Oracle® Retail Merchandise Financial Planning Cost Cloud Service

User Guide

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A Appendix: Cost Calculations

B Appendix: Troubleshooting

Preface

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

Audience

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

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Related Documents

For more information, see the following documents in the Oracle Retail Merchandise Financial Planning Cloud Service Release 22.2.401.0 documentation set:

- *Oracle Retail Merchandise Financial Planning Cloud Service Administration Guide*
- *Oracle Retail Merchandise Financial Planning Cloud Service Implementation Guide*
- *Oracle Retail Merchandise Financial Planning Cloud Service Release Notes*
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`monospace`	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

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1

Introduction

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

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

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

MFP Cloud Service enables users to perform the following tasks:

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

Merch Planning Process

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

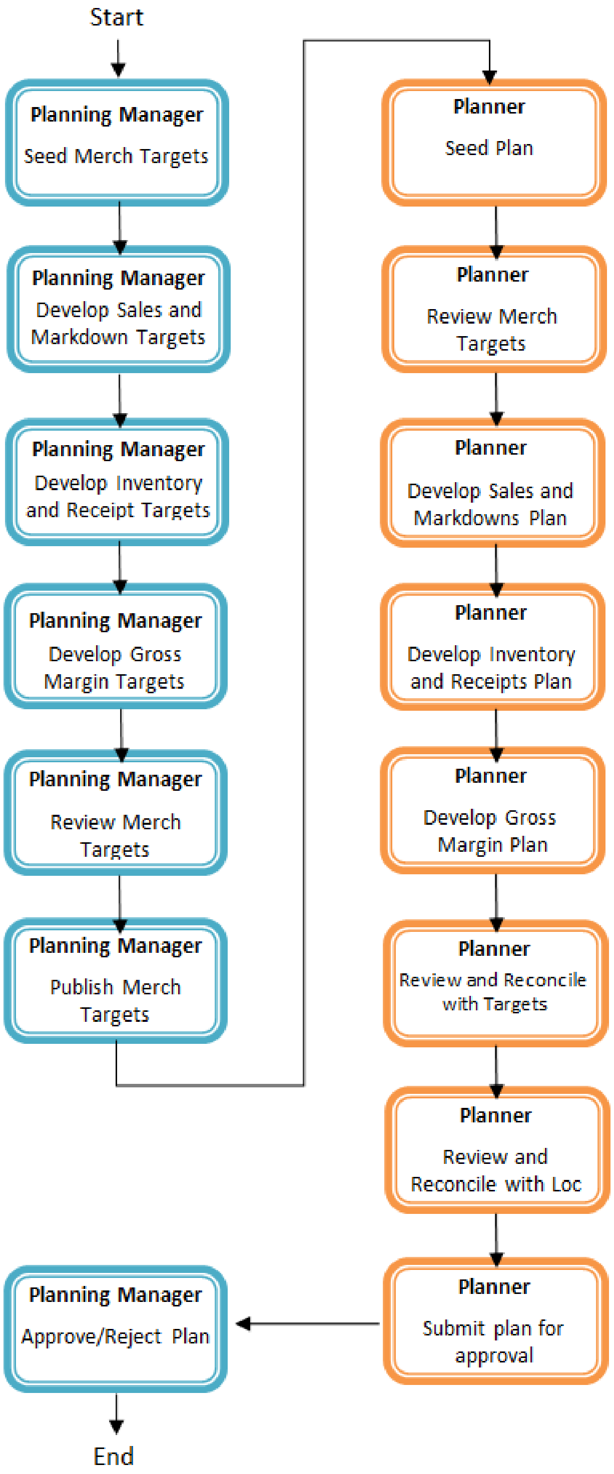
There are two types of users in merch planning:

- Planning Managers. These users are planning directors or managers. They create the overall targets for the Merch Plan.
- Planner. These users are the merchandise planners. They create Original Plans (Op) and Current Plans (Cp) for approval by the Planning Managers role.

The targets are published by superior levels to the subsequent level: Planning Managers pass targets to the Planner. The Planner then submits the Op, Cp, or both to the Planning Manager for approval. The Op and Cp plans are not created until they are approved by the Planning Manager.

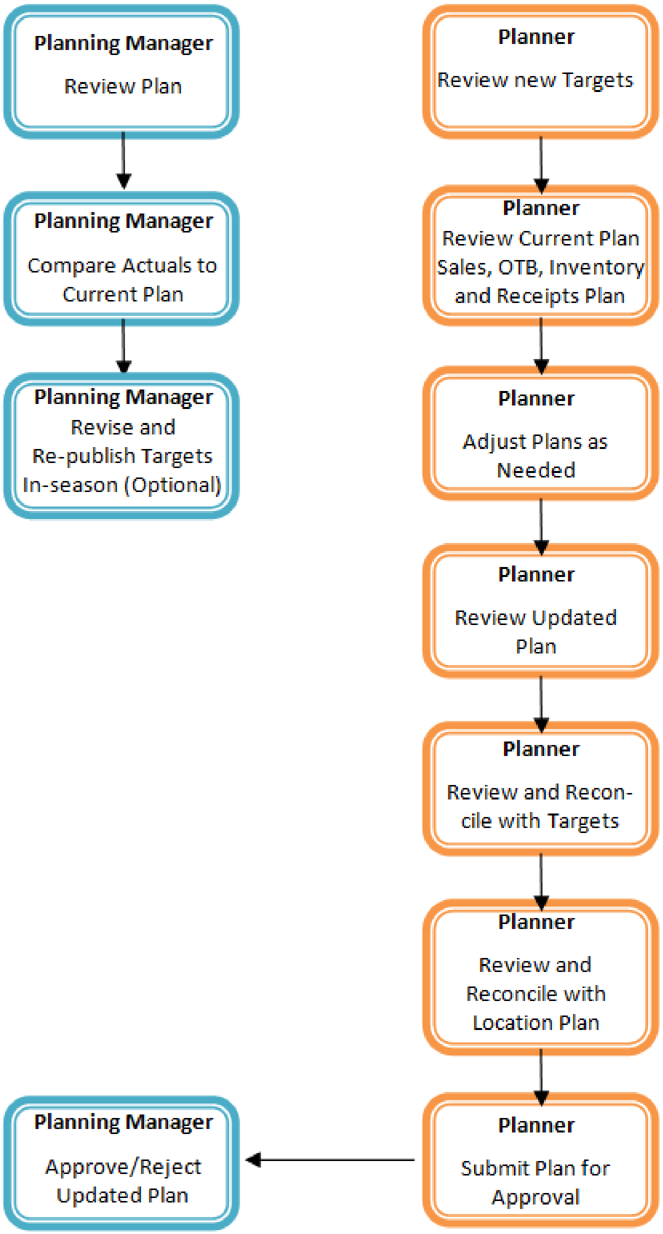
This process is shown in Figure 1-1 and Figure 1-2.

Figure 1-1 Create Merchandise Financial Targets and Plan Process


Start
Planning Manager
Seed Merch Targets
Planning Manager
Develop Sales and Markdown Targets
Planning Manager
Develop Inventory and Receipt Targets
Planning Manager
Develop Gross Margin Targets
Planning Manager
Review Merch Targets
Planning Manager
Publish Merch Targets
Planner
Seed Plan
Planner
Review Merch Targets
Planner
Develop Sales and Markdowns Plan
Planner
Develop Inventory and Receipts Plan
Planner
Develop Gross Margin Plan
Planner
Review and Reconcile with Targets
Planner
Review and Reconcile with Loc
Planner
Submit plan for approval
Planning Manager
Approve/Reject Plan
End

After the planning period has begun, the process of in-season planning begins. The objective of in-season planning is to track progress against the original plan in order to identify opportunity and risk for the Original Plan (Op).

Figure 1-2 Manage/Update Merchandise Financial Plan Process


Planning Manager
Review Plan
Planning Manager
Compare Actuals to Current Plan
Planning Manager
Revise and Re-publish Targets In-season (Optional)
Planner
Review new Targets
Planner
Review Current Plan Sales, OTB, Inventory and Receipts Plan
Planner
Adjust Plans as Needed
Planner
Review Updated Plan
Planner
Review and Recon-cile with Targets
Planner
Review and Reconcile with Location Plan
Planner
Submit Plan for Approval
Planning Manager
Approve/Reject Updated Plan

Location Planning Process

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

There are two types of users in LP:

- Location Planning Manager. This role may be performed by location planning managers or location planners, meaning that the location targets and plan may be created by the same user. This role's task is to create a target version of Sales/Markdowns that is corrected for non-repeating events such as store closures, bad weather, construction, and so on, at a total company level. These are passed down as targets to the location planner.
- Location Planner. This role is often performed by the same user as the merch Planner. This role's task is to create Op and Current Plans (Cp) at the lower, department level. The total sales, markdowns, and so on are planned through the use of average store metrics, using a number of user-defined hierarchies with location attributes (such as comp, volume, size, climate, and demographics).

The targets are published by superior levels to the subsequent levels: top location targets pass targets to the location plan. The location plan self-approves the Op, Cp, or both. Once the working plan is approved, it is promoted to either the Op or Cp.

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

Figure 1-3 Create Location Targets and Plan Process

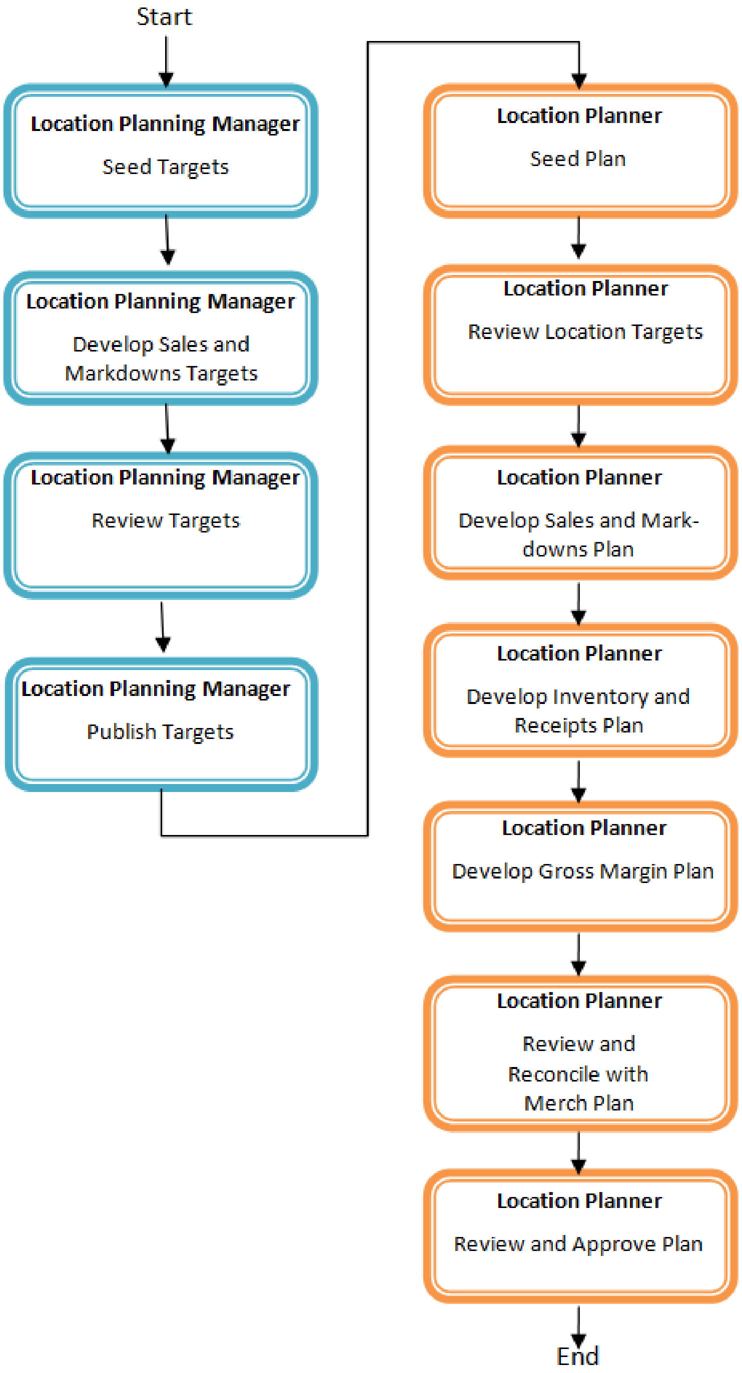
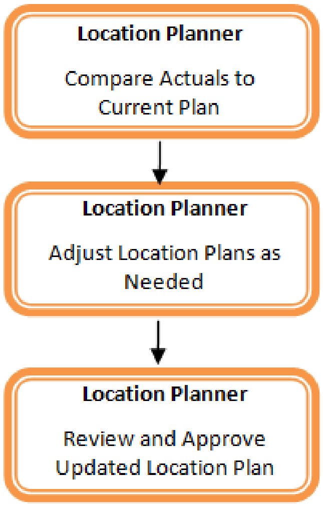

Start
Location Planning Manager
Seed Targets
Location Planning Manager
Develop Sales and Markdowns Targets
Location Planning Manager
Review Targets
Location Planning Manager
Publish Targets
Location Planner
Seed Plan
Location Planner
Review Location Targets
Location Planner
Develop Sales and Mark-downs Plan
Location Planner
Develop Inventory and Receipts Plan
Location Planner
Develop Gross Margin Plan
Location Planner
Review and Reconcile with Merch Plan
Location Planner
Review and Approve Plan
End

Figure 1-4 Manage/Update Location Plan Process


Location Planner
Compare Actuals to Current Plan
Location Planner
Adjust Location Plans as Needed
Location Planner
Review and Approve Updated Location Plan

Target and Plan Alignment

Reconciliation of targets and plans is essential in building meaningful plans that achieve the business objectives. Merch Targets and Merch Plans are brought into alignment by reconciling the target and plan using the plan comparison view. Location Targets and Location Plans align with one another through seeding the plan with the Location target. Merch and Location Plans are brought into alignment by reconciling the plans using the provided plan comparison view.

Role Planning Overview

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

The Manager sets targets for the Planner, both for Merchandise Financial Planning and Location Planning. The approved plans can be made visible to an item planner using a separate product, Oracle Retail Item Planning

Planning Roles

Planning roles serve the following purposes:

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

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

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

- Planning Manager: sets the merch targets
- Planner: produces the merch plan
- Location Planning Manager: sets location plan targets
- Location Planner: produces the location plan

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

Table 1-1 Range of Planning and Role Relationships

Role	Base Intersection	Range of Planning	Lowest-Level Time Period
Planning Manager	Department/Week/Channel	Company - Department	Week
Planner	Subclass/Week/Channel	Department - Subclass	Week
Location Planning Manager	Company/Week/Location	Channel - Location	Week
Location Planner	Department/Week/Location	Channel - Location	Week

Merchandise Financial Planning Components and Key Processes

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

Key components include:

- **Workspace**

  The primary element used in building a plan. A workspace contains one or more views. A planner uses a workbook to build and maintain plans throughout the season.

- **Views**

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

- **View Data**

  The data displayed within a view is a collection of related data that should all be taken into account to create a cohesive plan. It is used to save, commit, and edit plan data.

- **Forecasting**

  The forecast is a future projection of sales based on historical sales.

- **Plan Versions**

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

- **Plan Reconciliation and Approvals**

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

Workspace

An MFP Cloud Service user accomplishes multiple planning tasks using workspaces. A workspace consist of views and graphical charts used for planning, viewing, and analyzing data pertinent to the business. Workspaces organize related planning information and divide levels of user responsibility. This framework allows a user to easily view, create, modify, and store datasets that are common to repeated tasks.

A workspace's Segment can be built automatically, through a batch process, or manually using the Segment wizard. Each workspace contains the planning views, measures, and business rules needed for a complete plan.

A workspace structure consists of the following elements:

- Product dimensions and its levels such as Department, Class, and Sub-Class.
- Calendar hierarchy and its dimensions and its levels such as Season, Month, and Week.
- Location dimensions and its levels which may reflect multiple channels within an organization at their aggregate level, such as total Brick and Mortar departments, Catalog, or e-Commerce.
- Plan versions such as Working Plan (Wp), Original Plan (Op), Current Plan (Cp), and Last Year (Ly).
- Metrics, called Measures, and corresponding business rules such as Sales, Receipts, and Inventory.

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

Views

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

Views can be personalized for each user. Rotating, pivoting, and formatting functions allow a user to create individualized views which are most meaningful to them. Each user can also display the data in a graphical format by using the charting functionality.

Editing View Data

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

Measure Aggregation and Spreading

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

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

Aggregation Methods

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

Table 1-2 Aggregation Methods

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

Spread Methods

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

Table 1-3 Spread Methods

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

Overriding Default Spread Methods

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

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

Explanation of Spread Types

This section describes the following spread types.

