Units, Average Unit Retail and the weekly Rate of Sales used as the target source to seed sales.
MFP CP R, U, AUR	The MFP Current Plan Sales Retail, Units, and Average Unit Retail values.

Measure Profile

Default Profile

The Default profile is used to seed sales and compare item and financial variances to the Assortment Plan, LY, and MFP.

Gross Margin Review Profile

The Gross Margin Review profile is used to view and compare cost and gross margin variances to the Assortment Plan, LY, and MFP.

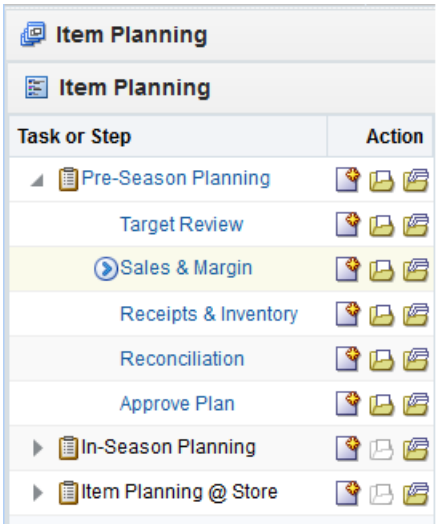
Step 2: Sales & Margin

The second step in the Pre-Season Item Planning process is Sales & Margin. This step is used to define parameters such as whether the item will be assorted in a particular cluster, start and end selling date overrides, markdown events and dates, and adjustments of regular, promotional, and clearance sales.

The steps to complete this process:

- Set item parameters.
- Define markdowns and promotions.
- Seed sales.
- Plan regular, promotional, and clearance sales and margin.

Figure 11–4 Sales & Margin Step



Prior to Starting this Step:

- Subcategory/Category targets should be set and reviewed.

After Completing this Step:

- Plan receipts and inventory based on the sales plan.

Tabs and Views in this Step:

- Setup Tab:

  1. Define Parameters View
  2. Define Promotions View
  3. Review Curve Library View
  4. Review Promotions Library View
  5. Review Markdowns Library View
  6. Define VAT Rate View

  Define Filter/Rollup View

- Sales and Margin Tab:

1. Plan Sales & Margin View
2. What-if Promotions View
3. What-if Markdowns View

- Local Currency Tab

Custom Menus

Seed Sales

The Seed Sales custom menu populates an item's weekly sales based on the Sales Source selected.

Link Similar Items

The Link Similar Items custom menu copies the sales plan of a discontinued item to its replacement item starting in the defined Link Item Start Date. This is used when Linked Items are set up in Assortment Planning & Optimization for Grocery/Hardlines.

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Setup Tab

The Setup tab is used to override start and end sell dates, seed sales based on a selected data source, and select markdown events and dates. Using the Linked Items measure profile, the planner may copy sales from a discontinued item to its replacement item for items that were linked in Assortment Planning & Optimization for Grocery/Hardlines.

1. Define Parameters View

The Define Parameters view is used by the planner to assign a curve, seed sales, and set markdown events and dates for each item and location cluster. If all items within a subcategory and all clusters will receive the same data, the planner can roll up to subcategory and All Location in the product and location hierarchies, respectively.

The steps to complete this process:

- In the WP Assorted Item Boolean measure, select the items that will be included in the assortment.

  This will populate the start and end selling week dates based on the defined Assortment Period.
- Optionally, override the start and end selling week dates.
- In the WP Seed Sales measure, check the Boolean.
- In the WP Seed Sales Source measure, select a data source to seed sales from:
  - Target Using Selected Curve: Sales TGT defined in the Target Review step.

    If this is the source selected, the WP Curve Source must also be defined.
  - Last Year: last year.

  - Like Item LY: like item last year.
  - Forecast: forecast.
  - IP CP: Item Plan Current Plan.
  - Like Item CP: Like Item Current Plan.

    If this is the source selected, then WP Like Item and WP Like Item % must also be defined.

- In the WP Curve Source measure, select the curve from which to seed sales.

  Curves were set in the Assortment Maintenance workbook and can be referenced in the Review Curve Library view.

- If you want to assign a like item, in the WP Like Item measure, select the existing item to assign to the new item.

  In the Like Item % measure, assign an adjustment ratio for the existing item sales to be copied to the new item.

- In the Markdown Event measure, select the appropriate markdown event for the item.

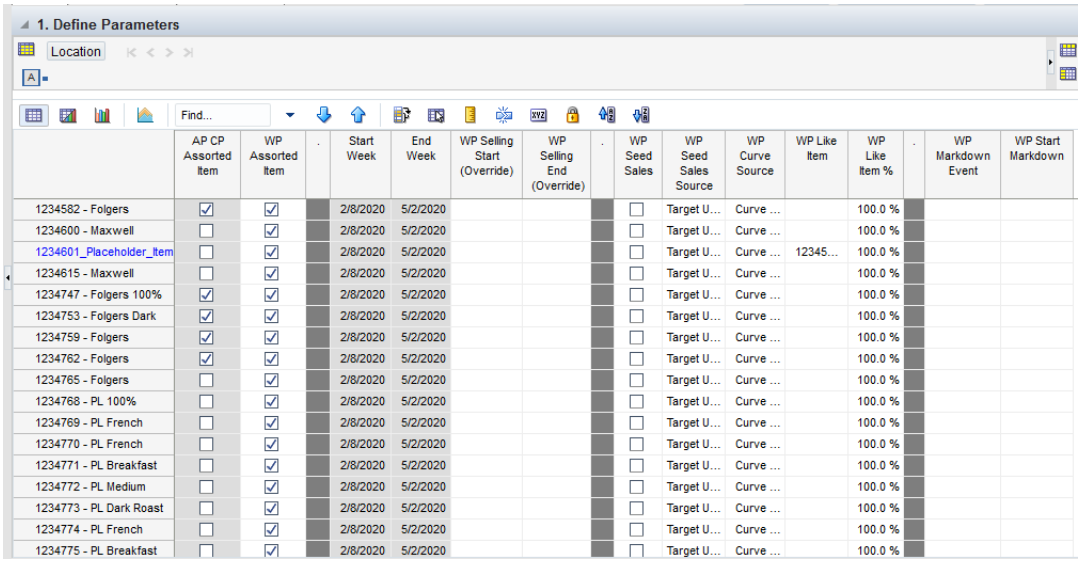
- In the WP Start Markdown, select the date that the markdown will begin for the item.

  Once a Markdown Event and Date have been assigned to an item, the sales plan for that item will be allocated to Clearance sales for the remainder of the Assortment Period.

  Markdowns and their associated discounts and lifts were set in the Assortment Maintenance workbook and can be referenced in the Review Markdowns Library view.

Note that if markdowns will occur by item attribute, the Define Filter/Rollup view can be used to assign a dynamic attribute rollup to assign markdowns based on attribute values. For example, if you know that all items of a particular brand will be marked down on the same date, you can set the attribute of Brand as a Dynamic Product Attribute and set markdowns for all items under the brand. For information about how to set the attributes, see "Define Filter/Rollup View."

Figure 11–5 1. Define Parameters View



	AP CP Assorted Item	WP Assorted Item	Start Week	End Week	WP Selling Start (Override)	WP Selling End (Override)	WP Seed Sales	WP Seed Sales Source	WP Curve Source	WP Like Item	WP Like Item %	WP Markdown Event	WP Start Markdown
1234582 - Folgers	☑	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234600 - Maxwell	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234601_Placeholder_Item	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...	12345...	100.0 %		
1234615 - Maxwell	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234747 - Folgers 100%	☑	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234753 - Folgers Dark	☑	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234759 - Folgers	☑	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234762 - Folgers	☑	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234765 - Folgers	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234768 - PL 100%	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234769 - PL French	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234770 - PL French	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234771 - PL Breakfast	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234772 - PL Medium	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234773 - PL Dark Roast	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234774 - PL French	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		
1234775 - PL Breakfast	☐	☑	2/8/2020	5/2/2020			☐	Target U...	Curve ...		100.0 %		

Measure Table

Table 11–2 1. Define Parameters View Measures

Label	Definition
AP CP Assorted Item	A Boolean flag measure used to indicate that an item is carried in the approved Assortment Plan.
WP Assorted Item	An editable Boolean measure indicating whether an item is a core item in the Item Plan assortment. It can be used to change the core items the Item Plan assortment.
Start Week	The first week of the Assortment Period.
End Week	The last week of the Assortment Period.
WP Selling Start (Override)	Editable field to override the assortment period start week.
WP Selling End (Override)	Editable field to override the assortment period end week.
WP Seed Sales	A Boolean flag measure which is required to be checked to create a weekly sales plan for assorted items.
WP Seed Sales Source	A picklist used to select the flow source for an item's sales.
WP Curve Source	A picklist used to select the curve source for an item's sales.
WP Like Item	An item used to populate the Sales R, U, and GM R of a new item being added to the assortment using an adjustment ratio.
WP Like Item %	Provides a facility to adjust a new item's Sales R, U, and GM R by using a percentage ratio to the sales of the like item.
WP Markdown Event	A picklist measure used to display markdown events that correspond to a markdown percentage, viewable in the Review Markdowns Library view.
WP Start Markdown	The start date that the markdown percentage will occur.

Measure Profile

Default Profile

The Default profile is used to assign item parameters before flowing sales.

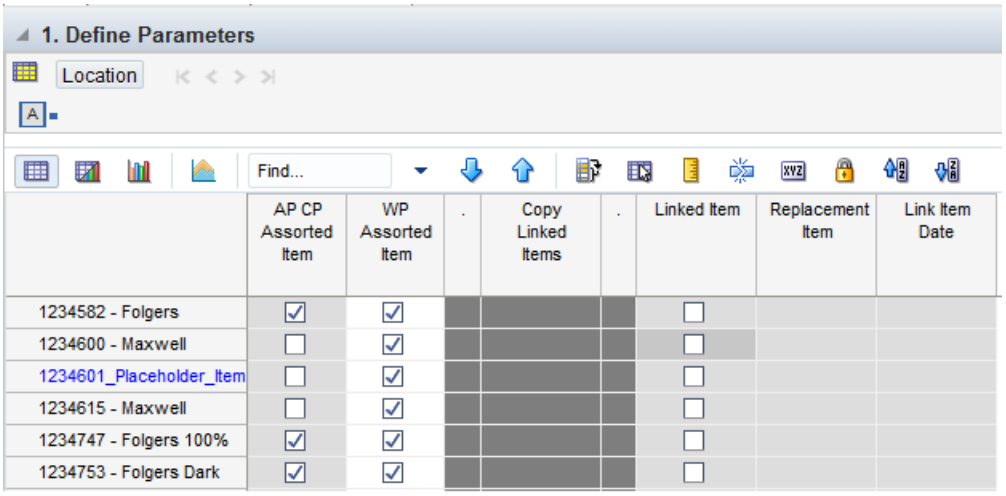
Linked Item Profile

The Linked Item profile is used to copy sales from items that were linked together in Assortment Planning & Optimization for Grocery/Hardlines. Linked Items are used when one item is discontinued and will no longer be in the assortment, but will be replaced by its linked item. In Item Planning Cloud Service, the Linked Item functionality can be used to copy the sales of the discontinued item to the replacement item, starting from the linked item begin date defined in Assortment Planning & Optimization for Grocery/Hardlines.

The steps to complete this process:

- Check the WP Copy Linked Item Boolean flag.
- Run the Copy Linked Items custom menu to populate the replacement item's sales which will begin on the Linked Item Date defined in Assortment Planning & Optimization for Grocery/Hardlines.

Figure 11–6 1. Define Parameters View with Linked Items



Measure Table

Table 11–3 1. Define Parameters View with Linked Items Measures

Label	Definition
Copy Linked Item	Boolean flag used in conjunction with the Copy Linked Items custom menu to copy a discontinued item's sales to a replacement items sales beginning on the Linked Item Date defined in Assortment Planning & Optimization for Grocery/Hardlines.
Linked Item	Boolean flag to indicate a discontinued item is linked.
Replacement Item	Item that will replace the linked item.
Link Item Date	Date the item link begins.

2. Define Promotions View

The Define Promotions view is used to assign promotions to items or to a subcategory. If all items within a subcategory and all clusters will receive the same data, the planner can roll up to subcategory and All Location in the product and location hierarchies, respectively.

The steps to complete this process:

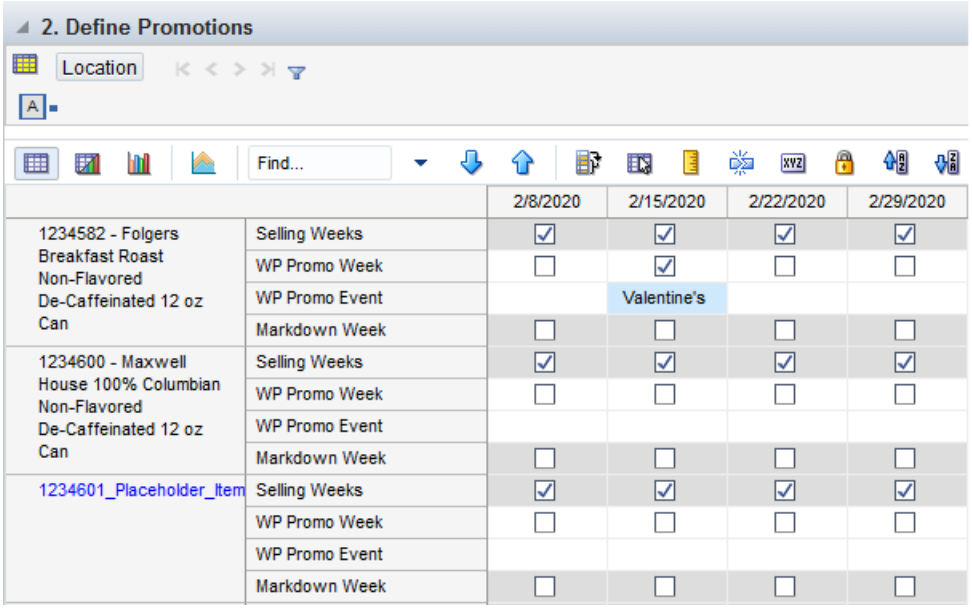
- In the WP Promo Week measure, check the Boolean for the item/week that a promotion will occur.
- In the WP Promo Event measure, select the promotion event associated with the item/week.

  Once a Promotion Event and Week have been assigned to an item, the sales plan for that item will be allocated to Promotional sales for the duration of the Promotion Events and Weeks selected.
- If you select a Promotion Week, but not an Promotion Event, the Regular sales plan for the item will be allocated to the Promotional sales for the duration of the Promotion Weeks selected with no promotional lift.

  Promotion Events and their associated discounts and lifts were set in the Assortment Maintenance workbook and can be referenced in the Review Promotions Library view.
- If you previously assigned an item to have a markdown, it will be visible in this view as a reference.

  Note that if promotions will occur by item attribute, the Define Filter/Rollup view can be used to assign a dynamic attribute rollup to assign promotions based on attribute values. For example, if you know that all items of a particular size will have a promotion on the same date, you can set the attribute of Size as a Dynamic Product Attribute and set promotions for all items that have that size attribute. For information about how to set the attributes, see "Define Filter/Rollup View."
- Run the Seed Sales custom menu to populate the weekly sales plan based on the selected parameters.

Figure 11–7 2. Define Promotions View



Measure Table

Table 11–4 2. Define Promotions View Measures

Label	Definition
Selling Weeks	A Boolean flag measure used to indicate the weeks the item is active in the assortment.
WP Promo Week	A Boolean flag measure used to indicate that an item is on promotion that week.
WP Promo Event	A picklist measure used to display promotional events that correspond to a promotion percentage, viewable in the Review Promotions Library view.

Measure Profile

Default Profile

The Default profile is used to assign promotion events and weeks to items.

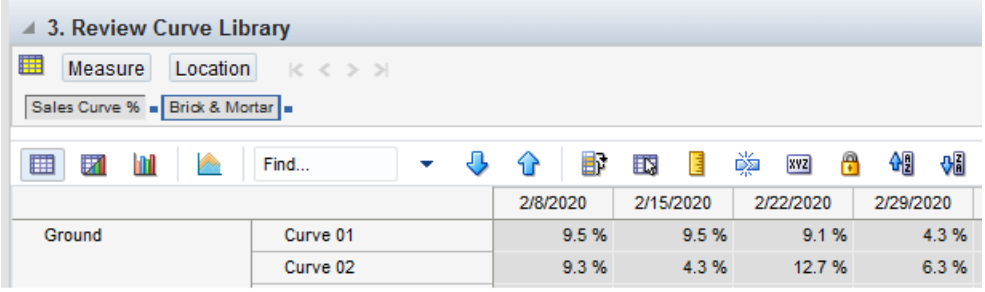
3. Review Curve Library View

The Review Curve Library view is a reference-only view used to review curves that were set up in Curve Maintenance. For more information about the different types of curves and their functionality, see the Curve Maintenance task.

The step to complete this process:

- Review the sales percent to totals for each curve, as necessary.

Figure 11–8 3. Review Curve Library View



Measure Table

Table 11–5 3. Review Curve Library View Measure

Label	Definition
Sales Curve %	Used to display the weekly sales percent to total of a particular curve.

Measure Profile

Default Profile

The Default profile is used to view each curve.

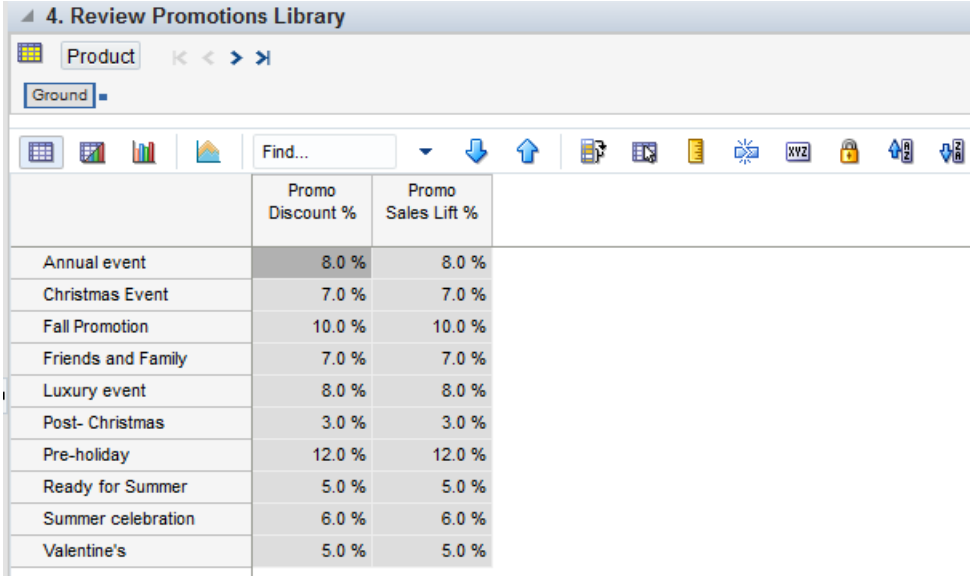
4. Review Promotions Library View

The Review Promotions Library view is a reference-only view used to review the planned promotional discounts and the associated sales lifts that are expected with each promotion event that was set up in Promotion and Markdown Maintenance.

The step to complete this process:

- Review the promotional discounts and their associated sales lifts by promotion event and subcategory, as necessary.

Figure 11–9 4. Review Promotions Library View



	Promo Discount %	Promo Sales Lift %
Annual event	8.0 %	8.0 %
Christmas Event	7.0 %	7.0 %
Fall Promotion	10.0 %	10.0 %
Friends and Family	7.0 %	7.0 %
Luxury event	8.0 %	8.0 %
Post- Christmas	3.0 %	3.0 %
Pre-holiday	12.0 %	12.0 %
Ready for Summer	5.0 %	5.0 %
Summer celebration	6.0 %	6.0 %
Valentine's	5.0 %	5.0 %

Measure Table

Table 11–6 4. Review Promotions Library View Measures

Label	Definition
Promo Discount %	The planned discount percentage of the promotion.
Promo Sales Lift % (Override)	The percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount. The lift in this measure is automatically calculated from the Planned Promo Discount % measure after calculating. If an override is used, it will take the place of the system-calculated value in the Item Planning workbooks.

Measure Profile

Default Profile

The Default profile is used to view each promotion event and its related discount and sales lift percent.

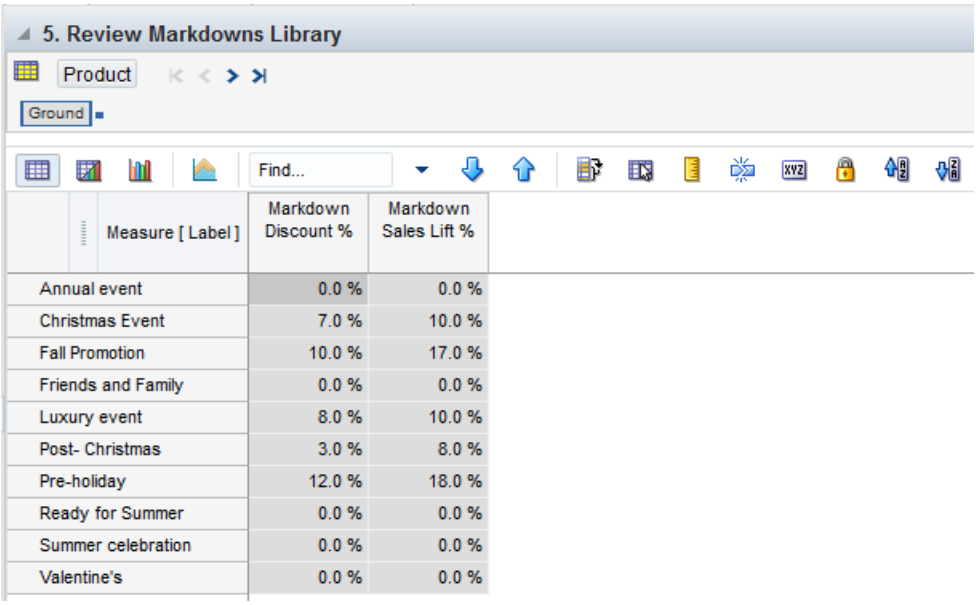
5. Review Markdowns Library View

The Review Markdowns Library view is a reference-only view used to review the planned markdown discounts and the associated sales lifts that are expected with each markdown event that was set up in Promotion and Markdown Maintenance.

The step to complete this process:

- Review the markdown discounts and their associated sales lifts by markdown event and subcategory, as necessary.

Figure 11–10 5. Review Markdowns Library View



Measure Table

Table 11–7 5. Review Markdowns Library View Measures

Label	Definition
Markdown Discount %	The planned markdown elasticity percentage.
Markdown Sales Lift % (Override)	The markdown sales lift based on the planned markdown elasticity for the event and subcategory. If an override is used, it will take the place of the system-calculated value in the Item Planning workbooks.

Measure Profile

Default Profile

The Default profile is used to view each markdown event and its related discount and sales lift percent.

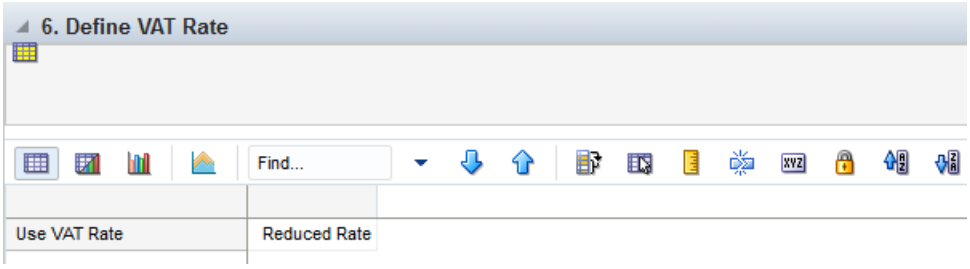
6. Define VAT Rate View

The Define VAT Rate view is used by the planner to choose the VAT Rate used for the category.

The step to complete this process:

- In the Use VAT Rate picklist measure, select the appropriate VAT rate for the category.

Figure 11–11 6. Define VAT Rate View



Measure Table

Table 11–8 6. Define VAT Rate View Measure

Label	Definition
Use VAT Rate	User-selected VAT rate for the category/store being planned.

Measure Profile

Default Profile

The Default profile is used to select the appropriate VAT Rate.

Define Filter/Rollup View

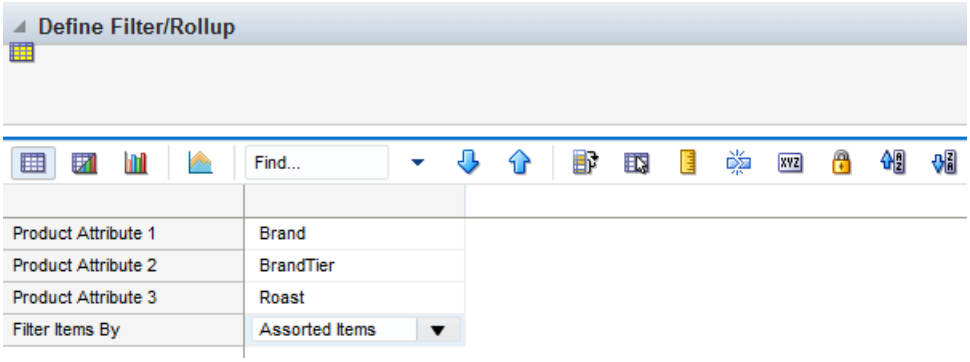
The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The steps to complete this process:

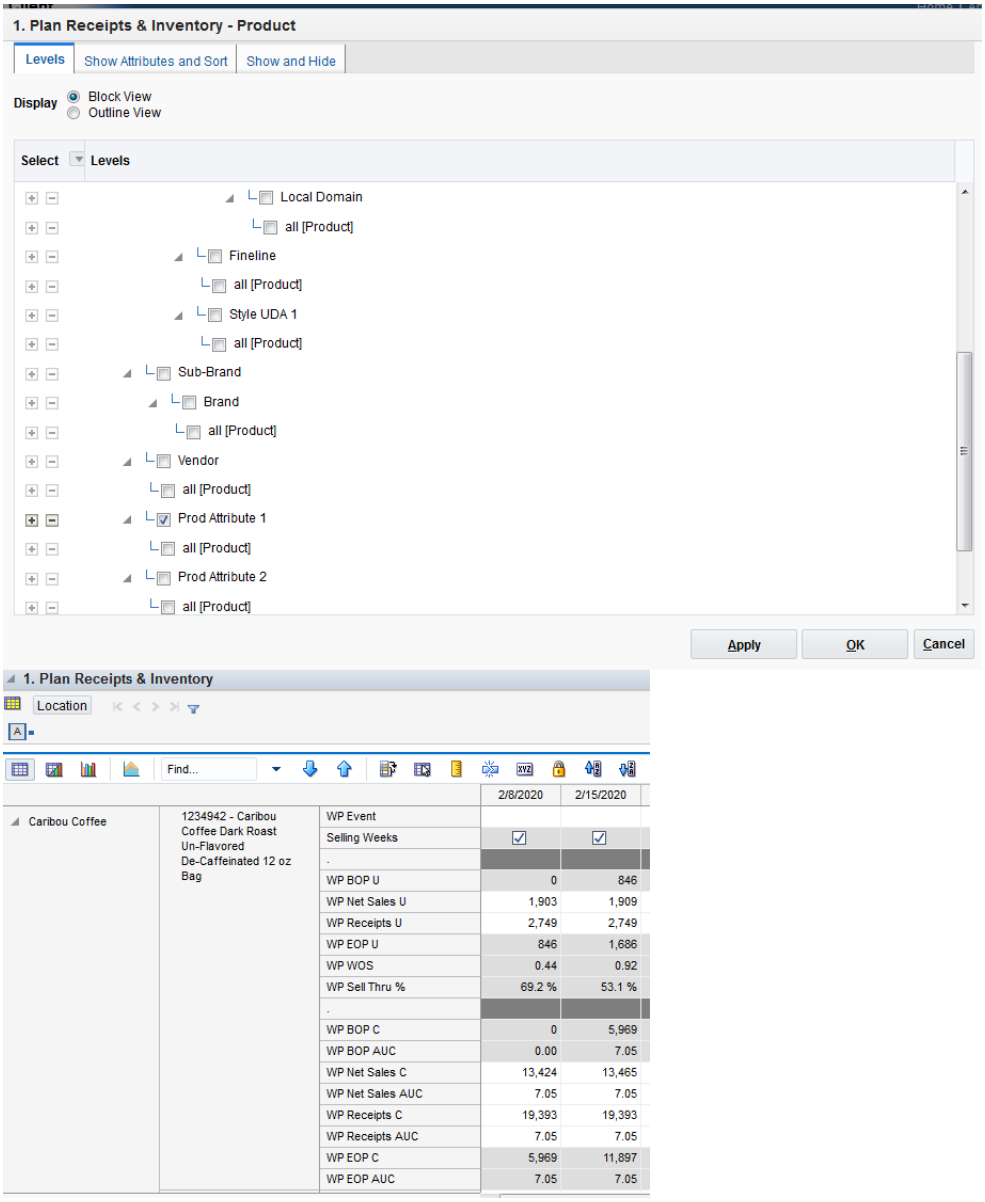
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 11–12 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 11–13 Define Filter/Rollup View



Measure Table

Table 11–9 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.
Filter Items By:	Picklist used to select a real-time alert to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Sales and Margin Tab

The Sales and Margin tab is used to plan regular, promotional and clearance sales by item and cluster. What-if plans promotional and markdown plans may be created to help the planner understand the financial impacts of different promotional and markdown scenarios. The what-if scenarios can be applied to the working plan for approval, if deemed appropriate by the planner.

1. Plan Sales & Margin View

The Plan Sales and Margin view is used by the planner to plan regular, promotional, and clearance sales by item, week, and location cluster.

Running the Seed Sales custom menu creates the following logic for each Assorted Item denoted by the WP Assorted Item Boolean flag being checked:

- Source Sales Units are spread to week based on the source selected.
- Units are multiplied by the Base Unit Price and Base Unit Cost to get Retail and Cost.

  Base Unit Price and Cost are interfaced from a source system for existing items and entered by the planner for placeholder items in the Item Administration workbook.

The steps to complete this process:

- Review and adjust each item/week/cluster Regular, Promotional, and Clearance Sales:
  - It is a best practice to seed sales before planning the sales buckets so that there is a demand curve in Reg, Promo and Clr Sales from which to begin your plan.
  - If there is no seeding and no prior data entered, then planning WP Sales will spread proportionally (since there is no demand curve the data will spread evenly) to Reg, Promo, and Clr Sales.

    If that is not the desired behavior, plan Reg Sales, Promo Sales, and Clr Sales before planning Sales, so that a demand curve is in place before planning WP Sales.
- Review and adjust Sales after having planned Regular, Promotional, and Clearance Sales, if necessary.
- Review AUC and GM measures to ensure financial viability of the plan.

Measure Interactions

The following logic is used when planning different types of sales:

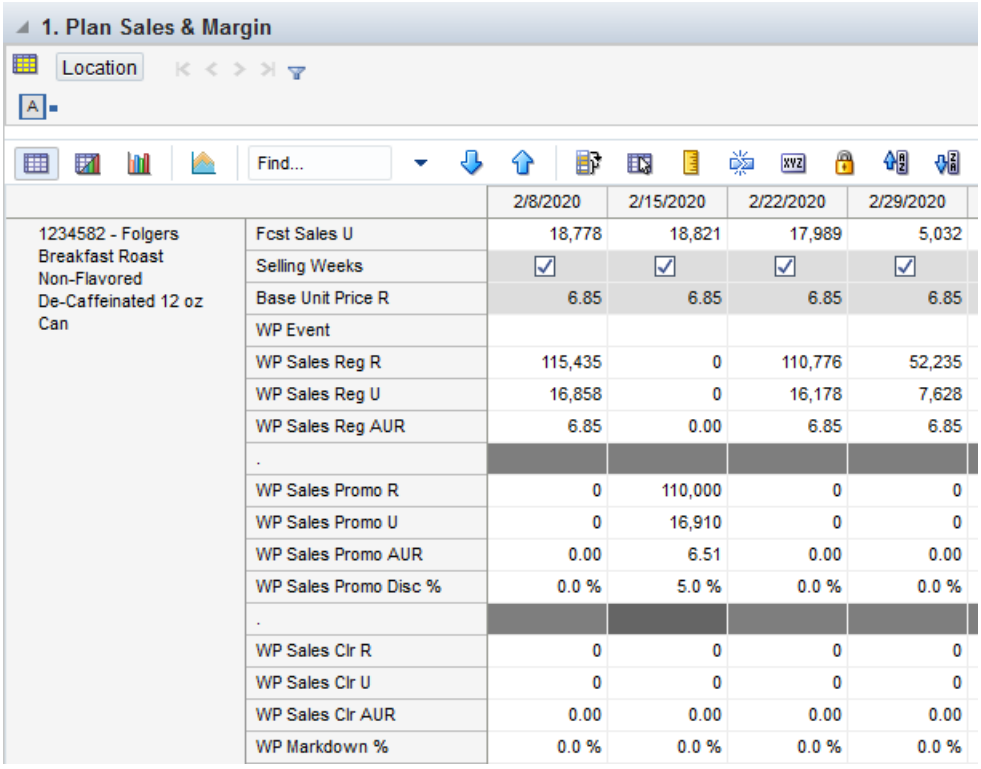
- WP Sales are the aggregation of WP Sales Reg, WP Sales Promo, and WP Clr.
- Updates to WP Sales will update WP Reg Sales, WP Promo, and WP Clr Sales proportionally.