- Replicate
- Even
- Proportional
- Delta

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

Table 1-4 Example for Spread Types

	February	Week1	Week2	Week3	Week4
Department1	570	155	170	100	145
Class1	120	20	20	40	40
Class2	100	25	25	25	25
Class3	200	100	50	20	30
Class4	150	10	75	15	50

Replicate

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

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

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

Table 1-5 Example for Replicate Method

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

Even

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

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

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

Table 1-6 Example for Even Method

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

Proportional

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

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

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

Table 1-7 Example for Proportional Method

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

Delta

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

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

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

Table 1-8 Example for Delta Method

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

Saving Workbook Data

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

- Save. Data is auto-saved to a user database and does not affect the master database. This allows you to manipulate details and evaluate the impact of the changes without changing the master data. Any data saved with the auto-save option is saved to a local copy of the database. Other users are not able to view the saved data by default.
- Commit. Date is saved to the master database. Data (including changed) is accessible to all users after their segments are rebuilt or refreshed.

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

- Refresh. Click the refresh button to retrieve data from the master database into an existing workspace.
- Build. When the user follows the wizard selection process to select the products, locations, and periods for a segment, the segment workspace is built from the most up to date data.

Unit of Measure Labels

Throughout MFP Cloud Service, you will see standard labeling for the Unit of Measure of any given metric. The following table lists the label you will see on a measure (concatenated with other label descriptions) and what it represents.

Table 1-9 Unit of Measure Labels

Label	Description
R	Retail
LR	Local Retail Value
U	Units
C	Cost
AUR	Average Unit Retail
AUC	Average Unit Cost
%	Percent

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 merchandise financial 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 financial plan figures. At this point, there is no reason to mistrust the financial 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.

Plan Versions

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

Working Plan (Wp)

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

Target (Tgt)

- Target measures contain values set by a higher role that are then passed to a lower role. For example, the Planning Manager role passes a target plan version down to the Planner role.
- Targets are created from Wp by way of the **Publish Targets** custom menu, which is executed by the Manager role. After the data is committed to the database, those targets become available to the Planner role.

Waiting for Approval (Wa)

- A plan awaiting approval by the Planning Manager. The Planner submits Wp for approval, which copies the plan data from the Wp version to the Wa version.
- The Planning Manager and Planner access the same Wa version. The Planner owns this version, and the Planning Manager reads from this version to approve or reject the plan. The Wa version is read-only for both roles.
- If the plan is approved, the user must execute a copy to promote the now approved, Wa plan. A Waiting for Approval plan is promoted to either the Original Plan (Op) version, the Current Plan (Cp), or both the Op and Cp, depending on whether Op Approval is enabled by the administrator.
- If the plan is rejected, the Working Plan (Wp) version is not promoted to Original Plan or Current Plan. Needed adjustments are made before the plan is resubmitted for approval by the planner.

Original Plan (Op)

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

Current Plan (Cp)

- Cp starts out identical to the Original Plan. Then, actual data values are loaded into the Cp (and Wp) version for historical (elapsed) time periods.
- When an in-season plan has been approved, it is promoted to Cp (and not Op).
- All roles can view the Cp version measures.
- The planner's plan is the only one that is approved and becomes the Current Plan.

Figure 1-5 Plan Versions Created by Manager

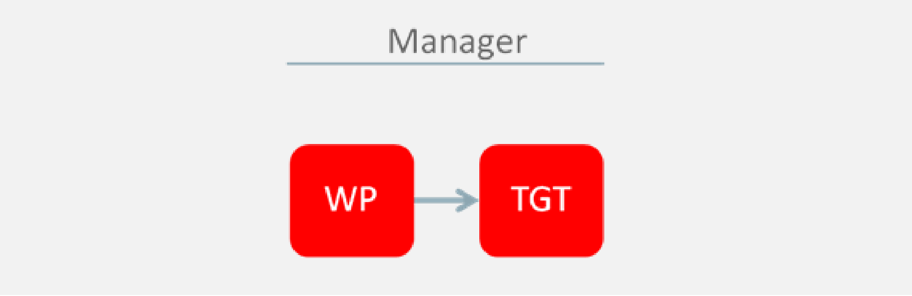
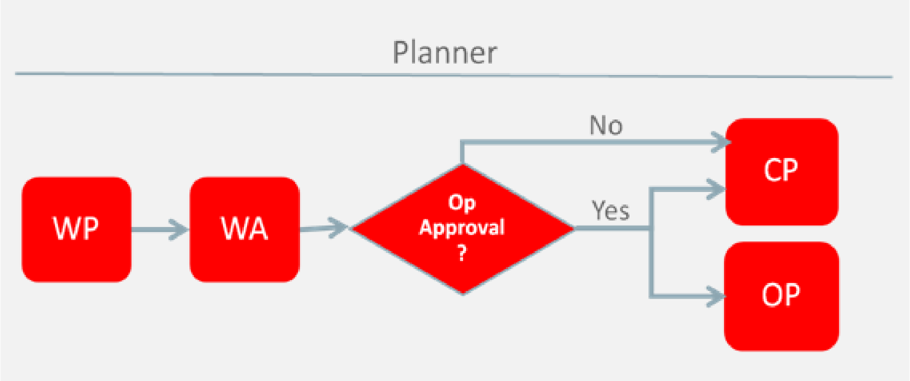


Figure 1-6 Plan Versions Created by Planner



This Year (Ty)

- Plan version containing the actualized data.
- Actualized data is unadjusted for holiday remapping or 53rd week, and so on.
- Note also that Actual values are also loaded into Cp and Wp versions for historical (elapsed) time periods.

Last Year (Ly)

- A plan version that references the year prior, adjusted for holiday remapping or 53rd week, and so on. LY is always based on the last committed working plan for the prior year mapped period. Working Plan is actualized weekly, therefore LY will reflect actual historical data when available, otherwise it will utilize the in-flight/un-actualized Working Plan.

Last, Last Year (Lly)

- Same as LY, but for 12 months prior.

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

Table 1-10 Plan Versions Visible to MFP Cloud Service

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

Plan Reconciliation

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

Data Visualization Cloud Services

Oracle Data Visualization Cloud Service is a web-based tool that enables you to visually explore analytical data to get instant clarity. It is an easy to use tool that provides a self-service option to create reports and dashboards. It allows the planner to review the information in graphical form.

With Data Visualization, you can drag and drop data to see your data visualized automatically.

Benefits of Data Visualization Cloud Service:

- Rich insights using data that spans multiple applications including planning, Retail Insights, and Retail Science (access depends on what is included with your subscription).
- Inclusion of high value data in analysis such as customer segments.
- Rapid extension of analysis and strategic decision making without requiring extension of the planning solution.
- Executive and cross-functional role visibility to planning data.

For example you can analyze in MFP CS, Last Year versus working plan sales data along with returns and markdown to make quick decisions.

You can view example reports of Sales/Margin and Inventory to get the initial view on the DV report. Import these two reports in the DV tool for reference:

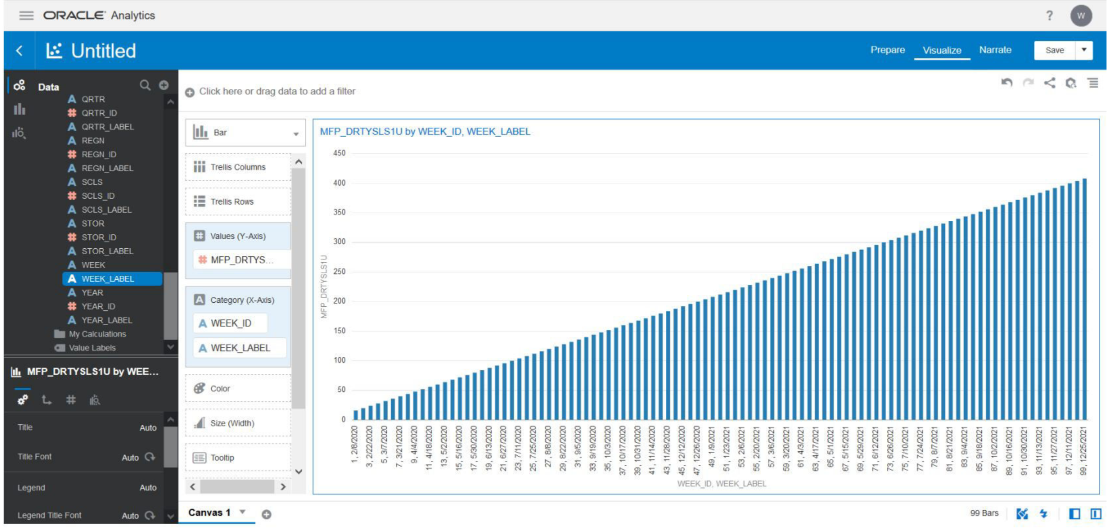
- MFP Sales Test report.dva
- MFP inventory report.dva

Access these two DV reports from the Oracle Retail Predictive Application Server (RPAS) Cloud for Planning and Optimization / Supply Chain Cloud Services Documentation Library (Doc ID 2492295.1) located on My Oracle Support. For more details on creating reports or importing reports, refer to *Visualize Data* within Oracle Analytics Cloud.

For more details on creating the report OAT task, refer to the *Oracle Retail Predictive Application Server Cloud Service Administrator Guide*.

For more details on the Data Visualization Set up, refer to the *Oracle Retail Predictive Application Server Cloud Service Implementation Guide*.

Figure 1-7 Data Visualization Reports


ORACLE Analytics
Untitled
Prepare
Visualize
Narrate
Save
Data
QRTR
QRTR_ID
QRTR_LABEL
REGN
REGN_ID
REGN_LABEL
SCLS
SCLS_ID
SCLS_LABEL
STOR
STOR_ID
STOR_LABEL
WEEK
WEEK_LABEL
YEAR
YEAR_ID
YEAR_LABEL
My Calculations
Value Labels
MFP_DRTYSLS1U by WEE...
Title
Auto
Title Font
Auto
Legend
Auto
Legend Title Font
Auto
Click here or drag data to add a filter
Bar
Trellis Columns
Trellis Rows
Values (Y-Axis)
MFP_DRTYS...
Category (X-Axis)
WEEK_ID
WEEK_LABEL
Color
Size (Width)
Tooltip
MFP_DRTYSLS1U by WEEK_ID, WEEK_LABEL
450
400
350
300
250
200
150
100
50
0
MFP_DRTYSLS1U
WEEK_ID, WEEK_LABEL
1, 2/8/2020
99, 12/25/2021
Canvas 1
99 Bars

2

MFP Cloud Service Dashboard

The Dashboard is the workspace that is seen upon login. The dashboard gives you key statistics on the Merch Plan at your fingertips. You can use the dashboard to quickly analyze the health of the business.

The dashboard will need to be refreshed periodically as new products, and locations are added. This typically happens weekly, but depends on your administrator's settings. The measure data of existing products and locations in the dashboard can be refreshed at any time to view updated changes.

The dashboard is laid out in three sections:

- Tiles
- Charts
- Recent Plans

Tiles

Tiles are displayed across the top of the screen and contain the measures/metric data. The drop-down lists, displayed above the tiles, control the profile of tiles and segment of data represented in the tiles (and the chart below).

The arrow beneath a tile indicates which is displayed in the chart area in more detail. Clicking on a different tile will refresh the data in the chart area below and put the arrow under the clicked tile.

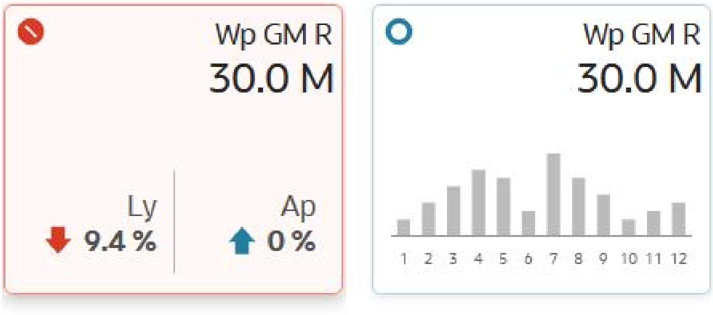
There are various styles of tiles-variance and informational.

- Variance

  A variance tile shows the variance between one quantity and two others.
- Informational

  An informational tile displays the existing measure data.

Figure 2-1 Variance and Information Tiles



The color and icon of a tile give a visual indicator of the state or health of the metrics in the tile. In the figure above, WP Sales R is showing a red octagon (a problem) because the working plan sales value is 9.6% below Last Year sales. An informational tile is always green indicating no problem because it is simply showing data, not a comparison.

Adding a New Tile

To add a new tile from a predefined pool, press the plus sign (+) button on the right-hand side of the tile carousel (some scrolling might be required). This brings up a dialog showing all the available metric tiles. Click the desired tile and then click Ok. The tile is added to your tile carousel.

Changing the Tile Order

To change the order in which tiles are displayed, click the Edit Dashboard button under the plus sign (+) icon to the far right of the tile carousel. Each tile now shows a drag bar at the bottom of the tile. Drag the tile to the place you want it on the carousel and drop it.

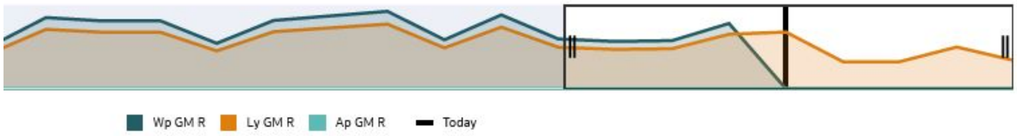
Removing a Tile

To remove a tile, click the Edit Dashboard button under the plus sign (+) icon to the far right of the tile carousel. Each tile now shows a delete icon in the upper right corner. Click the delete icon to remove the tile. The tile is removed and placed back into the list of available tiles.

Time Horizon and Scale

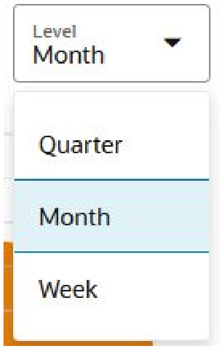
The time horizon used to calculate the metric of each tile can be changed either in the drop-down list selection above the tiles, or by dragging the time horizon window at the bottom of the chart.

Figure 2-2 Time Horizon Window



The scale of the horizontal axis (the calendar) can drastically change the shape of the data. You can change the scale of the chart to get more detail, or to smooth fluctuations and more easily spot trends. To do this, select the time scale from the drop-down list at the top right corner of the chart.

Figure 2-3 Time Scale



Charts

Selecting a tile displays detailed information in the chart area for the measures contained in the tile. The information is presented with time on the horizontal axis and the measure value on the vertical axis.

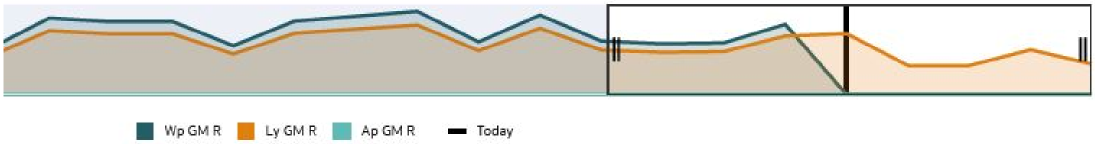
The drop-down lists, displayed above the tiles, control the profile of tiles and segment of data represented in the tiles and, therefore, the chart area.

The arrow beneath a tile indicates which is displayed in the chart area in more detail. Clicking a different tile refreshes the data in the chart area below and puts the arrow under the clicked tile.

Time Horizon and Scale

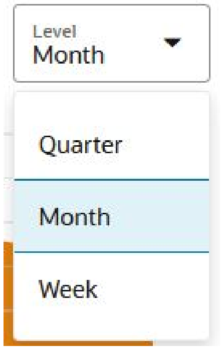
The time horizon used to calculate the metric of each tile can be changed either in the drop-down list selection above the tiles, or by dragging the time horizon window at the bottom of the chart.

Figure 2-4 Time Horizon Window



The scale of the horizontal axis (the calendar) can drastically change the shape of the data. You can change the scale of the chart to get more detail, or to smooth fluctuations and more easily spot trends. To do this, select the time scale from the drop-down list at the top right corner of the chart.

Figure 2-5 Time Scale



Recent Plans

Recent Plans is a list of the most recently built plan segments. Choose a segment from the Recent Plan section in the top right of the screen to open the workspace without having to rebuild the segment using the selection wizards. Use the Refresh button to update the list with the most recent plans.

Newly created workbooks are automatically visible in the Recent Plans.

Dashboard Profiles

The dashboard also contains a list of dashboard profiles. A dashboard profile groups the metrics, or Key Performance Indicators (KPIs) specific to a business role and business purpose.

Administrator Dashboard

The administrator dashboard profile is common to all RPAS applications.

Planner Dashboards

There is a pre-season and in-season planner dashboard for reviewing the KPIs for the respective time periods.

Exception Dashboards

The exception dashboards show alert hit counts broken down by product and location. Charts are displayed below a chosen alert for the top five alerted products (either departments or subclasses). This helps you understand what your working priorities should be. Alternatively, you can sort products according to a metric that represents the size of the issue. These metrics are described in the following table.

Alert Threshold	Sort-by Metric	Description
GM R % max	GM Max Diff %	percentage points delta between Wp GM % and max threshold
GM R % Min	GM Min Diff %	absolute percentage points delta between Wp GM % and min threshold

Alert Threshold	Sort-by Metric	Description
Markdown R % Max	Markdown Min Diff %	percentage points delta between Markdown % and max threshold
Markdown R % Min	Markdown Max Diff %	absolute percentage points delta between Wp Markdown % and threshold
Net Sales R Max	Net Sales Min Diff %	% difference between Wp Net Sales and max threshold
Net sales R Min	Net Sales Max Diff %	Absolute % difference between Wp Net Sales and min threshold
Returns R % Max	Returns Max Diff %	percentage points delta between Wp Returns % and max threshold
Returns R % Min	Returns Min Diff %	absolute percentage points delta between Wp Returns % and min threshold
Sell thru R % Max	Sell Thru Max Diff %	percentage points delta between Wp Sell Thru % and max threshold
Sell Thru R % Min	Sell Thru Min Diff %	absolute percentage points delta between Wp Sell Thru % and min threshold
Negative EOP	Absolute EOP	absolute value of the Negative EOP (such that the smallest negative value is sorted to the top)
Negative Receipts	Absolute Receipts	absolute value of the negative receipt (such that the smallest negative value is sorted to the top)
Negative OTB	Absolute OTB	absolute value of the Negative OTB (such that the smallest negative value is sorted to the top)
On-order reconciliation	Absolute On Order Diff	absolute value of the difference between on-order U and receipts U

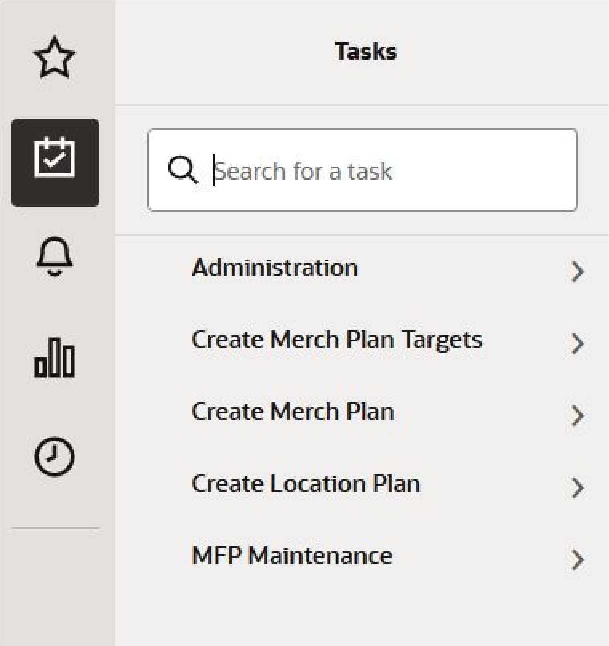
Using the Open in Workspace button to open a plan will start alert navigation mode within the workspace and bring you to the first alerted position and views associated with the alerted measure.

3

Starting a New Task

To open a workspace to build a plan or to start a new administration task, you expand the Tasks menu. The task menu has three selection levels: Activity Group, Activity, and Task. The options displayed to you depend on your security permissions which are based on your user role.

Figure 3-1 Tasks Menu


Tasks
Search for a task
Administration
Create Merch Plan Targets
Create Merch Plan
Create Location Plan
MFP Maintenance

Administration

The administration task is where the environment and user administration activities are initiated. Activities such as User setup and maintenance, User and User Group security, and batch administration are found here. These activities are common across all applications using the Oracle Retail Predictive Application Server (RPAS) platform. For descriptions of the administration menu options, see the *Oracle Retail Predictive Application Server Cloud Edition Administration Guide*.

MFP Maintenance

The MFP Maintenance task is where the application-specific administration activities are initiated. Activities such as historical week mapping, setting Like Locations, and so on.

The MFP Maintenance Activity Group has the following tasks:

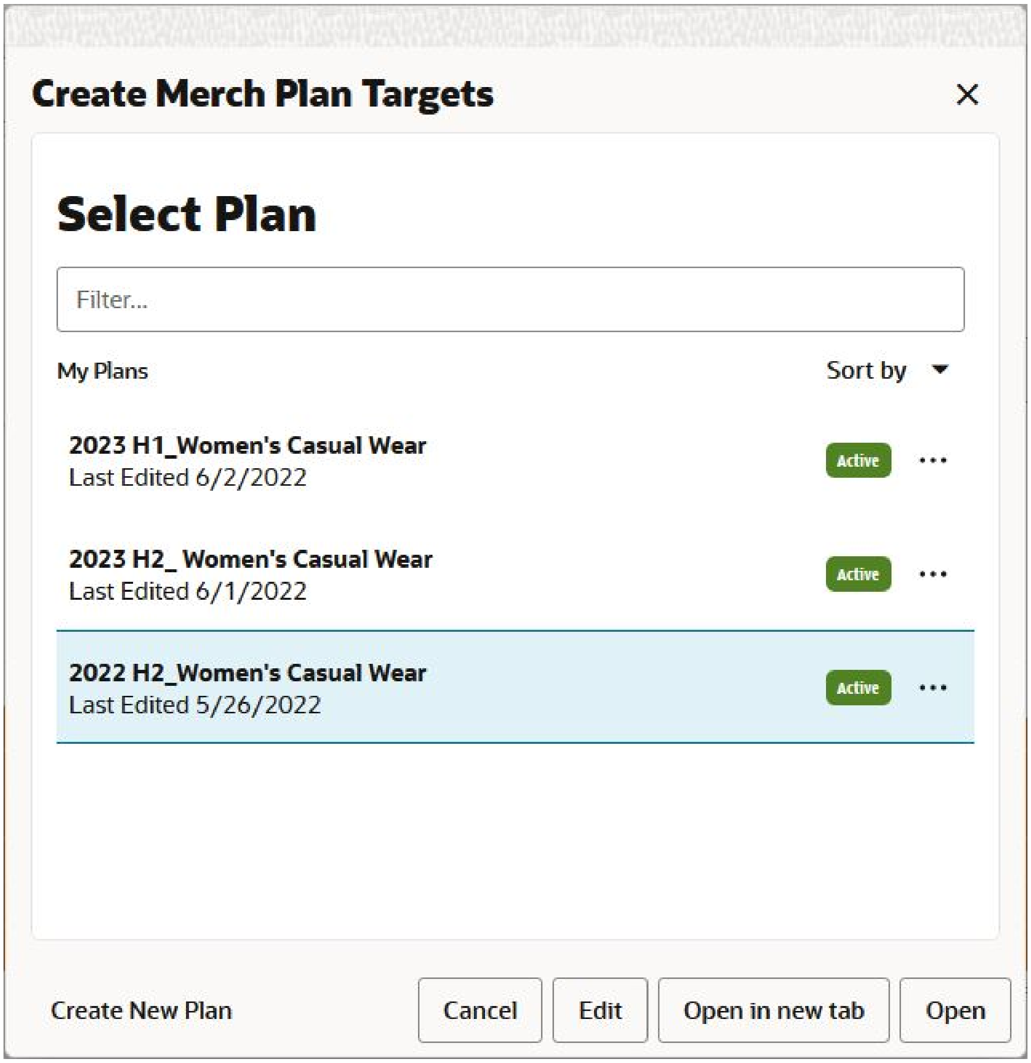
- MFP Setup
- Location Setup
- Enable OP Approval
- Load Validate

Create Merch Plan Targets

The tasks in this activity group are assigned to the Planning Manager role. This is where the Planning Manager navigates to start the process of creating Targets for a season. To see the list of available tasks, click the activity group and activity. The Create Merch Plan Targets activity has one task: Create Merch Plan Targets.

To open the Create Merch Plan Targets dialog, click a task.

Figure 3-2 Create Merch Plan Targets Dialog



Create Merch Plan Targets

Select Plan

Filter...

My Plans

Sort by

2023 H1_Women's Casual Wear
Last Edited 6/2/2022

2023 H2_ Women's Casual Wear
Last Edited 6/1/2022

2022 H2_Women's Casual Wear
Last Edited 5/26/2022

In the dialog, you see a list of any existing plans that may be edited or opened. To select a new segment of the business for target setting or reviewing, click **Create New**

Plan (or **Create New** if no plan is highlighted). When you chose to create a new target segment, a series of wizards walk you through the selection of calendar half, location channels, and product departments.

> **Note:**
>
> When selecting more than one calendar Half in the future, the Halves must be contiguous. This is because calculations, such as BOP, require EOP from the prior period.

The workspace is built such that the EOP of the previous period is made available for the very first Half within the segment, even if the prior Half is not part of the workspace segment.

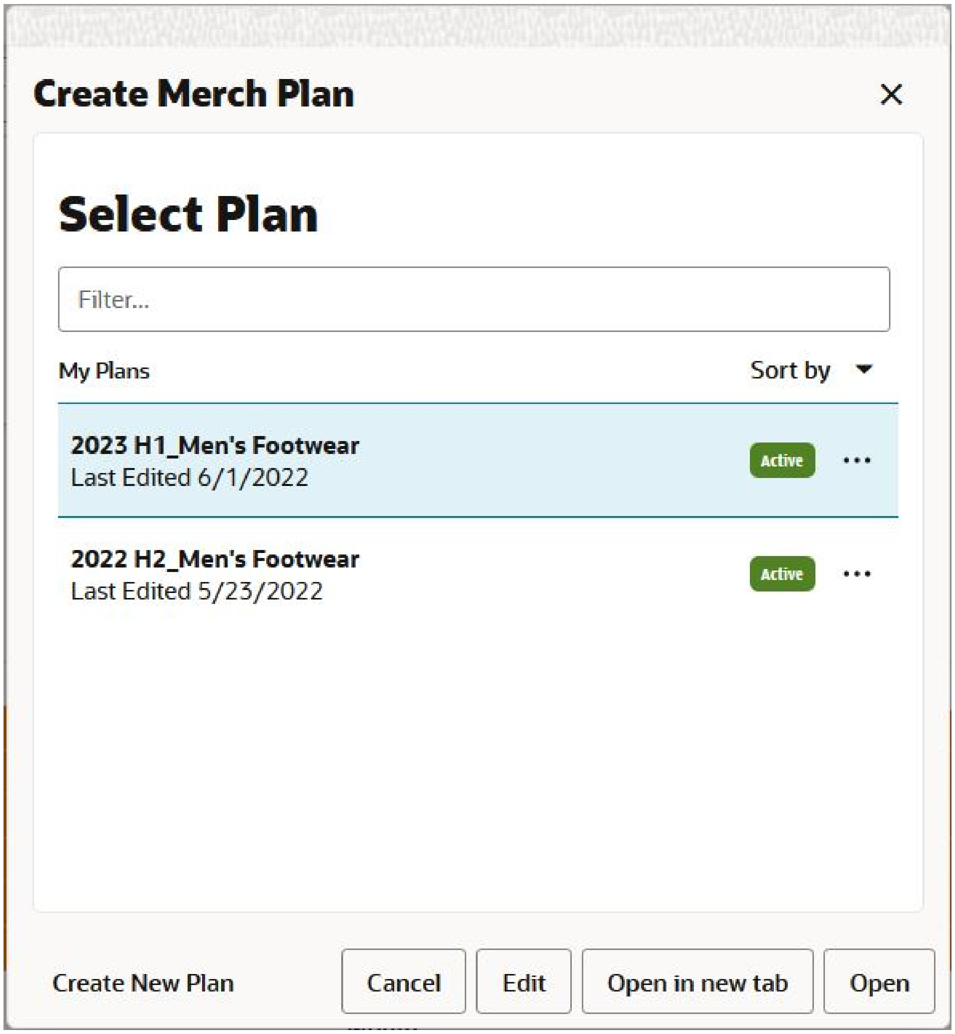
Historical, elapsed periods do not need to be contiguous because elapsed periods are not calculated. They are fixed actuals.

Create Merch Plan

The tasks in this activity group are assigned to the Planner role. This is where the Planner navigates to start the process of creating a plan for a season. To see the list of available tasks, click the activity group and activity. The Create Merch Plan activity has one task: Create Merch Plan.

To open the Create Merch Plan dialog, click a task.

Figure 3-3 Create Merch Plan Targets Dialog



Create Merch Plan
Select Plan
Filter...
My Plans
Sort by
2023 H1_Men's Footwear
Last Edited 6/1/2022
Active
2022 H2_Men's Footwear
Last Edited 5/23/2022
Active
Create New Plan
Cancel
Edit
Open in new tab
Open

In the dialog, you see a list of any existing plans that may be edited or opened. To select a new segment of the business for planning or review, click **Create New Plan** (or **Create New** if no plan is highlighted). When you chose to create a new target segment, a series of wizards walk you through the selection of calendar half, location channels, and product departments.

> **Note:**
>
> When selecting more than one calendar Half in the future, the Halves must be contiguous. This is because calculations, such as BOP, require EOP from the prior period.

The workspace is built such that the EOP of the previous period is made available for the very first Half within the segment, even if the prior Half is not part of the workspace segment.

Historical, elapsed periods do not need to be contiguous because elapsed periods are not calculated. They are fixed actuals.

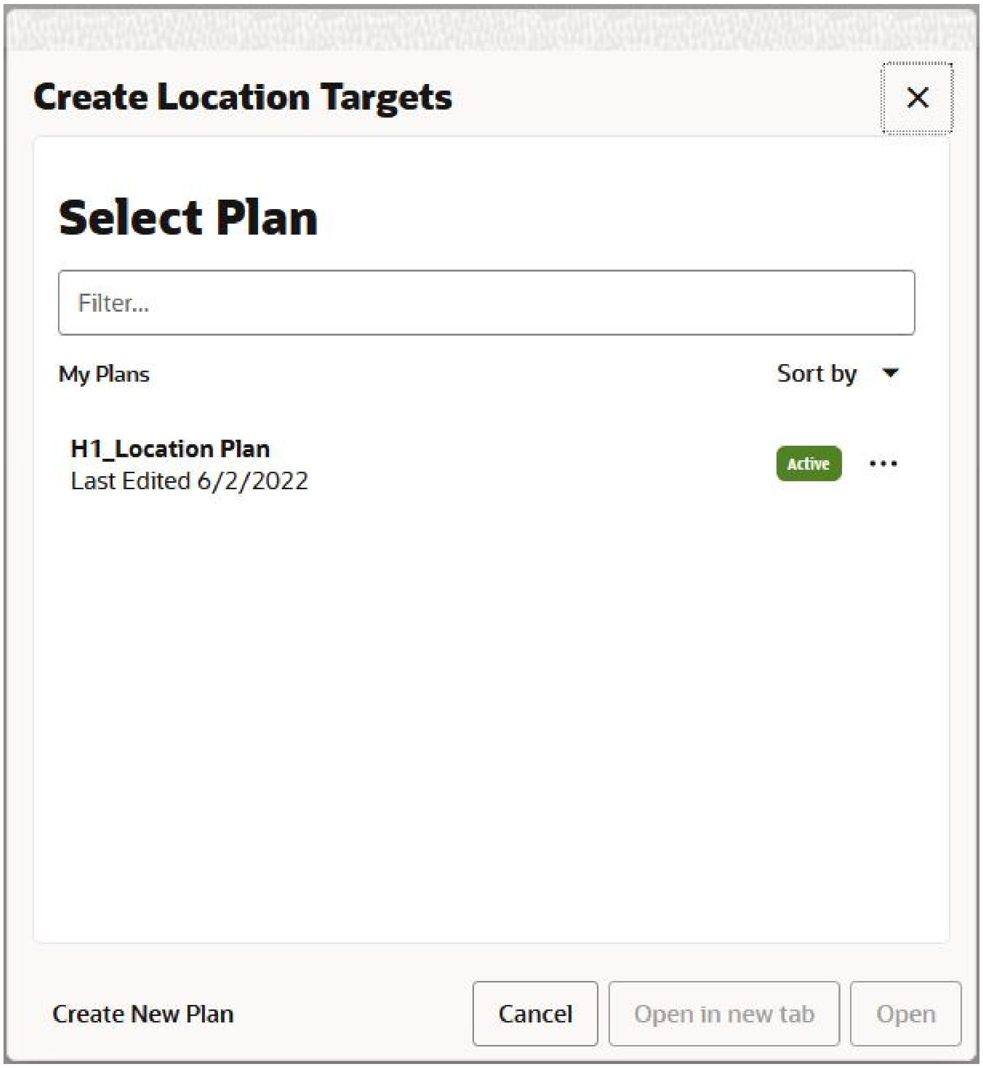
Create Location Plan

The tasks in this activity group are assigned to the Location Planning Manager and Location Planner roles. This is where all location planners navigate to start the process of creating Targets and Plans for a season. To see the list of available tasks, click the activity group and activity. The Create Location Plan activity has the following tasks:

- Create Location Targets
- Create Location Plans

To open the Create dialog, click a task.

Figure 3-4 Create Dialog



Create Location Targets

Select Plan

H1_Location Plan
Last Edited 6/2/2022

In the dialog, you see a list of any existing plans that may be edited or opened. To select a new segment of the business for planning or review, click **Create New Plan** (or **Create New** if no plan is highlighted). When you chose to create a new target segment, a series of wizards walk you through the selections:

- Create location targets wizards walk you through the selection of calendar Half and locations.
- Create location plan wizards walk you through the selection of product departments, calendar Half, and locations.

The segment, or positions, selected have an impact on the capabilities available to you.

Selecting the Locations

In order for a Like Location to have Ly plan data, you must select both the like store and the sister store.