- Updates to WP Sales Reg R will hold AUR and recalculate Units.

The following logic used when planning promotions and markdowns:

- If a Promotion or Markdown event is applied to a week, the predefined discount percent is applied to the WP Reg Sales and the pre-defined Sales Lift % is applied to WP Reg Units, which are then multiplied to calculate the WP Promo/Clr Sales Retail and Units.
- Updates to WP Sales Promo Disc % or the WP Markdown % will apply the entered discount to the WP Promo/Clr Sales AUR, hold the units and recalculate WP Promo/Clr Sales Retail.
- Updates to WP Sales Promo/Clr R will hold the AUR and recalculate units.

Figure 11–14 1. Plan Sales & Margin View



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Selling Weeks	☑	☑	☑	☑
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Sales Reg R	115,435	0	110,776	52,235
	WP Sales Reg U	16,858	0	16,178	7,628
	WP Sales Reg AUR	6.85	0.00	6.85	6.85
	.				
	WP Sales Promo R	0	110,000	0	0
	WP Sales Promo U	0	16,910	0	0
	WP Sales Promo AUR	0.00	6.51	0.00	0.00
	WP Sales Promo Disc %	0.0 %	5.0 %	0.0 %	0.0 %
	.				
	WP Sales Clr R	0	0	0	0
	WP Sales Clr U	0	0	0	0
	WP Sales Clr AUR	0.00	0.00	0.00	0.00
	WP Markdown %	0.0 %	0.0 %	0.0 %	0.0 %

Measure Table

Table 11–10 1. Plan Sales & Margin View Measures

Label	Definition
Fcst Sales U	Forecasted Sales Units from RDF or RDF Lite.
Selling Weeks	A Boolean flag measure used to indicate the week the item begins selling in the assortment.
Base Unit Price R	An item's retail value, which can be different by location.
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Sales R, U, AUR	The aggregation of WP Sales Reg, WP Sales Promo and WP Clr. WP Sales do not include customer returns.

Table 11–10 (Cont.) 1. Plan Sales & Margin View Measures

Label	Definition
WP ROS	
WP Sales Reg R, U, AUR	Regular Sales Retail, Units, and Average Unit Retail.
WP Sales Promo R, U, AUR	Promotional Sales Retail, Units, and Average Unit Retail.
WP Sales Promo Disc %	The Promotional discount percent applied to the promotional week.
WP Sales Clr R, U, AUR	Markdown Sales Retail, Units, and Average Unit Retail.
WP Markdown %	The Markdown discount percent applied to the markdown week.
WP Sales C, AUC, GM R, GM %	Sales Cost, Average Unit Cost, Gross Margin value, and Gross Margin percent for an item.

Measure Profiles

Default Profile

The Default profile is used to plan regular, promotion and clearance sales by item and cluster.

Return/Net Sales Profile

The Return/Net Sales profile is used to plan customer returns and view net sales, as well as compare the returns and net sales to last year (LY) and the Item Plan Original Plan (OP).

The steps to complete this process:

- Review the seeded Customer Returns data and make adjustments by item and cluster as necessary.
- Review the Net Sales data.

  Net Sales = Sales - Customer Returns

Figure 11–15 1. Plan Sales & Margin View with Returns/Net Sales

1. Plan Sales & Margin

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Selling Weeks	☑	☑	☑	☑
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Sales R	115,435	110,000	110,776	52,235
	WP Sales U	16,858	16,910	16,178	7,628
	WP Sales AUR	6.85	6.51	6.85	6.85
	WP ROS	732.97	735.22	703.39	331.67
	.				
	WP Customer Returns R	0	0	0	0
	WP Customer Returns R %	0.0 %	0.0 %	0.0 %	0.0 %
	WP Customer Returns U	0	0	0	0
	WP Customer Returns U %	0.0 %	0.0 %	0.0 %	0.0 %
	WP Customer Returns AUR	0.00	0.00	0.00	0.00
	WP Net Sales R	115,435	110,000	110,776	52,235
	WP Net Sales Ex VAT R	109,938	104,762	105,501	49,748
	WP Net Sales U	16,858	16,910	16,178	7,628
	WP Net Sales AUR	6.85	6.51	6.85	6.85

Measure Table

Table 11–11 1. Plan Sales & Margin View with Returns/Net Sales Measures

Label	Definition
Customer Returns R, R %, U, U%, AUR, C, AUC	Customer Returns Retail, Retail percent of WP Sales R, Units, Units percent of WP Sales U, Average Unit Retail, Cost and Average Unit Cost
Net Sales R, U, AUR, C, AUC, GM R, GM %	Net Sales = Sales - Customer Returns Net Sales Retail, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value and Gross Margin percent.

Last Year Profile

The Last Year profile is used to review last year regular, promotional, and clearance data compared to the working plan.

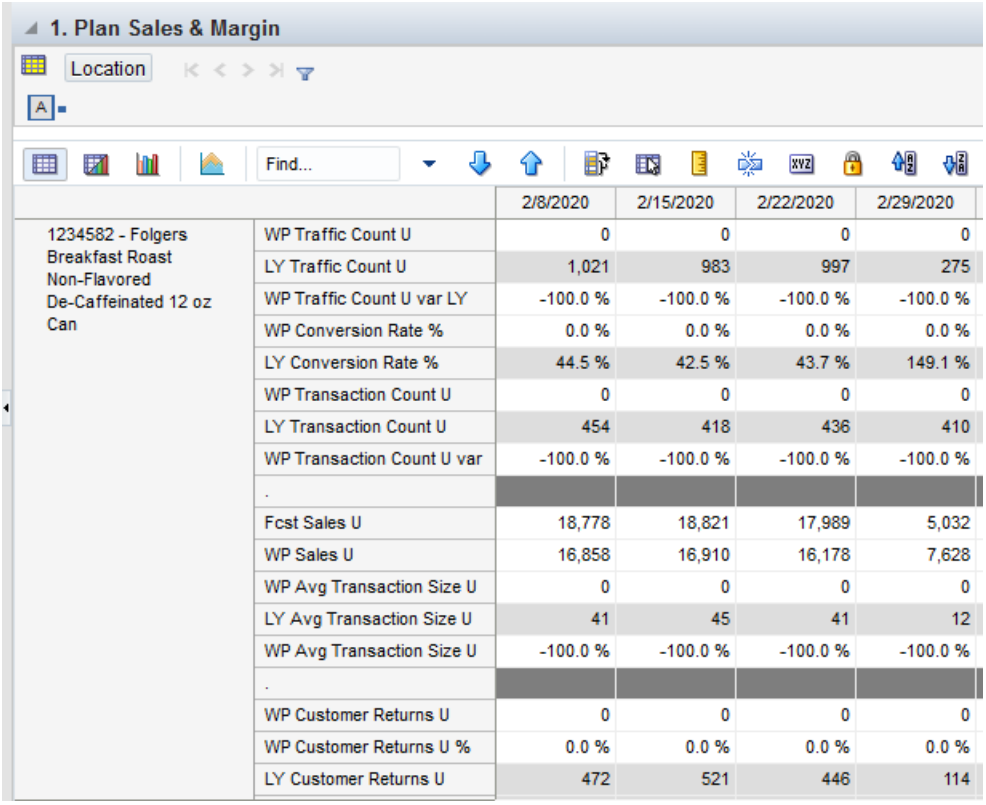
Original Plan Profile

The Original Plan profile is used to review the most recently approved Item Plan Original Plan (OP) regular, promotional and clearance data compared to the working plan.

Direct WP/LY Plan Profile

The Direct WP/LY profile is used to review and plan measures related to the Direct, or ecommerce business, and compare to last year.

Figure 11–16 1. Plan Sales & Margin View with Direct WP/LY



1. Plan Sales & Margin

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	WP Traffic Count U	0	0	0	0
	LY Traffic Count U	1,021	983	997	275
	WP Traffic Count U var LY	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	WP Conversion Rate %	0.0 %	0.0 %	0.0 %	0.0 %
	LY Conversion Rate %	44.5 %	42.5 %	43.7 %	149.1 %
	WP Transaction Count U	0	0	0	0
	LY Transaction Count U	454	418	436	410
	WP Transaction Count U var	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	.				
	Fcst Sales U	18,778	18,821	17,989	5,032
	WP Sales U	16,858	16,910	16,178	7,628
	WP Avg Transaction Size U	0	0	0	0
	LY Avg Transaction Size U	41	45	41	12
	WP Avg Transaction Size U	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	.				
	WP Customer Returns U	0	0	0	0
	WP Customer Returns U %	0.0 %	0.0 %	0.0 %	0.0 %
	LY Customer Returns U	472	521	446	114

Measure Table

Table 11–12 1. Plan Sales & Margin View with Direct WP/LY Measures

Label	Definition
Traffic Count	Measures the hits an item receives.
Conversion Rate	Conversion rate is calculated as Transaction Count / Traffic Count.
Transaction Count	Measures the number of transactions for an item.
Avg Transaction Size	Average Transaction Size is calculated as Sales U / Transaction Count.
Customer Returns U, U %, R, R%, AUR	Customer Returns Units, Units percent of WP Sales U, Retail, Retail percent of WP Sales R, Average Unit Retail.

Direct WP/OP Plan Profile

The Direct WP/LY profile is used to review and plan measures related to the Direct, or ecommerce business, and compare to the Item Plan Original Plan (OP).

2. What-if Promotions View

The What-if Promotions view is used to perform what-if analysis with different promotions. It allows the planner to view the sales, units and gross margin impacts if a larger or smaller promotion are taken, without changing the working plan measures. If the planner wants to apply the what-if plan to override the working plan, the Apply WI Promotions custom menu can be run to automatically copy the data to the working

plan. Promotions can be planned by item/week/location cluster or at higher levels in the hierarchy, as necessary.

If the planner needs to override the Promo Discount % and/or the Promo Lift %, the measure profile What-if Override may be used to plan a what-if scenario with overridden discounts and lifts.

The steps to complete this process:

- In the What-if Promo Event measure, select the what-if promotion event associated with the item/week/cluster and click Calculate.

  The What-If Promotion lift is calculated from Reg Sales.

- Review the What-if Promo sales measures to view the sales, unit and gross margin impact of the what-if event.

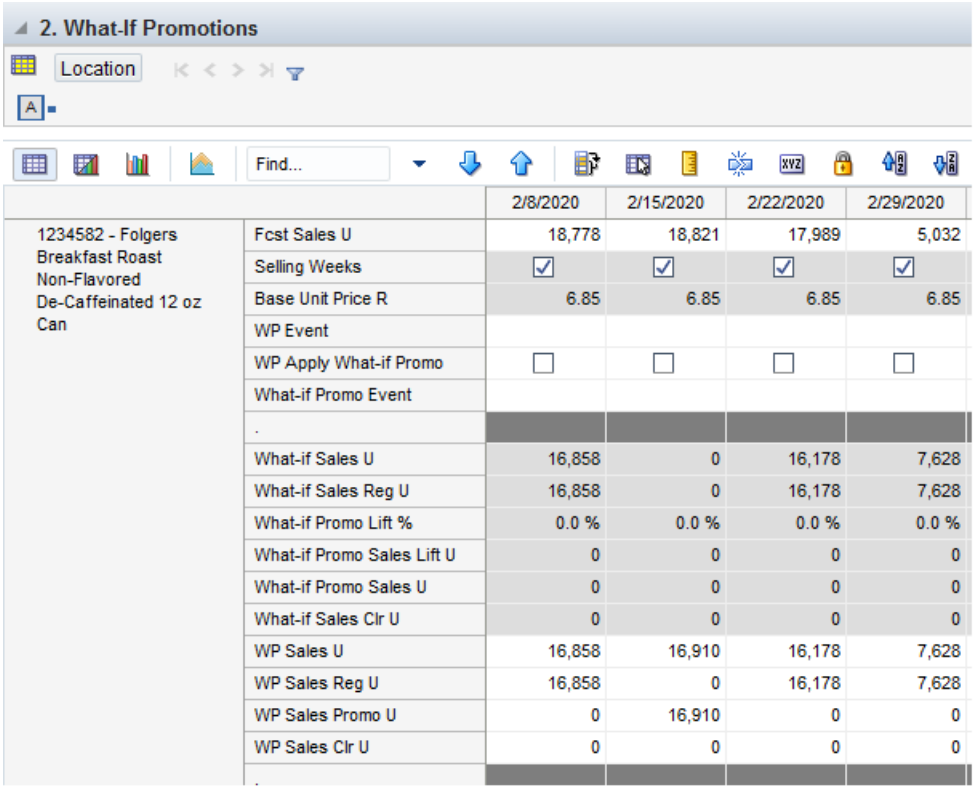
  Promotion Events and their associated discounts and lifts were set in the Assortment Maintenance workbook and can be referenced in the Review Promotions Library view.

- If you previously assigned an item to have a markdown, it will be visible in this view as a reference.
- Continue making adjustments to the what-if plan until satisfied with the financial results.
- If you want to copy the what-if plan into the WP, in the WP Apply What-if Promo Plan measure, check the Boolean for the item/week/cluster that a what-if promotion will occur.
- Run the Apply WI Promotion custom menu to copy the what-if measure data to the WP measure data.

  After running the custom menu, the what-if measure data will be cleared.

Note that if there is a business need to override the promotion discounts and lifts, use the measure profile What-if Override and follow the same process as above using the (Override) measures.

Figure 11–17 2. What-if Promotions View



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Selling Weeks	☑	☑	☑	☑
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Apply What-if Promo	☐	☐	☐	☐
	What-if Promo Event				
	.				
	What-if Sales U	16,858	0	16,178	7,628
	What-if Sales Reg U	16,858	0	16,178	7,628
	What-if Promo Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Promo Sales Lift U	0	0	0	0
	What-if Promo Sales U	0	0	0	0
	What-if Sales Clr U	0	0	0	0
	WP Sales U	16,858	16,910	16,178	7,628
	WP Sales Reg U	16,858	0	16,178	7,628
	WP Sales Promo U	0	16,910	0	0
	WP Sales Clr U	0	0	0	0
	.				

Measure Table

Table 11–13 2. What-if Promotions View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Apply What-if Promo Plan	Boolean measure that when flagged and used in conjunction with the Apply WI Promotion custom menu, copies the what-if promotion plan into the working plan.
What-if Promo Event	Picklist used to select a what-if promotion event.
What-if Sales U, R, AUR, C, GM R, GM %	The aggregation of What-if Reg, What-if Promo and What-if Clr Sales Units, Retail, Average Unit Retail, Cost, Gross Margin value and Gross Margin percent.
What-if Sales Reg U, R, AUR	What-if Regular Sales Units, Retail, and Average Unit Retail. If a What-if Promotion event is planned, the Regular sales will be cleared.
What-if Promo Lift %	The promotional lift percent associated with the selected What-if Promo Event.
What-if Sales Lift U	The unit lift associated with the selected What-if Promo Event.
What-if Sales Promo R, U, AUR	What-if Promotional Sales Retail, Units, and Average Unit Retail.
What-if Sales Promo Disc %	The Promotional discount percent applied to the promotional week.
What-if Sales Clr U, R, AUR	What-if Markdown Sales Units, Retail, and Average Unit Retail.

Table 11–13 (Cont.) 2. What-if Promotions View Measures

Label	Definition
What-if Markdown %	What-if Markdown discount percent applied to the markdown week.

Measure Profiles

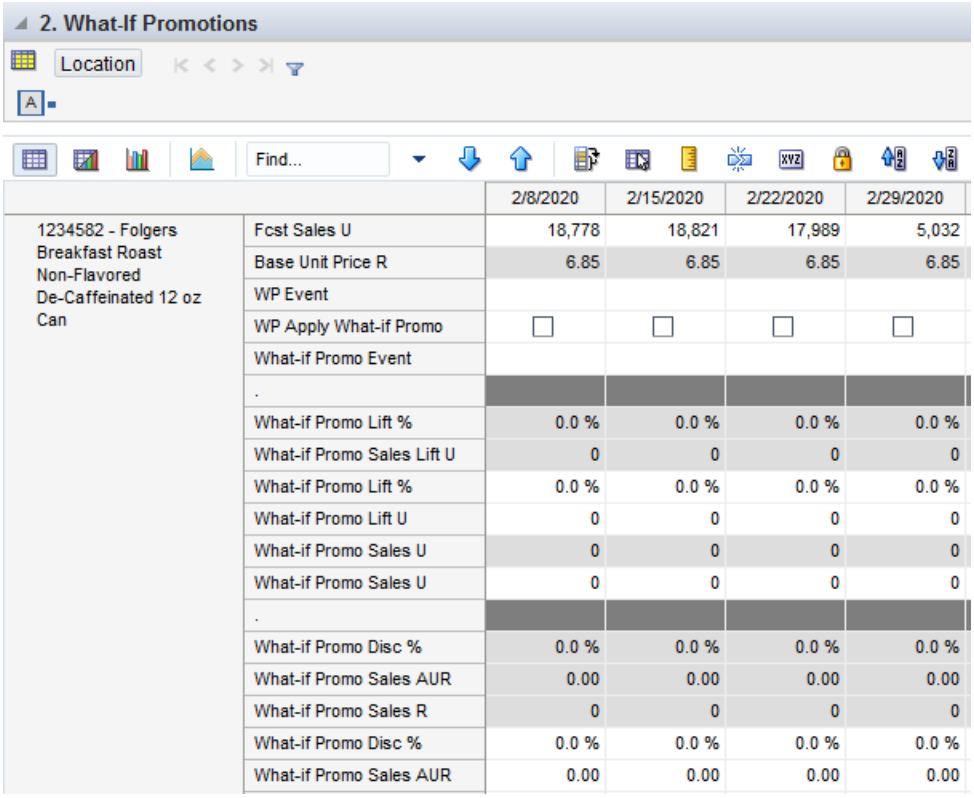
Default Profile

The Default profile is used to plan what-if promotion events to assess the financial impact of different scenarios.

What-if Override Profile

The What-if profile is used to override the existing promotion discounts and lifts if necessary, to assess the financial impact of different scenarios.

Figure 11–18 2. What-if Promotions View with Override



2. What-If Promotions

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Apply What-if Promo	☐	☐	☐	☐
	What-if Promo Event				
	.				
	What-if Promo Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Promo Sales Lift U	0	0	0	0
	What-if Promo Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Promo Lift U	0	0	0	0
	What-if Promo Sales U	0	0	0	0
	What-if Promo Sales U	0	0	0	0
	.				
	What-if Promo Disc %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Promo Sales AUR	0.00	0.00	0.00	0.00
	What-if Promo Sales R	0	0	0	0
	What-if Promo Disc %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Promo Sales AUR	0.00	0.00	0.00	0.00

Measure Table

Table 11–14 2. What-if Promotions with Override View Measures

Label	Definition
What-if Promo Lift % (Override)	The override value for a promotional lift percent associated with the selected What-if Promo Event.
What-if Sales Lift U (Override)	The override unit lift associated with the selected What-if Promo Event.

Table 11–14 (Cont.) 2. What-if Promotions with Override View Measures

Label	Definition
What-if Promo Sales U, R, AUR (Override)	The override value for the what-if Promotional Sales Units, Retail and Average Unit Retail.
What-if Sales Promo Disc % (Override)	The override value for the what-if Promotional discount percent applied to the promotional week.

Custom Menu

Apply WI Promotion

The Apply WI Promotion custom menu is used to copy what-if promotion measure data into the working plan measures. After running the custom menu, what-if promotion measure data will be cleared.

3. What-if Markdowns View

The What-if Markdowns view is used to perform what-if analysis with different markdowns. It allows the planner to view the sales, units and gross margin impacts if a larger or smaller markdown are taken, without changing the working plan measures. If the planner wants to apply the what-if plan to override the working plan, the Apply WI Markdowns custom menu can be run to automatically copy the data to the working plan. Markdowns can be planned by item/week/location cluster or at higher levels in the hierarchy, as necessary.

If the planner needs to override the Markdown Discount % and/or the Markdown Lift %, the measure profile What-if Override may be used to plan a what-if scenario with overridden discounts and lifts.

The steps to complete this process:

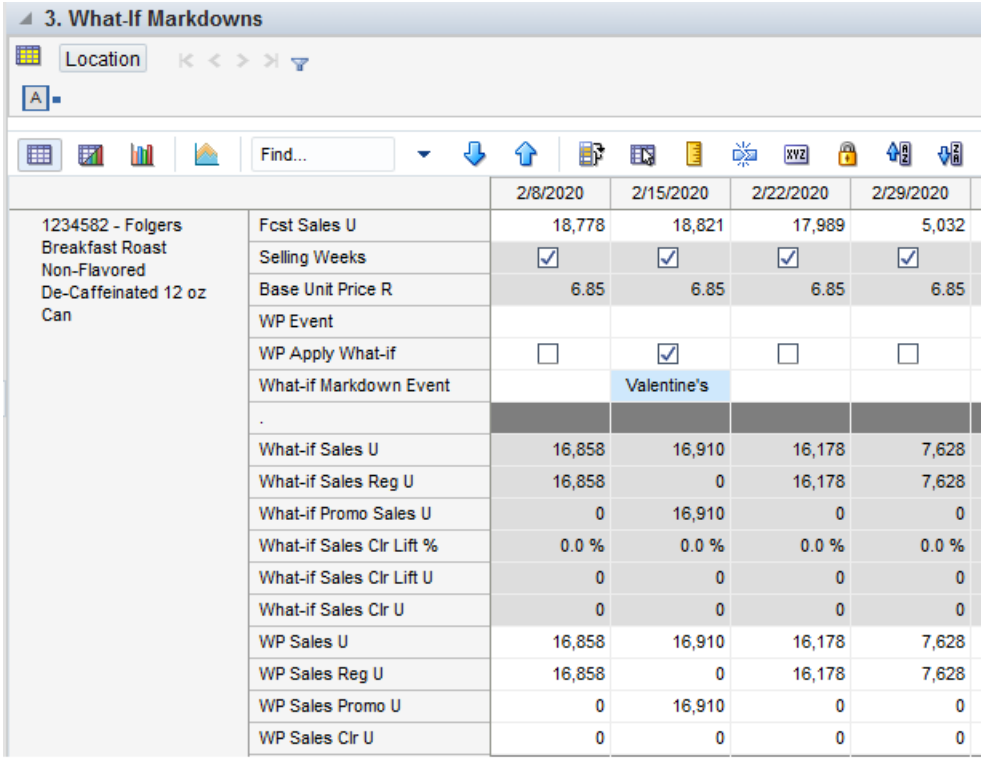
- In the What-if Markdown Event measure, select the what-if markdown event associated with the item/week and click Calculate.
- Review the What-if Clr sales measures to view the sales, unit and gross margin impact of the what-if event.

  Markdown Events and their associated discounts and lifts were set in the Assortment Maintenance workbook and can be referenced in the Review Markdowns Library view.
- If you previously assigned an item to have a markdown, it will be visible in this view as a reference.
- Continue making adjustments to the what-if plan until satisfied with the financial results.
- If you want to copy the what-if plan into the WP, in the WP Apply What-if Markdown Plan measure, check the Boolean for the item/week/cluster that a what-if markdown will occur.
- Run the Apply WI Markdown custom menu to copy the what-if measure data to the WP measure data.

  After running the custom menu, the what-if measure data will be cleared.

Note that if there is a business need to override the markdown discounts and lifts, use the measure profile What-if Override and follow the same process as above using the (Override) measures.

Figure 11–19 3. What-if Markdowns View



3. What-If Markdowns

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Selling Weeks	☑	☑	☑	☑
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Apply What-if	☐	☑	☐	☐
	What-if Markdown Event		Valentine's		
	.				
	What-if Sales U	16,858	16,910	16,178	7,628
	What-if Sales Reg U	16,858	0	16,178	7,628
	What-if Promo Sales U	0	16,910	0	0
	What-if Sales Clr Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Sales Clr Lift U	0	0	0	0
	What-if Sales Clr U	0	0	0	0
	WP Sales U	16,858	16,910	16,178	7,628
	WP Sales Reg U	16,858	0	16,178	7,628
	WP Sales Promo U	0	16,910	0	0
	WP Sales Clr U	0	0	0	0

Measure Table

Table 11–15 3. What-if Markdowns View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Apply What-if Markdown Plan	Boolean measure that when flagged and used in conjunction with the Apply WI Markdown custom menu, copies the what-if markdown plan into the working plan.
What-if Markdown Event	Picklist used to select a what-if markdown event.
What-if Sales U, R, AUR, C, GM R, GM %	The aggregation of What-if Reg, What-if Promo and What-if Clr Sales Units, Retail, Average Unit Retail, Cost, Gross Margin value and Gross Margin percent.
What-if Sales Reg U, R, AUR	What-if Regular Sales Units, Retail, and Average Unit Retail. If a What-if Promotion event is planned, the Regular sales will be cleared.
What-if Sales Clr Lift %	The markdown lift percent associated with the selected What-if Markdown Event.
What-if Sales Clr Lift U	The unit lift associated with the selected What-if Markdown Event.
What-if Sales Promo R, U, AUR	What-if Promotional Sales Retail, Units and Average Unit Retail.
What-if Promo Lift %	The Promotional lift percent associated with the selected What-if promotion applied to the promotional week.
What-if Sales Clr U, R, AUR	What-if Markdown Sales Units, Retail, and Average Unit Retail.

Table 11–15 (Cont.) 3. What-if Markdowns View Measures

Label	Definition
What-if Markdown %	What-if Markdown discount percent applied to the markdown week.

Measure Profiles

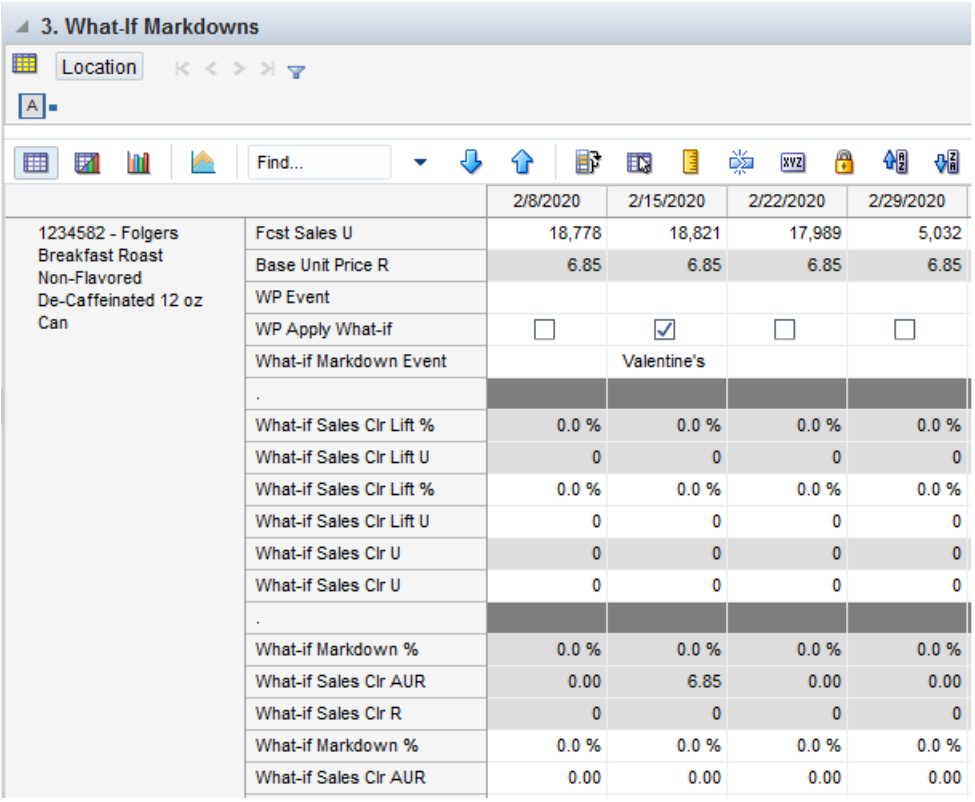
Default Profile

The Default profile is used to plan what-if markdown events to assess the financial impact of different scenarios.

What-if Override Profile

The What-if profile is used to override the existing markdown discounts and lifts if necessary, to assess the financial impact of different scenarios.

Figure 11–20 3. What-if Markdowns View with Override



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Apply What-if	☐	☑	☐	☐
	What-if Markdown Event		Valentine's		
	.				
	What-if Sales Clr Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Sales Clr Lift U	0	0	0	0
	What-if Sales Clr Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Sales Clr Lift U	0	0	0	0
	What-if Sales Clr U	0	0	0	0
	What-if Sales Clr U	0	0	0	0
	.				
	What-if Markdown %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Sales Clr AUR	0.00	6.85	0.00	0.00
	What-if Sales Clr R	0	0	0	0
	What-if Markdown %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Sales Clr AUR	0.00	0.00	0.00	0.00

Measure Table

Table 11–16 3. What-if Markdowns View with Override Measures

Label	Definition
What-if Sales Clr Lift % (Override)	The override value for a markdown lift percent associated with the selected What-if Markdown Event.
What-if Sales Clr Lift U (Override)	The override unit lift associated with the selected What-if Markdown Event.

Table 11–16 (Cont.) 3. What-if Markdowns View with Override Measures

Label	Definition
What-if Sales Clr U, R, AUR (Override)	The override value for the what-if Markdown Sales Units, Retail and Average Unit Retail.
What-if Markdown % (Override)	The override value for the what-if Markdown discount percent applied to the markdown week.

Custom Menus

Apply WI Markdown

The Apply WI Markdown custom menu is used to copy what-if markdown measure data into the working plan measures. After running the custom menu, what-if markdown measure data will be cleared.

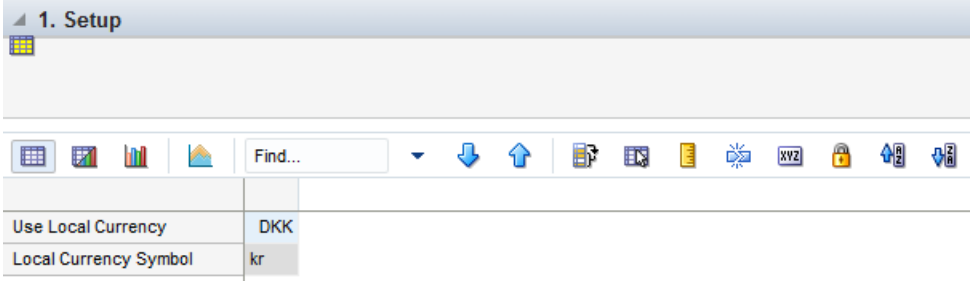
Local Currency Tab

Process Extension

If your business is using the local currency function, follow this process:

- Go to the Local Currency tab and Setup view and select the currency you wish to plan in from the Use Local Currency measure picklist.

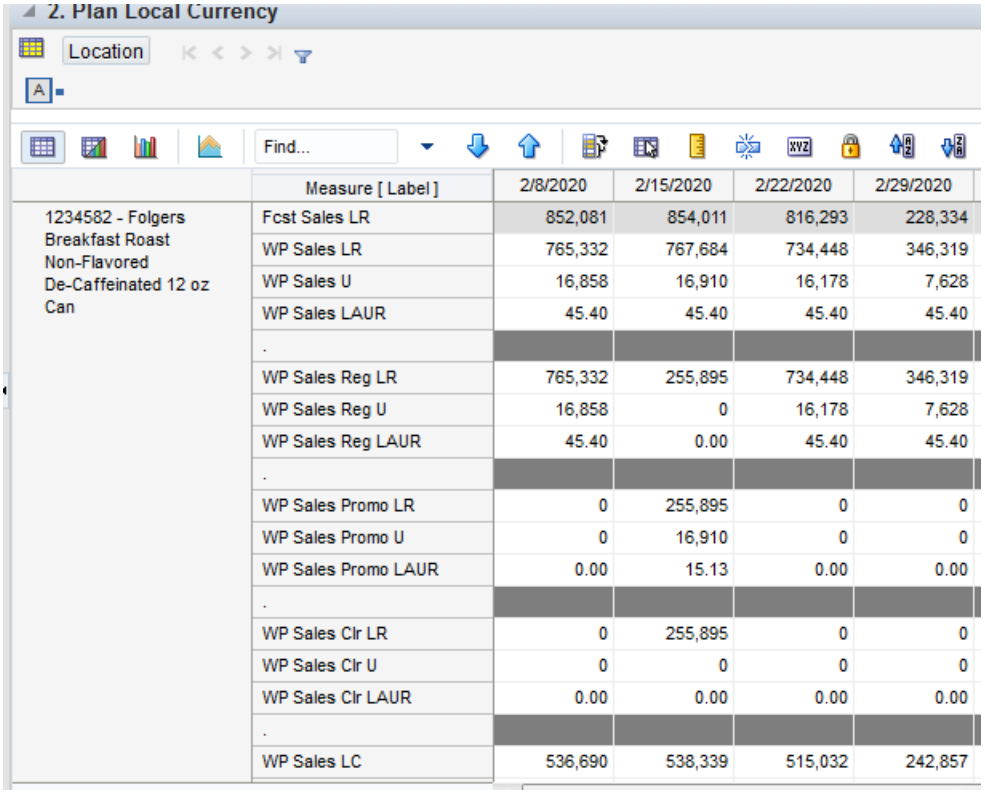
Figure 11–21 1. Setup View



- Run the Convert Local Currency custom menu.
- Go to the Plan Local Currency view to plan item level sales in the local currency.