The Reconcile to MFP step is used to reconcile the location plan to the merch financial plan. To make an apples-to-apples comparison, you must include all data that contributes to the rollup. This means you must select all locations that roll up within a given channel.

Selecting the Calendar Halves

When selecting more than one calendar Half in the future, the Halves must be contiguous. This is because calculations, such as BOP, require EOP from the prior period.

The workspace is built such that the EOP of the previous period is made available for the very first Half within the segment, even if the prior Half is not part of the workspace segment.

Historical, elapsed periods do not need to be contiguous because elapsed periods are not calculated. They are fixed actuals.

4

MFP Setup Task

MFP Setup is part of the MFP Maintenance Activity. In MFP Setup, the administrator will maintain basic application settings related to the planning calendar, local currency, and VAT.

The steps within the MFP Setup Task:

- History Mapping Step
- Local Currency Step
- VAT Setup Step
- Manage Batch Step

History Mapping Step

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

The History Mappings step contains one view, History Mapping.

History Mapping View

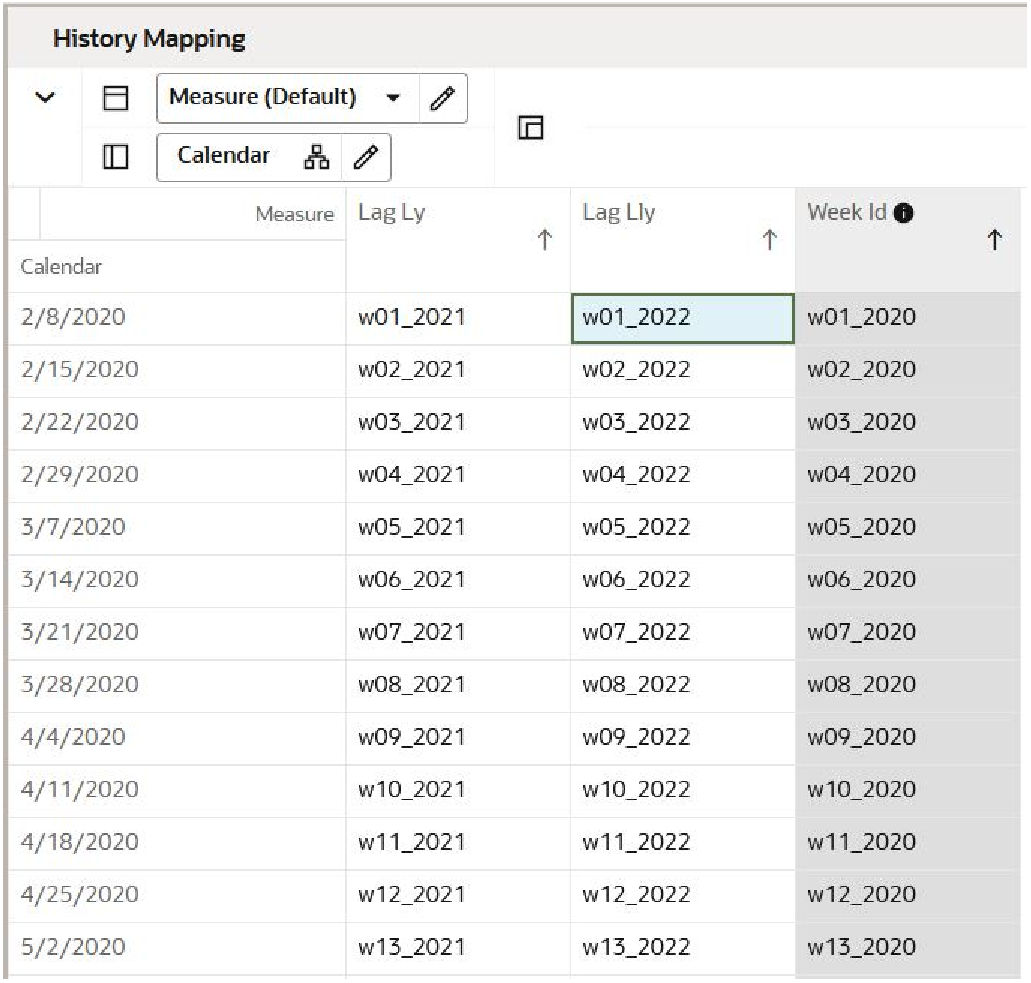
When a new calendar year is loaded, these values are automatically populated for the new year by the weekly batch. Use this view to make any updates needed in week mapping to most accurately account for moving holidays, promotions, and also to set up 52 to 53 week mappings.

The last year's (Ly) mapping is used to identify which week to map to in order to Seed from Ly, and review Ly values in a workspace.

The last last year (Lly) is used to identify which week to map to for reviewing history from two years prior in a workspace.

> **Note:**
>
> A week can be mapped to more than one Ly or Lly week to account for 53 week years. Separate weeks with a comma. If more than one week needs to be assigned, then those week positions should be separated with a space. Those week positions data will then be aggregated.

Figure 4-1 History Mapping View



Calendar \ Measure	Lag Ly	Lag Lly	Week Id
2/8/2020	w01_2021	w01_2022	w01_2020
2/15/2020	w02_2021	w02_2022	w02_2020
2/22/2020	w03_2021	w03_2022	w03_2020
2/29/2020	w04_2021	w04_2022	w04_2020
3/7/2020	w05_2021	w05_2022	w05_2020
3/14/2020	w06_2021	w06_2022	w06_2020
3/21/2020	w07_2021	w07_2022	w07_2020
3/28/2020	w08_2021	w08_2022	w08_2020
4/4/2020	w09_2021	w09_2022	w09_2020
4/11/2020	w10_2021	w10_2022	w10_2020
4/18/2020	w11_2021	w11_2022	w11_2020
4/25/2020	w12_2021	w12_2022	w12_2020
5/2/2020	w13_2021	w13_2022	w13_2020

Table 4-1 History Mapping View Measures

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

Local Currency Step

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

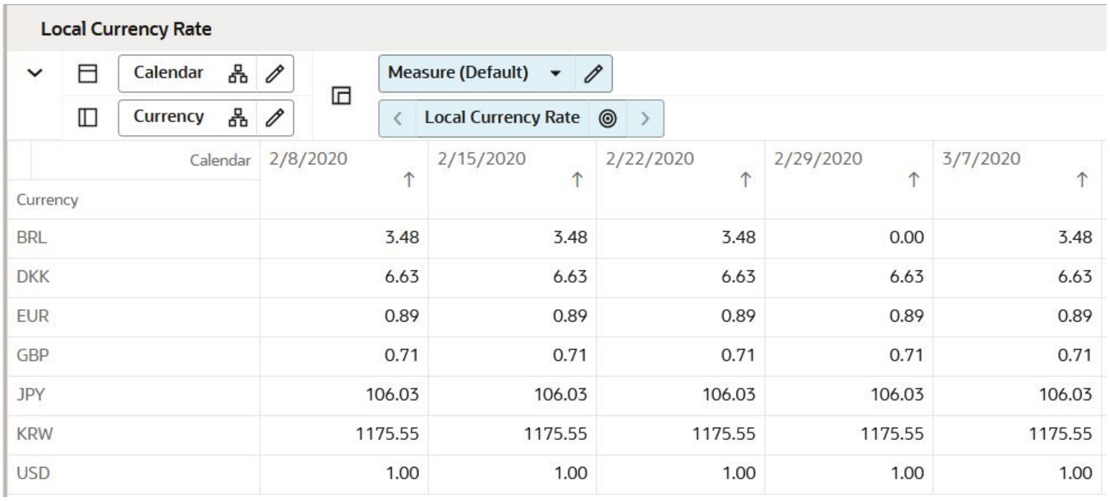
The Local Currency step contains two views:

- Local Currency Rate View
- Local Currency Symbol View

Local Currency Rate View

Within this view, you set the local currency conversion rate for each Channel by Week. The conversion rate is set in relation to the sales currency, often the corporate currency.

Figure 4-2 Local Currency Rate View



Currency \ Calendar	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020
BRL	3.48	3.48	3.48	0.00	3.48
DKK	6.63	6.63	6.63	6.63	6.63
EUR	0.89	0.89	0.89	0.89	0.89
GBP	0.71	0.71	0.71	0.71	0.71
JPY	106.03	106.03	106.03	106.03	106.03
KRW	1175.55	1175.55	1175.55	1175.55	1175.55
USD	1.00	1.00	1.00	1.00	1.00

Table 4-2 Local Currency Rate View Measure

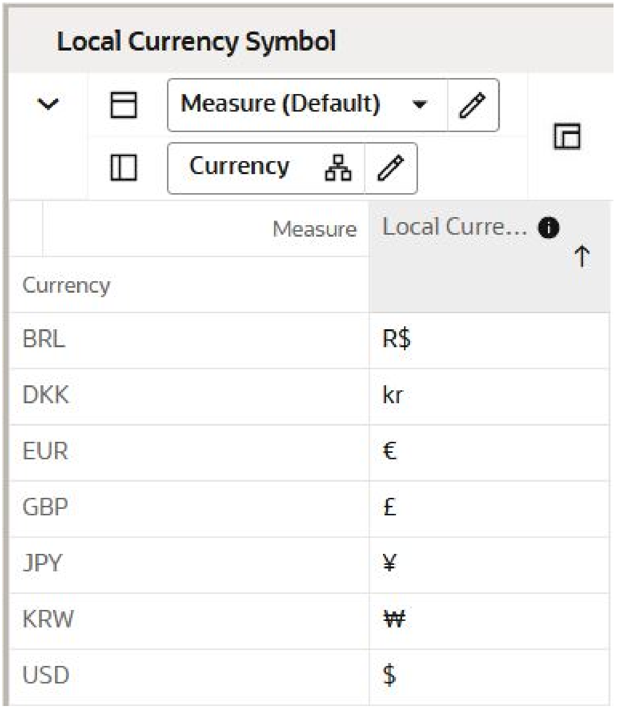
Measure	Description
Local Currency Rate	The rate used to convert values from the primary currency to the local currency for a given Channel/ Week.

Local Currency Symbol View

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

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

Figure 4-3 Local Currency Symbol View



Local Currency Symbol

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

Table 4-3 Local Currency Symbol View Measure

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

VAT Setup Step

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

The VAT Setup step contains a single view, VAT Setup.

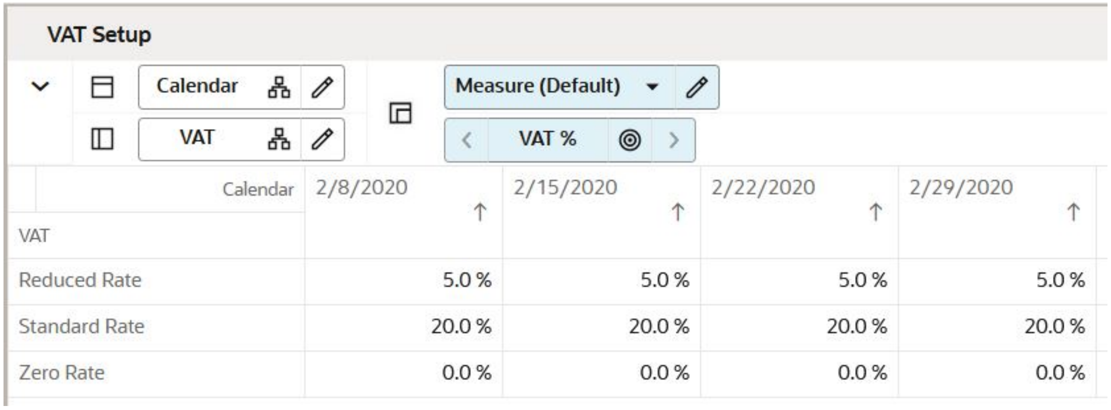
VAT Setup View

In this view, the planning administrator inputs the VAT% rate.

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

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

Figure 4-4 VAT Setup View



Calendar / VAT	2/8/2020	2/15/2020	2/22/2020	2/29/2020
Reduced Rate	5.0 %	5.0 %	5.0 %	5.0 %
Standard Rate	20.0 %	20.0 %	20.0 %	20.0 %
Zero Rate	0.0 %	0.0 %	0.0 %	0.0 %

Table 4-4 VAT Setup View Measure

Measure	Description
VAT%	The default Value Added Tax (VAT) rate percentage for the Subclass/Channel.

Manage Batch Step

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

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

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

- Manage Batch View
- Manage Export View

Manage Batch View

Within this view, the business system administrator or system administrator designates whether or not elapsed periods should be included when exporting plan data. The system administrator will also designate whether or not Oracle Retail Merchandising Foundation Cloud Service is integrated with MFP CS.

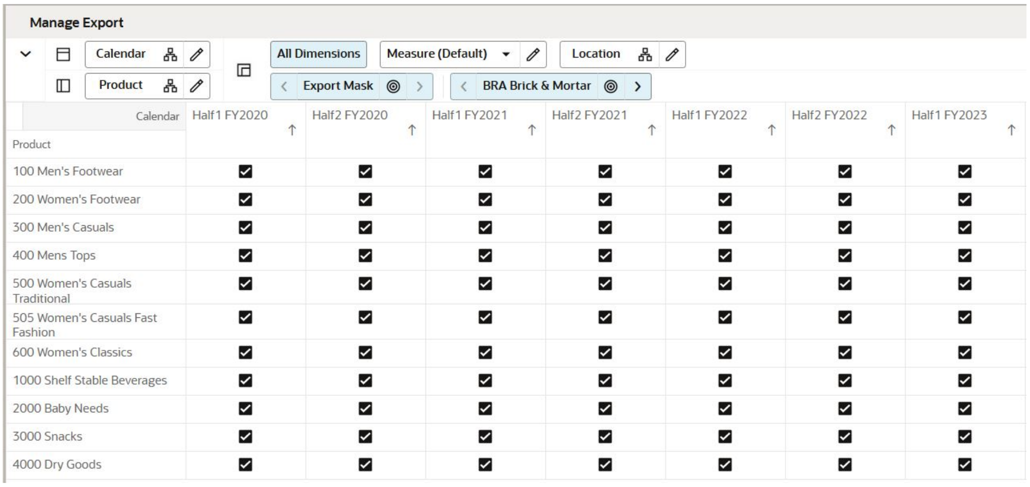
Table 4-5 Manage Batch View Measures

Measure	Description
Enable RMF CS Integration	This flag controls whether or not additional batch processes run to format RMF CS data into load-ready format. Set this value to True when integrating with RMF CS.
Export Elapsed Periods	When selected, this flag indicates that data for the elapsed periods must be exported. By default, this value is unchecked, meaning that only data for unelapsed periods will be included in the exported plan data.
Generate Forecast	This setting is enabled to use system forecast instead of importing forecast from RDX.
Batch Uses RDX	This setting is enabled for all the integration from RDX.
Enable Daily Exports	If you have extended the MFP solution, this flag enables you to turn off the standard daily exports in favor of your solution-specific configured exports.
Enable Weekly Exports	If you have extended the MFP solution, this flag enables you to turn off the standard weekly exports in favor of your solution-specific configured exports.

Manage Export View

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

Figure 4-5 Manage Export View



Calendar Product	Half1 FY2020	Half2 FY2020	Half1 FY2021	Half2 FY2021	Half1 FY2022	Half2 FY2022	Half1 FY2023
100 Men's Footwear	☑	☑	☑	☑	☑	☑	☑
200 Women's Footwear	☑	☑	☑	☑	☑	☑	☑
300 Men's Casuals	☑	☑	☑	☑	☑	☑	☑
400 Mens Tops	☑	☑	☑	☑	☑	☑	☑
500 Women's Casuals Traditional	☑	☑	☑	☑	☑	☑	☑
505 Women's Casuals Fast Fashion	☑	☑	☑	☑	☑	☑	☑
600 Women's Classics	☑	☑	☑	☑	☑	☑	☑
1000 Shelf Stable Beverages	☑	☑	☑	☑	☑	☑	☑
2000 Baby Needs	☑	☑	☑	☑	☑	☑	☑
3000 Snacks	☑	☑	☑	☑	☑	☑	☑
4000 Dry Goods	☑	☑	☑	☑	☑	☑	☑

Table 4-6   Manage Export View Measure

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

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

5

Location Setup Task

Location Setup is part of the MFP Maintenance Activity. In Location Setup, the administrator maintains the general-purpose attributes of a location such as space, status, or Wholesale/ Franchise indicators. Location Setup is also where Like Location details are defined.

The steps within the Location Setup Task:

- Location Info Step
- Like Location Step
- Location Attributes Step
- Channel Type Step
- Warehouse Mapping Step

Location Info Step

In the Location Info step, you set a few simple attributes of the store.

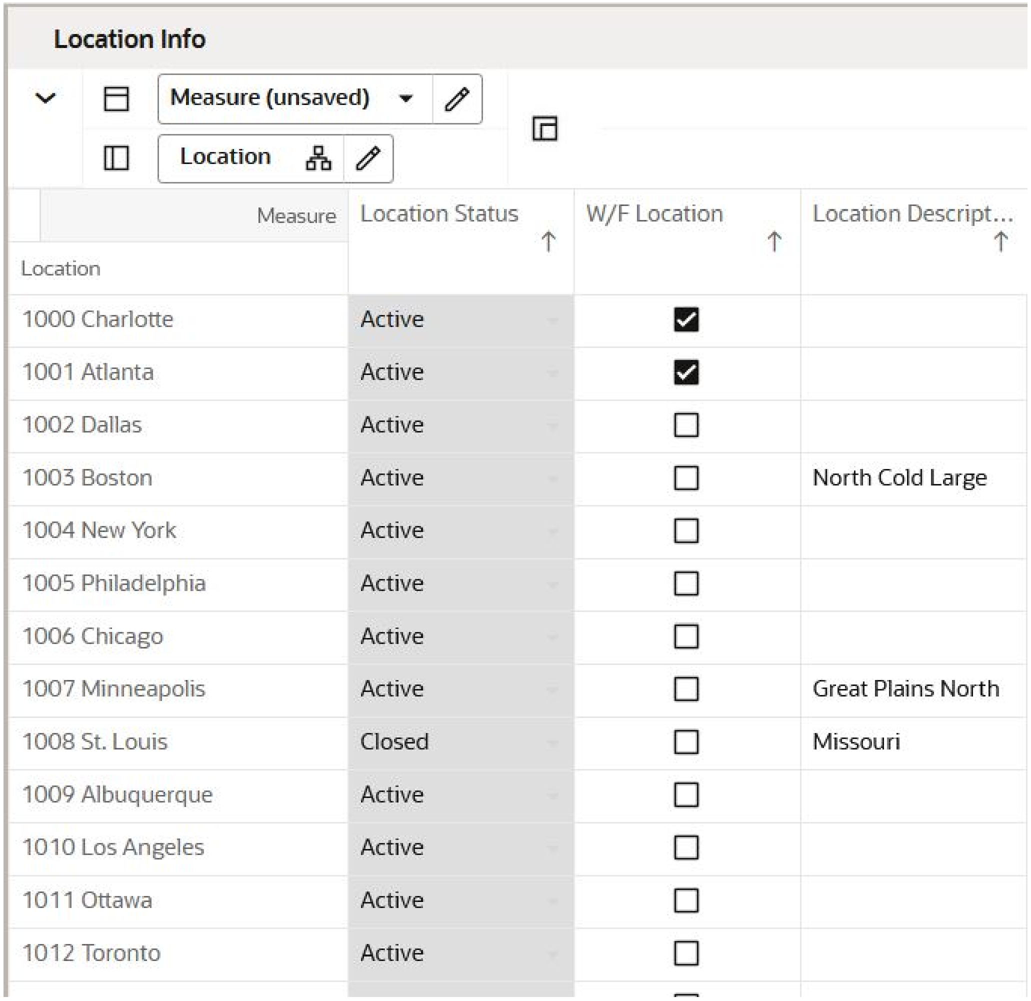
The Location Info step includes two views:

- Location Info View
- Location Space View

Location Info View

In this view, the administrator sets information related to stores, such as description and status of location, and indicates if the location is a wholesaler or franchisee.

Figure 5-1   Location Info View



Location	Location Status	W/F Location	Location Descript…
1000 Charlotte	Active	☑	
1001 Atlanta	Active	☑	
1002 Dallas	Active	☐	
1003 Boston	Active	☐	North Cold Large
1004 New York	Active	☐	
1005 Philadelphia	Active	☐	
1006 Chicago	Active	☐	
1007 Minneapolis	Active	☐	Great Plains North
1008 St. Louis	Closed	☐	Missouri
1009 Albuquerque	Active	☐	
1010 Los Angeles	Active	☐	
1011 Ottawa	Active	☐	
1012 Toronto	Active	☐	

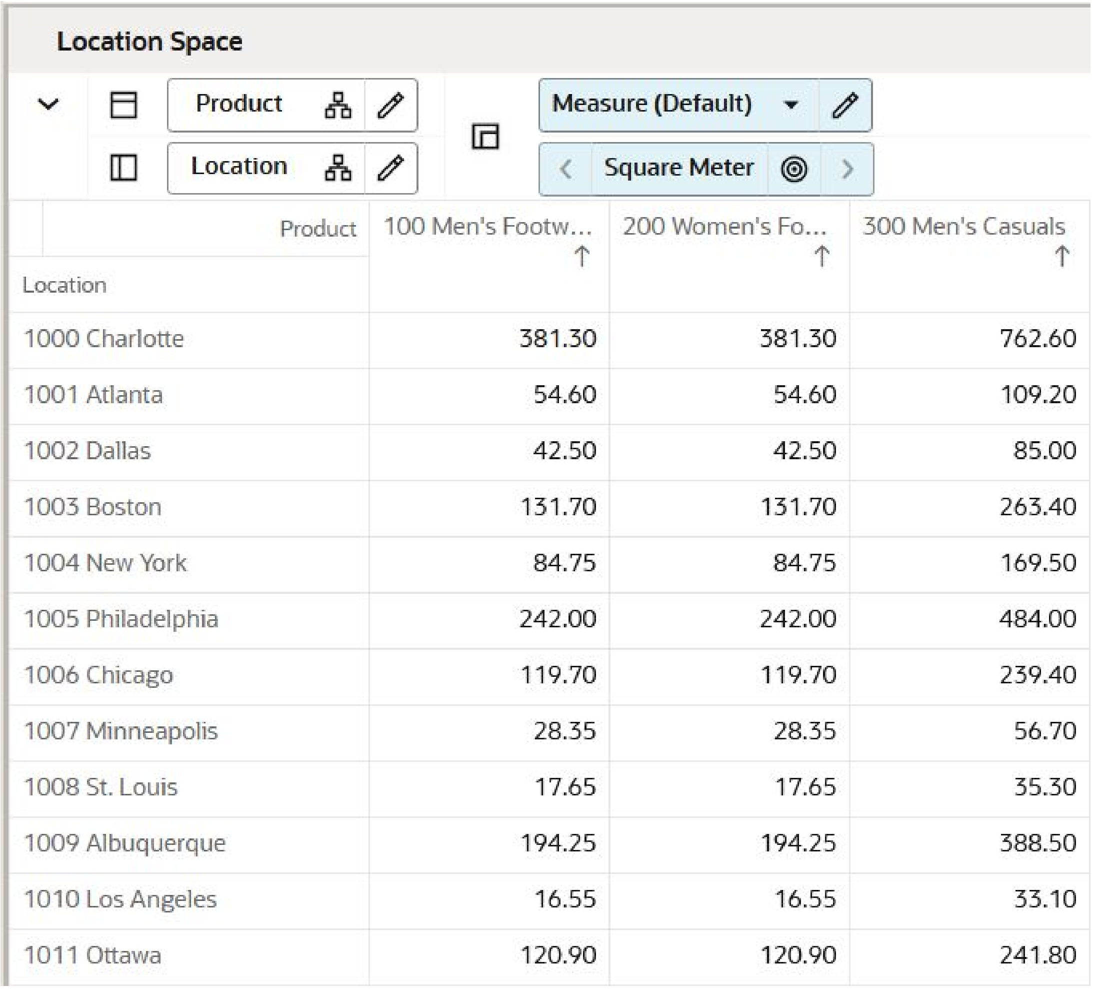
Table 5-1   Location Info View Measures

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

Location Space View

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

Figure 5-2 Location Space View



Location	100 Men's Footw...	200 Women's Fo...	300 Men's Casuals
1000 Charlotte	381.30	381.30	762.60
1001 Atlanta	54.60	54.60	109.20
1002 Dallas	42.50	42.50	85.00
1003 Boston	131.70	131.70	263.40
1004 New York	84.75	84.75	169.50
1005 Philadelphia	242.00	242.00	484.00
1006 Chicago	119.70	119.70	239.40
1007 Minneapolis	28.35	28.35	56.70
1008 St. Louis	17.65	17.65	35.30
1009 Albuquerque	194.25	194.25	388.50
1010 Los Angeles	16.55	16.55	33.10
1011 Ottawa	120.90	120.90	241.80

Table 5-2 Location Space View Measure

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

Like Location Step

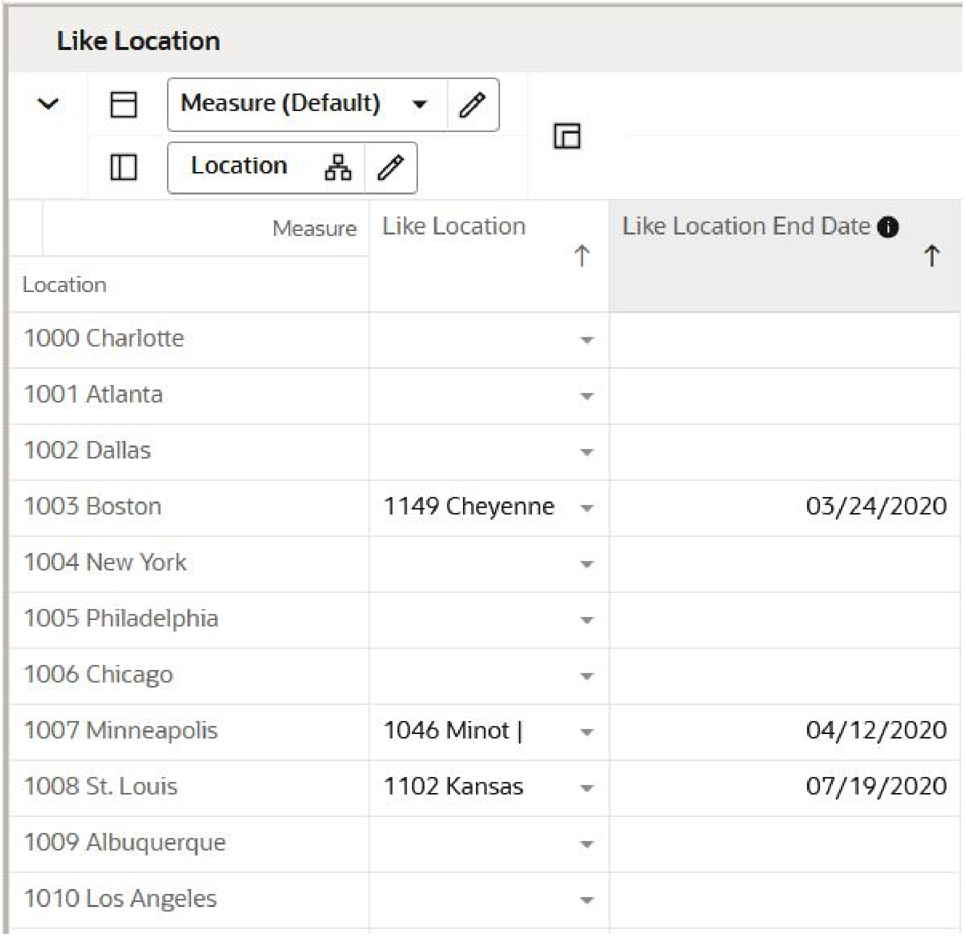
Like Locations are set up by the system administrator. Like Location is set for new locations that do not have a sales history. The Like Location is used to seed Targets or a Plan.

The Like Location step includes one view: Like Location.

Like Location View

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

Figure 5-3   Like Location View



Location	Like Location	Like Location End Date
1000 Charlotte		
1001 Atlanta		
1002 Dallas		
1003 Boston	1149 Cheyenne	03/24/2020
1004 New York		
1005 Philadelphia		
1006 Chicago		
1007 Minneapolis	1046 Minot |	04/12/2020
1008 St. Louis	1102 Kansas	07/19/2020
1009 Albuquerque		
1010 Los Angeles		

Table 5-3   Like Location View Measures

Measure	Description
Like Location	Identifies the Like Store for the new location. Using the location hierarchy, determine a similar store based on location along with the attributes indicated in alternates (for example, income, climate, and so on.)
Like Location End Date	Date after which Like Location information will be ignored in favor of using the location's own historical sales data for Ly.

Location Attributes Step

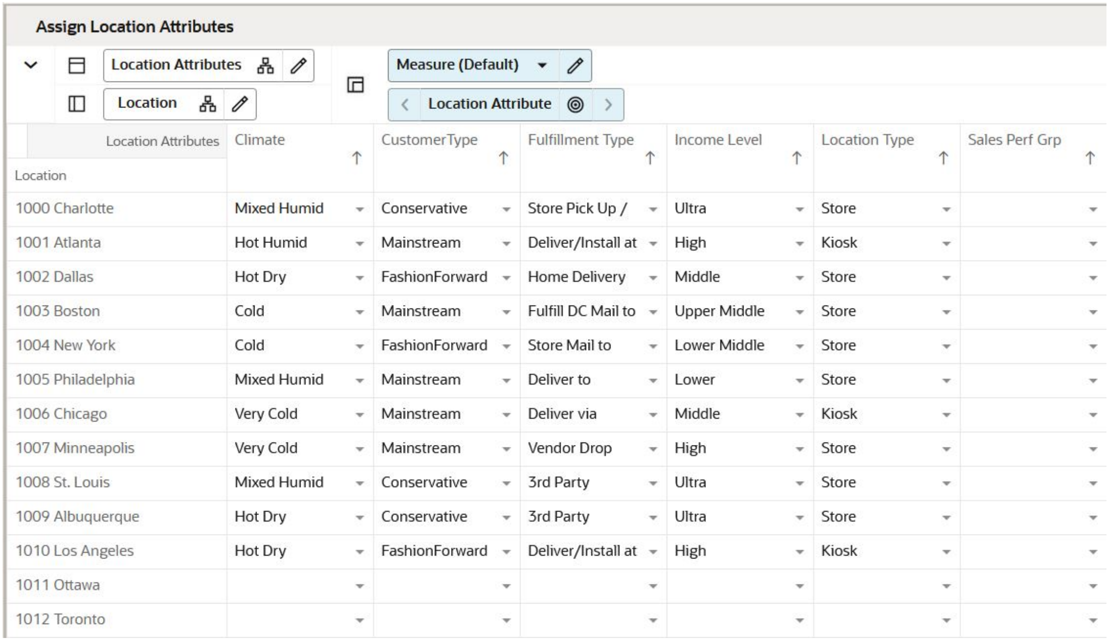
In the Location Attributes, this step is to map the attributes to stores. The Location Attribute step includes two views:

- Assign Location Attributes
- Define Location Attributes

Assign Location Attribute View

In this view, you can map the attributes for location or store. Use the Location Attribute picklists for each attribute to assign the appropriate attribute value to each store / location.

Figure 5-4   Assign Location Attribute View



Location Attributes / Location	Climate	CustomerType	Fulfillment Type	Income Level	Location Type	Sales Perf Grp
1000 Charlotte	Mixed Humid	Conservative	Store Pick Up /	Ultra	Store	
1001 Atlanta	Hot Humid	Mainstream	Deliver/Install at	High	Kiosk	
1002 Dallas	Hot Dry	FashionForward	Home Delivery	Middle	Store	
1003 Boston	Cold	Mainstream	Fulfill DC Mail to	Upper Middle	Store	
1004 New York	Cold	FashionForward	Store Mail to	Lower Middle	Store	
1005 Philadelphia	Mixed Humid	Mainstream	Deliver to	Lower	Store	
1006 Chicago	Very Cold	Mainstream	Deliver via	Middle	Kiosk	
1007 Minneapolis	Very Cold	Mainstream	Vendor Drop	High	Store	
1008 St. Louis	Mixed Humid	Conservative	3rd Party	Ultra	Store	
1009 Albuquerque	Hot Dry	Conservative	3rd Party	Ultra	Store	
1010 Los Angeles	Hot Dry	FashionForward	Deliver/Install at	High	Kiosk	
1011 Ottawa						
1012 Toronto						

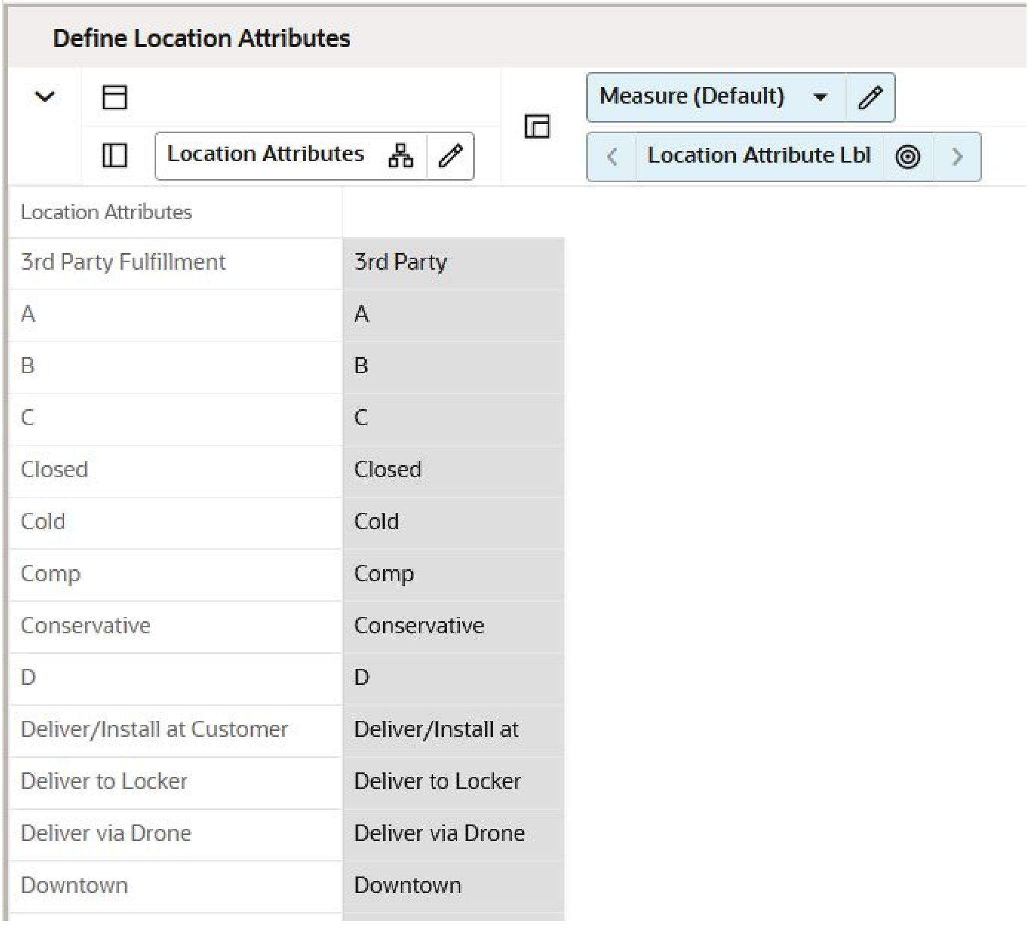
Table 5-4   Assign Location Attribute View Measures

Measure	Description
Location Attribute	The Location Attribute measure holds different the attributes of each store.