  Note that local currency is denoted by an L in the measure name to indicate Local Currency, for example WP Sales LR.

Figure 11–22 2. Plan Local Currency View



2. Plan Local Currency

Location

Find...

	Measure [Label]	2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales LR	852,081	854,011	816,293	228,334
	WP Sales LR	765,332	767,684	734,448	346,319
	WP Sales U	16,858	16,910	16,178	7,628
	WP Sales LAUR	45.40	45.40	45.40	45.40
	.				
	WP Sales Reg LR	765,332	255,895	734,448	346,319
	WP Sales Reg U	16,858	0	16,178	7,628
	WP Sales Reg LAUR	45.40	0.00	45.40	45.40
	.				
	WP Sales Promo LR	0	255,895	0	0
	WP Sales Promo U	0	16,910	0	0
	WP Sales Promo LAUR	0.00	15.13	0.00	0.00
	.				
	WP Sales Clr LR	0	255,895	0	0
	WP Sales Clr U	0	0	0	0
	WP Sales Clr LAUR	0.00	0.00	0.00	0.00
	.				
	WP Sales LC	536,690	538,339	515,032	242,857

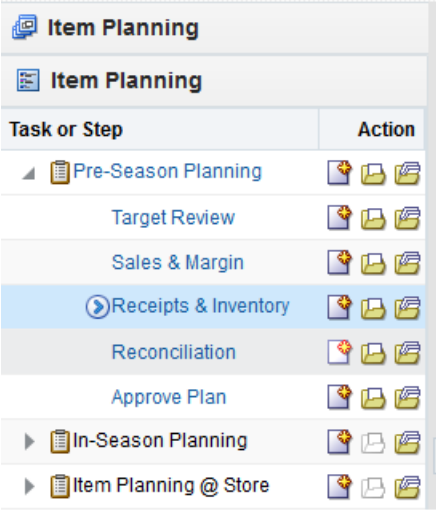
Step 3: Receipts & Inventory

The third step in the Pre-Season Item Planning process is Receipts & Inventory. This step is used to define parameters such as BOS inventory, initial buys, lead time, presentation minimums, and safety stock, among other parameters.

The steps to complete this process:

- Set inventory parameters.
- Seed receipts.
- Adjust receipts and inventory based on the sales plan.

Figure 11–23 Receipts & Inventory Step



Prior to Starting this Step:

- Category target should be set.
- Item sales plans should be completed.

After Completing this Step:

- Reconcile the sales and inventory plan to AP and/or MFP.

Tabs and Views in this Step:

- Setup Tab:

  1. Define Parameters View

  Define Filter/Rollup View

- Receipts and Inventory Tab:

  1. Plan Receipts & Inventory View

Custom Menus

Seed Receipts

The Seed Receipts custom uses populates a weekly receipt plan based on the parameters Order Frequency, Pres Mins, Safety Stock U, and Safety Stock Weeks.

Round Receipts

The Round Receipts custom menu uses the inputs of WP Pack Size U and WP Min Order Quantity to round receipts up to match these parameters.

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Setup Tab

The Setup tab is used to define attribute rollups to be used to view items by attribute and set inventory parameters in order to flow receipts.

1. Define Parameters View

The Define Parameters view is used by the planner to assign inventory and receipt parameters in order to flow receipts. Based on the parameters, the system will calculate the optimal receipt flow to support the sales plan.

The steps to complete this process:

- In the WP Flow Receipts measure, check the Boolean.
- In the WP BOS U, BOS C, and BOS AUC measures, set the expected beginning of season inventory levels for each item, if known.

  If an item is a carryover item, it will inherit its projected EOP for the Start Sell week and populate the BOP.
- Entering a BOS would not be necessary in this scenario.

  Planning the BOS will populate the first week BOP of the Assortment Period, visible in the Receipts and Inventory tab.

  Plan 2 out of the 3 measures to calculate the third value.
- In the WP Initial Buy U, C, and AUC measures, enter the initial buy quantities for each item.

  Plan 2 out of the 3 measures to calculate the third value.
- In the WP Initial Receipt Lead Time measure, enter the number of weeks before the Start Sell week that receipts should be received.
- In the WP Lead Time (Days) measure, enter the number of days it takes for product to arrive from your vendor/supplier to the warehouse or store.

  This measure is used to generate the Immediate Need real time alert in the In-Season Planning workbook, letting you know that your EOP is below your Safety Stock.
- In the WP Lead Time Future (Days) measure, enter the number of buffer days it takes for product to arrive from your vendor/supplier to the warehouse or store.

  This measure is used to generate the Lead Time Future Need real time alert in the In-Season Planning workbook, letting you know that your future EOP is below your Safety Stock.
- In the WP Order Frequency (Weeks) measure, enter how often receipts will arrive.

  For example, entering 1 means that receipts arrive every week, 2 means that receipts arrive every other week.
- In the WP Presentation Min U measure, enter the minimum amount of inventory on the sales floor per store.

  This is used only in calculating the initial buy and can be thought of as a fixture fill.
- In the WP Safety Stock U measure, enter the quantity of units that should be maintained to mitigate the risk of stock-outs.

  Use this measure if you know that a certain unit quantity should be kept on hand for safety stock.

It is recommended to use Safety Stock U or Safety Stock (Weeks), not both, as they are both used to generate a recommended initial buy.

- In the Safety Stock (Weeks) measure, enter the number of weeks of sales that the safety stock should cover.

  Use this measure to use future weeks of sales to generate a dynamic safety stock recommendation.

  It is recommended to use Safety Stock U or Safety Stock (Weeks), not both, as they are both used to generate a recommended initial buy.

- Click Calculate.
- Review the WP Initial Buy U var Recommended % to compare the user set initial buy to the system calculated initial buy that is based on the entered parameters.

  The WP Recommended Initial Buy is based on BOS, Order Frequency, Presentation Minimums, Safety Stock Weeks, Safety Stock U, and the Sales plan.

- Make adjustments to the initial buy quantities to ensure that items are not over or under inventoried.
- In the Tgt WOS measure, enter a target Weeks of Supply.

  This is used in the In-Season workbook to compare the Tgt WOS with the WP WOS.

- In the WP Pack Size U measure, enter how many items come in a pack.

  This measure is used in conjunction with the Round Receipt custom menu to round receipts up to the pack size entered.

  For example, if your pack size is 10 and your receipts are 88, it will round up to 90 to meet the pack size.

- In the WP Min Order Quantity measure, enter a minimum order quantity.

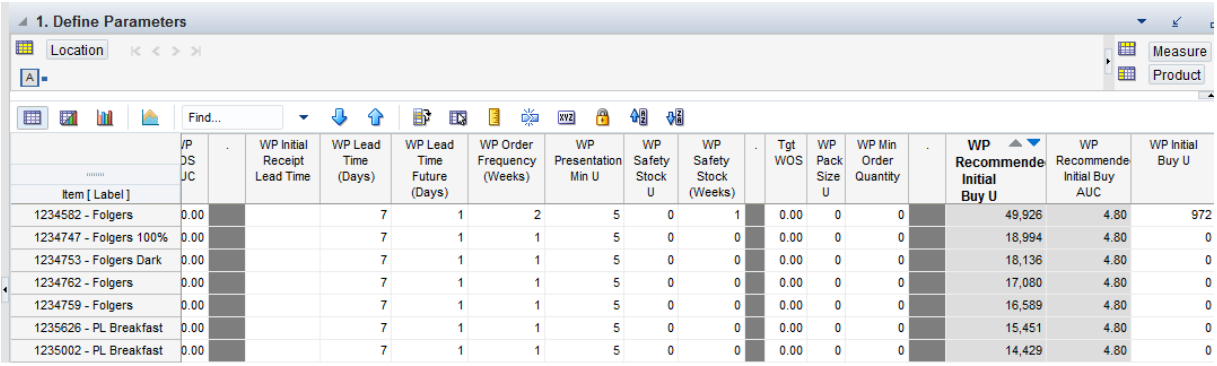
  This measure is used in conjunction with the Round Receipt custom menu to round receipts up to the minimum order quantity entered.

  For example, if your minimum order quantity is 100 and your receipts are 88, it will round up to 100.

- Run the Flow Receipts custom menu to create a weekly receipt flow based on the parameters and the Sales plan.
- Run the Round Receipts custom menu to round receipts using the Pack Size and/or Min Order Quantity measure inputs.

  Review your WP EOP, WP WOS and WP Sell Thru % after running the Round Receipts custom menu to ensure that you are not over-inventoried due to rounding up.

Figure 11–24 1. Define Parameters View



1. Define Parameters

Location | Measure | Product

Find...

Item [Label]	WP BOS UC		WP Initial Receipt Lead Time	WP Lead Time (Days)	WP Lead Time Future (Days)	WP Order Frequency (Weeks)	WP Presentation Min U	WP Safety Stock U	WP Safety Stock (Weeks)		Tgt WOS	WP Pack Size U	WP Min Order Quantity		WP Recommended Initial Buy U	WP Recommended Initial Buy AUC	WP Initial Buy U
1234582 - Folgers	0.00			7	1	2	5	0	1		0.00	0	0		49,926	4.80	972
1234747 - Folgers 100%	0.00			7	1	1	5	0	0		0.00	0	0		18,994	4.80	0
1234753 - Folgers Dark	0.00			7	1	1	5	0	0		0.00	0	0		18,136	4.80	0
1234762 - Folgers	0.00			7	1	1	5	0	0		0.00	0	0		17,080	4.80	0
1234759 - Folgers	0.00			7	1	1	5	0	0		0.00	0	0		16,589	4.80	0
1235626 - PL Breakfast	0.00			7	1	1	5	0	0		0.00	0	0		15,451	4.80	0
1235002 - PL Breakfast	0.00			7	1	1	5	0	0		0.00	0	0		14,429	4.80	0

Measure Table

Table 11–17 1. Define Parameters View Measures

Label	Definition
WP Flow Receipts	A Boolean flag measure which is required to be checked to calculate receipt quantity and flow based on set parameters and the sales plan.
WP BOS U, C AUC	The planned Beginning of Season Units, Cost, and Average Unit Retail which will populate the Beginning of Period (BOP) of the Assortment Period.
WP Initial Buy U, C, AUC	The planned initial buy Units, Cost, and Average Unit Retail.
WP Initial Buy U var Recommended %	The variance between the planner input Initial Buy and the system-recommended Initial Buy.
WP Recommended Initial Buy U, AUC	The system calculated recommend initial buy Units and Average Unit Cost based on Order Frequency, Presentation Minimums, Safety Stock Weeks, Safety Stock U, and the Sales plan.
WP Initial Receipt Lead Time	The number of weeks before the start sell week that the receipts should arrive. The planner has the ability to select the number of weeks from a picklist, with the maximum value being set in the Assortment Period Maintenance workbook.
WP Lead Time (Days)	The number of days it takes for product to arrive from your vendor/supplier to the warehouse or store. This measure is used to generate the Immediate Need real time alert in the In-Season Planning workbook, letting you know that your EOP is below your Safety Stock.
WP Lead Time Future (Days)	The number of buffer days it takes for product to arrive from your vendor/supplier to the warehouse or store. This measure is used to generate the Lead Time Future Need real time alert in the In-Season Planning workbook, letting you know that your future EOP is below your Safety Stock.
WP Order Frequency (Weeks)	How often, in weeks, receipts arrive.
WP Presentation Min U	The minimum amount of inventory on the sales floor per store. This is used only in calculating the initial buy and can be thought of as a fixture fill.
WP Safety Stock U	Unit quantity maintained to mitigate the risk of stockouts. It is used for the initial buy as well as for subsequent receipt drops.

Table 11–17 (Cont.) 1. Define Parameters View Measures

Label	Definition
WP Safety Stock (Weeks)	The number of future weeks of sales that additional units should be maintained to mitigate the risk of stockouts, based on future sales weeks. It is used for the initial buy as well as for subsequent receipt drops.
Tgt WOS	The planner entered targeted WOS by item/cluster, used in the Overage Real Time Alert.
WP Pack Size U	The number of units that come in a pack, used to round up receipts.
WP Min Order Quantity	The minimum order quantity, used to round up receipts.

Measure Profile

Default Profile

The Default profile is used to assign receipt parameters before flowing receipts.

Custom Menus

Flow Receipts

The Flow Receipts custom uses populates a weekly receipt plan based on the parameters Order Frequency, Pres Mins, Safety Stock U, and Safety Stock Weeks.

Round Receipts

The Round Receipts custom menu uses the inputs of WP Pack Size U and WP Min Order Quantity to round receipts up to match these parameters.

Define Filter/Rollup View

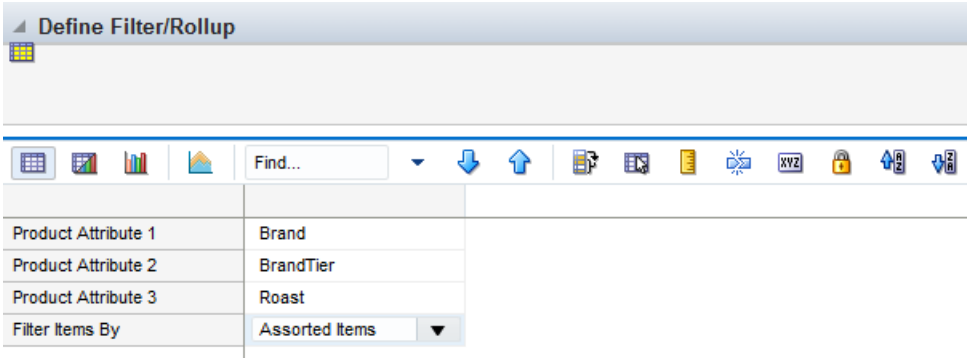
The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The steps to complete this process:

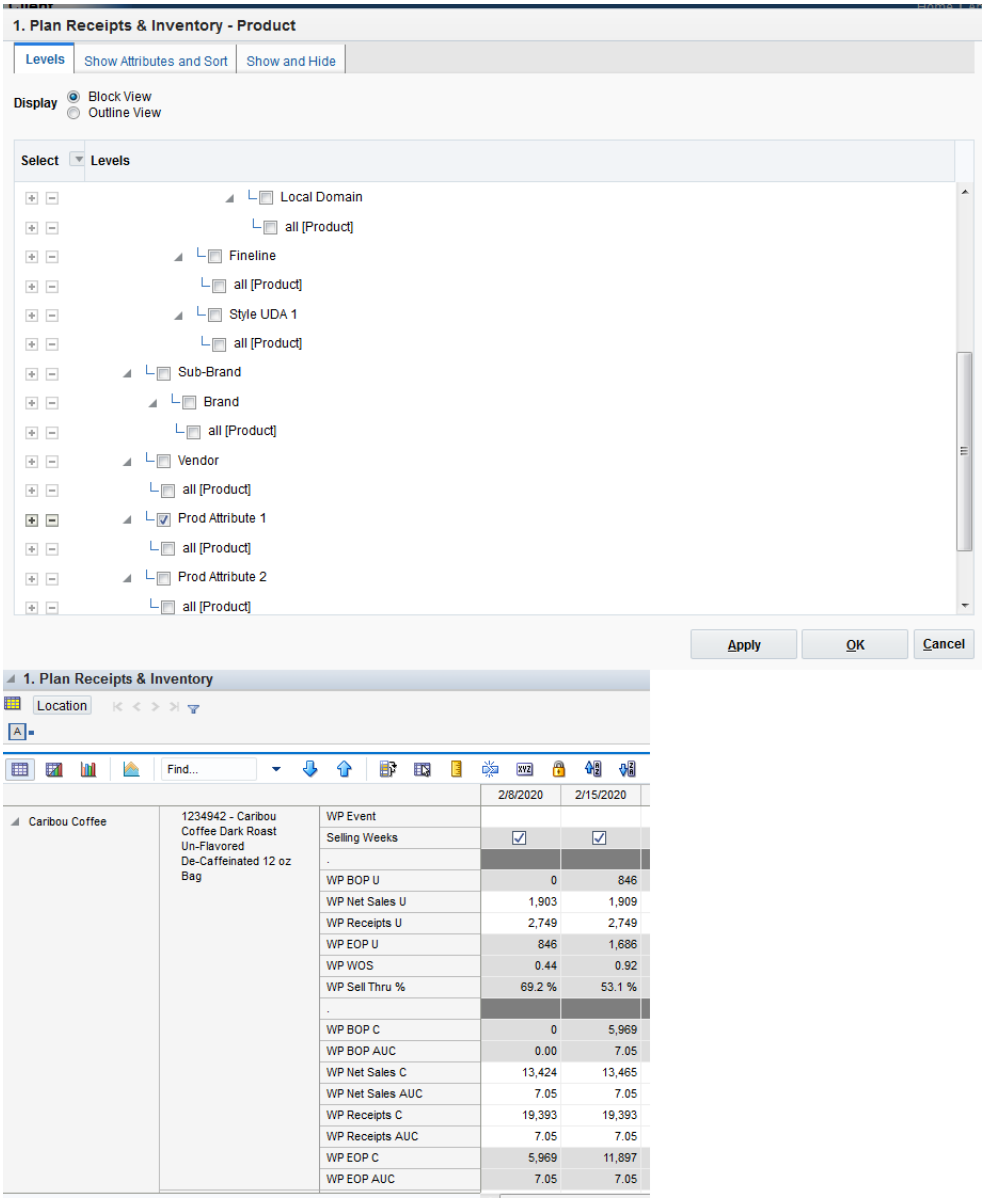
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 11–25 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 11–26 Define Filter/Rollup View



Measure Table

Table 11–18 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.
Filter Items By:	Picklist used to select a real-time alert to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Receipts and Inventory Tab

The Receipts and Inventory tab is used to adjust weekly sales and receipts to create an inventory plan for reconciliation and approval.

1. Plan Receipts & Inventory View

The Plan Receipts & Inventory view is used by the planner to adjust net sales if necessary and adjust the receipt plan to meet sales needs based on business knowledge of constraints.

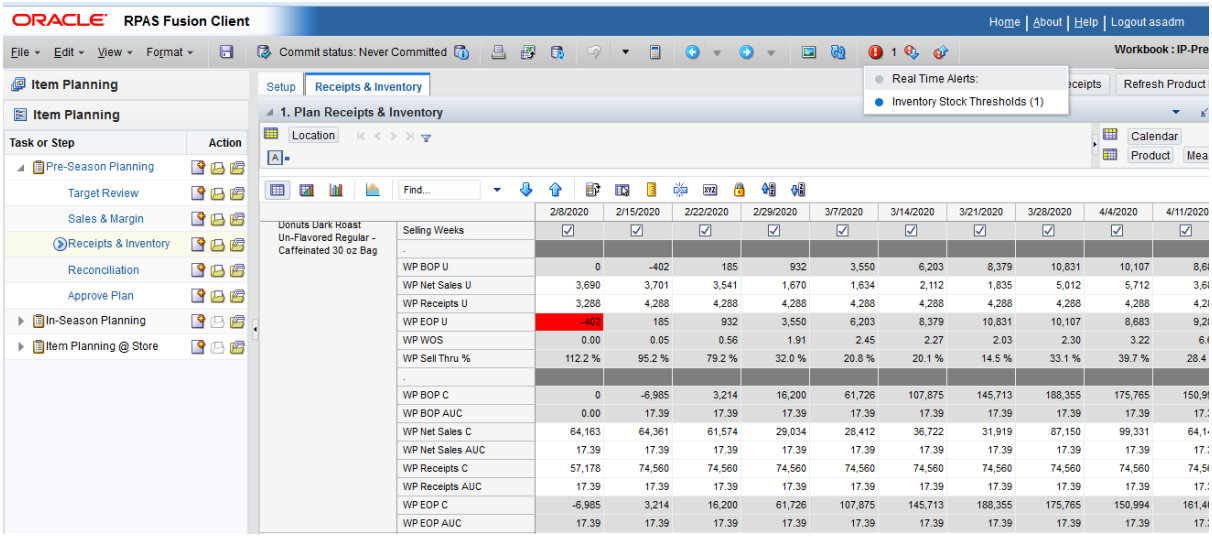
The steps to complete this process:

- Review the WP Net Sales U and make adjustments if necessary.
- Review the WP Receipts U and make adjustments to quantities or delivery weeks based on business knowledge.
- Review the WP EOP U to ensure there are not over or under stock issues.

  If the receipt plan does not support the sales plan, a Real Time Alert will be activated to alert you that action is needed.

  Adjust the sales or the receipt plan to resolve the Real Time Alert.

Figure 11–27 1. Plan Receipts & Inventory View



- Review the WP WOS to view the calculated Weeks of Supply based on the sales and receipt plan.

  For each week, WOS is calculated as the number of future weeks of sales covered by the current period's EOP U.

Figure 11–28 1. Plan Receipts & Inventory View

1. Plan Receipts & Inventory

Location | Calendar | Product

		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	4/18/2020	4/25/2020	5/2/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	WP Event													
	Selling Weeks	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
	.													
	WP BOP U	25	22,839	25,601	29,095	41,139	53,346	63,370	74,656	71,430	65,004	67,822	76,820	85,955
	WP Net Sales U	16,858	16,910	16,178	7,628	7,465	9,648	8,386	22,898	26,098	16,854	10,674	10,537	7,398
	WP Receipts U	39,672	19,672	19,672	19,672	19,672	19,672	19,672	19,672	19,672	19,672	19,672	19,672	19,672
	WP EOP U	22,839	25,601	29,095	41,139	53,346	63,370	74,656	71,430	65,004	67,822	76,820	85,955	98,229
	WP WOS	1.37	2.24	3.52	3.68	3.48	3.36	3.82	4.98	4.86	4.64	4.36	4.02	3.50
	WP Sell Thru %	42.5 %	39.8 %	35.7 %	15.6 %	12.3 %	13.2 %	10.1 %	24.3 %	28.6 %	19.9 %	12.2 %	10.9 %	7.0 %
	.													
	WP BOP C	7,961,415	8,058,991	7,977,793	7,994,572	7,957,942	8,016,558	7,970,230	8,024,421	7,914,472	7,883,617	7,802,686	7,845,892	7,795,294
	WP BOP AUC	319007.71	352.86	311.62	274.77	193.44	150.27	125.77	107.49	110.80	121.28	115.05	102.13	90.69
	WP Net Sales C	80,949	81,197	77,682	36,630	35,844	46,328	40,269	109,949	125,316	80,930	51,255	50,598	35,524
	WP Net Sales AUC	4.80	4.80	4.80	4.80	4.80	4.80	4.80	4.80	4.80	4.80	4.80	4.80	4.80
	WP Receipts C	178,524	0	94,461	0	94,461	0	94,461	0	94,461	0	94,461	0	0
	WP Receipts AUC	4.50	0.00	4.80	0.00	4.80	0.00	4.80	0.00	4.80	0.00	4.80	0.00	0.00
	WP EOP C	8,058,991	7,977,793	7,994,572	7,957,942	8,016,558	7,970,230	8,024,421	7,914,472	7,883,617	7,802,686	7,845,892	7,795,294	7,759,771
	WP EOP AUC	352.86	311.62	274.77	193.44	150.27	125.77	107.49	110.80	121.28	115.05	102.13	90.69	79.00

- Review the WP Sell Thru % as a reference value to see how fast inventory is projected to sell through.

  For each week, Sell Thru % is calculated as Net Sales Units / (BOP U + Receipts U).

- Review the Cost measures.

Repeat this process for each item and cluster in the assortment.

Note that you can use Product Attributes to roll up your items by attributes. For example, this can be used to view inventory levels by attributes that are important to the category, to make sure that receipts are invested for important attributes.

Measure Table

Table 11–19 1. Plan Receipts & Inventory View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
Selling Weeks	A Boolean flag measure used to indicate the week the item begins selling in the assortment.
WP BOP U, C, AUC	The calculated Beginning of Period Units, Cost, and Average Unit Cost.
Net Sales U, C, AUC	Net Sales Units, Cost, and Average Unit Cost.
Receipts U, C, AUC	Receipts Units, Cost, and Average Unit Cost.
EOP U, C, AUC	The calculated End of Period Units, Cost and Average Unit.
WP WOS	The number of future weeks of sales that will be covered by the current week's EOP U.
Sell Thru %	The percent of inventory that will be sold during a period, calculated as Net Sales Units / (BOP U + Receipts U).

Real Time Alerts

Inventory Stock Thresholds

Alerts the user that the EOP Units is negative. Adjust the sales or the receipt plan to resolve the alert. The alert is activated when EOP falls below the pres min, safety stock U, and safety stock weeks measures.

Measure Profiles

Default Profile

The Default profile is used to plan weekly receipts to cover the sales plan based on EOP inventory objectives.

Last Year Profile

The Last Year profile is used to compare the WP weekly receipts and inventory levels to last year values.

Original Plan Profile

The Original Plan profile is used to compare the WP weekly receipts and inventory levels to an approved Original Plan.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Step 4: Reconciliation

The fourth step in the Pre-Season Item Planning process is to reconcile the sales and inventory plans with Assortment Planning and Merchandise Financial Planning. The Reconciliation process is important to ensure that item level plans, which will be executed through inventory purchases, align with the higher-level targets that were set in AP and MFP. If the Item Plan does not reconcile with AP and MFP, the planner will need to revisit the plan and make item level adjustments until the plan is within an acceptable variance to the targets.

The steps to complete this process:

- Review the variances of the Item Plan to AP and MFP.
- Make adjustments to the Item Plan until you are within a business-defined acceptable variance.

Prior to Starting this Step:

- An approved Assortment Plan Current Plan should be completed.
- An approved Merchandise Financial Plan Current Plan should be completed.
- Item sales and receipt plans should be completed.
- Acceptable variances to MFP and AP should be defined.

After Completing this Step:

- Self-approve the Item Plan to the Original Plan (OP) version.

Views in this Step:

1. Reconcile to Assortment Plan View

2. Reconcile to MFP View

Define Filter/Rollup View

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

1. Reconcile to Assortment Plan View

The Reconcile to Assortment Plan view is used by the planner to compare the working plan of the item plan to the approved Assortment Plan (AP CP) for each item and cluster.

The steps to complete this process:

- Review WP Sales var AP CP % measures to identify variances that are outside of acceptable parameters.

  Review Sales R, Sales U, Sales C, and GM variances to ensure that all of the financials meet targets.

- Make adjustments to the sales and the receipt plans to be within an acceptable variance.

Repeat this process for each item and cluster in the assortment.

Figure 11–29 1. Reconcile to Assortment Plan View

1. Reconcile to Assortment Plan

Location

Find...

	Measure [Label]	2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	AP CP Sales R	120,314	120,524	115,196	33,892
	AP CP Sales U	18,810	18,851	18,014	4,958
	AP CP Sales AUR	6.40	6.39	6.39	6.84
	AP CP Sales C	90,124	90,281	86,299	23,754
	AP CP Sales AUC	1.33	1.33	1.33	1.43
	AP CP GM R	30,190	30,243	28,897	10,137
	AP CP GM R %	25.1 %	25.1 %	25.1 %	29.9 %
	.				
	WP Sales R	115,435	110,000	110,776	52,235
	Tgt Sales R var AP CP %	-4.1 %	-8.7 %	-3.8 %	54.1 %
	WP Sales U	16,858	16,910	16,178	7,628
	Tgt Sales U var AP CP %	-10.4 %	-10.3 %	-10.2 %	53.9 %
	WP Sales AUR	6.85	6.51	6.85	6.85
	WP Sales C	80,949	81,197	77,682	36,630
	Tgt Sales C var AP CP %	-10.2 %	-10.1 %	-10.0 %	54.2 %
	WP Sales AUC	4.80	4.80	4.80	4.80
	WP GM R	34,486	28,803	33,094	15,605
	Tgt GM R var AP CP %	14.2 %	-4.8 %	14.5 %	53.9 %

Measure Table

Table 11–20 1. Reconcile to Assortment Plan View Measures

Label	Definition
AP CP Sales R, U, AUR, C, AUC, GM R, GM %	Assortment Planning Current Plan Sales Retail, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value, Gross Margin percent.
WP Sales R, U, AUR, C, AUC, GM R, GM %	Item Plan Working Plan Sales Retail, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value, Gross Margin percent.

Measure Profile

Default Profile

The Default profile is used to view Item Plan variances to the Assortment Plan Current Plan (AP CP).

Custom Menus

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

2. Reconcile to MFP View

The Reconcile to MFP view is used by the planner to compare the working plan of the item plan to the approved MFP Current Plan (MFP CP) for each subcategory and cluster.

The steps to complete this process:

- Review WP Sales var MFP CP % measures to identify variances that are outside of acceptable parameters.

  Review Sales R, Sales U, Sales C, and GM variances to ensure that all of the financials meet targets.

- Make adjustments to the sales and the receipt plans to be within an acceptable variance.

Repeat this process for each subcategory and cluster in the assortment.

Note that if a Location Plan is not available, the MFP CP view displays the MFP Current Plan by subcategory spread to Location using last year's location sales' proportionality. If a Location Plan is available, the MFP CP view displays the MFP Current Plan by subcategory spread to Location using the Location Plan CP sales' proportionality.

Figure 11–30 2. Reconcile to MFP View

2. Reconcile to MFP

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
Ground	MFP CP Sales R	2,448,953	2,402,896	2,370,234	1,008,939
	MFP CP Sales U	245,736	248,000	235,317	90,444
	MFP CP Sales AUR	9.97	9.69	10.07	11.16
	MFP CP Sales C	1,684,483	1,653,332	1,630,376	650,028
	MFP CP Sales AUC	6.85	6.67	6.93	7.19
	MFP CP GM R	764,469	749,564	739,858	358,911
	MFP CP GM R %	31.2 %	31.2 %	31.2 %	35.6 %
	.				
	WP Sales R	2,254,880	2,256,034	2,163,887	1,020,353
	WP Sales R var MFP CP %	-7.9 %	-6.1 %	-8.7 %	1.1 %
	WP Sales U	236,210	236,937	226,678	106,887
	WP Sales U var MFP CP %	-3.9 %	-4.5 %	-3.7 %	18.2 %
	WP Sales AUR	9.55	9.52	9.55	9.55
	WP Sales C	1,503,583	1,508,213	1,442,908	680,384
	WP Sales C var MFP CP %	-10.7 %	-8.8 %	-11.5 %	4.7 %
	WP Sales AUC	6.37	6.37	6.37	6.37
	WP GM R	751,297	747,821	720,979	339,968
	WP GM R var MFP CP %	-1.7 %	-0.2 %	-2.6 %	-5.3 %

Measure Table

Table 11–21 2. Reconcile to MFP View Measures

Label	Definition
MFP CP Sales R, U, AUR, C, AUC, GM R, GM %	Merchandise Financial Planning Current Plan Sales Retail, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value, Gross Margin percent.
WP Sales R, U, AUR, C, AUC, GM R, GM %	Item Plan Working Plan Sales Retail, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value, Gross Margin percent.

Measure Profile

Default Profile

The Default Profile is used to view Item Plan variances to the MFP Current Plan (MFP CP).

Define Filter/Rollup View

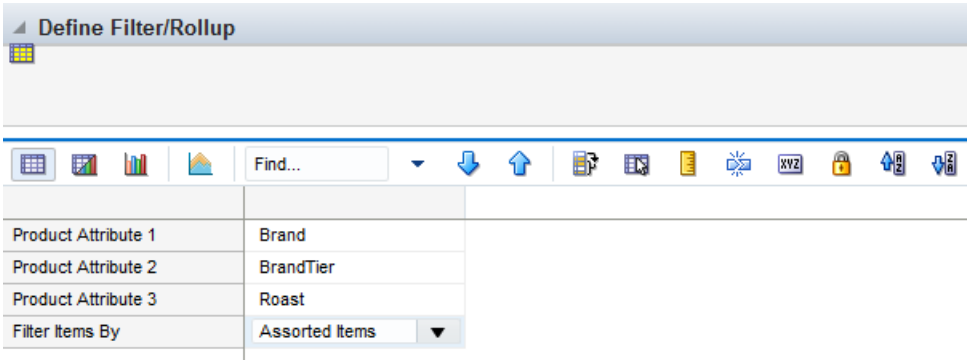
The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The steps to complete this process:

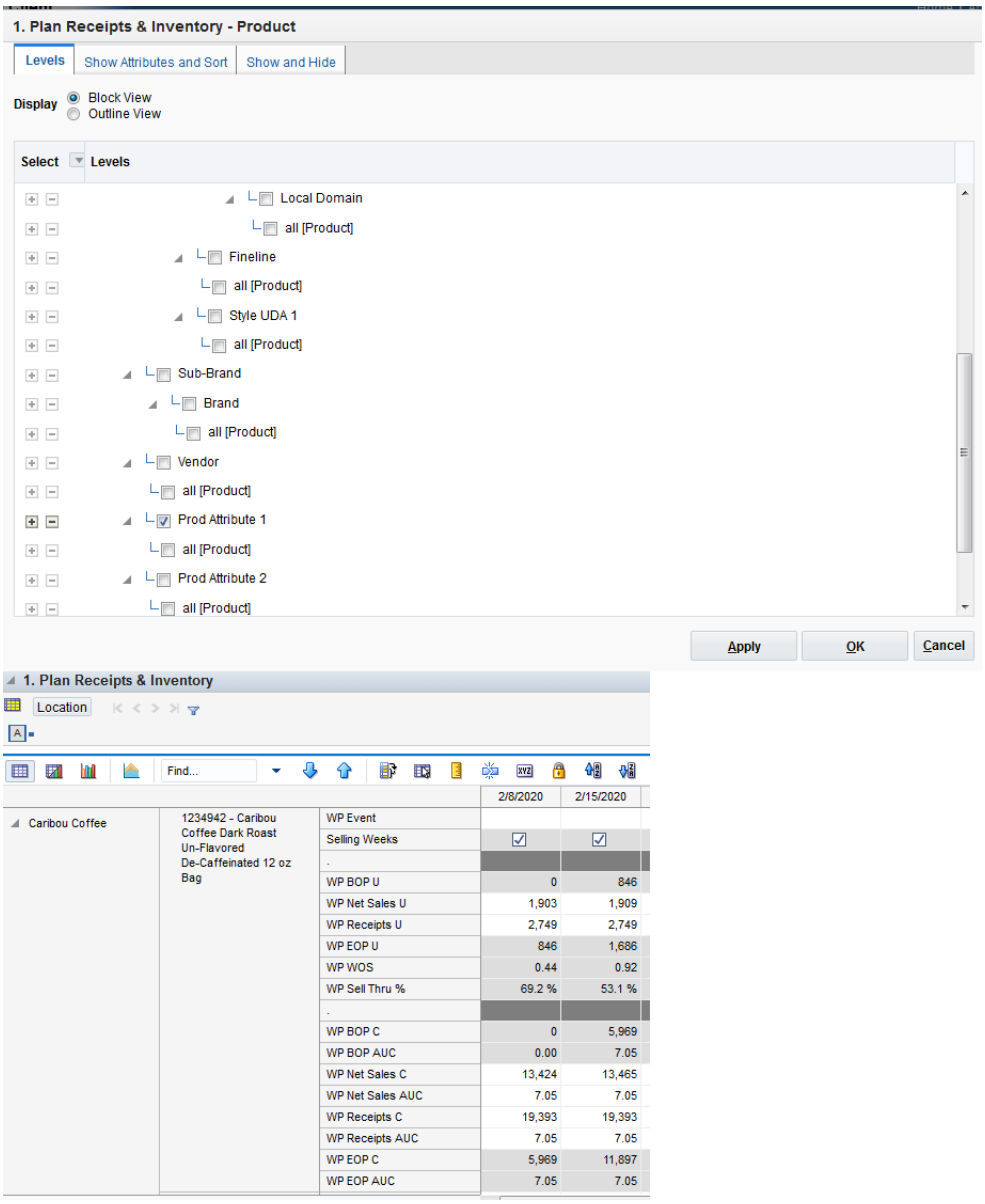
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 11–31 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 11–32 Define Filter/Rollup View



Measure Table

Table 11–22 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.

Table 11–22 (Cont.) Define Filter/Rollup View Measures

Label	Definition
Filter Items By:	Picklist used to select a real-time alert to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Step 5: Approval

The fifth and final step in the Item Planning process is Approval. This step approves the item plans that you have created, analyzed, and reviewed for accuracy.

The output of this step is an approved Item Plan Original Plan and Current Plan.

The step to complete this process:

- Approve the item plan.

Prior to Starting this Step:

- Thoroughly analyze and review the item plans by cluster to ensure they meet the financial goals of the category.

After Completing this Step:

- Begin In-Season Planning.

View in this Step:

1. Approve Plan View

Custom Menu

Approve

The Approve custom menu copies data from the Working Plan (WP) to the Original Plan (OP) and to the Current Plan (CP).

1. Approve Plan View

The steps to complete this process:

- In the WP Approve to OP/CP measure, check the Boolean flag for the subcategories and clusters that should be approved.

  If all subcategories and clusters should be approved at once, roll up to All Product and All Location and check the Approve to OP measure at that level.

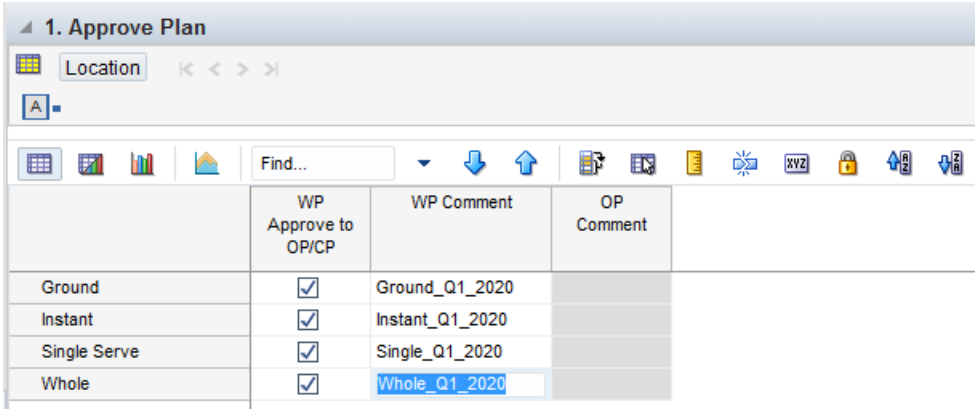
- In the WP Comment measure, enter approval comments.

  The WP Approval Comments will be copied to the OP Approval Comments and concatenated with the approver's ID, for future reference in this view.

- Run the Approve custom menu.

  Note that the Approve custom menu creates the OP and CP versions of the plan.

Figure 11–33 1. Approve Plan View



Measure Table

Table 11–23 1. Approve Plan View Measures

Label	Definition
WP Approve to OP/CP	Boolean flag measure required to be checked in order to approve the Working Plan Item Plan to the Original Plan and the Current Plan.
WP Comments	Comments entered here will be copied to the OP Approval Comments and concatenated with the approver's ID, for future reference in this view.
OP Comments	Original Plan comments used as a reference.

Measure Profile

Default Profile

The Default profile is used to approve the Item Plan to the OP and CP versions.

Custom Menus

Approve

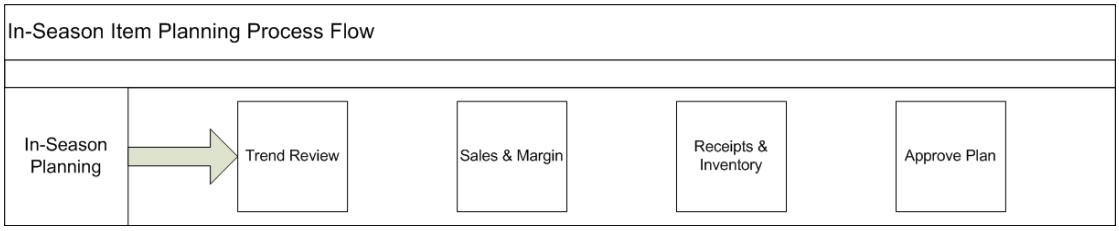
The Approve custom menu copies data from the Working Plan (WP) to the Original Plan (OP) and Current Plan (CP).

12

In-Season Item Planning

Once the assortment period has begun, in-season planning begins. The planner now uses the plan created in the pre-season planning process as the benchmark for successful in-season planning. To begin the in-season planning process, the planner reviews trends, ranks, and filters items by relevant KPIs, and is able to make keep/add/drop decisions based on actual performance. The planner will then review and update sales, promotions, and markdown plans based on trends. Once sales have been replanned, an update receipt plan should be entered based on how items are performing.

Figure 12–1 In-Season Item Planning Process Flow



Key Concepts

Real-Time Alerts

Real-Time Alerts allow the planner to manage by exception. When dealing with large amounts of data at the Item/Location level, it can be difficult to search for and find items/locations that are performing outside of expectations. Real-Time Alerts solve that issue by highlight the most common issues and presenting them in an actionable format for the planner to resolve. Real-Time Alerts help to simplify business processes by focusing the planner's attention on prioritized, value-based activities.

Typical Business Users

The typical business user who completes this task will be an Assortment Planner. The Planner usually will have completed the Pre-Season planning process, and is now ready to update that plan based on actuals and trends.

Process Extension

Local Currency

Local Currency refers to the ability to plan in more than one currency if your business operates in multiple countries with different currencies. Multiple currencies and their exchange rates can be managed within Item Planning, allowing the planner to choose which currency they would like to plan in. Data will be stored in the one global currency, and within a workbook, users can switch between currencies as business needs dictate.

Data Requirements

- Approved location clusters
- Location hierarchy
- Product hierarchy
- Calendar hierarchy
- Sales Retail, Sales Unit, and Cost actuals
- Customer Returns actuals
- Direct/ecommerce actuals
- Item attributes and attribute values
- Price elasticity entered by the Administrator
- Promotional lifts entered by the Administrator
- Markdown lifts entered by the Administrator

In-Season Item Planning Process Steps

The high-level steps to complete this process:

- Review trends based on actual performance.
- Replan Sales and Margin by item.
- Replan receipt and inventory by item.
- Review and resolve real-time alerts.
- Compare the new plan to the Original Plan and to MFP.
- Approve the item plan to the Current Plan.

Create the In-Season Item Planning Workbook

To create the In-Season Item Planning workbook:

1. Click the **Create New Workbook** icon in the In-Season Item Planning task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to plan and click **Next**.
3. In Select Product, select one or multiple subcategories and click **Next**.
4. In Select Cluster Source, select the assortment group for which the clusters have been assigned and click **Next**.

This selection allows the planner to select which cluster source to use if the weeks selected in the Calendar selection overlap Assortment Periods.

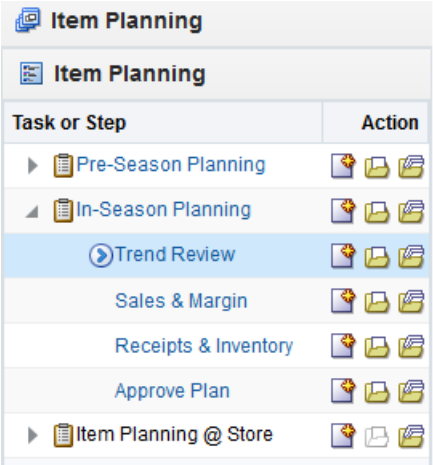
5. In Select Clusters, select the clusters that will receive this assortment and click **Finish**:
   - The Location Clusters visible in the wizard are pre-ranged to the Assortment Period selected in the previous screen.
   - Even though Location is visible in the wizard, the lowest level available in the workbook is Cluster.

   The In-Season Item Planning workbook is built.

Step 1: Trend Review

The first step in the In-Season Item Planning process is Trend Review. The planner can select KPIs to review for Season To Date (STD), which are elapsed periods and Balance to Achieve (BTA), which are the remaining unelapsed periods in the workbook. Based on these trends, Keep/Add/Drop decisions can be made for existing and new items.

Figure 12–2 Trend Review Step



Prior to Starting this Step:

- A pre-season Item Plan should be approved.
- STD/BTA should be set up through the batch process.

After Completing this Step:

- Replan sales and margin by item.

View in this Step:

1. Filters and Parameters View
2. Trend Analysis View
3. Keep/Add/Drop View

1. Filters and Parameters View

The Filters and Parameters view is used to select the KPIs that will be used in the Trend Analysis view.

The steps to complete this process:

- In the Rank by (KPI) measure, select the KPI that you wish to review in Trend Analysis.

  For example, if you select Sales U, then it will use the CP Sales U to rank items.

- If checked, the Rank by Actuals Only Boolean flag measure will rank items by actual sales results only.

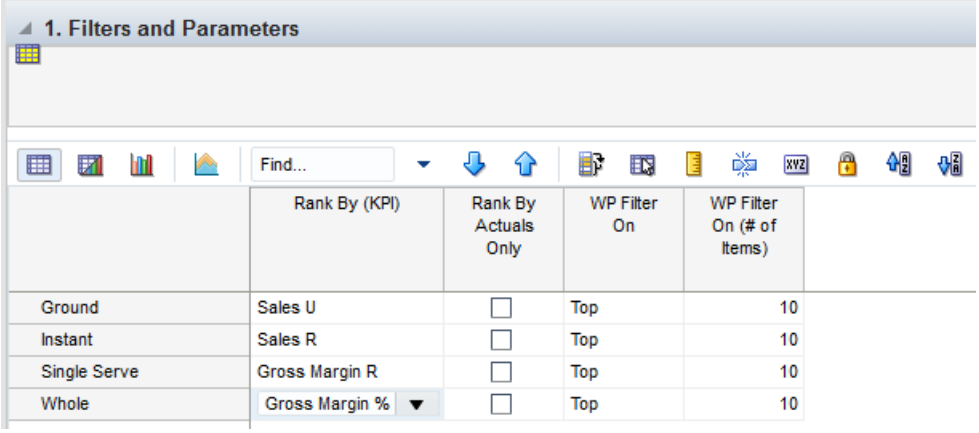
  If left unchecked, the ranking will be based on actuals and plan.

- In the WP Filter On and WP Filter On (# of Items) measures default to Top and 10, which will show the top 10 items in the Trend Analysis view.

  You can also choose to show the lowest ranked items by selecting Bottom from the WP Filter On measure picklist.

- Click Calculate to set your selections for view in the Trend Analysis view.

Figure 12–3 1. Filters and Parameters View



Measure Table

Table 12–1 1. Filters and Parameters View Measures

Label	Definition
Rank By (KPI)	Key Performance Indicators that can be used to rank items in the Trend Analysis view.
Rank by Actuals Only	When this Boolean flag is selected, the Trend Analysis view will only show Season To Date actuals.
WP Filter On	Picklist that allows the planner to select whether to rank the top or bottom items in the Trend Analysis view.
WP Filter On (# of Items)	A planner-entered number, defaulted at 10, to show the chosen number of items in the Trend Analysis view.

Measure Profile

Default Profile

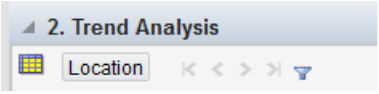
The Default profile is used to select KPIs and set parameters for review in the Trend Analysis view.

2. Trend Analysis View

The Trend Analysis view is used to view Season To Date (STD) or Balance To Achieve (BTA) sales data to view variance to plan, as well as to facilitate focusing on exceptions through top and bottom item performance reviews.

The steps to complete this process:

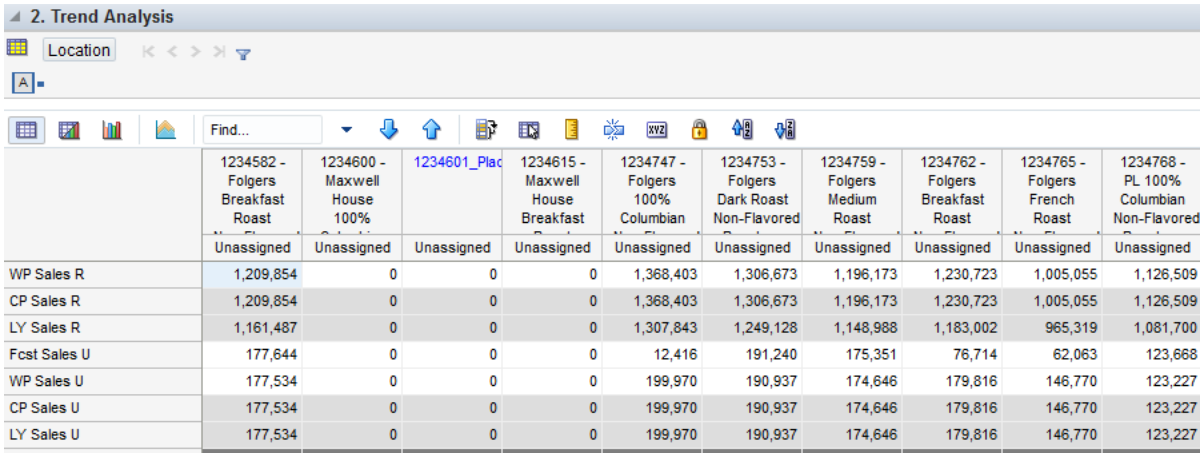
- Refresh the Filter Item icon.



- Review the performance of the items by the parameter and filters that were defined in the Filters and Parameters view, using the variance measures to compare to CP and LY.
- Update the KPI, filter, and parameters as necessary and review the results in the Trend Analysis view.

  Remember to refresh the Filter Icon when you make changes to the filters or parameters.
- These reviews can be done by cluster or channel.

Figure 12–4 2. Trend Analysis View



	1234582 - Folgers Breakfast Roast	1234600 - Maxwell House 100%	1234601_Plac	1234615 - Maxwell House Breakfast	1234747 - Folgers 100% Columbian	1234753 - Folgers Dark Roast Non-Flavored	1234759 - Folgers Medium Roast	1234762 - Folgers Breakfast Roast	1234765 - Folgers French Roast	1234768 - PL 100% Columbian Non-Flavored
	Unassigned	Unassigned	Unassigned	Unassigned	Unassigned	Unassigned	Unassigned	Unassigned	Unassigned	Unassigned
WP Sales R	1,209,854	0	0	0	1,368,403	1,306,673	1,196,173	1,230,723	1,005,055	1,126,509
CP Sales R	1,209,854	0	0	0	1,368,403	1,306,673	1,196,173	1,230,723	1,005,055	1,126,509
LY Sales R	1,161,487	0	0	0	1,307,843	1,249,128	1,148,988	1,183,002	965,319	1,081,700
Fcst Sales U	177,644	0	0	0	12,416	191,240	175,351	76,714	62,063	123,668
WP Sales U	177,534	0	0	0	199,970	190,937	174,646	179,816	146,770	123,227
CP Sales U	177,534	0	0	0	199,970	190,937	174,646	179,816	146,770	123,227
LY Sales U	177,534	0	0	0	199,970	190,937	174,646	179,816	146,770	123,227

Measure Table

Table 12–2 2. Trend Analysis View Measures

Label	Definition
Sales R, U, GM $, GM %	Sales Retail, Units, Gross Margin value and Gross Margin percent.
ROS	The weekly rate of sales for the item/cluster/calendar periods that were selected in the wizard process.

Measure Profile

Default Profile

The Default profile is used to view trends using selected KPIs.

3. Keep/Add/Drop View

The Keep/Add/Drop view is used to make In-Season decisions about whether to add or drop items from the assortment, based on actual performance and trend analysis.

The steps to complete this process:

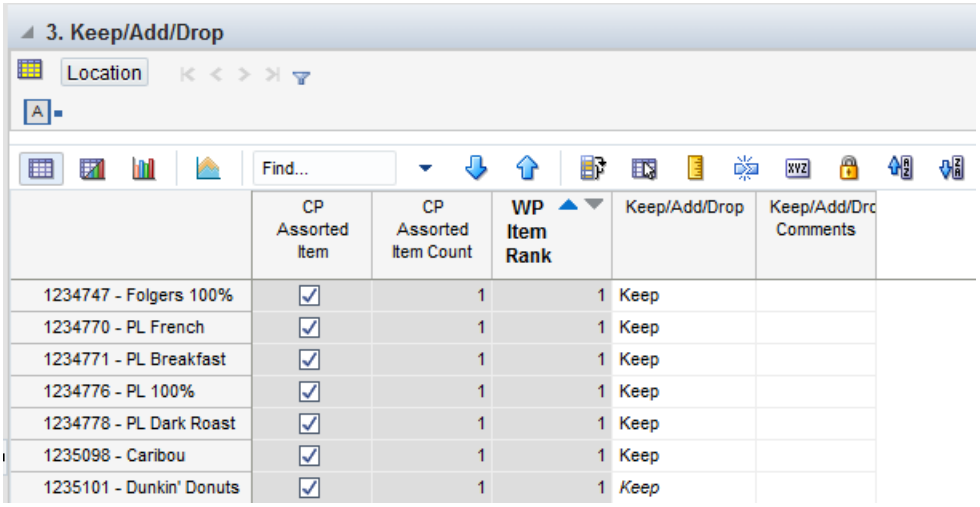
- Using the information you gathered from Trend Analysis or outside sources such as internal or external partners, make Add or Drop decisions using the Keep/Add/Drop picklist measure.

  Keep/Add/Drop decisions can be made by Location Cluster or by Channel.
- Sort the WP Item Rank measure to view each item's rank, based on the KPI selected in the Filters and Parameters view.

  Use the Filters and Parameters view to update the KPI and re-rank and sort as necessary.
- In the Keep/Add/Drop Comments field, add notes as a reference point.
- Update the KPI, filter, and parameters as necessary and review the results in the Trend Analysis view.
- In the Keep/Add/Drop picklist, select a choice as appropriate:
  - If you Add an item, the WP Assort Item flag will be set to true.
  - If you drop an item, the WP Assort Item flag will be set to false.
  - The Keep designation can be used as a reference point for the Planner to indicate that an item is a good seller and should be kept in the assortment.

Note that if you are using Assortment Planning & Optimization for Grocery/Hardlines, the Add/Drop information will be sent to that solution.

Figure 12–5 3. Keep/Add/Drop View



Measure Table

Table 12–3 3. Keep/Add/Drop View Measures

Label	Definition
CP Assorted Item	A Boolean measure indicating whether an item is an active item in the Item Planning Current Plan.

Table 12–3 (Cont.) 3. Keep/Add/Drop View Measures

Label	Definition
CP Assorted Item Count	The number of active items in the Item Planning Current Plan.
WP Item Rank	An item's ranking based on the Item Plan Working Plan based on the KPI selected in the Filters and Parameters view.
Keep/Add/Drop	Picklist measure used to make In-Season assortment changes.
Keep/Add/Drop Comments	Picklist measure used to make In-Season assortment changes. Editable field used to house comments related to In-Season assortment changes.

Measure Profile

Default Profile

The Default profile is used to make keep/add/drop assortment decisions.

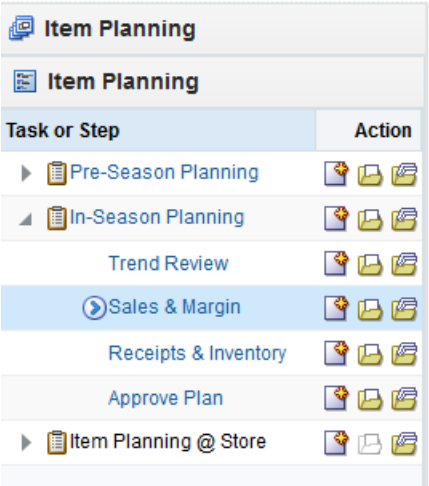
Step 2: Sales & Margin

The second step in the In-Season Item Planning process is Sales & Margin. This step is used to assign like items, seed sales if necessary, and replan sales and margin based on actual results.

The steps to complete this process:

- Define item parameters.
- Replan regular, promotional, and clearance sales and margin based on actuals and updated information.

Figure 12–6 Sales & Margin Step



Prior to Starting this Step:

- Best and worst performers should be reviewed.
- Trends should be reviewed and analyzed.

After Completing this Step:

- Replan receipts and inventory based on the updated sales plan.

Views in this Step:

- Seed Plan Tab:
  - 1. Define Parameters View
  - 2. Define VAT Rate View
  - Define Filter/Rollup View
- Sales and Margin Tab:
  - 1. Plan Sales & Margin View
  - 2. What-if Promotions View
  - 3. What-if Markdowns View
  - 4. Review Promotions Library View
- 5. Review Markdowns Library View
- Local Currency Tab

Seed Plan Tab

The Seed Plan tab is used to view and/or make Keep/Add/Drop decisions, seed sales, and assign like items.

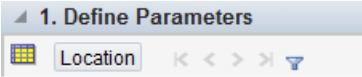
1. Define Parameters View

The Define Parameters view is used to review and/or make Keep/Add/Drop decisions, Seed Sales and assign like items by location cluster. If all clusters will receive the same data, the planner can roll up to All Location in the location hierarchy.

The steps to complete this process:

- In the Keep/Add/Drop picklist, review and/or make Keep/Add/Drop decisions.
- If you have a new item, or an item that you would like to re-seed, check the WP Seed Sales Boolean.
- If you selected the Seed Sales Boolean, select the seed source from the WP Seed Source picklist measure:
  - Original Plan - the source for this data is from Pre-Season Item Planning approved plan. If this option is selected, all the sales metrics will be seeded from the OP measures. This also includes Receipts, Customer Returns, Transaction, and Traffic measures.
  - Current Plan - the source for this data is from In-Season Item Planning approved plan. If this option is selected, all the sales metrics will be seeded from the CP measures. This also includes Receipts, Customer Returns, Transaction, and Traffic measures.
  - Forecast - the source for this data is Forecast Sales. If this option is selected, only the forecast sales will be copied to the regular sales.
  - Last Year - the source for this data is Last Year (if the item has data from previous year). If this option is selected, only the total sales from last year will be copied to the regular sales. This does not include Receipts, however will include seeding of Customer Returns, Transaction, and Traffic measures.
- If you want to assign a like item, in the WP Like Item measure, select the existing item to assign to the new item

Note that you can use the Filter Icon to filter items with the Add designation so that it is easier to locate new items.



- Like Item CP - the source for this data is Current Plan from the selected Like Item. If this option is selected, all the sales metrics will be seeded from the CP measures. This also includes Receipts, Customer Returns, Transaction, and Traffic measures.
- Like Item LY - the source for this is Last Year data from the selected Like Item. If this option is selected, only the total sales from last year will be copied to the regular sales. This does not include Receipts, however will include seeding of Customer Returns, Transaction, and Traffic measures.
- In the Like Item % measure, assign an adjustment ratio for the existing item sales to be copied to the new item.

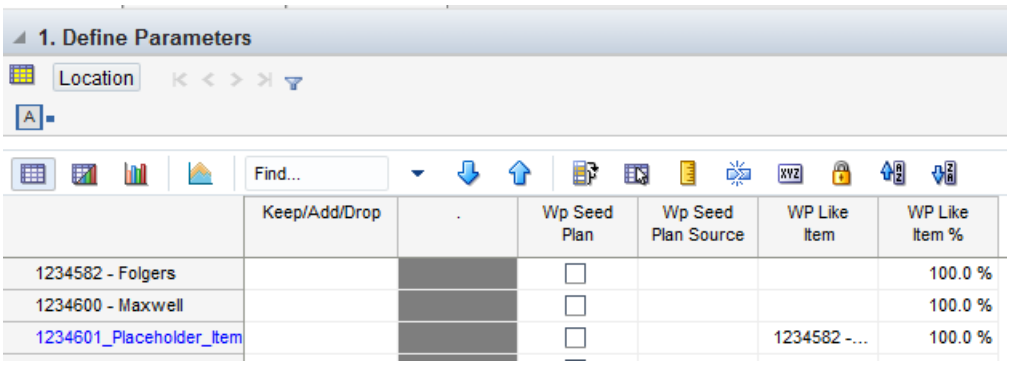
■ Run the Seed Plan custom menu.

Running the Seed Plan custom menu creates the following logic for each Assorted Item:

- Source Sales Units are spread to week based on the source selected.
- Units are multiplied by the Base Unit Price and Base Unit Cost to get Retail and Cost.
- Base Unit Price and Cost are interfaced from a source system for existing items and entered by the planner for placeholder items in the Item Administration workbook.

Note that only unelapsed periods will be updated with seeded data.

Figure 12–7 1. Define Parameters View



Measure Table

Table 12–4 1. Define Parameters View Measures

Label	Definition
Keep/Add/Drop	Picklist measure used to make In-Season assortment changes.
WP Seed Sales	A Boolean flag measure which is required to be checked to create a weekly sales plan for assorted items.
WP Seed Sales Source	A picklist used to select the seed source for an item's sales.

Table 12–4 (Cont.) 1. Define Parameters View Measures

Label	Definition
WP Like Item	An item used to populate the Sales R, U, and GM R of a new item being added to the assortment using an adjustment ratio.
WP Like Item %	Provides a facility to adjust a new item's Sales R, U and GM R by using a percentage ratio to the sales of the like item.

Measure Profile

Default Profile

The Default profile is used to assign item parameters before seeding sales.

Custom Menu

Seed Plan

The Seed Plan custom menu populates an item's weekly sales based on the Sales Source selected.

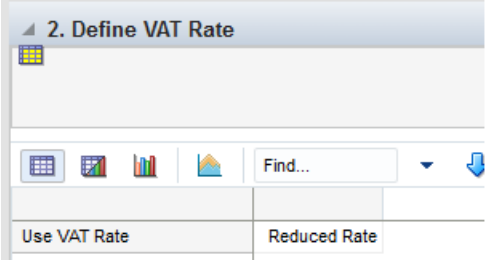
2. Define VAT Rate View

The Define VAT Rate view is used by the planner to choose the VAT Rate used for the category.

The step to complete this process:

- In the Use VAT Rate picklist measure, select the appropriate VAT rate for the category.

Figure 12–8 2. Define VAT Rate View



Measure Table

Table 12–5 2. Define VAT Rate View Measure

Label	Definition
Use VAT Rate	User-selected VAT rate for the category/store being planned.

Measure Profile

Default Profile

The Default profile is used to select the appropriate VAT Rate.