Define Location Attribute View

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

Figure 5-5 Define Location Attribute View



Define Location Attributes

Location Attributes	
3rd Party Fulfillment	3rd Party
A	A
B	B
C	C
Closed	Closed
Cold	Cold
Comp	Comp
Conservative	Conservative
D	D
Deliver/Install at Customer	Deliver/Install at
Deliver to Locker	Deliver to Locker
Deliver via Drone	Deliver via Drone
Downtown	Downtown

Table 5-5 Define Location Attribute View Measures

Measure	Description
Location Attribute Label	The Location Attribute measure holds the location attribute label for a specific attribute.

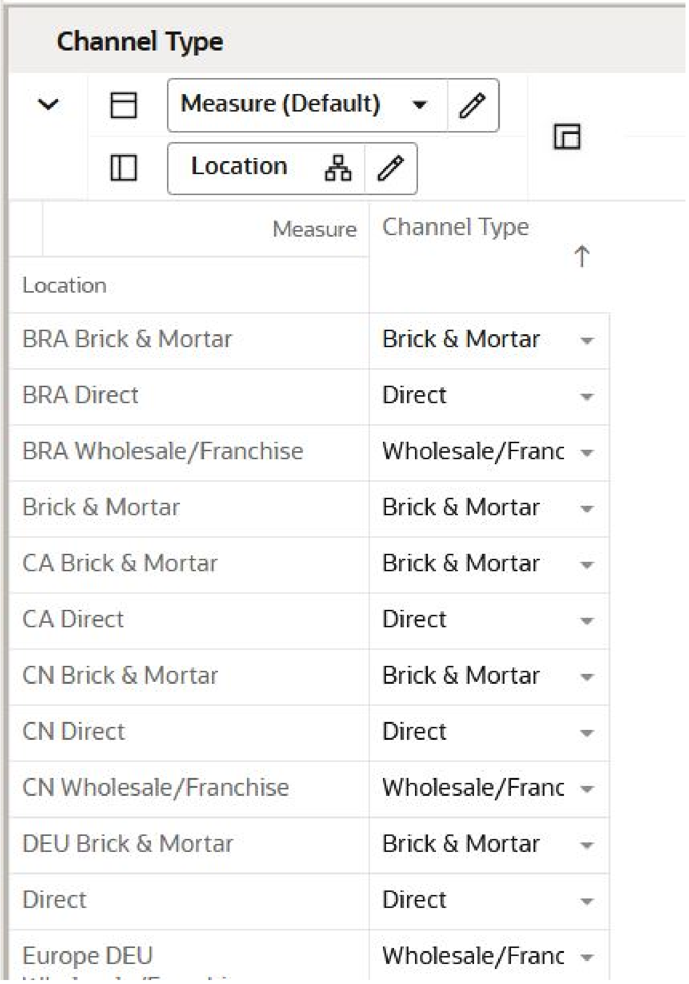
Channel Type Step

In the Channel Type step, you simply map the channels to pre-defined types such as Direct (to customer), Wholesale/Franchise, Brick and Mortar, and so on. The Channel Type step includes one view.

Channel Type View

In this view, the administrator sets the channel type. The channel type is used in planning activities such as Fulfillment Planning and Returns Maintenance.

Figure 5-6 Channel Type View



Location	Channel Type
BRA Brick & Mortar	Brick & Mortar
BRA Direct	Direct
BRA Wholesale/Franchise	Wholesale/Franc
Brick & Mortar	Brick & Mortar
CA Brick & Mortar	Brick & Mortar
CA Direct	Direct
CN Brick & Mortar	Brick & Mortar
CN Direct	Direct
CN Wholesale/Franchise	Wholesale/Franc
DEU Brick & Mortar	Brick & Mortar
Direct	Direct
Europe DEU	Wholesale/Franc

Warehouse Mapping Step

The warehouse mapping step is necessary when the warehouse is not defined as part of the location hierarchy. When the warehouse is disjoint from the location hierarchy, the mapping must be defined in order for MFP to correctly report warehouse on-order and inventory for the Channel.

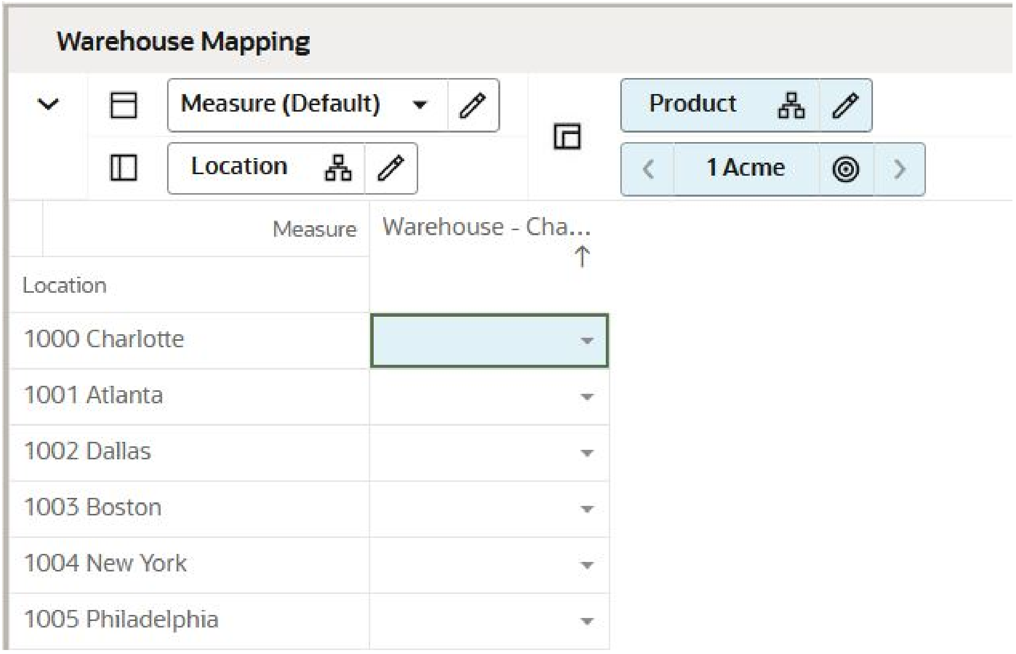
Note that warehouse is always a virtual warehouse when integrating with Oracle Retail Merchandising Foundation Cloud Service.

Warehouse Mapping View

In this view, select the channel that the warehouse fulfills. Filter the locations to the warehouse by using the location type alternate hierarchy.

After setting a mapping, the system administrator must run a batch process (Transform RMS Warehouse Data) to copy inventory and on order from the warehouse to the assigned channel. This can be done ad hoc for a new setting and is part of the standard weekly batch cadence.

Figure 5-7 Warehouse Mapping View



Warehouse Mapping
Measure (Default)
Location
Product
1 Acme
Measure
Warehouse - Cha...
Location
1000 Charlotte
1001 Atlanta
1002 Dallas
1003 Boston
1004 New York
1005 Philadelphia

6

Enable Op Approval Task

The MFP Maintenance activity consists of the following tasks:

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

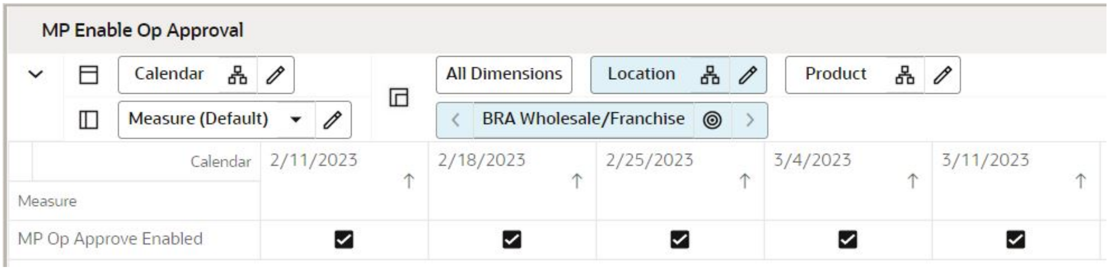
Planning administrators use this workbook to enable Merch Plan and Location Plan users to submit and approve plans to the Original Plan (Op). As a planning administrator, you can select or deselect this option at any time. If you deselect it during the in-season, Merch Plan and Location Plan users cannot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

Merch Plan Step

In this step, you manipulate the Planners' ability to submit a plan for approval. Typically, this is enabled, allowing for submissions, until shortly before the period becomes in-season.

Select the weeks by department that you want to enable Planners to submit and approve plans to the original plan. Once you are satisfied with the setting updates you have made, commit the workbook in order to retain your changes.

Figure 6-1 MP Enable Op Approval View



Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
MP Op Approve Enabled	☑	☑	☑	☑	☑

Table 6-1 MP Enable Op Approval View Measure

Measure	Description
MP Op Approve Enabled	Place a check mark in this measure to enable merch Planners to submit plans for approval. If approved, the plan can be promoted to Original Plan.

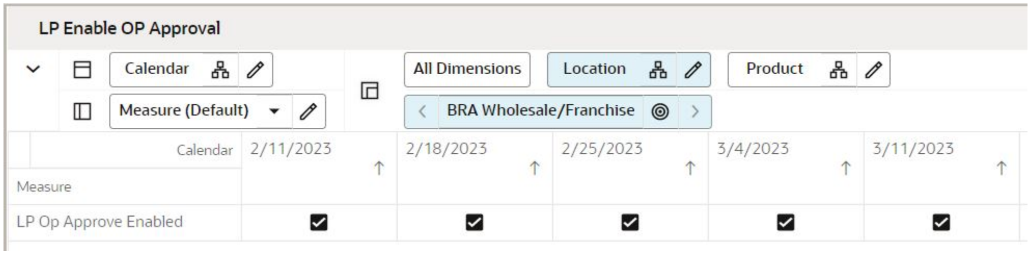
Location Plan Step

In this step, you manipulate the Location Planners' ability to submit a plan for approval. Typically this is enabled, allowing for submissions, until shortly before the period becomes in-season.

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

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

Figure 6-2 LP Enable OP Approval View


LP Enable OP Approval
Calendar
Measure (Default)
All Dimensions
Location
Product
BRA Wholesale/Franchise

Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
LP Op Approve Enabled	☑	☑	☑	☑	☑

Table 6-2 LP Enable OP Approval View Measure

Measure	Description
LP Op Approve Enabled	Select this measure to enable Location Plan users to approve plans which can then be promoted to Original Plan.

7

Load Validate Task

The Load Validate task belongs to the MFP Maintenance activity which consists of the following tasks:

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

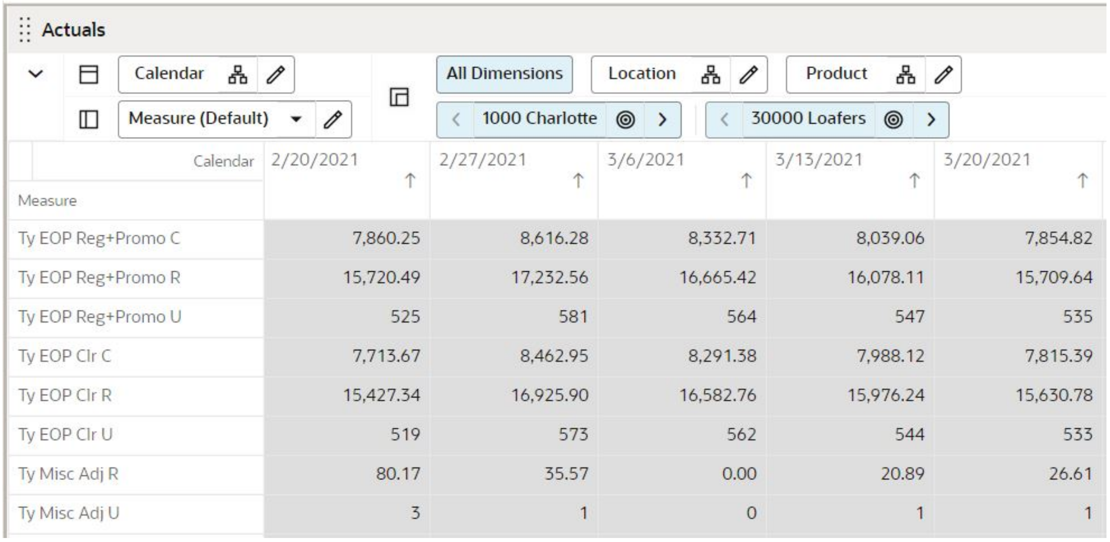
The Load Validate Task steps:

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

Actuals Step

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

Figure 7-1 Actuals View


Actuals
Calendar
Measure (Default)
All Dimensions
Location
Product
1000 Charlotte
30000 Loafers

Calendar Measure	2/20/2021	2/27/2021	3/6/2021	3/13/2021	3/20/2021
Ty EOP Reg+Promo C	7,860.25	8,616.28	8,332.71	8,039.06	7,854.82
Ty EOP Reg+Promo R	15,720.49	17,232.56	16,665.42	16,078.11	15,709.64
Ty EOP Reg+Promo U	525	581	564	547	535
Ty EOP Clr C	7,713.67	8,462.95	8,291.38	7,988.12	7,815.39
Ty EOP Clr R	15,427.34	16,925.90	16,582.76	15,976.24	15,630.78
Ty EOP Clr U	519	573	562	544	533
Ty Misc Adj R	80.17	35.57	0.00	20.89	26.61
Ty Misc Adj U	3	1	0	1	1

Table 7-1 Actuals View Measures

Measure	Description
Ty Sales Reg+Promo R	This Year Reg+Promo Sales Retail
Ty Sales Reg+Promo U	This Year Reg+Promo Sales Units
Ty Sales Clr R	This Year Clearance Sales Retail
Ty Sales Clr U	This Year Clearance Sales Units
Ty Returns Reg+Promo R	This Year Reg+Promo Returns Retail
Ty Returns Reg+Promo U	This Year Reg+Promo Returns Units
Ty Returns Clr R	This Year Clearance Returns Retail
Ty Returns Clr U	This Year Returns Clearance Units
Ty Markdown Reg+Promo R	This Year Markdown Reg+Promo Retail
Ty Markdown Clr R	This Year Markdown Clearance Retail
Ty Markdown due to W/F R	This Year Markdown W/F Retail
Ty EOP Reg+Promo C	This Year Reg+Promo End of Period Inventory Cost
Ty EOP Reg+Promo R	This Year Reg+Promo End of Period Inventory Retail
Ty EOP Reg+Promo U	This Year Reg+Promo End of Period Inventory Unit
Ty EOP Clr C	This Year End of Period Inventory Clearance Cost
Ty EOP Clr R	This Year Clearance End of Period Inventory Retail
Ty EOP Clr U	This Year Clearance End of Period Inventory Unit
Ty Receipts C	This Year Receipts Cost
Ty Receipts R	This Year Receipts Retail
Ty Receipts U	This Year Receipts Units
Ty Shrink C	This Year Shrink Cost
Ty Shrink R	This Year Shrink Retail
Ty Shrink U	This Year Shrink Units
Ty MOS C	This Year Marked Out of Stock Cost represents the Cost value of inventory reductions other than markdowns or sales.
Ty MOS R	This Year Marked Out of Stock Retail represents the Retail value of inventory reductions other than markdowns or sales.
Ty MOS U	This Year Marked Out of Stock Units represents the Units value of inventory reductions other than markdowns or sales.
Ty Misc Adj R	This Year Miscellaneous Adjustments Retail
Ty Misc Adj U	This Year Miscellaneous Adjustments Unit
Ty Royalties R	This Year Royalties Retail

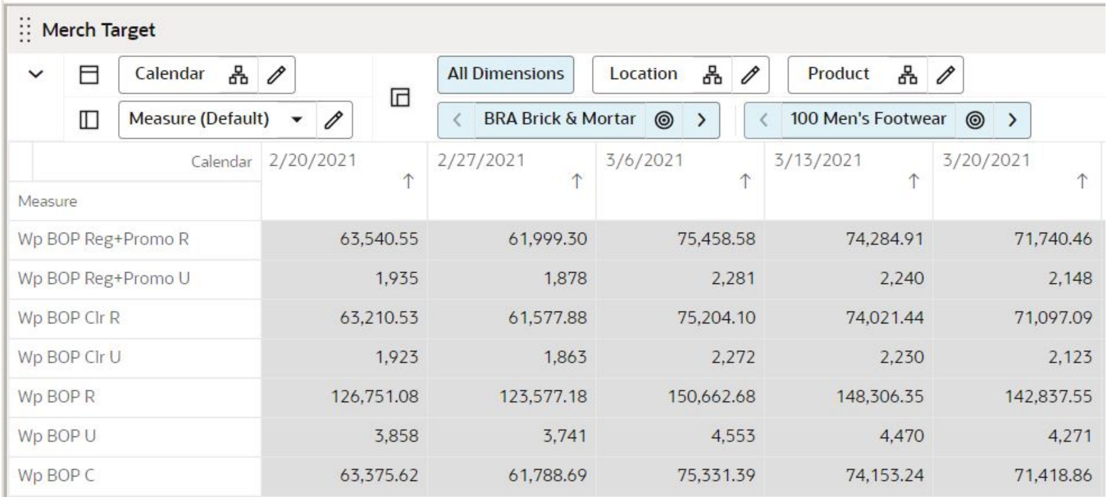
Table 7-1 (Cont.) Actuals View Measures

Measure	Description
Ty Vendor Funds R	This Year Vendor Funds (Rebates + Deals) Retail
Ty W/F Markdown R	This Year Wholesale Franchise Markdown Retail
Ty W/F Markup R	This Year Wholesale Franchise Mark Up Retail
Ty Cons Inv R	This Year Consignment Inventory as % of Total EOP Cost

Merch Target Step

The Merch Targets step includes a single view of the same name, the Merch Target view. In this view, you can review or correct aspects of the Targets plan.