Define Filter/Rollup View

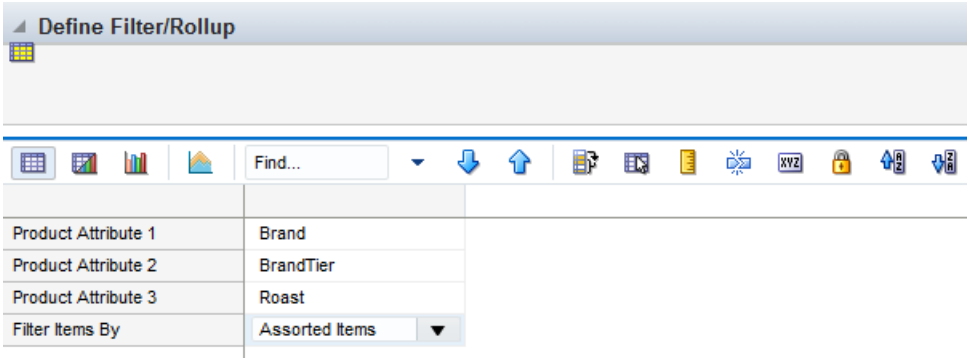
The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The steps to complete this process:

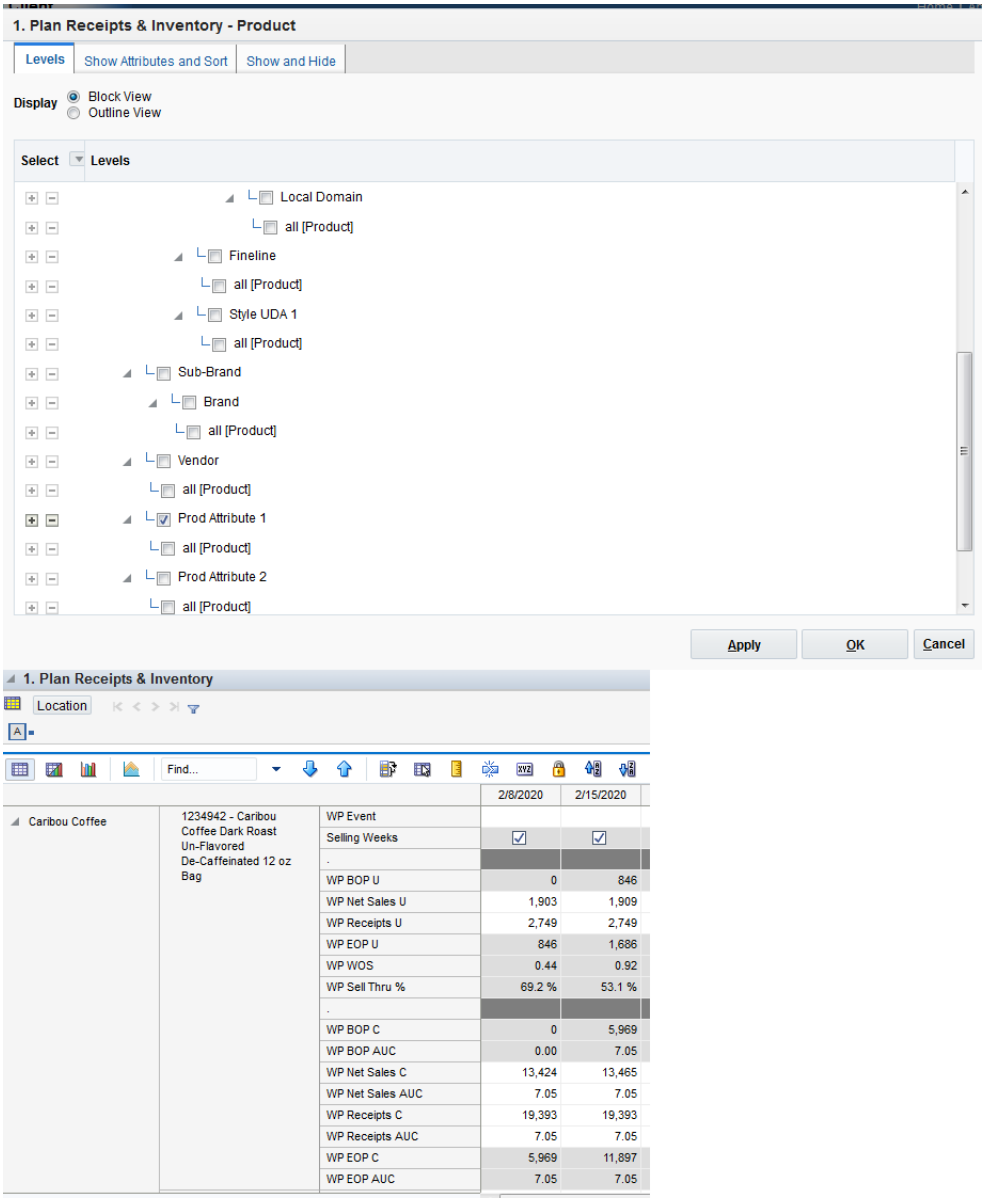
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 12–9 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 12–10 Define Filter/Rollup View



Measure Table

Table 12–6 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.
Filter Items By:	Picklist used to select a real-time alert to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Sales and Margin Tab

The Sales and Margin tab is used to re-plan regular, promotional, and clearance sales by item and cluster based on actuals and known trends. What-if plans promotional and markdown plans may be created to help the planner understand the financial impacts of different promotional and markdown scenarios. The what-if scenarios can be applied to the working plan for approval, if deemed appropriate by the planner.

1. Plan Sales & Margin View

The Plan Sales and Margin view is used by the planner to replan regular, promotional, and clearance sales by item and location cluster.

The steps to complete this process:

- Use the each of the Real Time Alerts to identify and locate items that need immediate attention. Resolve the alerts as appropriate.
- Review the Regular Sales for item/cluster/week combinations that are performing outside of expectations and make adjustments as necessary.
- Adjust the Promotional and Markdown events and sales by week as necessary.
- Review ROS and Sell Thru % to ensure that sales and inventory are in line with expectations.
- Review the WP Sell Thru U var CP measure to understand unit variance between your WP Sell Thru and CP Sell Thru.
- Review the WP Needed Sales Lift % measure to understand the sales lift % necessary to bridge the gap between your WP Sell Thru and CP Sell Thru.
- Review the Recommended Markdown Price measure to understand the optimal markdown price based on elasticity, current inventory and seasonal effects.
- Review the Recommended Markdown % measure provides a simple price optimization calculation to facilitate markdown pricing decisions.

  The Recommended Markdown % is used to compare against the Min/Max filter within the Define/Filter Rollup view.
- Review AUC and Gross Margin measures to ensure financial viability of the plan.
- Repeat this process for each item and cluster in the assortment.
- Once all item/clusters/weeks have been planned, utilize the measure profiles to compare to LY, OP, and CP, as well as to reconcile to MFP.

Measure Interactions

The following logic is used when planning different types of sales:

- WP Sales are the aggregation of WP Sales Reg, WP Sales Promo, and WP Clr.
- Updates to WP Sales will update WP Reg Sales, WP Promo, and WP Clr Sales proportionally.

- Updates to WP Sales Reg R will hold AUR and recalculate Units.

The following logic used when planning promotions and markdowns:

- If a Promotion or Markdown event is applied to a week, the predefined discount percent is applied to the WP Reg Sales and the predefined Sales Lift % is applied to WP Reg Units, which are then multiplied to calculate the WP Promo/Clr Sales Retail and Units.
- Updates to WP Sales Promo Disc % or the WP Markdown % will apply the entered discount to the WP Promo/Clr Sales AUR, hold the units and recalculate WP Promo/Clr Sales Retail.
- Updates to WP Sales Promo/Clr R will hold the AUR and recalculate units.

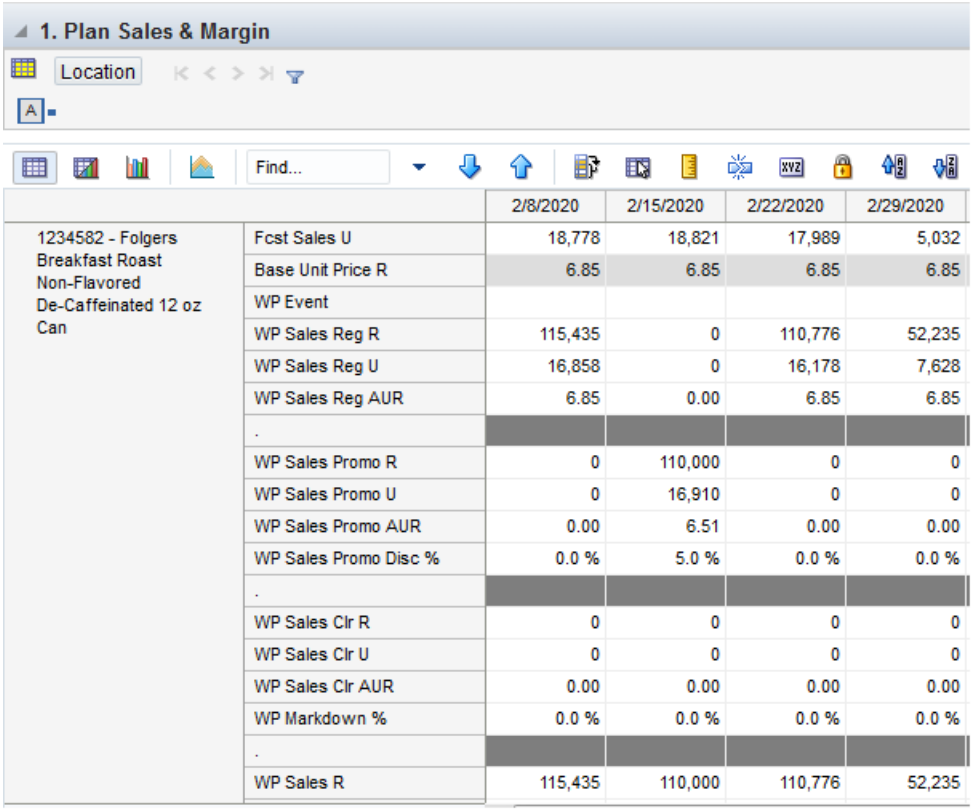
Measure Calculations

The calculations for the Sell Thru Gap and Markdown Optimization measures are shown in the following table.

Table 12–7 1. Plan Sales & Margin View Measure Calculations

Label	Calculation
WP Sell Thru U var CP	(CP Sell Thru - WP Sell Thru) * WP BOP U
Needed Sales Lift %	WP Sell Thru U var CP / WP Sales U
Recommended Markdown Price	The maximum value of either Unconstrained Price or Inventory Constrained Price. Note that if the calculated Recommended Markdown Price is greater than the item unit price, then it will be zero. Unconstrained Price: ((Item Unit Cost * elasticity) / (elasticity - 1)) Inventory Constrained Price: ((BOP U + Remaining Receipts U) / Seasonal Effects, -1/elasticity) Seasonal Effects (Sales Plan): WP Sales U * (WP Sales AUR, elasticity) The Item Unit Price is the current price fed from the source system.
Recommended Markdown %	(Item Unit Price - Recommended Markdown Price) / Item Unit Price Note that if the Recommended Markdown Price rounded down is zero, then the recommended markdown % will be 0%.

Figure 12–11 1. Plan Sales & Margin View



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Sales Reg R	115,435	0	110,776	52,235
	WP Sales Reg U	16,858	0	16,178	7,628
	WP Sales Reg AUR	6.85	0.00	6.85	6.85
	.				
	WP Sales Promo R	0	110,000	0	0
	WP Sales Promo U	0	16,910	0	0
	WP Sales Promo AUR	0.00	6.51	0.00	0.00
	WP Sales Promo Disc %	0.0 %	5.0 %	0.0 %	0.0 %
	.				
	WP Sales Clr R	0	0	0	0
	WP Sales Clr U	0	0	0	0
	WP Sales Clr AUR	0.00	0.00	0.00	0.00
	WP Markdown %	0.0 %	0.0 %	0.0 %	0.0 %
	.				
	WP Sales R	115,435	110,000	110,776	52,235

Measure Table

Table 12–8 1. Plan Sales & Margin View Measures

Label	Definition
Fcst Sales U	Forecasted Sales Units from RDF or RDF Lite.
Base Unit Price R	An item's retail value, which can be different by location.
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Sales R, U, AUR	The aggregation of WP Sales Reg, WP Sales Promo and WP Clr. WP Sales do not include customer returns.
WP ROS	The weekly rate of sales for the item/cluster/calendar periods that were selected in the wizard process.
WP Sales Reg R, U, AUR	Regular Sales Retail, Units, and Average Unit Retail.
WP Sales Promo R, U, AUR	Promotional Sales Retail, Units, and Average Unit Retail.
WP Sales Promo Disc %	The Promotional discount percent applied to the promotional week.
WP Sales Clr R, U, AUR	Markdown Sales Retail, Units, and Average Unit Retail.
WP Markdown %	The Markdown discount percent applied to the markdown week.
Sell Thru %	The percent of inventory that will be sold during a period, calculated as Net Sales Units / (BOP U + Receipts U).

Table 12–8 (Cont.) 1. Plan Sales & Margin View Measures

Label	Definition
WP Sell Thru U var CP	The BOP unit variance between your WP Sell Thru and CP Sell Thru.
Needed Sales Lift %	The unit sales lift percent necessary to bridge the gap between your WP Sell Thru and CP Sell Thru.
Recommended Markdown Price	The recommended optimal markdown price that maximizes margin, subject to inventory constraints. The calculation is based on elasticity, current inventory and the sales plan.
Recommended Markdown %	The recommended markdown percent to maximize margin, subject to inventory constraints.
WP Sales C, AUC, GM R, GM %	Sales Cost, Average Unit Cost, Gross Margin value, and Gross Margin percent for an item.

Measure Profiles

Default Profile

The Default profile is used to plan regular, promotion and clearance sales by item and cluster.

Return/Net Sales Profile

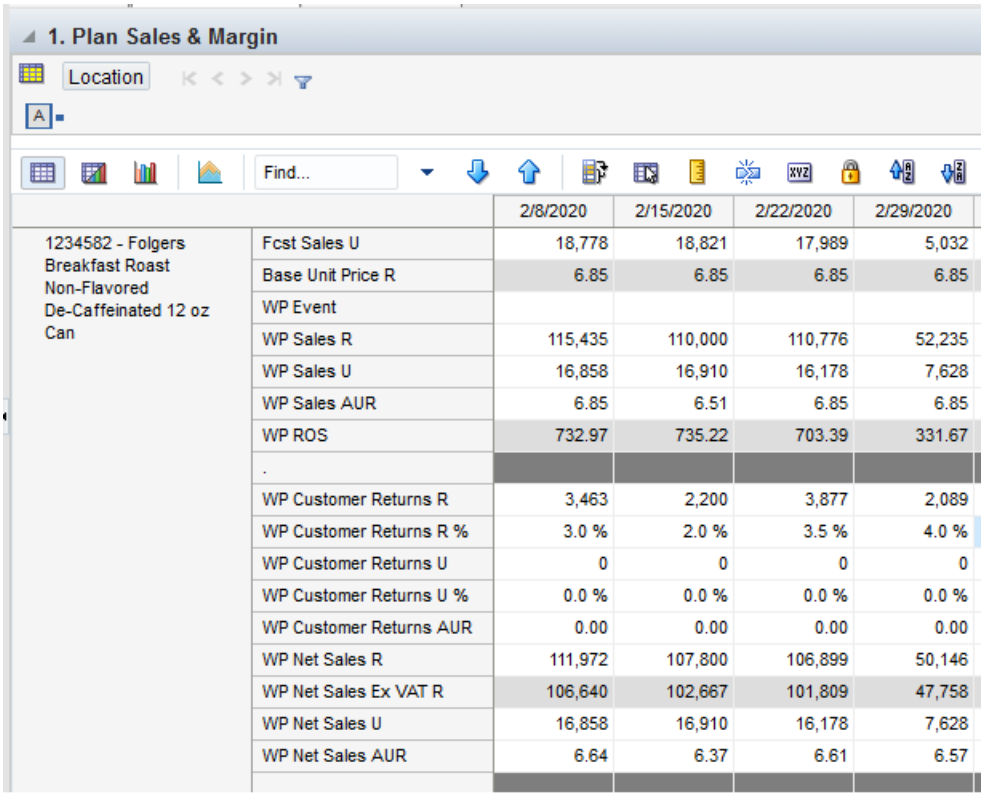
The Return/Net Sales profile is used to plan customer returns and view net sales, as well as compare the returns and net sales to last year (LY) and the Item Plan Original Plan (OP).

The steps to complete this process:

- Review the seeded Customer Returns data and make adjustments by item and cluster as necessary.
- Review the Net Sales data.

  Net Sales = Sales - Customer Returns

Figure 12–12 1. Plan Sales & Margin View with Returns/Net Sales



1. Plan Sales & Margin

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	18,778	18,821	17,989	5,032
	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Sales R	115,435	110,000	110,776	52,235
	WP Sales U	16,858	16,910	16,178	7,628
	WP Sales AUR	6.85	6.51	6.85	6.85
	WP ROS	732.97	735.22	703.39	331.67
	.				
	WP Customer Returns R	3,463	2,200	3,877	2,089
	WP Customer Returns R %	3.0 %	2.0 %	3.5 %	4.0 %
	WP Customer Returns U	0	0	0	0
	WP Customer Returns U %	0.0 %	0.0 %	0.0 %	0.0 %
	WP Customer Returns AUR	0.00	0.00	0.00	0.00
	WP Net Sales R	111,972	107,800	106,899	50,146
	WP Net Sales Ex VAT R	106,640	102,667	101,809	47,758
	WP Net Sales U	16,858	16,910	16,178	7,628
	WP Net Sales AUR	6.64	6.37	6.61	6.57

Measure Table

Table 12–9 1. Plan Sales & Margin View with Returns/Net Sales Measures

Label	Definition
Customer Returns R, R %, U, U%, AUR, C, AUC	Customer Returns Retail, Retail percent of WP Sales R, Units, Units percent of WP Sales U, Average Unit Retail, Cost and Average Unit Cost
Net Sales R, U, AUR, C, AUC, GM R, GM %	Net Sales = Sales - Customer Returns Net Sales Retail, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value and Gross Margin percent.

Last Year Profile

The Last Year profile is used to review last year regular, promotional, and clearance data compared to the working plan.

Original Plan Profile

The Original Plan profile is used to review the most recently approved Item Plan Original Plan (OP) regular, promotional, and clearance data compared to the working plan.

Current Plan Profile

The Current Plan profile is used to review the most recently approved Item Plan Current Plan (CP) regular, promotional and clearance data compared to the working plan.

MFP vs WP Profile

The MFP vs WP profile is used to compare and reconcile the MFP CP to the Item Plan WP. Rollup to the subcategory or category level to make the MFP plan visible.

MFP vs CP Profile

The MFP vs CP profile is used to compare and reconcile the MFP CP to the Item Plan CP. Rollup to the subcategory or category level to make the MFP plan visible.

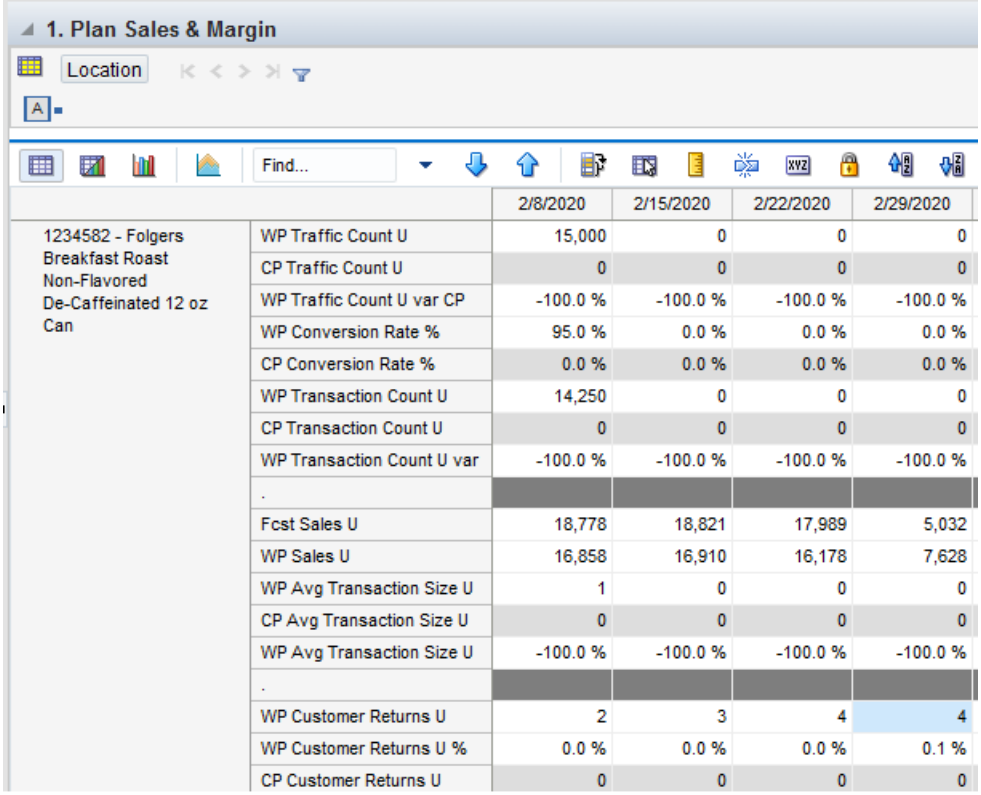
Direct WP/LY Plan Profile

The Direct WP/LY profile is used to review and plan measures related to the Direct, or ecommerce business, and compare to last year.

Direct WP/CP Profile

The Direct WP/CP profile is used to review and plan measures related to the Direct, or ecommerce business and compare to the Item Plan CP.

Figure 12–13 1. Plan Sales & Margin View with Direct



1. Plan Sales & Margin

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	WP Traffic Count U	15,000	0	0	0
	CP Traffic Count U	0	0	0	0
	WP Traffic Count U var CP	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	WP Conversion Rate %	95.0 %	0.0 %	0.0 %	0.0 %
	CP Conversion Rate %	0.0 %	0.0 %	0.0 %	0.0 %
	WP Transaction Count U	14,250	0	0	0
	CP Transaction Count U	0	0	0	0
	WP Transaction Count U var	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	.				
	Fcst Sales U	18,778	18,821	17,989	5,032
	WP Sales U	16,858	16,910	16,178	7,628
	WP Avg Transaction Size U	1	0	0	0
	CP Avg Transaction Size U	0	0	0	0
	WP Avg Transaction Size U	-100.0 %	-100.0 %	-100.0 %	-100.0 %
	.				
	WP Customer Returns U	2	3	4	4
	WP Customer Returns U %	0.0 %	0.0 %	0.0 %	0.1 %
	CP Customer Returns U	0	0	0	0

Measure Table

Table 12–10 1. Plan Sales & Margin View with WP/LY Measures

Label	Definition
Traffic Count	Measures the hits an item receives.
Conversion Rate	Conversion rate is calculated as Transaction Count / Traffic Count.
Transaction Count	Measures the number of transactions for an item.

Table 12–10 (Cont.) 1. Plan Sales & Margin View with WP/LY Measures

Label	Definition
Avg Transaction Size	Average Transaction Size is calculated as Sales U / Transaction Count.
Customer Returns U, U %, R, R%, AUR	Customer Returns Units, Units percent of WP Sales U, Retail, Retail percent of WP Sales R, Average Unit Retail.

2. What-if Promotions View

The What-if Promotions view is used to perform what-if analysis with different promotions. It allows the planner to view the sales, units, and gross margin impacts if a larger or smaller promotion are taken, without changing the working plan measures. If the planner wants to apply the what-if plan to override the working plan, the Apply WI Promotions custom menu can be run to automatically copy the data to the working plan. Promotions can be planned by item/week/location cluster or at higher levels in the hierarchy, as necessary.

The steps to complete this process:

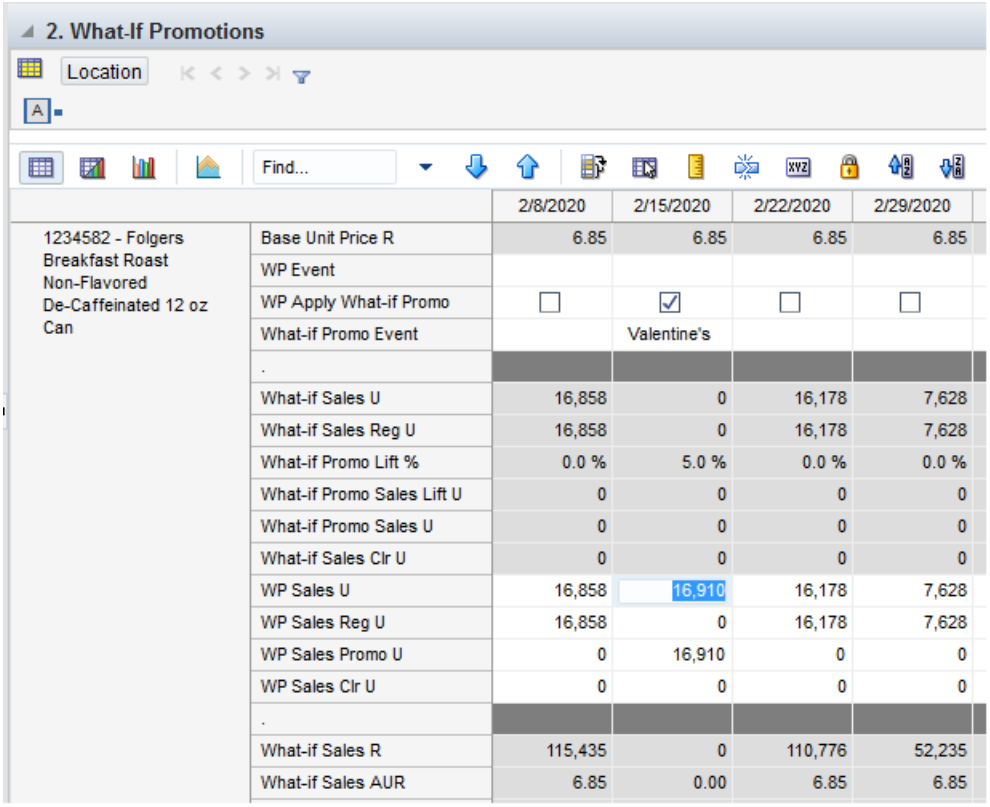
- In the What-if Promo Event measure, select the what-if promotion event associated with the item/week/cluster and click Calculate.
- Review the What-if Promo sales measures to view the sales, unit, and gross margin impact of the what-if event.

  Promotion Events and their associated discounts and lifts were set in the Promotion and Markdown Maintenance workbook and can be referenced in the Review Promotions Library view.
- If you previously assigned an item to have a markdown, it will be visible in this view as a reference.
- Continue making adjustments to the what-if plan until satisfied with the financial results.
- If you want to copy the what-if plan into the WP, in the WP Apply What-if Promo Plan measure, check the Boolean for the item/week/cluster that a what-if promotion will occur.
- Run the Apply WI Promotion custom menu to copy the what-if measure data to the WP measure data.

  After running the custom menu, the what-if measure data will be cleared.

Note that if there is a business need to override the promotion discounts and lifts, use the measure profile What-if Override and follow the same process as above using the (Override) measures.

Figure 12–14 2. What-if Promotions View



2. What-If Promotions

Location

Find...

		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event				
	WP Apply What-if Promo	☐	☑	☐	☐
	What-if Promo Event		Valentine's		
	.				
	What-if Sales U	16,858	0	16,178	7,628
	What-if Sales Reg U	16,858	0	16,178	7,628
	What-if Promo Lift %	0.0 %	5.0 %	0.0 %	0.0 %
	What-if Promo Sales Lift U	0	0	0	0
	What-if Promo Sales U	0	0	0	0
	What-if Sales Clr U	0	0	0	0
	WP Sales U	16,858	16,910	16,178	7,628
	WP Sales Reg U	16,858	0	16,178	7,628
	WP Sales Promo U	0	16,910	0	0
	WP Sales Clr U	0	0	0	0
	.				
	What-if Sales R	115,435	0	110,776	52,235
	What-if Sales AUR	6.85	0.00	6.85	6.85

Measure Table

Table 12–11 2. What-if Promotions View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Apply What-if Promo Plan	Boolean measure that when flagged and used in conjunction with the Apply WI Promotion custom menu, copies the what-if promotion plan into the working plan.
What-if Promo Event	Picklist used to select a what-if promotion event.
What-if Sales U, R, AUR, C, GM R, GM %	The aggregation of What-if Reg, What-if Promo and What-if Clr Sales Units, Retail, Average Unit Retail, Cost, Gross Margin value and Gross Margin percent.
What-if Sales Reg U, R, AUR	What-if Regular Sales Units, Retail, and Average Unit Retail. If a What-if Promotion event is planned, the Regular sales will be cleared.
What-if Promo Lift %	The promotional lift percent associated with the selected What-if Promo Event.
What-if Sales Lift U	The unit lift associated with the selected What-if Promo Event.
What-if Sales Promo R, U, AUR	What-if Promotional Sales Retail, Units, and Average Unit Retail.
What-if Sales Promo Disc %	The Promotional discount percent applied to the promotional week.

Table 12–11 (Cont.) 2. What-if Promotions View Measures

Label	Definition
What-if Sales Clr U, R, AUR	What-if Markdown Sales Units, Retail, and Average Unit Retail.
What-if Markdown %	What-if Markdown discount percent applied to the markdown week.

Measure Profiles

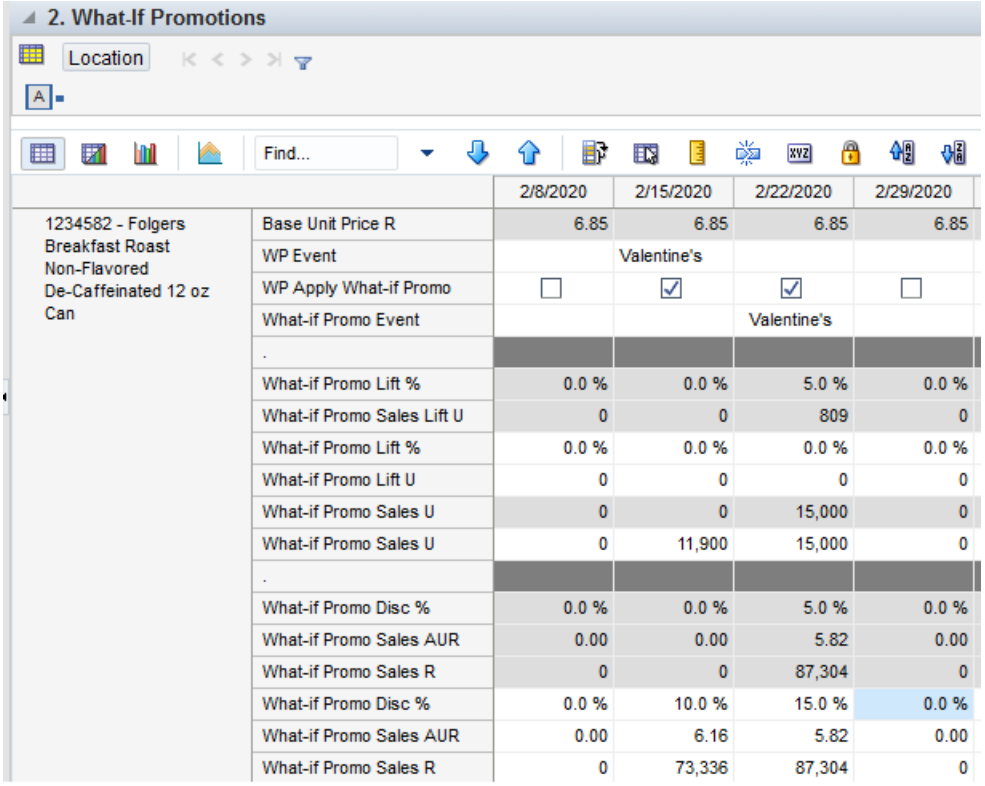
Default Profile

The Default profile is used to plan what-if promotion events to assess the financial impact of different scenarios.

What-if Override Profile

The What-if profile is used to override the existing promotion discounts and lifts if necessary, to assess the financial impact of different scenarios.

Figure 12–15 2. What-if Promotions View with Override



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Base Unit Price R	6.85	6.85	6.85	6.85
	WP Event		Valentine's		
	WP Apply What-if Promo	☐	☑	☑	☐
	What-if Promo Event			Valentine's	
	.				
	What-if Promo Lift %	0.0 %	0.0 %	5.0 %	0.0 %
	What-if Promo Sales Lift U	0	0	809	0
	What-if Promo Lift %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Promo Lift U	0	0	0	0
	What-if Promo Sales U	0	0	15,000	0
	What-if Promo Sales U	0	11,900	15,000	0
	.				
	What-if Promo Disc %	0.0 %	0.0 %	5.0 %	0.0 %
	What-if Promo Sales AUR	0.00	0.00	5.82	0.00
	What-if Promo Sales R	0	0	87,304	0
	What-if Promo Disc %	0.0 %	10.0 %	15.0 %	0.0 %
	What-if Promo Sales AUR	0.00	6.16	5.82	0.00
	What-if Promo Sales R	0	73,336	87,304	0

Measure Table

Table 12–12 2. What-if Promotions with Override View Measures

Label	Definition
What-if Promo Lift % (Override)	The override value for a promotional lift percent associated with the selected What-if Promo Event.

Table 12–12 (Cont.) 2. What-if Promotions with Override View Measures

Label	Definition
What-if Sales Lift U (Override)	The override unit lift associated with the selected What-if Promo Event.
What-if Promo Sales U, R, AUR (Override)	The override value for the what-if Promotional Sales Units, Retail and Average Unit Retail.
What-if Sales Promo Disc % (Override)	The override value for the what-if Promotional discount percent applied to the promotional week.

Custom Menu

Apply WI Promotion

The Apply WI Promotion custom menu is used to copy what-if promotion measure data into the working plan measures. After running the custom menu, what-if promotion measure data will be cleared.

3. What-if Markdowns View

The What-if Markdowns view is used to perform what-if analysis with different markdowns. It allows the planner to view the sales, units and gross margin impacts if a larger or smaller markdown are taken, without changing the working plan measures. If the planner wants to apply the what-if plan to override the working plan, the Apply WI Markdowns custom menu can be run to automatically copy the data to the working plan. Markdowns can be planned by item/week/location cluster or at higher levels in the hierarchy, as necessary.

If the planner needs to override the Markdown Discount % and/or the Markdown Lift %, the measure profile What-if Override may be used to plan a what-if scenario with overridden discounts and lifts.

The steps to complete this process:

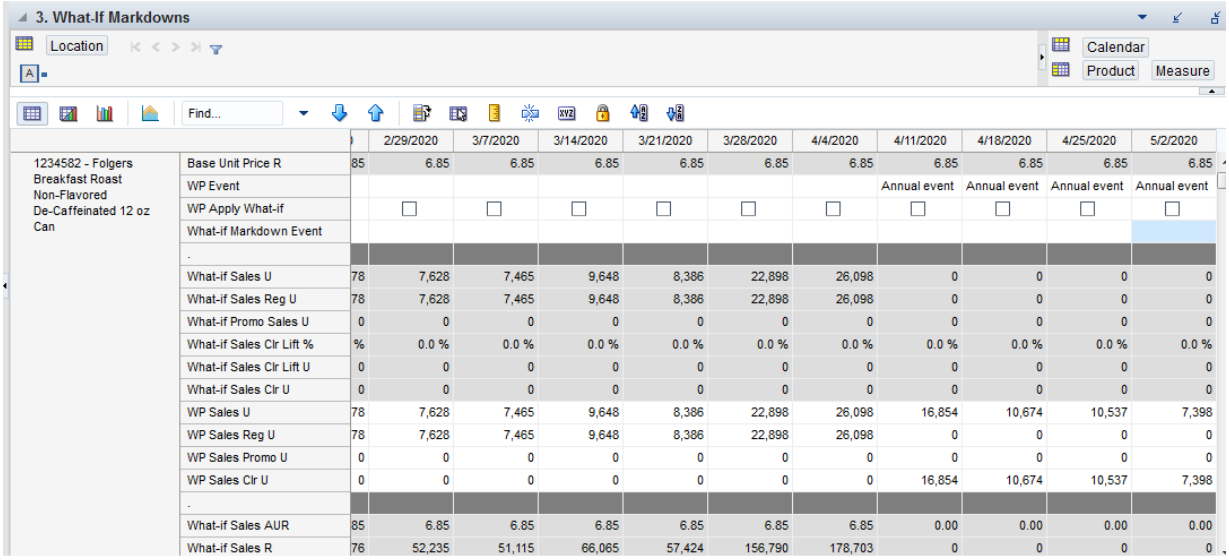
- In the What-if Markdown Event measure, select the what-if markdown event associated with the item/week and click Calculate.
- Review the What-if Clr sales measures to view the sales, unit and gross margin impact of the what-if event.

  Markdown Events and their associated discounts and lifts were set in the Assortment Maintenance workbook and can be referenced in the Review Markdowns Library view.
- If you previously assigned an item to have a markdown, it will be visible in this view as a reference.
- Continue making adjustments to the what-if plan until satisfied with the financial results.
- If you want to copy the what-if plan into the WP, in the WP Apply What-if Markdown Plan measure, check the Boolean for the item/week/cluster that a what-if markdown will occur.
- Run the Apply WI Markdown custom menu to copy the what-if measure data to the WP measure data.

  After running the custom menu, the what-if measure data will be cleared.

Note that if there is a business need to override the markdown discounts and lifts, use the measure profile What-if Override and follow the same process as above using the (Override) measures.

Figure 12–16 3. What-if Markdowns View



		2/29/2020	3/7/2020	3/14/2020	3/21/2020	3/28/2020	4/4/2020	4/11/2020	4/18/2020	4/25/2020	5/2/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Base Unit Price R	6.85	6.85	6.85	6.85	6.85	6.85	6.85	6.85	6.85	6.85
	WP Event							Annual event	Annual event	Annual event	Annual event
	WP Apply What-if	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
	What-if Markdown Event										
	.										
	What-if Sales U	7,628	7,465	9,648	8,386	22,898	26,098	0	0	0	0
	What-if Sales Reg U	7,628	7,465	9,648	8,386	22,898	26,098	0	0	0	0
	What-if Promo Sales U	0	0	0	0	0	0	0	0	0	0
	What-if Sales Clr Lift %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
	What-if Sales Clr Lift U	0	0	0	0	0	0	0	0	0	0
	What-if Sales Clr U	0	0	0	0	0	0	0	0	0	0
	WP Sales U	7,628	7,465	9,648	8,386	22,898	26,098	16,854	10,674	10,537	7,398
	WP Sales Reg U	7,628	7,465	9,648	8,386	22,898	26,098	0	0	0	0
	WP Sales Promo U	0	0	0	0	0	0	0	0	0	0
	WP Sales Clr U	0	0	0	0	0	0	16,854	10,674	10,537	7,398
	.										
	What-if Sales AUR	6.85	6.85	6.85	6.85	6.85	6.85	0.00	0.00	0.00	0.00
	What-if Sales R	52,235	51,115	66,065	57,424	156,790	178,703	0	0	0	0

Measure Table

Table 12–13 3. What-if Markdowns View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Apply What-if Markdown Plan	Boolean measure that when flagged and used in conjunction with the Apply WI Markdown custom menu, copies the what-if markdown plan into the working plan.
What-if Markdown Event	Picklist used to select a what-if markdown event.
What-if Sales U, R, AUR, C, GM R, GM %	The aggregation of What-if Reg, What-if Promo and What-if Clr Sales Units, Retail, Average Unit Retail, Cost, Gross Margin value and Gross Margin percent.
What-if Sales Reg U, R, AUR	What-if Regular Sales Units, Retail, and Average Unit Retail. If a What-if Promotion event is planned, the Regular sales will be cleared.
What-if Sales Clr Lift %	The markdown lift percent associated with the selected What-if Markdown Event.
What-if Sales Clr Lift U	The unit lift associated with the selected What-if Markdown Event.
What-if Sales Promo R, U, AUR	What-if Promotional Sales Retail, Units and Average Unit Retail.
What-if Promo Lift %	The Promotional lift percent associated with the selected What-if promotion applied to the promotional week.
What-if Sales Clr U, R, AUR	What-if Markdown Sales Units, Retail, and Average Unit Retail.
What-if Markdown %	What-if Markdown discount percent applied to the markdown week.

Measure Profiles

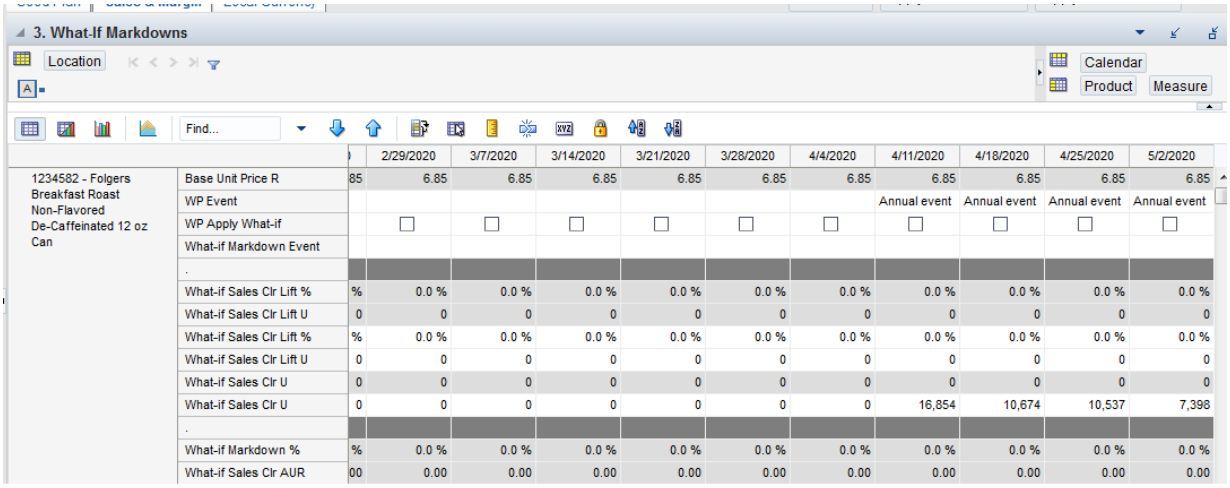
Default Profile

The Default profile is used to plan what-if markdown events to assess the financial impact of different scenarios.

What-if Override Profile

The What-if profile is used to override the existing markdown discounts and lifts if necessary, to assess the financial impact of different scenarios.

Figure 12–17 3. What-if Markdowns View with Override



Measure Table

Table 12–14 3. What-if Markdowns View with Override Measures

Label	Definition
What-if Sales Clr Lift % (Override)	The override value for a markdown lift percent associated with the selected What-if Markdown Event.
What-if Sales Clr Lift U (Override)	The override unit lift associated with the selected What-if Markdown Event.
What-if Sales Clr U, R, AUR (Override)	The override value for the what-if Markdown Sales Units, Retail and Average Unit Retail.
What-if Markdown % (Override)	The override value for the what-if Markdown discount percent applied to the markdown week.

Custom Menus

Apply WI Markdown

The Apply WI Markdown custom menu is used to copy what-if markdown measure data into the working plan measures. After running the custom menu, what-if markdown measure data will be cleared.

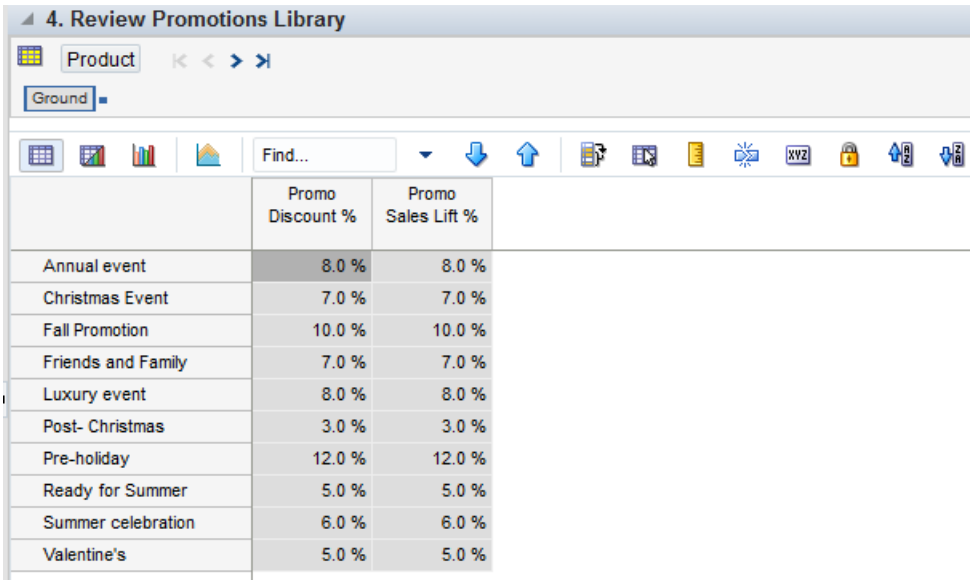
4. Review Promotions Library View

The Review Promotions Library view is a reference-only view used to review the planned promotional discounts and the associated sales lifts that are expected with each promotion event that was set up in Promotion and Markdown Maintenance.

The step to complete this process:

- Review the promotional discounts and their associated sales lifts by promotion event and subcategory, as necessary.

Figure 12–18 4. Review Promotions Library View



Measure Table

Table 12–15 4. Review Promotions Library View Measures

Label	Definition
Promo Discount %	The planned discount percentage of the promotion.
Promo Sales Lift % (Override)	The percent of increased sales that must occur to overcome the decrease in price to sell the same dollar amount. The lift in this measure is automatically calculated from the Planned Promo Discount % measure after calculating. If an override is used, it will take the place of the system-calculated value in the Item Planning workbooks.

Measure Profile

Default Profile

The Default profile is used to view each promotion event and its related discount and sales lift percent.

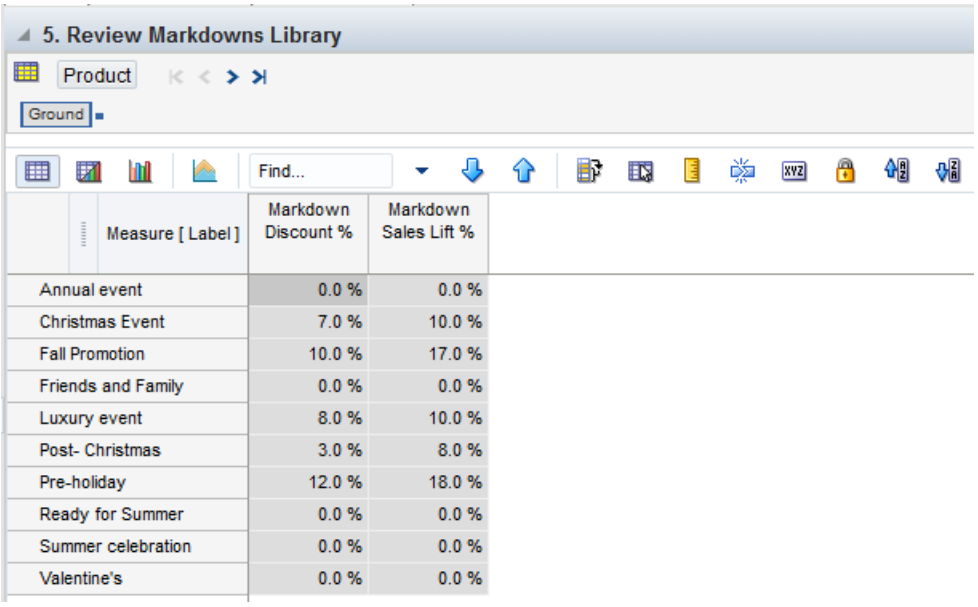
5. Review Markdowns Library View

The Review Markdowns Library view is a reference-only view used to review the planned markdown discounts and the associated sales lifts that are expected with each markdown event that was set up in Promotion and Markdown Maintenance.

The step to complete this process:

- Review the markdown discounts and their associated sales lifts by markdown event and subcategory, as necessary.

Figure 12–19 5. Review Markdowns Library View



Measure Table

Table 12–16 5. Review Markdowns Library View Measures

Label	Definition
Markdown Discount %	The planned markdown elasticity percentage.
Markdown Sales Lift % (Override)	The markdown sales lift based on the planned markdown elasticity for the event and subcategory. If an override is used, it will take the place of the system-calculated value in the Item Planning workbooks.

Measure Profile

Default Profile

The Default profile is used to view each markdown event and its related discount and sales lift percent.

Local Currency Tab

Process Extension

If your business is using the local currency function, follow this process:

- Go to the Local Currency tab and Setup view and select the currency you wish to plan in from the Use Local Currency measure picklist.
- Run the Convert Local Currency custom menu.
- Go to the Plan Local Currency view to plan item level sales in the local currency.

  Note that local currency is denoted by an L in the measure name to indicate Local Currency, for example WP Sales LR.

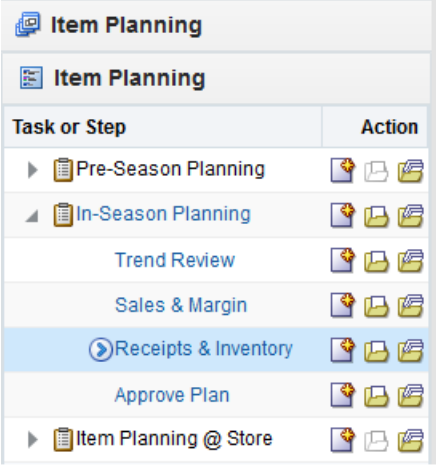
Step 3: Receipts & Inventory

The third step in the In-Season Item Planning process is Receipts & Inventory. This step is used to define parameters for use in Real Time Alerts, re-plan receipts based on the updated sales plan and review and resolve Real Time Alerts. Note that Net Sales are used for the sales plan.

The steps to complete this process:

- Review and update inventory parameters for use in Real Time Alerts, if necessary.
- Adjust receipts and inventory based on the updated sales plan.
- Review and resolve Real Time Alerts.
- Reconcile the plan to MFP.

Figure 12–20 Receipts & Inventory Step



Prior to Starting this Step:

- Sales and margin should be replanned based on actuals and trends.

After Completing this Step:

- Approve the updated sales and inventory plan to CP.

Views in this Step:

1. Inventory Parameters View
2. Plan Receipts & Inventory View

Custom Menu

Round Receipts

The Round Receipts custom menu uses the inputs of WP Pack Size U and WP Min Order Quantity to round receipts up to match these parameters.

1. Inventory Parameters View

The Inventory Parameters view is used by the planner to update and assign inventory and receipt parameters if they have changed from the Pre-Season settings, or for new items for each location cluster.

The steps to complete this process:

- In the WP Lead Time (Days) measure, enter the number of days it takes for product to arrive from your vendor/supplier to the warehouse or store.

  This measure is used to generate the Immediate Need Real Time Alert, letting you know that your EOP is below your Safety Stock.

- In the WP Lead Time Future (Days) measure, enter the number of buffer days it takes for product to arrive from your vendor/supplier to the warehouse or store.

  This measure is used to generate the Lead Time Future Need Real Time Alert, letting you know that your future EOP is below your Safety Stock.

- In the TGT Sell Thru % measure, enter the targeted Sell Thru %.

  This measure is used to generate the Sell Thru Warning Real Time Alert, letting you know that your Sell Thru is higher or lower than your targeted Sell Thru.

- In the TGT WOS measure, enter the targeted Weeks of Supply.
- This measure is used to generate the Overage Real Time Alert, letting you know that your WOS is higher than your targeted WOS.
- In the WP Presentation Min U measure, enter the minimum amount of inventory on the sales floor per store.
- In the WP Safety Stock U measure, enter the quantity of units that should be maintained to mitigate the risk of stock-outs.

  Use this measure if you know that a certain unit quantity should be kept on hand for safety stock.

  It is recommended to use Safety Stock U or Safety Stock (Weeks), not both, as they are both used to generate a recommended initial buy and used in Real Time Alerts.

- In the Safety Stock (Weeks) measure, enter the number of weeks of sales that the safety stock should cover.

  Use this measure to use future weeks of sales to generate a dynamic safety stock recommendation.It is recommended to use Safety Stock U or Safety Stock (Weeks), not both, as they are both used to generate a recommended initial buy and used in Real Time Alerts.

- In the WP Pack Size U measure, enter how many items come in a pack.

  This measure is used in conjunction with the Round Receipt custom menu to round receipts up to the pack size entered.

  For example, if your pack size is 10 and your receipts are 88, it will round up to 90 to meet the pack size.

- In the WP Min Order Quantity measure, enter a minimum order quantity.

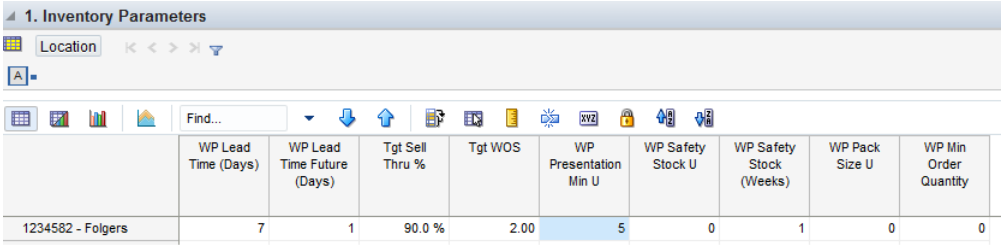
  This measure is used in conjunction with the Round Receipt custom menu to round receipts up to the minimum order quantity entered.

  For example, if your minimum order quantity is 100 and your receipts are 88, it will round up to 100.

- Click Calculate.
- Run the Round Receipts custom menu to round receipts using the Pack Size and/or Min Order Quantity measure inputs.

Review your WP EOP, WP WOS and WP Sell Thru % after running the Round Receipts custom menu to ensure that you are not over-inventoried due to rounding up.

Figure 12–21 1. Inventory Parameters View



	WP Lead Time (Days)	WP Lead Time Future (Days)	Tgt Sell Thru %	Tgt WOS	WP Presentation Min U	WP Safety Stock U	WP Safety Stock (Weeks)	WP Pack Size U	WP Min Order Quantity
1234582 - Folgers	7	1	90.0 %	2.00	5	0	1	0	0

Measure Table

Table 12–17 1. Inventory Parameters View Measures

Label	Definition
WP Lead Time (Days)	The number of days it takes for product to arrive from your vendor/supplier to the warehouse or store, used in the Immediate Need Real Time Alert.
WP Lead Time Future (Days)	The number of buffer days it takes for product to arrive from your vendor/supplier to the warehouse or store, used in the Lead Time Future Need Real Time Alert.
WP Initial Buy U, C, AUC	The planned initial buy Units, Cost, and Average Unit Retail.
TGT Sell Thru %	The planner entered targeted Sell Thru % by item/cluster, used in the Sell Thru Warning Real Time Alert.
TGT WOS	The planner entered targeted WOS by item/cluster, used in the Overage Real Time Alert.
WP Presentation Min U	The minimum amount of inventory on the sales floor per store, used in the Inventory Threshold Real Time Alert.
WP Safety Stock U	Unit quantity maintained to mitigate the risk of stockouts. It is used for the initial buy as well as for subsequent receipt drops, as well as used in the Inventory Threshold, Immediate Need, and Lead Time Future Need Real Time Alerts.
WP Safety Stock (Weeks)	The number of future weeks of sales that additional units should be maintained to mitigate the risk of stockouts, based on future sales weeks. It is used for the initial buy as well as for subsequent receipt drops as well as used in the Inventory Threshold, Immediate Need, and Lead Time Future Need Real Time Alerts.
WP Pack Size U	The number of units that come in a pack, used to round up receipts.
WP Min Order Quantity	The minimum order quantity, used to round up receipts.

Measure Profile

Default Profile

The Default profile is used to update receipt parameters.

Custom Menu

Round Receipts

The Round Receipts custom menu uses the inputs of WP Pack Size U and WP Min Order Quantity to round receipts up to match these parameters.

2. Plan Receipts & Inventory View

The Plan Receipts & Inventory view is used by the planner to readjust the receipt plan to meet sales trends based on business knowledge of constraints.

The steps to complete this process:

- Review the WP Receipts U and make adjustments to quantities or delivery weeks based on business knowledge and the updated sales plan.
- Review the WP EOP U to ensure there are not over or under stock issues.

  If the receipt plan does not support the sales plan, a Real Time Alert will be activated to alert you that action is needed.
- The What-If Cover Weeks measure can be used to enter a number of weeks that receipts must cover sales, based on the sales plan and current week BOP.

  For example, if you enter 3, the system will look at 3 future weeks of sales and subtract this week's planned sales, this week's BOP and any planned Safety Stock U.

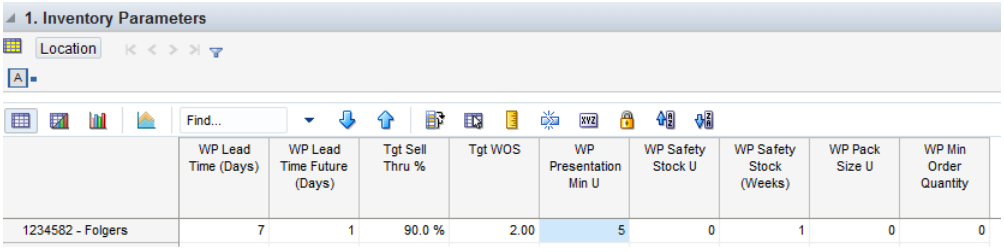
  The resulting receipt unit need will populate the What-if Receipts U measure.
- The Needed Inventory U measure compares the WP EOP with Safety Stock U. If WP EOP is less than Safety Stock U, the measure will populate with the unit amount needed to be above the Safety Stock threshold.
- Review the WP WOS to view the calculated Weeks of Supply based on the sales and receipt plan.

  For each week, WOS is calculated as the number of future weeks of sales covered by the current period's EOP U.
- Review the WP Sell Thru % as a reference value to see how fast inventory is projected to sell through.

  For each week, Sell Thru % is calculated as Net Sales Units / (BOP U + Receipts U).
- Review the Cost measures.
- Repeat this process for each item and cluster in the assortment.
- Once all item/clusters have been planned, utilize the measure profiles to compare to LY, OP, and CP, as well as to reconcile to MFP.

Note that you can use Product Attributes to roll up your items by attributes. For example, this can be used to view inventory levels by attributes that are important to the category, to make sure that receipts are invested for important attributes.

Figure 12–22 1. Inventory Parameters View



	WP Lead Time (Days)	WP Lead Time Future (Days)	Tgt Sell Thru %	Tgt WOS	WP Presentation Min U	WP Safety Stock U	WP Safety Stock (Weeks)	WP Pack Size U	WP Min Order Quantity
1234582 - Folgers	7	1	90.0 %	2.00	5	0	1	0	0

Measure Table

Table 12–18 1. Inventory Parameters View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP BOP U, C, AUC	The calculated Beginning of Period Units, Cost, and Average Unit Cost.
Net Sales U, C, AUC	Net Sales = Sales - Customer Returns Net Sales Units, Cost, and Average Unit Cost.
Receipts U, C, AUC	Receipts Units, Cost, and Average Unit Cost.
EOP U, C, AUC	The calculated End of Period Units, Cost and Average Unit.
What-If Cover Weeks	The what-if number of weeks that receipts must cover based on the sales plan and current week BOP, used to populate the What-If Receipts U measure.
What-If Receipts U	The receipt units needed to cover the planner entered What-If Cover Weeks, based on the future sales, current BOP and Safety Stock U.
Needed Inventory U	Compares the WP EOP with Safety Stock U; if WP EOP is less than Safety Stock U, then the measure will populate with the unit amount needed to be above the Safety Stock threshold.
WP WOS	The number of future weeks of sales that will be covered by the current week's EOP U.
Sell Thru %	The percent of inventory that will be sold during a period, calculated as Net Sales Units / (BOP U + Receipts U).

Real Time Alerts

Inventory Threshold

The alert will activate when current week EOP units fall below Pres Min, Safety Stock U, and Safety Stock (Weeks) measures. This alert is used in the Pre-Season and In-Season Planning workbooks.

Immediate Need

The alert will activate when current week EOP units fall below Safety Stock U + Lead Time Days for an item/cluster/week. Note that lead time days are converted to week. This alert is used in the In-Season Planning workbook.

Lead Time Future Need

The alert will activate when current week EOP units fall below Safety Stock U + Lead Time Days + Lead Time Future Days for an item/cluster/week. Note that lead time days are converted to week. This alert is used in the In-Season Planning workbook.

Overage

The alert will activate when WP WOS between current week and current week + WP Lead Time Days is greater than the TGT WOS, and there are non-zero values in Receipt U or On Order U from current week + WP Lead Time Days for an item/cluster/week. This alert is used in the In-Season Planning workbook.

On Order Reconciliation

The alert will activate when WP On Order U is greater than zero and does not match WP Receipt U for an item/cluster/week. This alert is used in the In-Season Planning workbook.

Sell Thru Warning

The alert will activate green when WP Sell Thru % is higher than the planner entered TGT Sell Thru % and activate yellow when the WP Sell Thru % is lower than the TGT Sell Thru % for an item/cluster/week. This alert is used in the In-Season Planning workbook.

Measure Profiles

Default Profile

The Default profile is used to plan weekly receipts to cover the sales plan based on the updated sales plan EOP inventory objectives.

Last Year Profile

The Last Year profile is used to compare the WP weekly receipts and inventory levels to last year values.

Original Plan Profile

The Original Plan profile is used to compare the WP weekly receipts and inventory levels to an approved Original Plan.

MFP vs WP Profile

The MFP vs WP profile is used to compare and reconcile the MFP CP to the Item Plan WP. Rollup to the subcategory or category level to make the MFP plan visible.

MFP vs CP Profile

The MFP vs CP profile is used to compare and reconcile the MFP CP to the Item Plan CP. Rollup to the subcategory or category level to make the MFP plan visible.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Define Filter/Rollup View

The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

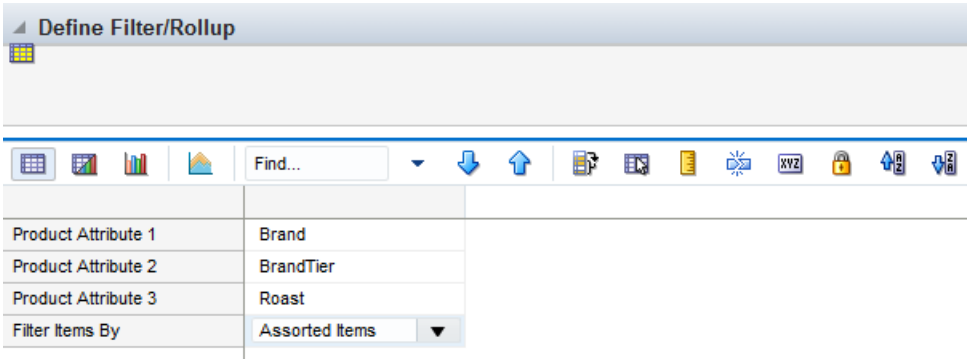
The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The Filter Markdown % Max and Min measures can be used to enter maximum and/or minimum markdown percents used to filter items within the workbook.

The steps to complete this process:

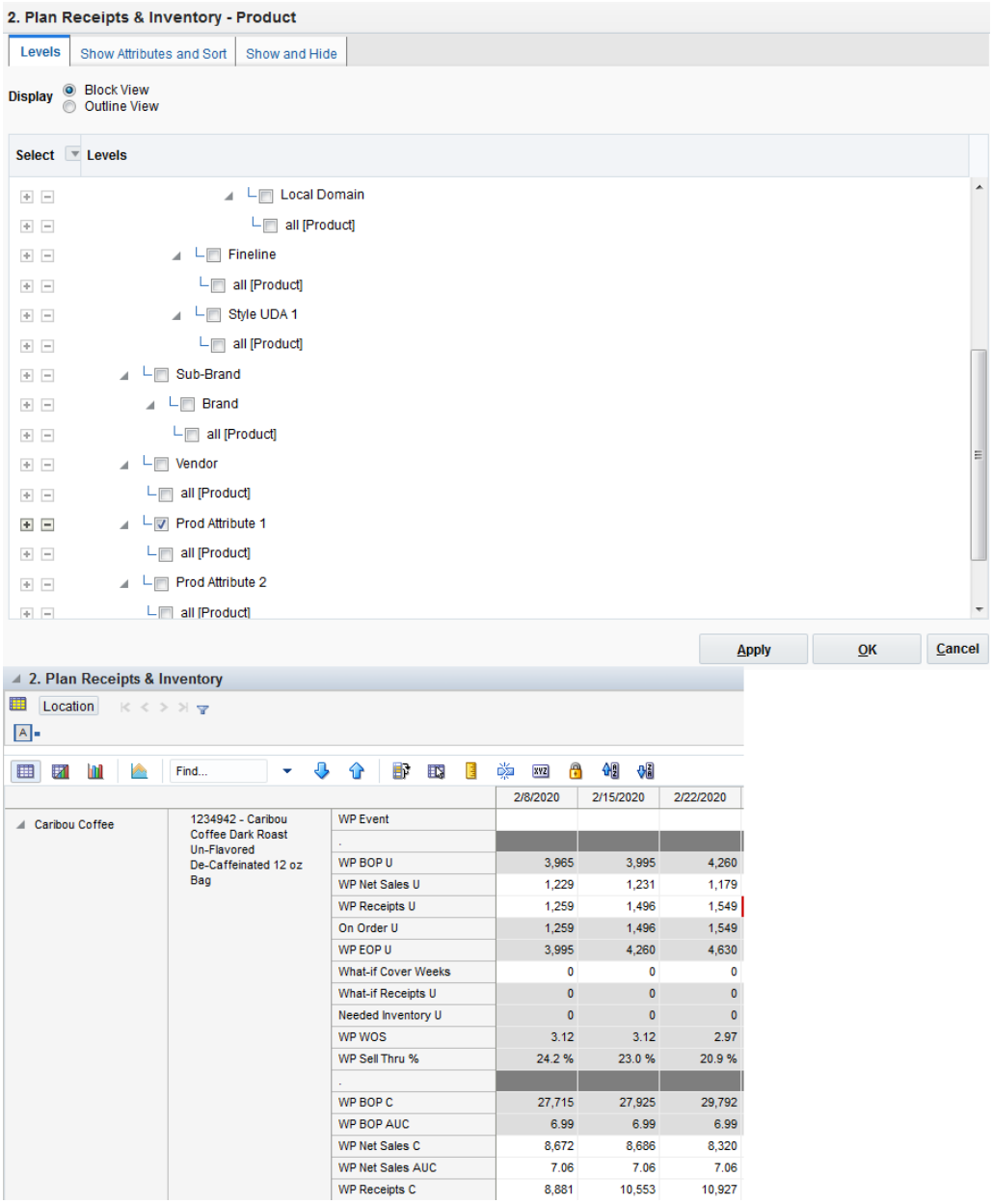
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 12–23 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 12–24 Define Filter/Rollup View



Measure Table

Table 12–19 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.
Filter Items By:	Picklist used to select a real-time alert to filter items.
Filter Markdown Max and Min %	Measures used to enter markdown percentages to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Step 4: Approval

The fourth and final step in the In-Season Item Planning process is Approval. This step approves the item plans that you have created, analyzed, and reviewed for accuracy.

The output of this step is an approved Item Plan Current Plan.