Figure 7-2 Merch Target View

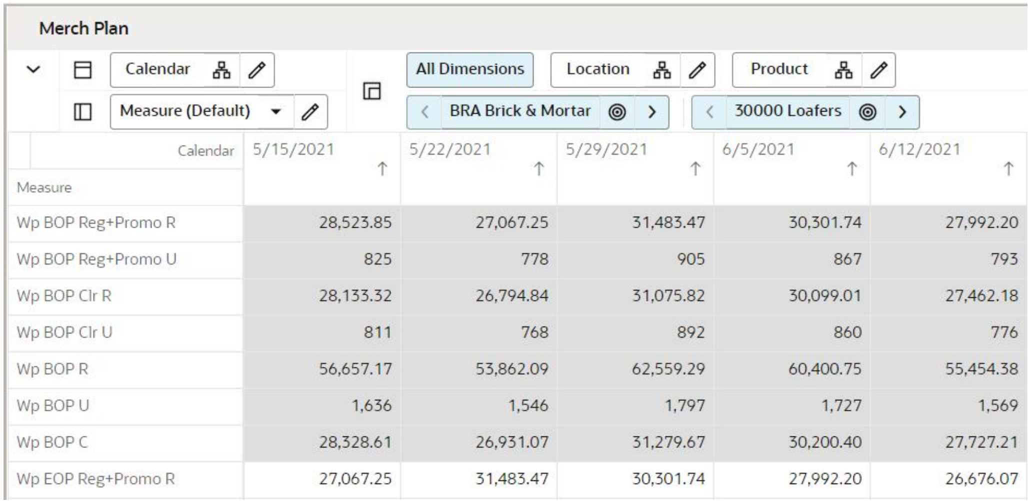


Calendar Measure	2/20/2021	2/27/2021	3/6/2021	3/13/2021	3/20/2021
Wp BOP Reg+Promo R	63,540.55	61,999.30	75,458.58	74,284.91	71,740.46
Wp BOP Reg+Promo U	1,935	1,878	2,281	2,240	2,148
Wp BOP Clr R	63,210.53	61,577.88	75,204.10	74,021.44	71,097.09
Wp BOP Clr U	1,923	1,863	2,272	2,230	2,123
Wp BOP R	126,751.08	123,577.18	150,662.68	148,306.35	142,837.55
Wp BOP U	3,858	3,741	4,553	4,470	4,271
Wp BOP C	63,375.62	61,788.69	75,331.39	74,153.24	71,418.86

Merch Plan Step

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

Figure 7-3   Merch Plan View

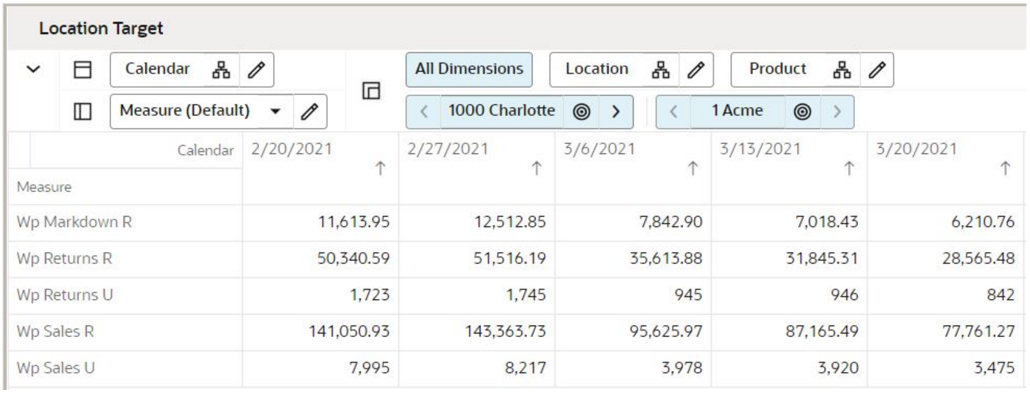

Merch Plan
Calendar
Measure (Default)
All Dimensions
Location
Product
BRA Brick & Mortar
30000 Loafers

Measure \ Calendar	5/15/2021	5/22/2021	5/29/2021	6/5/2021	6/12/2021
Wp BOP Reg+Promo R	28,523.85	27,067.25	31,483.47	30,301.74	27,992.20
Wp BOP Reg+Promo U	825	778	905	867	793
Wp BOP Clr R	28,133.32	26,794.84	31,075.82	30,099.01	27,462.18
Wp BOP Clr U	811	768	892	860	776
Wp BOP R	56,657.17	53,862.09	62,559.29	60,400.75	55,454.38
Wp BOP U	1,636	1,546	1,797	1,727	1,569
Wp BOP C	28,328.61	26,931.07	31,279.67	30,200.40	27,727.21
Wp EOP Reg+Promo R	27,067.25	31,483.47	30,301.74	27,992.20	26,676.07

Location Target Step

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

Figure 7-4   Location Target View

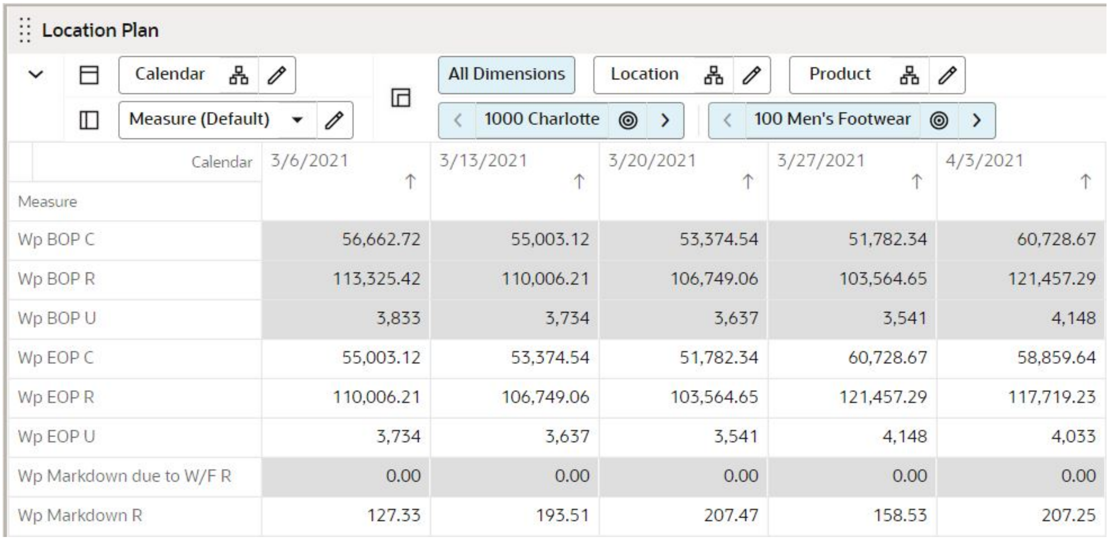

Location Target
Calendar
Measure (Default)
All Dimensions
Location
Product
1000 Charlotte
1 Acme

Measure \ Calendar	2/20/2021	2/27/2021	3/6/2021	3/13/2021	3/20/2021
Wp Markdown R	11,613.95	12,512.85	7,842.90	7,018.43	6,210.76
Wp Returns R	50,340.59	51,516.19	35,613.88	31,845.31	28,565.48
Wp Returns U	1,723	1,745	945	946	842
Wp Sales R	141,050.93	143,363.73	95,625.97	87,165.49	77,761.27
Wp Sales U	7,995	8,217	3,978	3,920	3,475

Location Plan Step

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

Figure 7-5   Location Plan View



Location Plan

Calendar
Measure (Default)
All Dimensions
Location
Product
1000 Charlotte
100 Men's Footwear

Measure \ Calendar	3/6/2021	3/13/2021	3/20/2021	3/27/2021	4/3/2021
Wp BOP C	56,662.72	55,003.12	53,374.54	51,782.34	60,728.67
Wp BOP R	113,325.42	110,006.21	106,749.06	103,564.65	121,457.29
Wp BOP U	3,833	3,734	3,637	3,541	4,148
Wp EOP C	55,003.12	53,374.54	51,782.34	60,728.67	58,859.64
Wp EOP R	110,006.21	106,749.06	103,564.65	121,457.29	117,719.23
Wp EOP U	3,734	3,637	3,541	4,148	4,033
Wp Markdown due to W/F R	0.00	0.00	0.00	0.00	0.00
Wp Markdown R	127.33	193.51	207.47	158.53	207.25

8

Create Merch Plan Targets Task

The Planning Manager role is usually associated with senior and middle management in the merchandise planning organization. The objective of the Planning Manager is to develop strategic and department-level targets that set the financial guidance for the planning organization.

Planning Managers typically begin planning at a minimum two to six months in advance of the period being planned. This is known as pre-season planning. During this time, the planning manager will create the high level merchandise financial plan (targets) for the season or for the entire year.

The Planning Manager is presented with the activity called Create Merch Plan Targets and a task of the same name. This task belongs solely to the Planning Manager role.

This task includes the following steps:

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

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

The Planning Manager must complete the first two steps to publish the strategic targets to the Planner.

Create Targets Step

To create the Merch Targets the basic approach is to complete the following steps within the views provided in the Create Targets step:

1. Select VAT and/or Local Currency rates for planning.
2. Seed the plan using Last Year (Ly) or Forecast (Fcst) to create a base plan.
3. In Sales/Markdowns, plan the sales, markdowns, returns, and so on, you are projecting. Use forecasted sales and Ly as a guide.
4. Plan the required inventory and receipts.
5. Review Gross Margin results.

Tip:

As you build your plan, click the Commit button when you are happy with the intermediate state. This creates a permanent snapshot of the as-is state. This creates a restore point you can revert back to if you go down a path that is unsatisfactory.

Seed Plan Sub-Step

The first action that the Planning Manager completes when creating new targets is to seed the plan within the Initialize view.

Initialize View

In order to seed the plan, you can first review the LY plan and forecast in the Sales/ Markdowns tab. This will help you determine which plan you will use for seeding.

Table 8-1 Initialize View Measures

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

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

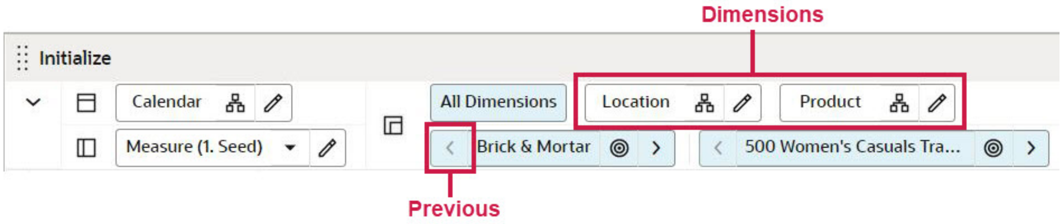
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

To seed one target at a time you will set the seed source information. Then, to seed the next department in the Product hierarchy within the Brick & Mortar channel, complete the following steps:

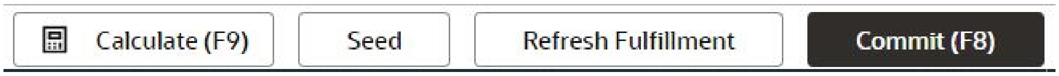
1. Click the dimension whose value (position) you want to change..
2. Click the **Next** or **Previous** arrow.

Figure 8-1 Changing a Dimension Level with Page Arrows


Dimensions
Initialize
Calendar
Measure (1. Seed)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...
Previous

3. The page refreshes and the next position in the department dimension is displayed in the page edge. Notice that the Seed Source measure is not populated for this department.
4. Select the half that you want to seed with Ly or Forecast data.
5. Click the **Next** arrow to view and seed the next division.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

Figure 8-2 Seed Button


Calculate (F9)
Seed
Refresh Fulfillment
Commit (F8)

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

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

Seeding Several Levels at Once

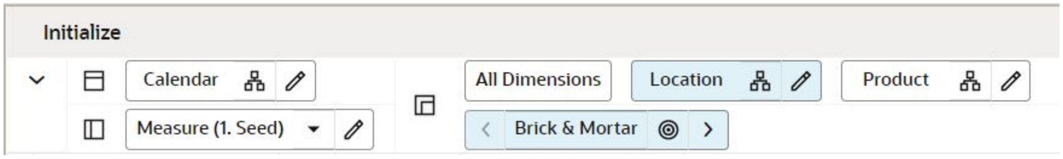
If you want to seed several locations and several products at once, change the displayed level of the dimensions.

The default setting of the Initialize Plan view is set to show the Half level of the Calendar, the Channel level of the Location dimension, and the Department level of the Product dimension.

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

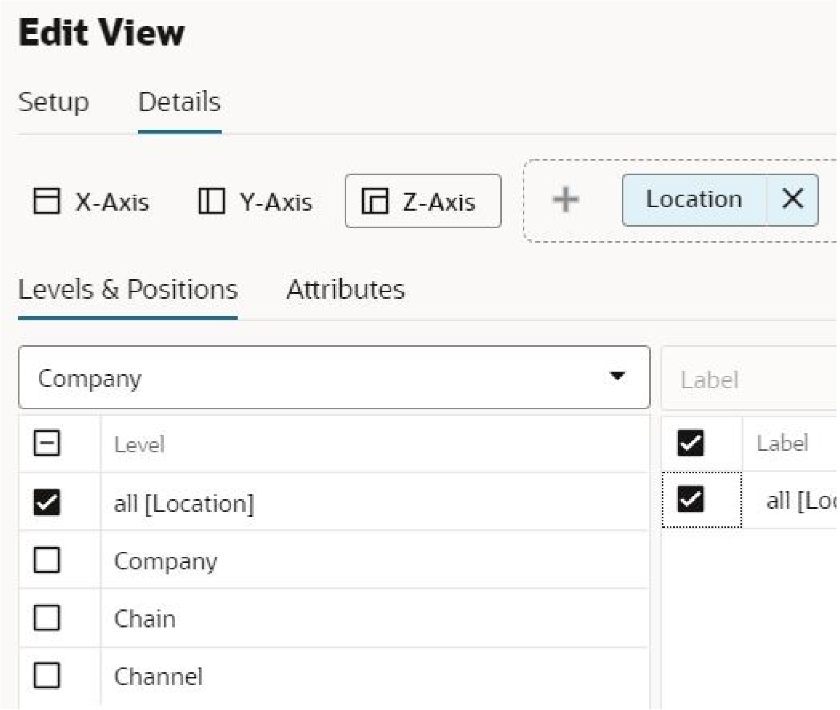
1. Click the Edit View button of the dimension level you want to change.