The step to complete this process:

- Approve the item plan.

Prior to Starting this Step:

- Thoroughly analyze and review the item plans by cluster to ensure they meet the financial goals of the category.

After Completing this Step:

- Replan In-Season results as necessary.

View in this Step:

1. Approve Plan View

Custom Menu

Approve

The Approve custom menu copies data from the Working Plan (WP) to the Current Plan (CP).

1. Approve Plan View

The steps to complete this process:

- In the WP Approve to OP/CP measure, check the Boolean flag for the subcategories and clusters that should be approved.

  If all subcategories and clusters should be approved at once, roll up to All Product and All Location and check the Approve to OP measure at that level.

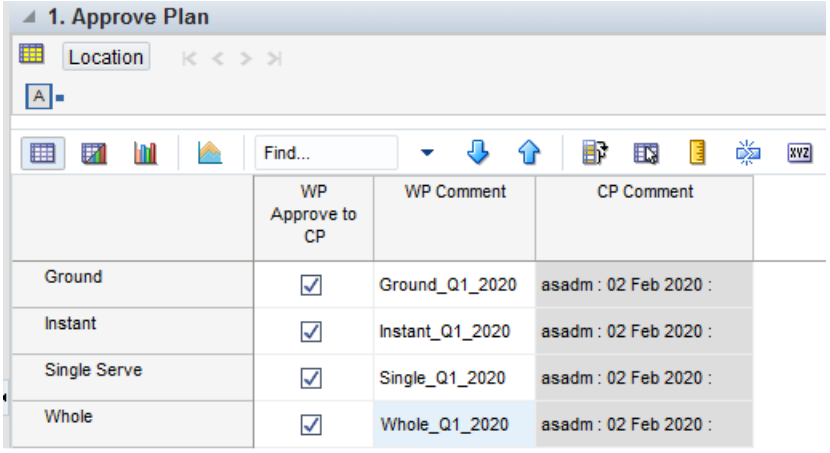
- In the WP Comment measure, enter approval comments.

  The WP Approval Comments will be copied to the OP Approval Comments and concatenated with the approver's ID, for future reference in this view.

- Run the Approve custom menu.

Note that the Approve custom menu creates the OP and CP versions of the plan.

Figure 12–25 1. Approve Plan View



Measure Table

Table 12–20 1. Approve Plan View Measures

Label	Definition
WP Approve to CP	Boolean flag measure required to be checked in order to approve the Working Plan Item Plan to the Current Plan.
WP Comments	Comments entered here will be copied to the CP Approval Comments and concatenated with the approver's ID, for future reference in this view.
CP Comments	Current Plan comments used as a reference.

Measure Profile

Default Profile

The Default profile is used to approve the Item Plan to the CP version.

Custom Menus

Approve

The Approve custom menu copies data from the Working Plan (WP) to the Current Plan (CP).

13

Item Planning @ Store

The Item Planning @ Store task is used to create location level exception plans. These plans can be inherited from the approved Item Planning cluster level plan, or the planner can use other seeding methods, discussed below. The output of this task is a location/item level sales and inventory plan.

Typical Business Users

The typical business user who completes this task will be an Assortment Planner. The Planner usually will have completed the Item Planning process at the cluster level and needs to create exception plans at the individual location level.

Process Extension

Local Currency

Local Currency refers to the ability to plan in more than one currency if your business operates in multiple countries with different currencies. Multiple currencies and their exchange rates can be managed within Item Planning, allowing the planner to choose which currency they would like to plan in. Data will be stored in the one global currency, and within a workbook, users can switch between currencies as business needs dictate.

Data Requirements

- Location hierarchy
- Product hierarchy
- Calendar hierarchy
- Sales Retail, Sales Unit, and Cost actuals
- Customer Returns actuals
- Direct/ecommerce actuals
- Item attributes and attribute values

Item Planning @ Store Process Steps

The high-level steps to complete this process:

- Determine which stores require an exception plan.

- Replan Sales and Margin by item/location.
- Replan receipt and inventory by item/location.
- Approve the item plan to the Current Plan.

Create the Item Planning @ Store Workbook

To create the Item Planning @ Store workbook:

1. Click the **Create New Workbook** icon in the Item Planning @ Store task.
2. The Workbook Wizard appears. Select the Local Domain that includes the categories you wish to plan and click **Next**.
3. In Select Product, select one or multiple subcategories, or a subset of items, and click **Next**.
4. In Select Location, select the individual locations that will receive this assortment and click **Next**. Use the dimension button to view which stores belong to each location cluster.
5. In Select Calendar, select the time periods, either weeks or a full Assortment Period, that this assortment has been assigned to sell in and click **Next**. Multiple Assortment Periods may be brought into the workbook and click **Finish**.

   The Item Planning @ Store workbook is built.

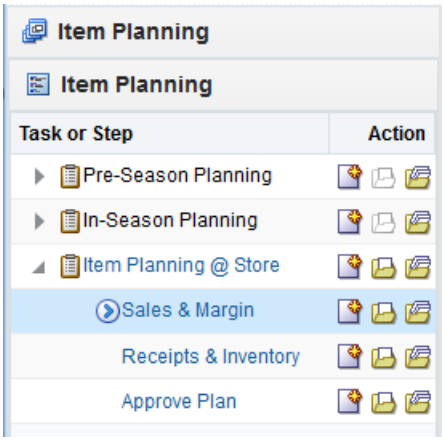
Step 1: Sales & Margin

The first step in the Item Planning @ Store process is Sales & Margin. This step is used to define parameters such as whether the item will be assorted in a particular store and to make adjustments of regular, promotional, and clearance sales at the item/location level.

The steps to complete this process:

- Seed sales.
- Seed like items, if necessary.
- Set VAT rate.
- Plan regular, promotional, and clearance sales and margin.

Figure 13–1 Sales & Margin Step



Prior to Starting this Step:

- Cluster level item plans should be approved.

After Completing this Step:

- Plan receipts and inventory based on the sales plan.

Tabs and Views in this Step:

1. Define Parameters View

2. Define VAT Rate View

3. Plan Sales & Margin View

Define Filter/Rollup View

Local Currency Tab

Custom Menus

Seed Plan

The Seed Plan custom menu populates an item's weekly sales based on the Sales Source selected.

Refresh Product Rollup

The Refresh Product Rollup custom menu dynamically creates alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the dynamically created product hierarchy to see rollups based on the attribute selections. If the Process Extension CDT is being used, the planner can choose a CDT version and the custom menu will populate the selected CDT.

1. Define Parameters View

The Define Parameters view is used by the planner to define which items will be assorted by location, select a sales seed source, and seed like items, if necessary.

The steps to complete this process:

- Review the WP Assorted Item Boolean flag measure and ensure it is checked for each valid item location.

  Only item/location combinations with the WP Assorted Item measure set to true will receive a seeded sales plan.

- Review the CP Assorted Item measure to understand if there are differences between the Item Planning @ Cluster plan and the exception plan that you are creating.

- If Assortment Planning & Optimization for Grocery/Hardlines Cloud Service is in use, review the AP CP Assort Core measure to understand which items are assorted in the Assortment Plan.

- In the WP Seed Source picklist, select a seeding source.

  Assort Plan - The Assortment Planning Current Plan (CP) units will be spread based on the Item Planning @ Cluster sales curve.

- The units will be seeded, then multiplied by the Item Price to calculate the Sales Retail.

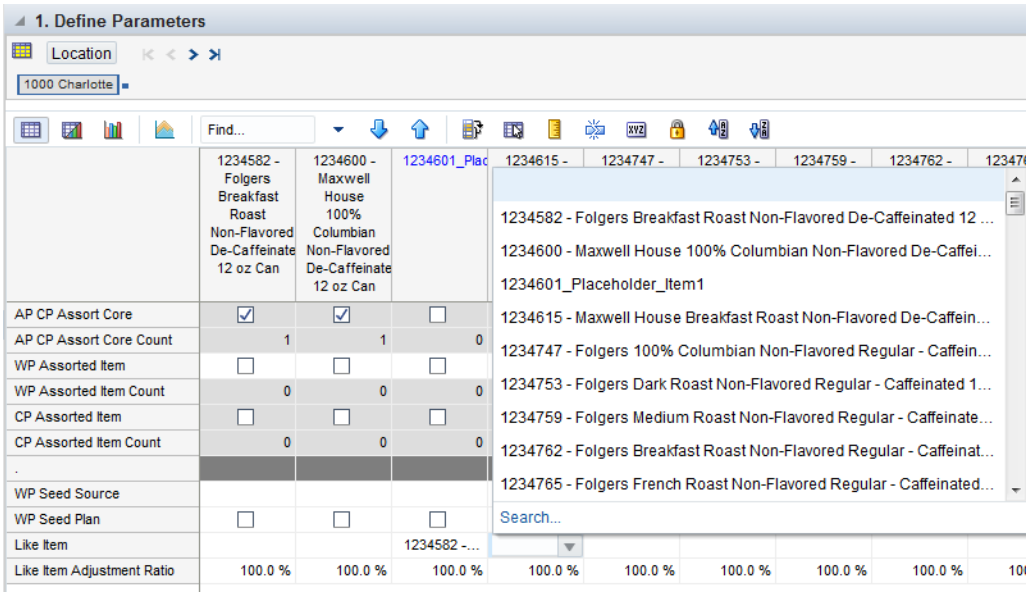
- Only Sales Retail, Units, and AUR are seeded with this option:

  - Last Year - Sales, Returns, Receipts, Transactions, and Traffic are seeded with this option.
  - Forecast - Units will be seeded, then multiplied by the Item Price to calculate the Sales Retail.
  - Current Plan - Sales, Returns, Receipts, Transactions, and Traffic are seeded with this option.

- If you want to assign a like item, in the WP Like Item measure, select the existing item to assign to the new item.

  Note that you can use the Filter Icon to filter items with the Add designation so that it is easier to locate new items.

Figure 13–2 1. Define Parameters View



- Select a Like Item Seed Source:

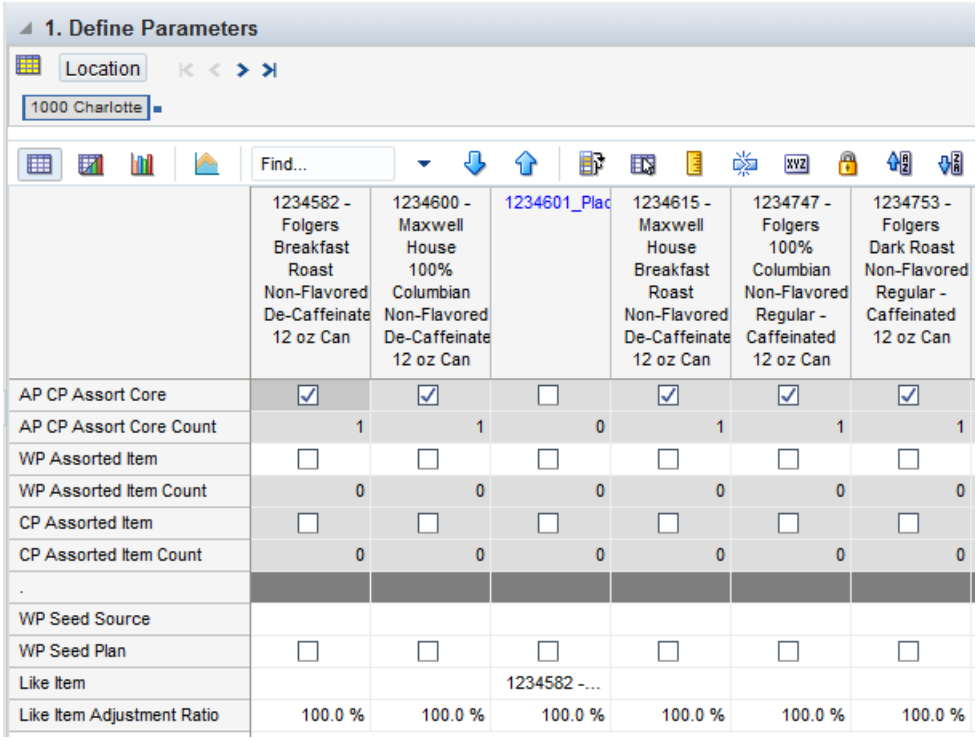
  Like Item CP and Like Item LY - Sales, Returns, Receipts, Transactions, and Traffic are seeded with this option.

- In the Like Item Adjustment measure, assign an adjustment ratio for the existing item sales to be copied to the new item.

- Run the Seed Plan custom menu.

Note that only unelapsed periods will be updated with seeded data.

Figure 13–3 1. Define Parameters View



Measure Table

Table 13–1 1. Define Parameters View Measures

Label	Definition
AP CP Assort Core	A Boolean flag measure used to indicate that an item is carried as core in the approved Assortment Plan.
AP CP Assort Core Count	The number of items carried in the approved Assortment Plan.
WP Assorted Item	An editable Boolean measure indicating whether an item is a core item in the Item Plan @ Store assortment. Only WP Assorted Items will receive a seeded sales plan.
WP Assorted Item Count	The number of items carried in the Item Plan @ Store Working Plan.
CP Assorted Item	A Boolean measure indicating whether an item is an active item in the Item Planning Current Plan.
CP Assorted Item Count	The number of active items in the Item Planning Current Plan.
WP Seed Source	A picklist used to select the seed source for an item's sales.
WP Seed Plan	A Boolean flag measure which is required to be checked to create a weekly sales plan for assorted items.
Like Item	An item used to populate the Sales R, U, and GM R of a new item being added to the assortment using an adjustment ratio.
Like Item Adjustment	Provides a facility to adjust a new item's Sales R, U, and GM R by using a percentage ratio to the sales of the like item.

Measure Profile

Default Profile

The Default profile is used to assign item parameters before seeding sales.

Custom Menu

Seed Plan

The Seed Plan custom menu populates an item's weekly sales based on the Sales Source selected.

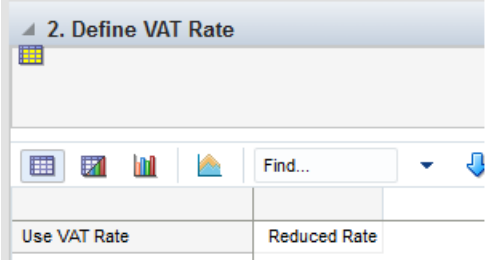
2. Define VAT Rate View

The Define VAT Rate view is used by the planner to choose the VAT Rate used for the category.

The step to complete this process:

- In the Use VAT Rate picklist measure, select the appropriate VAT rate for the category.

Figure 13–4 2. Define VAT Rate View



Measure Table

Table 13–2 2. Define VAT Rate View Measure

Label	Definition
Use VAT Rate	User-selected VAT rate for the category/store being planned.

Measure Profile

Default Profile

The Default profile is used to select the appropriate VAT Rate.

3. Plan Sales & Margin View

The Plan Sales and Margin view is used by the planner to replan regular, promotional, and clearance sales by item and location.

The steps to complete this process:

- Review and adjust each item/week/store Regular, Promotional and Clearance Sales.

  It is a best practice to seed sales before planning the sales buckets so that there is a demand curve in Reg, Promo and Clr Sales from which to begin your plan.

If there is no seeding and no prior data entered, then planning WP Sales will spread proportionally (since there is no demand curve the data will spread evenly) to Reg, Promo and Clr Sales.

If that is not the desired behavior, plan Reg Sales, Promo Sales and Clr Sales before planning Sales, so that a demand curve is in place before planning WP Sales.

- Review and adjust Sales after having planned Regular, Promotional, and Clearance Sales, if necessary.
- Review AUC and Gross Margin measures to ensure financial viability of the plan.

Measure Interactions

The following logic is used when planning different types of sales:

- WP Sales are the aggregation of WP Sales Reg, WP Sales Promo, and WP Clr.
- Updates to WP Sales will update WP Reg Sales, WP Promo, and WP Clr Sales proportionally.
- Updates to WP Sales Reg R will hold AUR and recalculate Units.
- Updates to WP Sales Promo Disc % or the WP Markdown % will apply the entered discount to the WP Promo/Clr Sales AUR, hold the units and recalculate WP Promo/Clr Sales Retail.
- Updates to WP Sales Promo/Clr R will hold the AUR and recalculate units.

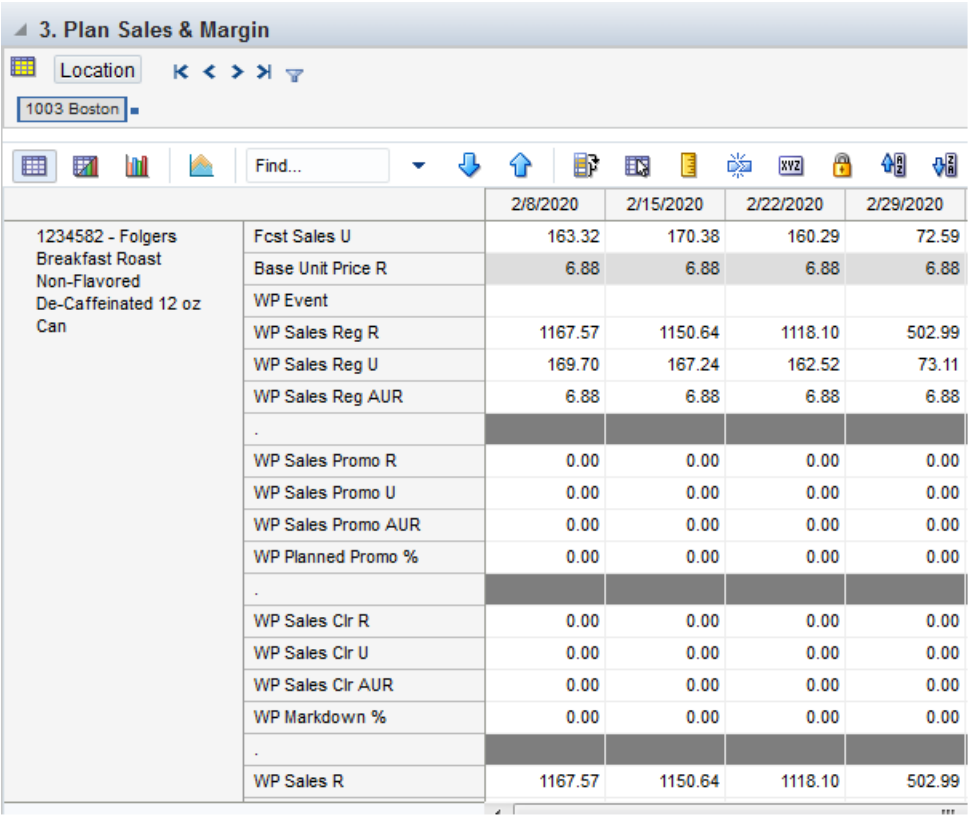
Measure Calculations

The calculations for the Sell Thru Gap and Markdown Optimization measures are shown in the following table.

Table 13–3 3. Plan Sales & Margin View Measure Calculations

Label	Calculation
WP Sell Thru U var CP	(CP Sell Thru - WP Sell Thru) * WP BOP U
Needed Sales Lift %	WP Sell Thru U var CP / WP Sales U
Recommended Markdown Price	The maximum value of either Unconstrained Price or Inventory Constrained Price. Note that if the calculated Recommended Markdown Price is greater than the item unit price, then it will be zero. Unconstrained Price: ((Item Unit Cost * elasticity) / (elasticity - 1)) Inventory Constrained Price: ((BOP U + Remaining Receipts U) / Seasonal Effects, -1/elasticity) Seasonal Effects (Sales Plan): WP Sales U * (WP Sales AUR, elasticity) The Item Unit Price is the current price fed from the source system.
Recommended Markdown %	(Item Unit Price - Recommended Markdown Price) / Item Unit Price Note that if the Recommended Markdown Price rounded down is zero, then the recommended markdown % will be 0%.

Figure 13–5 3. Plan Sales & Margin View



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	163.32	170.38	160.29	72.59
	Base Unit Price R	6.88	6.88	6.88	6.88
	WP Event				
	WP Sales Reg R	1167.57	1150.64	1118.10	502.99
	WP Sales Reg U	169.70	167.24	162.52	73.11
	WP Sales Reg AUR	6.88	6.88	6.88	6.88
	.				
	WP Sales Promo R	0.00	0.00	0.00	0.00
	WP Sales Promo U	0.00	0.00	0.00	0.00
	WP Sales Promo AUR	0.00	0.00	0.00	0.00
	WP Planned Promo %	0.00	0.00	0.00	0.00
	.				
	WP Sales Clr R	0.00	0.00	0.00	0.00
	WP Sales Clr U	0.00	0.00	0.00	0.00
	WP Sales Clr AUR	0.00	0.00	0.00	0.00
	WP Markdown %	0.00	0.00	0.00	0.00
	.				
	WP Sales R	1167.57	1150.64	1118.10	502.99

Measure Table

Table 13–4 3. Plan Sales & Margin View Measures

Label	Definition
Fcst Sales U	Forecasted Sales Units from RDF or RDF Lite.
Base Unit Price R	An item's retail value, which can be different by location.
WP Event	Populated after a What-if promotion or markdown event is applied after running the Apply WI custom menus, or the planner can manually enter a value.
WP Sales Reg R, U, AUR	Regular Sales Retail, Units, and Average Unit Retail.
WP Sales Promo R, U, AUR	Promotional Sales Retail, Units, and Average Unit Retail.
WP Planned Promo %	The Promotional discount percent applied to the promotional week.
WP Sales Clr R, U, AUR	Markdown Sales Retail, Units, and Average Unit Retail.
WP Markdown %	The Markdown discount percent applied to the markdown week.
WP Sales R, U, AUR	The aggregation of WP Sales Reg, WP Sales Promo and WP Clr. WP Sales do not include customer returns.
WP ROS	The weekly rate of sales for the item/cluster/calendar periods that were selected in the wizard process.
WP Sell Thru %	The percent of inventory that will be sold during a period, calculated as Net Sales Units / (BOP U + Receipts U).

Table 13–4 (Cont.) 3. Plan Sales & Margin View Measures

Label	Definition
CP Sell Thru %	The percent of inventory that will be sold during a period, calculated as Net Sales Units / (BOP U + Receipts U) in Current Plan.
WP Sell Thru U var CP	The BOP unit variance between your WP Sell Thru and CP Sell Thru.
Needed Sales Lift %	The unit sales lift percent necessary to bridge the gap between your WP Sell Thru and CP Sell Thru.
Recommended Markdown Price	The recommended optimal markdown price that maximizes margin, subject to inventory constraints. The calculation is based on elasticity, current inventory and the sales plan.
Recommended Markdown %	The recommended markdown percent to maximize margin, subject to inventory constraints.
WP Sales C, AUC, GM R, GM %	Sales Cost, Average Unit Cost, Gross Margin value, and Gross Margin percent for an item.

Measure Profiles

Default Profile

The Default profile is used to plan regular, promotion and clearance sales by item and location.

Return/Net Sales Profile

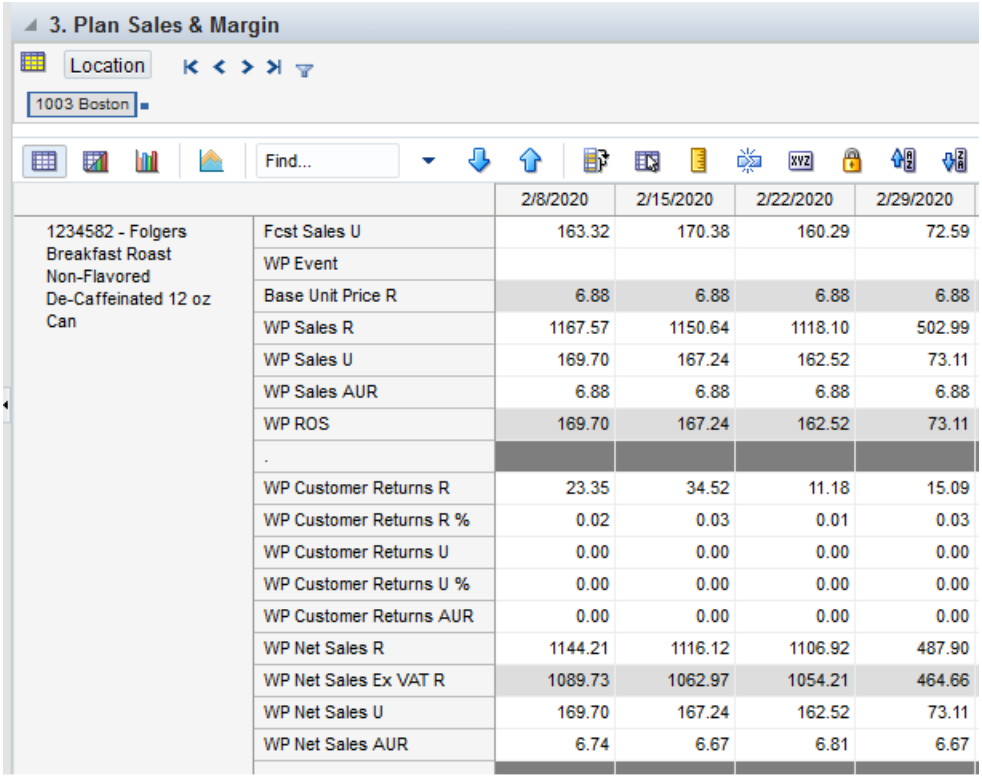
The Return/Net Sales profile is used to plan customer returns and view net sales.

The steps to complete this process:

- Review the seeded Customer Returns data and make adjustments by item and cluster as necessary.
- Review the Net Sales data.

  Net Sales = Sales - Customer Returns

Figure 13–6 3. Plan Sales & Margin View with Returns/Net Sales



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	Fcst Sales U	163.32	170.38	160.29	72.59
	WP Event				
	Base Unit Price R	6.88	6.88	6.88	6.88
	WP Sales R	1167.57	1150.64	1118.10	502.99
	WP Sales U	169.70	167.24	162.52	73.11
	WP Sales AUR	6.88	6.88	6.88	6.88
	WP ROS	169.70	167.24	162.52	73.11
	.				
	WP Customer Returns R	23.35	34.52	11.18	15.09
	WP Customer Returns R %	0.02	0.03	0.01	0.03
	WP Customer Returns U	0.00	0.00	0.00	0.00
	WP Customer Returns U %	0.00	0.00	0.00	0.00
	WP Customer Returns AUR	0.00	0.00	0.00	0.00
	WP Net Sales R	1144.21	1116.12	1106.92	487.90
	WP Net Sales Ex VAT R	1089.73	1062.97	1054.21	464.66
	WP Net Sales U	169.70	167.24	162.52	73.11
	WP Net Sales AUR	6.74	6.67	6.81	6.67

Measure Table

Table 13–5 3. Plan Sales & Margin View with Returns/Net Sales Measures

Label	Definition
Customer Returns R, R %, U, U%, AUR, C, AUC	Customer Returns Retail, Retail percent of WP Sales R, Units, Units percent of WP Sales U, Average Unit Retail, Cost and Average Unit Cost
Net Sales R, Ex VAT R, U, AUR, C, AUC, GM R, GM R %, Net GM Ex VAT R	Net Sales = Sales - Customer Returns Net Sales Retail, excluding VAT Rate, Units, Average Unit Retail, Cost, Average Unit Cost, Gross Margin value, Gross Margin percent and Gross Margin excluding the Vat Rate.

Last Year Profile

The Last Year profile is used to review last year regular, promotional, and clearance data compared to the working plan.

Current Plan Profile

The Current Plan profile is used to review the most recently approved Item Plan Current Plan (CP) regular, promotional, and clearance data compared to the working plan.

Direct WP/LY Profile

The Direct WP/LY profile is used to review and plan measures related to the Direct, or ecommerce business and compare to last year.

Direct WP/CP Profile

The Direct WP/CP profile is used to review and plan measures related to the Direct, or ecommerce business and compare to the Item Plan CP.

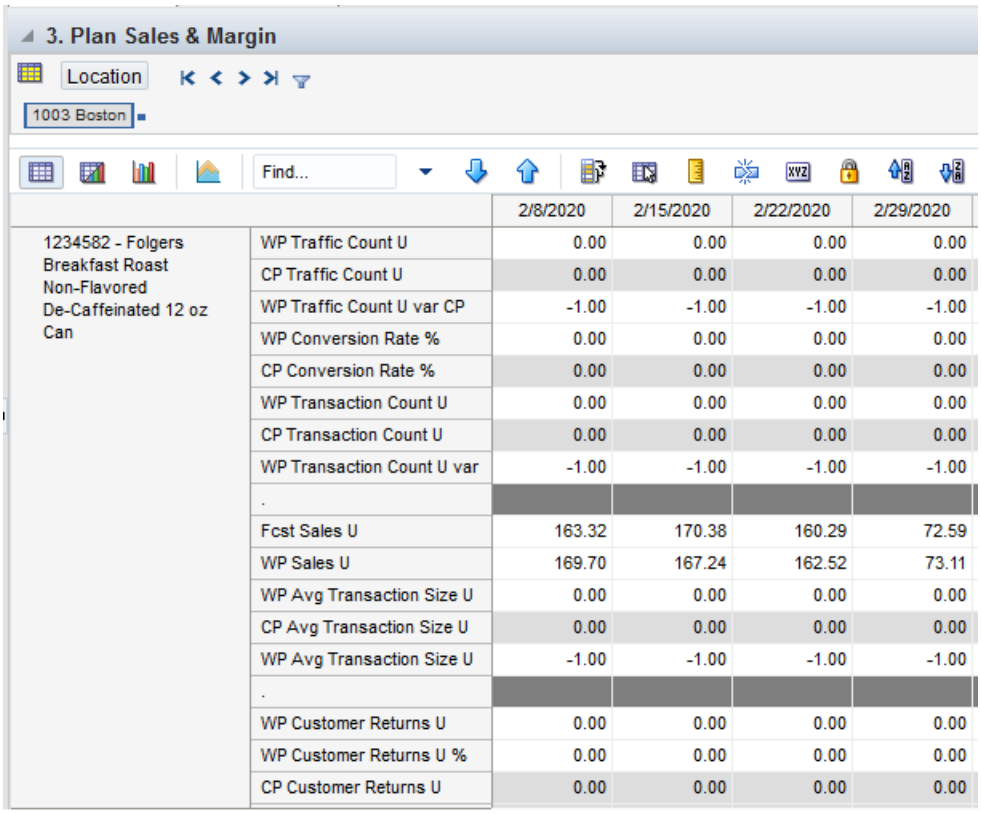
Direct WP/LY Plan Profile

The Direct WP/LY profile is used to review and plan measures related to the Direct, or ecommerce business, and compare to last year.

Direct WP/CP Profile

The Direct WP/CP profile is used to review and plan measures related to the Direct, or ecommerce business and compare to the Item Plan CP.

Figure 13–7 3. Plan Sales & Margin View with Direct



		2/8/2020	2/15/2020	2/22/2020	2/29/2020
1234582 - Folgers Breakfast Roast Non-Flavored De-Caffeinated 12 oz Can	WP Traffic Count U	0.00	0.00	0.00	0.00
	CP Traffic Count U	0.00	0.00	0.00	0.00
	WP Traffic Count U var CP	-1.00	-1.00	-1.00	-1.00
	WP Conversion Rate %	0.00	0.00	0.00	0.00
	CP Conversion Rate %	0.00	0.00	0.00	0.00
	WP Transaction Count U	0.00	0.00	0.00	0.00
	CP Transaction Count U	0.00	0.00	0.00	0.00
	WP Transaction Count U var	-1.00	-1.00	-1.00	-1.00
	.				
	Fcst Sales U	163.32	170.38	160.29	72.59
	WP Sales U	169.70	167.24	162.52	73.11
	WP Avg Transaction Size U	0.00	0.00	0.00	0.00
	CP Avg Transaction Size U	0.00	0.00	0.00	0.00
	WP Avg Transaction Size U	-1.00	-1.00	-1.00	-1.00
	.				
	WP Customer Returns U	0.00	0.00	0.00	0.00
	WP Customer Returns U %	0.00	0.00	0.00	0.00
	CP Customer Returns U	0.00	0.00	0.00	0.00

Measure Table

Table 13–6 3. Plan Sales & Margin View with WP/LY Measures

Label	Definition
Traffic Count	Measures the hits an item receives.
Conversion Rate %	Conversion rate is calculated as Transaction Count / Traffic Count.
Transaction Count	Measures the number of transactions for an item.
Avg Transaction Size U	Average Transaction Size is calculated as Sales U / Transaction Count.
Customer Returns U, U %, R, R%, AUR	Customer Returns Units, Units percent of WP Sales U, Retail, Retail percent of WP Sales R, Average Unit Retail.

Define Filter/Rollup View

The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

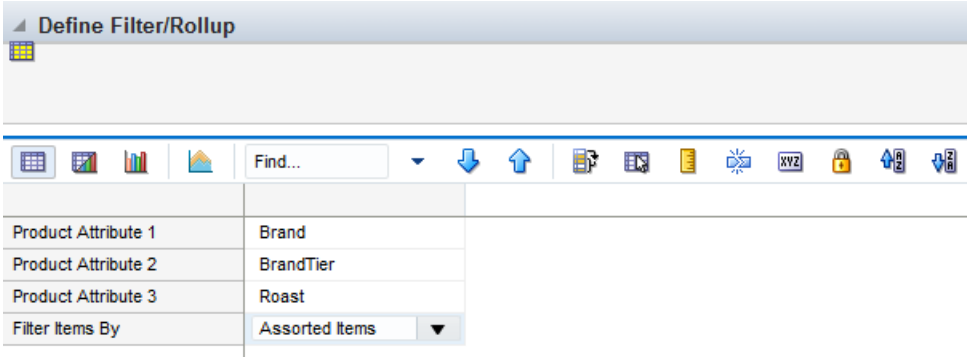
The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The Filter Markdown % Max and Min measures can be used to enter maximum and/or minimum markdown percents used to filter items within the workbook.

The steps to complete this process:

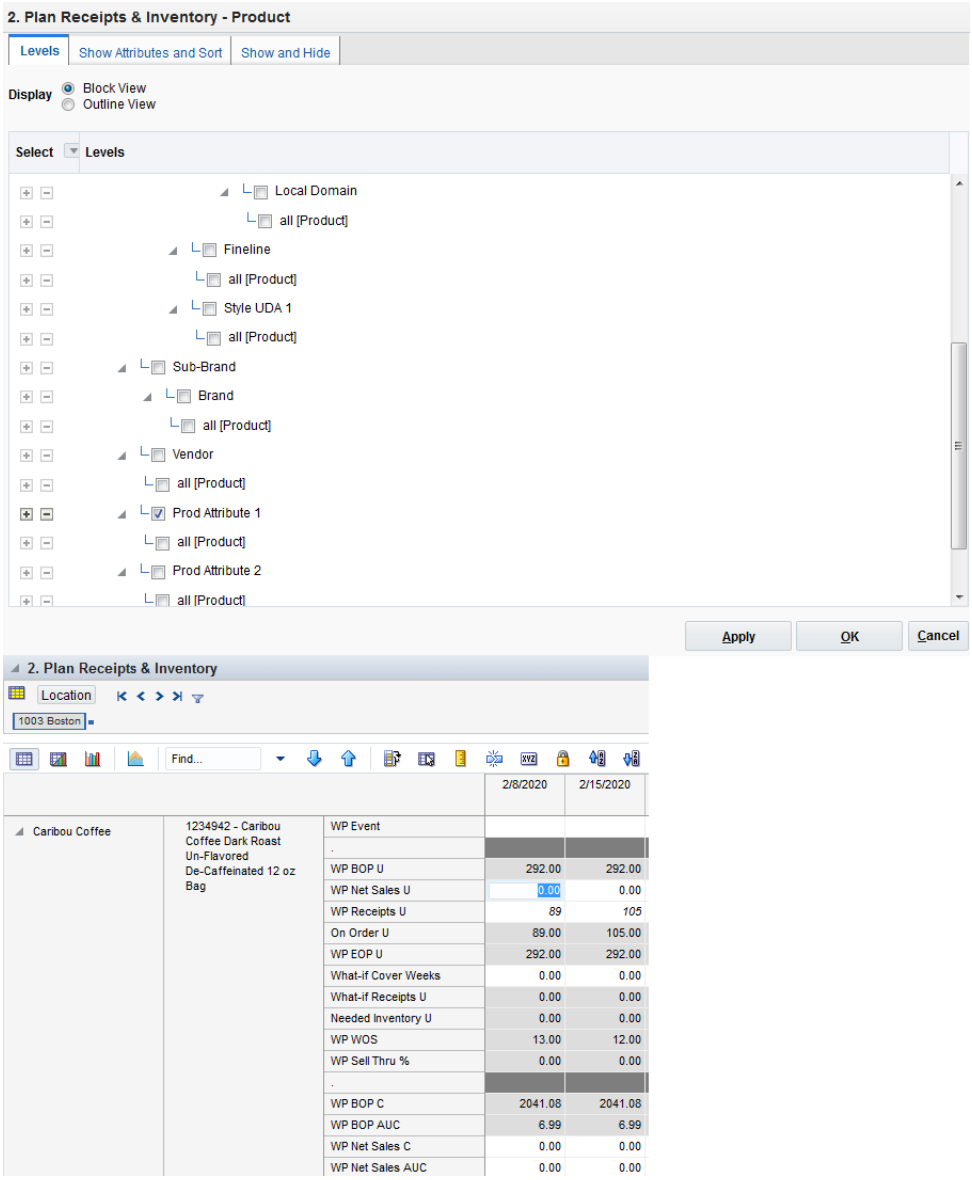
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 13–8 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - In the Filter Markdown % Max or Min % measures, enter markdown percents to filter by; the Recommended Markdown % is used to compare against the Min/Max filter.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 13–9 Define Filter/Rollup View



Measure Table

Table 13–7 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.
Filter Items By:	Picklist used to select a real-time alert to filter items.
Filter Markdown Max and Min %	Measures used to enter markdown percentages to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Local Currency Tab

Process Extension

If your business is using the local currency function, follow this process:

- Go to the Local Currency tab and Setup view and select the currency you wish to plan in from the Use Local Currency measure picklist.
- Run the Convert Local Currency custom menu.
- Go to the Plan Local Currency view to plan item level sales in the local currency.

  Note that local currency is denoted by an L in the measure name to indicate Local Currency, for example WP Sales LR.

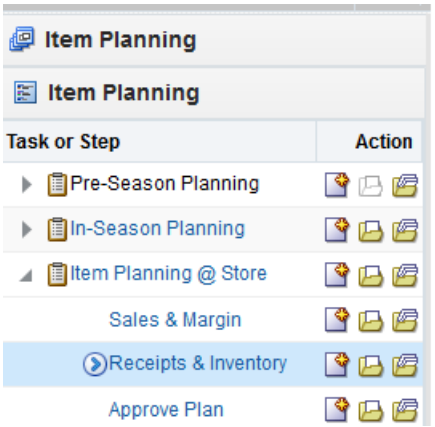
Step 2: Receipts & Inventory

The second step in the Item Planning @ Store process is Receipts & Inventory. This step is used to define parameters such as presentation minimums, safety stock, and real time alert parameters.

The steps to complete this process:

- Review and update inventory parameters.
- Adjust receipts and inventory based on the sales plan.

Figure 13–10 Receipts & Inventory Step



Prior to Starting this Step:

- Item/location sales plans should be completed.

After Completing this Step:

- Approve the Item Planning @ Store plan.

Views in this Step:

1. Inventory Parameters View

2. Plan Receipts & Inventory View

Define Filter/Rollup View

Custom Menu

Round Receipts

The Round Receipts custom menu uses the inputs of WP Pack Size U and WP Min Order Quantity to round receipts up to match these parameters.

1. Inventory Parameters View

The Inventory Parameters view is used by the planner to assign inventory and receipt parameters in order to flow receipts. Based on the parameters, the system will calculate the optimal receipt flow to support the sales plan. Parameters that were set in the Item Planning @ Cluster workbook are inherited in this workbook.

The steps to complete this process:

- Review the inventory parameters; if changes need to be made, follow the steps below.
- In the WP Presentation Min U measure, enter the minimum amount of inventory on the sales floor per store.

  This is used only in calculating the initial buy and can be thought of as a fixture fill.
- In the WP Safety Stock U measure, enter the quantity of units that should be maintained to mitigate the risk of stock-outs.

  Use this measure if you know that a certain unit quantity should be kept on hand for safety stock.

  It is recommended to use Safety Stock U or Safety Stock (Weeks), not both, as they are both used to generate a recommended initial buy.
- In the Safety Stock (Weeks) measure, enter the number of weeks of sales that the safety stock should cover.

  Use this measure to use future weeks of sales to generate a dynamic safety stock recommendation.

  It is recommended to use Safety Stock U or Safety Stock (Weeks), not both, as they are both used to generate a recommended initial buy.
- In the WP Pack Size U measure, enter how many items come in a pack.

  This measure is used in conjunction with the Round Receipt custom menu to round receipts up to the pack size entered.

  For example, if your pack size is 10 and your receipts are 88, it will round up to 90 to meet the pack size.
- In the WP Min Order Quantity measure, enter a minimum order quantity.

  This measure is used in conjunction with the Round Receipt custom menu to round receipts up to the minimum order quantity entered.

  For example, if your minimum order quantity is 100 and your receipts are 88, it will round up to 100.

- In the WP Lead Time (Days) measure, enter the number of days it takes for product to arrive from your vendor/supplier to the warehouse or store.

  This measure is used to generate the Immediate Need real time alert in the In-Season Planning workbook, letting you know that your EOP is below your Safety Stock.

- In the WP Lead Time Future (Days) measure, enter the number of buffer days it takes for product to arrive from your vendor/supplier to the warehouse or store.

  This measure is used to generate the Lead Time Future Need real time alert in the In-Season Planning workbook, letting you know that your future EOP is below your Safety Stock.

- In the Tgt WOS measure, enter a target Weeks of Supply.

  This is used in the In-Season workbook to compare the Tgt WOS with the WP WOS.

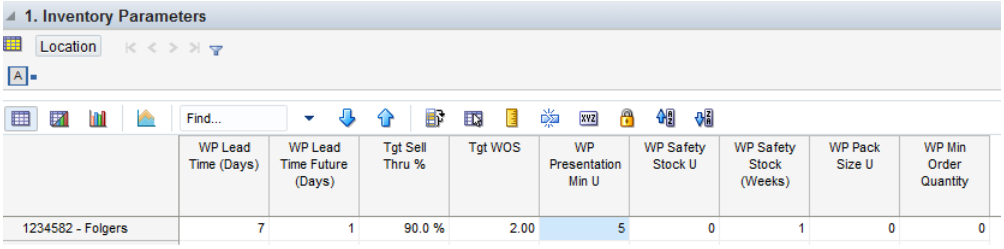
- In the TGT Sell Thru % measure, enter the targeted Sell Thru %.

  This measure is used to generate the Sell Thru Warning Real Time Alert, letting you know that your Sell Thru is higher or lower than your targeted Sell Thru.

- Run the Round Receipts custom menu to round receipts using the Pack Size and/or Min Order Quantity measure inputs.

  Review your WP EOP, WP WOS and WP Sell Thru % after running the Round Receipts custom menu to ensure that you are not over-inventoried due to rounding up

Figure 13–11 1. Inventory Parameters View



	WP Lead Time (Days)	WP Lead Time Future (Days)	Tgt Sell Thru %	Tgt WOS	WP Presentation Min U	WP Safety Stock U	WP Safety Stock (Weeks)	WP Pack Size U	WP Min Order Quantity
1234582 - Folgers	7	1	90.0 %	2.00	5	0	1	0	0

Measure Table

Table 13–8 1. Inventory Parameters View Measures

Label	Definition
WP Presentation Min U	The minimum amount of inventory on the sales floor per store, used in the Inventory Threshold Real Time Alert.
WP Safety Stock U	Unit quantity maintained to mitigate the risk of stockouts. It is used for the initial buy as well as for subsequent receipt drops, as well as used in the Inventory Threshold, Immediate Need, and Lead Time Future Need Real Time Alerts.
WP Safety Stock (Weeks)	The number of future weeks of sales that additional units should be maintained to mitigate the risk of stockouts, based on future sales weeks. It is used for the initial buy as well as for subsequent receipt drops as well as used in the Inventory Threshold, Immediate Need, and Lead Time Future Need Real Time Alerts.

Table 13–8 (Cont.) 1. Inventory Parameters View Measures

Label	Definition
WP Pack Size U	The number of units that come in a pack, used to round up receipts.
WP Min Order Quantity	The minimum order quantity, used to round up receipts.
WP Lead Time (Days)	The number of days it takes for product to arrive from your vendor/supplier to the warehouse or store. This measure is used to generate the Immediate Need real time alert in the In-Season Planning workbook, letting you know that your EOP is below your Safety Stock.
WP Lead Time Future (Days)	The number of buffer days it takes for product to arrive from your vendor/supplier to the warehouse or store. This measure is used to generate the Lead Time Future Need real time alert in the In-Season Planning workbook, letting you know that your future EOP is below your Safety Stock.
Tgt WOS	The planner entered targeted WOS by item/cluster, used in the Overage Real Time Alert.
Tgt Sell Thru %	The planner entered targeted Sell Thru % by item/cluster, used in the Sell Thru Warning Real Time Alert.

Measure Profile

Default Profile

The Default profile is used to assign receipt parameters before flowing receipts.

Custom Menu

Round Receipts

The Round Receipts custom menu uses the inputs of WP Pack Size U and WP Min Order Quantity to round receipts up to match these parameters.

2. Plan Receipts & Inventory View

The Plan Receipts & Inventory view is used by the planner to readjust the receipt plan to meet sales trends based on business knowledge of constraints.

The steps to complete this process:

- Review the WP Receipts U and make adjustments to quantities or delivery weeks based on business knowledge and the updated sales plan.
- Review the On Order measure to understand when ordered receipts are scheduled to arrive.
- Review the WP EOP U to ensure there are not over or under stock issues.

  If the receipt plan does not support the sales plan, a Real Time Alert will be activated to alert you that action is needed.
- The What-If Cover Weeks measure can be used to enter a number of weeks that receipts must cover sales, based on the sales plan and current week BOP.

  For example, if you enter 3, the system will look at 3 future weeks of sales and subtract this week's planned sales, this week's BOP and any planned Safety Stock U.

  The resulting receipt unit need will populate the What-if Receipts U measure.

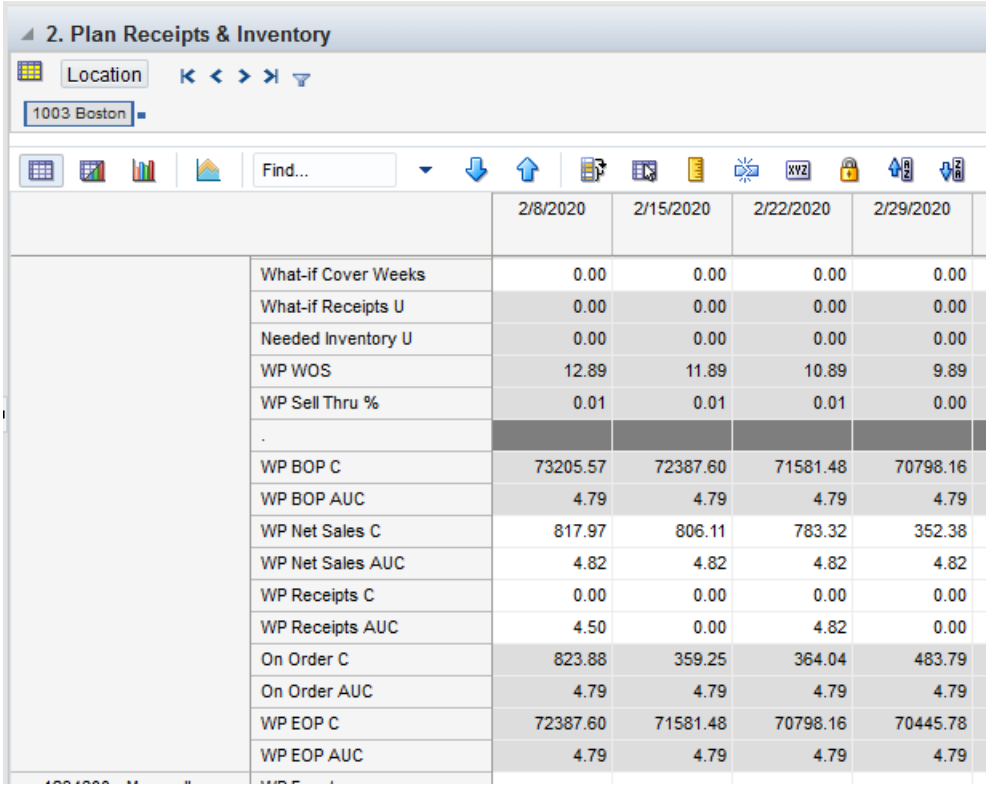
- The Needed Inventory U measure compares the WP EOP with Safety Stock U. If WP EOP is less than Safety Stock U, the measure will populate with the unit amount needed to be above the Safety Stock threshold.
- Review the WP WOS to view the calculated Weeks of Supply based on the sales and receipt plan.

  For each week, WOS is calculated as the number of future weeks of sales covered by the current period's EOP U.
- Review the WP Sell Thru % as a reference value to see how fast inventory is projected to sell through.

  For each week, Sell Thru % is calculated as Net Sales Units / (BOP U + Receipts U).
- Review the Cost measures.
- Repeat this process for each item and location.
- Once all /locations have been planned, utilize the measure profiles to compare to LY and CP.

Note that you can use Product Attributes to roll up your items by attributes. For example, this can be used to view inventory levels by attributes that are important to the category, to make sure that receipts are invested for important attributes.

Figure 13–12 2. Plan Receipts & Inventory View



	2/8/2020	2/15/2020	2/22/2020	2/29/2020
What-if Cover Weeks	0.00	0.00	0.00	0.00
What-if Receipts U	0.00	0.00	0.00	0.00
Needed Inventory U	0.00	0.00	0.00	0.00
WP WOS	12.89	11.89	10.89	9.89
WP Sell Thru %	0.01	0.01	0.01	0.00
.				
WP BOP C	73205.57	72387.60	71581.48	70798.16
WP BOP AUC	4.79	4.79	4.79	4.79
WP Net Sales C	817.97	806.11	783.32	352.38
WP Net Sales AUC	4.82	4.82	4.82	4.82
WP Receipts C	0.00	0.00	0.00	0.00
WP Receipts AUC	4.50	0.00	4.82	0.00
On Order C	823.88	359.25	364.04	483.79
On Order AUC	4.79	4.79	4.79	4.79
WP EOP C	72387.60	71581.48	70798.16	70445.78
WP EOP AUC	4.79	4.79	4.79	4.79

Measure Table

Table 13–9 2. Plan Receipts & Inventory View Measures

Label	Definition
WP Event	Populated after a What-if promotion or markdown event is applied in the IP @ Cluster workbook, or the planner can manually enter a value
WP BOP U, C, AUC	The calculated Beginning of Period Units, Cost, and Average Unit Cost.
Net Sales U, C, AUC	Net Sales = Sales - Customer Returns Net Sales Units, Cost, and Average Unit Cost.
Receipts U, C, AUC	Receipts Units, Cost, and Average Unit Cost.
On Order U, C, AUC	On Order Units, Cost, and Average Unit Cost.
EOP U, C, AUC	The calculated End of Period Units, Cost and Average Unit.
What-If Cover Weeks	The what-if number of weeks that receipts must cover based on the sales plan and current week BOP, used to populate the What-If Receipts U measure.
What-If Receipts U	The receipt units needed to cover the planner entered What-If Cover Weeks, based on the future sales, current BOP and Safety Stock U.
Needed Inventory U	Compares the WP EOP with Safety Stock U; if WP EOP is less than Safety Stock U, then the measure will populate with the unit amount needed to be above the Safety Stock threshold.
WP WOS	The number of future weeks of sales that will be covered by the current week's EOP U.
Sell Thru %	The percent of inventory that will be sold during a period, calculated as Net Sales Units / (BOP U + Receipts U).

Real Time Alerts

Inventory Threshold

The alert will activate when current week EOP units fall below Pres Min, Safety Stock U, and Safety Stock (Weeks) measures. This alert is used in the Pre-Season and In-Season Planning workbooks.

Immediate Need

The alert will activate when current week EOP units fall below Safety Stock U + Lead Time Days for an item/cluster/week. Note that lead time days are converted to week. This alert is used in the In-Season Planning workbook.

Lead Time Future Need

The alert will activate when current week EOP units fall below Safety Stock U + Lead Time Days + Lead Time Future Days for an item/cluster/week. Note that lead time days are converted to week. This alert is used in the In-Season Planning workbook.

Overage

The alert will activate when WP WOS between current week and current week + WP Lead Time Days is greater than the TGT WOS, and there are non-zero values in Receipt U or On Order U from current week + WP Lead Time Days for an item/cluster/week. This alert is used in the In-Season Planning workbook.

On Order Reconciliation

The alert will activate when WP On Order U is greater than zero and does not match WP Receipt U for an item/cluster/week. This alert is used in the In-Season Planning workbook.

Sell Thru Warning

The alert will activate green when WP Sell Thru % is higher than the planner entered TGT Sell Thru % and activate yellow when the WP Sell Thru % is lower than the TGT Sell Thru % for an item/cluster/week. This alert is used in the In-Season Planning workbook.

Measure Profiles

Default Profile

The Default profile is used to plan weekly receipts to cover the sales plan based on the updated sales plan EOP inventory objectives.

Last Year Profile

The Last Year profile is used to compare the WP weekly receipts and inventory levels to last year values.

Current Plan Profile

The Current Plan profile is used to compare the WP weekly receipts and inventory levels to an approved Current Plan.

Define Filter/Rollup View

The Define Filter/Rollup view is used to select item attributes to view in an alternate hierarchy. This is available in views that display the item level. For example, if you select Carafe Capacity as a product attribute, in the Create and Review Assortment steps, you can click the Product Hierarchy tile to select the attribute as an alternate hierarchy, and view the proposed assortment by 1 cup, 2 cups, 4 cups, and so on. This allows you to roll up your items by different attributes to analyze and review the proposed assortment based on important attributes. You may select one attribute at a time from the alternate hierarchy.

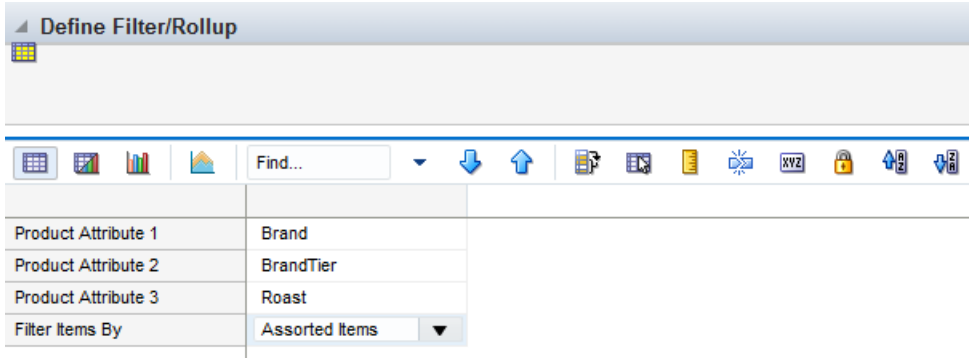
The Filter Items By picklist allows you to select one of the Real-Time Alerts and use it to filter the items on each view. One filter may be used at a time in the workbook.

The Filter Markdown % Max and Min measures can be used to enter maximum and/or minimum markdown percents used to filter items within the workbook.

The steps to complete this process:

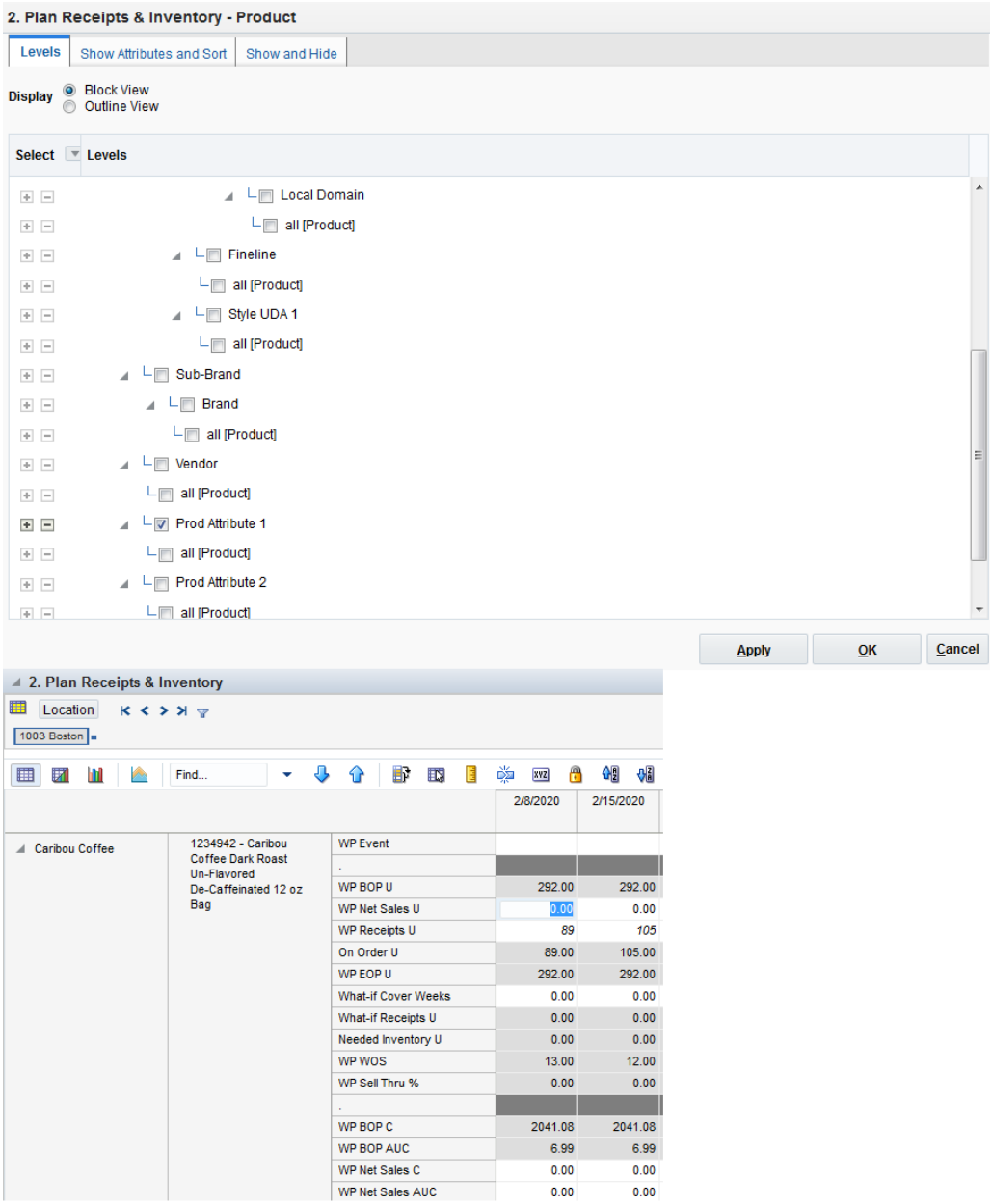
- Select up to three dynamic product attributes from the picklist.
- Run the Refresh Attributes Rollup custom menu.
- To view the product attribute:
  - In a view that displays item level, click the Product Hierarchy tile.
  - Select the attribute that you want to view in the alternate hierarchy.
  - Click **OK**.

Figure 13–13 Define Filter/Rollup View



- To set a filter:
  - In the Filter Items By measure picklist, select the real-time alert to filter by.
  - Click Calculate.
  - Go to a view that shows item level and has the Filter function available. Click the Filter button.

Figure 13–14 Define Filter/Rollup View



Measure Table

Table 13–10 Define Filter/Rollup View Measures

Label	Definition
Product Attribute 1, 2, 3	Picklist to present product attributes for a dynamic product hierarchy rollup.
Filter Items By:	Picklist used to select a real-time alert to filter items.
Filter Markdown Max and Min %	Measures used to enter markdown percentages to filter items.

Measure Profile

Default Profile

The Default profile is used to select dynamic product attributes and filter items.

Custom Menu

Refresh Attribute Rollup

The Refresh Attribute Rollup custom menu creates dynamically updated alternate hierarchies based on user defined attribute selections. After running the custom menu, the user may select the alternate product hierarchy to see rollups based on the attribute selections.

Step 3: Approval

The third and final step in the Item Planning @ Store process is Approval. This step approves the item/location plans that you have created, analyzed and reviewed for accuracy.

The output of this step is an approved store level Item Plan Current Plan.

> **Note:** When approving to CP at the store level, the store level plan is copied to the CP@Cluster plan, allowing for the export of the CP@Cluster plan to cover both the approved cluster and store level plans. A copy of the CP@Store plan is available for the planner to use during the seeding process in this workbook.

The step to complete this process:

- Approve the item plan.

Prior to Starting this Step:

- Thoroughly analyze and review the item plans by store to ensure they meet the goals of the category.

After Completing this Step:

- Continue with Item Planning activities as necessary

View in this Step:

1. Approve Plan View

Custom Menu

Approve

The Approve custom menu copies data from the Working Plan (WP) to the Current Plan (CP).

1. Approve Plan View

The steps to complete this process:

- In the WP Approve to CP measure, check the Boolean flag for the subcategories and stores that should be approved.

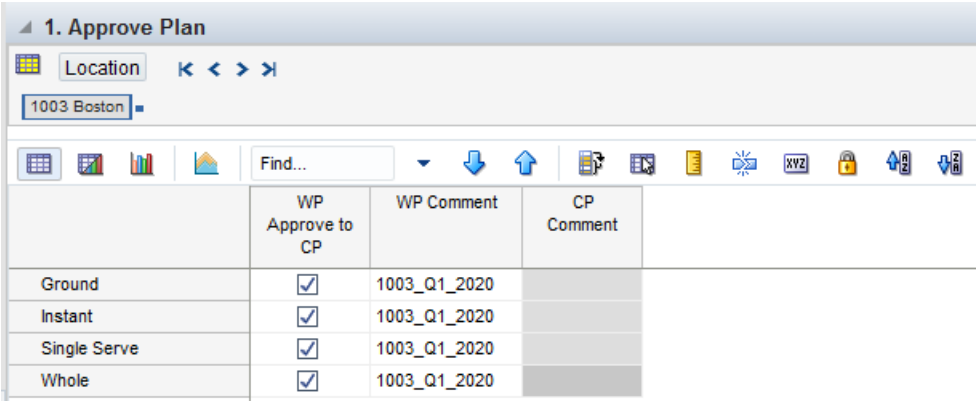
If all subcategories and stores should be approved at once, roll up to All Product and All Location and check the Approve to CP measure at that level.

- In the WP Comment measure, enter approval comments.

  The WP Approval Comments will be copied to the OP Approval Comments and concatenated with the approver's ID, for future reference in this view.

- Run the Approve custom menu.

Figure 13–15 1. Approve Plan View



Measure Table

Table 13–11 1. Approve Plan View Measures

Label	Definition
WP Approve to CP	Boolean flag measure required to be checked in order to approve the Working Plan Item Plan to the Current Plan.
WP Comments	Comments entered here will be copied to the CP Approval Comments and concatenated with the approver's ID, for future reference in this view.
CP Comments	Current Plan comments used as a reference.

Measure Profile

Default Profile

The Default profile is used to approve the Item Plan to the CP version.

Custom Menus

Approve

The Approve custom menu copies data from the Working Plan (WP) to the Current Plan (CP).

A

Appendix: Real Time Alerts

Real Time Alerts allow the planner to manage by exception. When dealing with large amounts of data at the Item/Location level, it can be difficult to search for and find items/locations that are performing outside of expectations. Real Time Alerts solve that issue by highlight the most common issues and presenting them in an actionable format for the planner to resolve. Real Time Alerts help to simplify business processes by focusing the planner's attention on prioritized, value-based activities.

Real Time Alerts

This section describes the defined real time alerts that may occur.

Inventory Threshold

The alert will activate when current week EOP units fall below Pres Min, Safety Stock U, and Safety Stock (Weeks) measures. This alert is used in the Pre-Season and In-Season Planning workbooks.

Immediate Need

The alert will activate when current week EOP units fall below Safety Stock U + Lead Time Days for an item/cluster/week. Note that lead time days are converted to week. This alert is used in the In-Season Planning workbook.

Lead Time Future Need

The alert will activate when current week EOP units fall below Safety Stock U + Lead Time Days + Lead Time Future Days for an item/cluster/week. Note that lead time days are converted to week. This alert is used in the In-Season Planning workbook.

Overage

The alert will activate when WP WOS between current week and current week + WP Lead Time Days is greater than the TGT WOS, and there are non-zero values in Receipt U or On Order U from current week + WP Lead Time Days for an item/cluster/week. This alert is used in the In-Season Planning workbook.

On Order Reconciliation

The alert will activate when WP On Order U is greater than zero and does not match WP Receipt U for an item/cluster/week. This alert is used in the In-Season Planning workbook.

Sell Thru Warning

The alert will activate green when WP Sell Thru % is higher than the planner entered TGT Sell Thru % and activate yellow when the WP Sell Thru % is lower than the TGT Sell Thru % for an item/cluster/week. This alert is used in the In-Season Planning workbook.