Figure 8-3 Location Tile — Edit View Button


Initialize
Calendar
Measure (1. Seed)
All Dimensions
Location
Product
Brick & Mortar

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

Figure 8-4 Location Dimension Selection Window

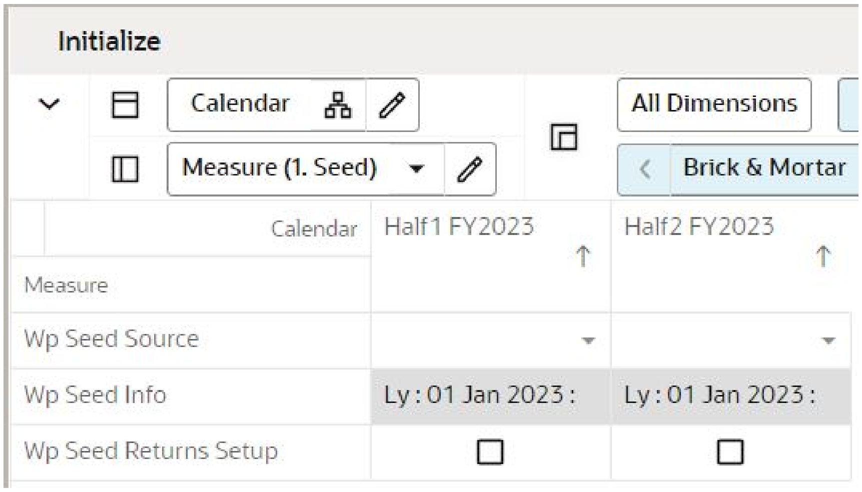

Edit View
Setup
Details
X-Axis
Y-Axis
Z-Axis
+
Location
Levels & Positions
Attributes
Company
Label
Level
all [Location]
Company
Chain
Channel
Label
all [Lo

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

   In Figure 8-5, the Location and Product dimensions are at the highest level, Company, and the half *Half1 FY2023* has been set to seed from last year.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

   Remember that regardless of the dimension selected for viewing and seeding, the actions in a workspace are ultimately limited by the positions you have selected for the workspace, that is, the Departments, Channels, and Halves.

Figure 8-5 Seeding Several Levels at Once



Calendar / Measure	Half1 FY2023	Half2 FY2023
Wp Seed Source		
Wp Seed Info	Ly : 01 Jan 2023 :	Ly : 01 Jan 2023 :
Wp Seed Returns Setup	☐	☐

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

   After you have seeded the divisions, continue to the next sub-step: "Sales/Markdowns Sub-Step".

Select Local Currency View

The local currency chosen will be applied to the views of local currency found throughout the Create Merch Plan Targets task.

After selecting a currency, you can click **Calculate** to apply the rate. If you have not yet performed a seeding action, the rate will be applied at the time of seeding.

Select VAT Rate View

The VAT Rate chosen will be applied as the VAT rate throughout the Create Merch Plan Targets task. Ly actuals include VAT therefore the VAT rate is used to calculate values excluding VAT.

After selecting a VAT rate, you can click **Calculate** to apply the rate. If you have not yet performed a seeding action, the rate will be applied at the time of seeding.

Set Alert Thresholds View

In this view, you set the threshold minimums (mins) and maximums (maxs) that will trigger alert formatting and alerts in the MT: Exceptions dashboard. The following table lists the conditions under which an alert is triggered. Thresholds must be non-zero to trigger alerts.

Threshold	Condition
Wp GM R % Max Threshold	Alert is green when Wp GM R % is greater than the threshold
Wp GM R % Min Threshold	Alert is red when Wp GM R % is less than the threshold
Wp Markdown R % Max Threshold	Alert is red when Markdown R % is greater than the threshold

Threshold	Condition
Wp Markdown R % Min Threshold	Alert is green when Markdown R % is less than the threshold
Wp Net Sales R Max Threshold	Alert is green when Net Sales R is greater than the threshold
Wp Net Sales R Min Threshold	Alert is red when Net Sales R is less than the threshold
Wp Returns R % Max Threshold	Alert is red when Returns R % is greater than the threshold
Wp Returns R % Min Threshold	Alert is green when Returns R % is less than the threshold
Wp Sell Thru R % Max Threshold	Alert is green when higher than the threshold
Wp Sell Thru R % Min Threshold	Alert is yellow when less than the threshold
Wp Do Not Alert	Prevents alerting of the department/channels that are checked

Sales/Markdowns Sub-Step

The second action within the Create Targets step is Sales/Markdowns. The number of views in the Sales and Markdowns action depends on your system settings. Typically, there is one view. However, if Wholesale/Franchise and/or the Local Currency options are enabled, then there are additional views.

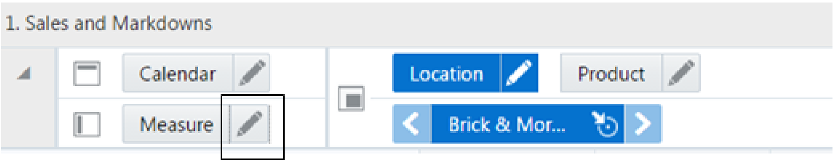
Sales and Markdowns View

In the Sales and Markdowns view, you plan net sales, promotions, and markdowns. Sales are the revenue generated by selling goods or services. Regular priced sales yield the greatest margin, however successful promotions drive more traffic and completion of sales. Though the promotional sale likely includes markdown, the overall increase in sales should outweigh the markdown and drive at good margins.

There are several measure profiles available to logically guide you through the plan variables.

A measure profile is selected by clicking on the Edit View button next to the Measure tile.

Figure 8-6 Edit View Button



The following measure profiles are available:

- **Sales and Markdowns**

The measures in this profile represent totals which are not broken down by *type* of sale such as Promo, clearance, and so on. This view also incorporates the forecast for viewing on top of all Ly actuals.

- **Sales by Type**

  The measures in this profile display and capture sales and returns figures by type of sale: Regular + Promotional, and Clearance. Regular + Promo, and Clearance added together equate to the total sale or total return.

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

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

- **Markdowns by Type**

  Markdown is the difference between the original retail price and the actual selling price. The measures in this profile display and capture markdown figures as a total as well as by sales type: Regular + Promotional, and Clearance. The markdown types added together equate to the markdown (Wp Markdown R).

  In the cost method of planning, many companies do not plan markdowns, but planning both promotional and markdowns offers a guide to make decisions and keep aging inventory from becoming an issue.

- **Units**

  Some lines of businesses may prefer to build the plan, or at least closely couple the financial plan, by sales in terms of units. You use this view to review sales units, Average Unit Retail (AUR), and Average Unit Cost (AUC).

- **Direct**

  This measure profile contains the KPIs for direct to consumer channels.

- **Fulfillment Planning**

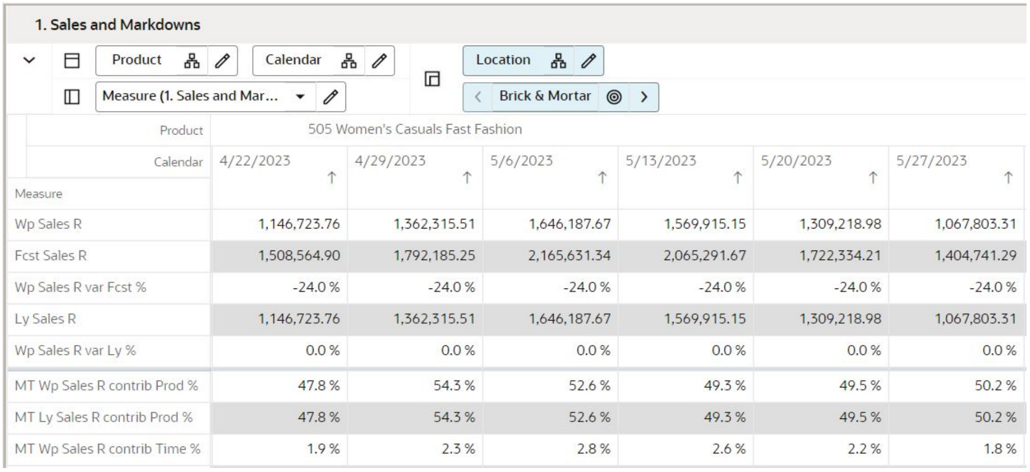
  This measure profile is focused on planning returns which result from Online purchases which are returned to the store. Often a significant portion of those returns are then sent back to the Online Fulfillment warehouses. These returns are rightfully attributed to the Direct channel and impact the net sales.

  The restocking costs associated with such returns are reflected in the net gross margin of the Direct channel.

- **Fulfillment Ly**

  This measure profile is used to review last year's financials for sales returns and returns back to online.

Figure 8-7 Sales and Markdowns View



Product	505 Women's Casuals Fast Fashion					
Calendar	4/22/2023	4/29/2023	5/6/2023	5/13/2023	5/20/2023	5/27/2023
Measure						
Wp Sales R	1,146,723.76	1,362,315.51	1,646,187.67	1,569,915.15	1,309,218.98	1,067,803.31
Fcst Sales R	1,508,564.90	1,792,185.25	2,165,631.34	2,065,291.67	1,722,334.21	1,404,741.29
Wp Sales R var Fcst %	-24.0 %	-24.0 %	-24.0 %	-24.0 %	-24.0 %	-24.0 %
Ly Sales R	1,146,723.76	1,362,315.51	1,646,187.67	1,569,915.15	1,309,218.98	1,067,803.31
Wp Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
MT Wp Sales R contrib Prod %	47.8 %	54.3 %	52.6 %	49.3 %	49.5 %	50.2 %
MT Ly Sales R contrib Prod %	47.8 %	54.3 %	52.6 %	49.3 %	49.5 %	50.2 %
MT Wp Sales R contrib Time %	1.9 %	2.3 %	2.8 %	2.6 %	2.2 %	1.8 %

Follow these steps to basic sales and markdown generation.

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

1. Using the default measure profile, which is Sales and Markdowns, review and compare the total sales to the forecast and last year.

   When building the targets for Wholesale/Franchise channels, plan Net Sales and then go directly to the W/F - Sales and Markdowns view.
2. Enter the Wp Sales R that you are projecting. Use Fcst Sales R as a guide.
3. Enter the projected Wp Gross Margin% at month level and click **Calculate** in order to calculate the Wp Gross Margin R and Wp Net Sales C.
4. Continue to the next sub-step to plan the required inventory. Review Wp Stock to Sales Ratio. Adjust other seeded inventory measures, such as Wp Shrink C and Wp MOS C, and plan the Wp Receipts C to achieve the desired stock to sales ratio.

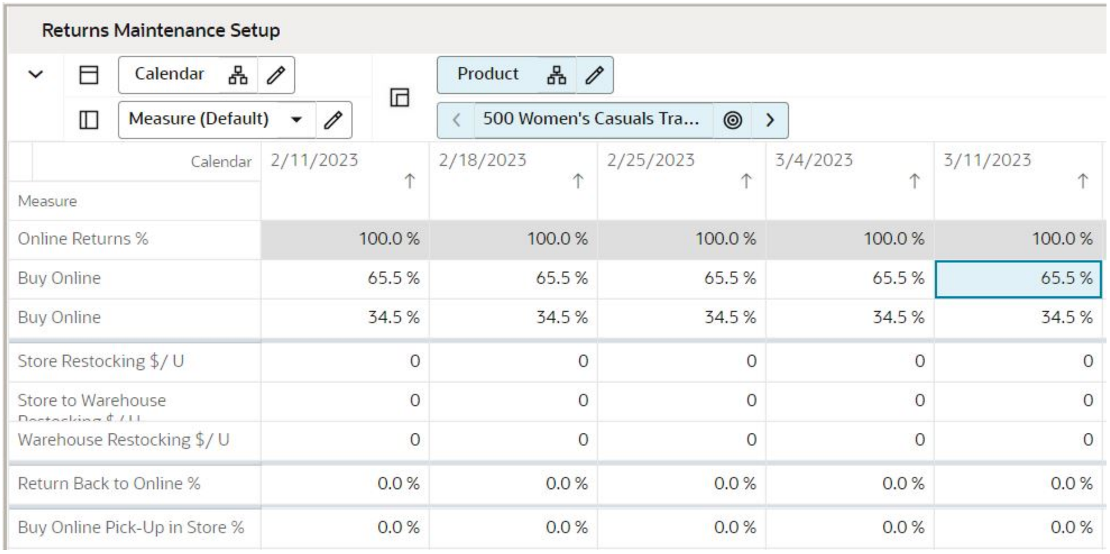
Returns Maintenance Setup View

With Direct-to-Consumer returns representing a significant, and increasing portion of returns, it is increasingly important to plan the impact on your business.

This view is used to set up return rates for Buy Online, Return in Store (BORIS) versus Buy Online, and Return Online. These values along with BORIS back to Warehouse enable planning the cross channel impacts of returns and ultimately drive at more accurate Open to Buy figures.

Returns consume employee time processing the return, and restocking or sending returned inventory back to the warehouse. Setting the Restocking Cost per unit will show you how Net Gross Margin is impacted by the returns to Brick and Mortar and Direct (online) channels.

Figure 8-8   Returns Maintenance Setup View

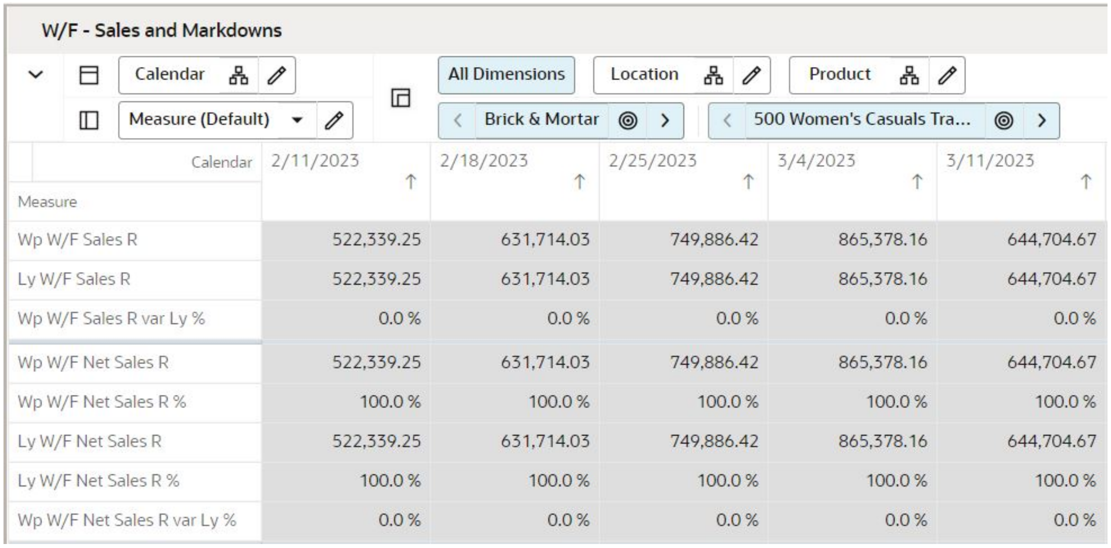

Returns Maintenance Setup
Calendar
Measure (Default)
Product
500 Women's Casuals Tra...

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Online Returns %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Buy Online	65.5 %	65.5 %	65.5 %	65.5 %	65.5 %
Buy Online	34.5 %	34.5 %	34.5 %	34.5 %	34.5 %
Store Restocking $/ U	0	0	0	0	0
Store to Warehouse	0	0	0	0	0
Warehouse Restocking $/ U	0	0	0	0	0
Return Back to Online %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Buy Online Pick-Up in Store %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

W/F - Sales and Markdowns View

If the Wholesale/Franchise option is provisioned, you plan sales here. Wholesale/Franchise sales are typically tracked and managed as a separate channel of a retail business. Use the Wholesale/Franchise Sales and Markdowns view to build your target sales, markup, and markdowns that you will make as wholesaler or franchisor.

Figure 8-9   W/F - Sales and Markdowns

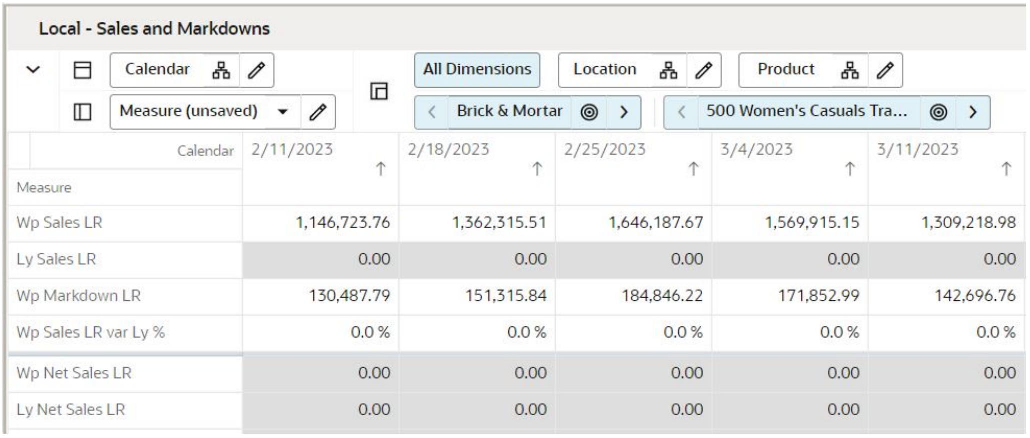

W/F - Sales and Markdowns
Calendar
Measure (Default)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp W/F Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67
Ly W/F Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67
Wp W/F Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67
Wp W/F Net Sales R %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Ly W/F Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67
Ly W/F Net Sales R %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Wp W/F Net Sales R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Local - Sales and Markdowns View

If the Local Currency option is provisioned, you use this view. The key planning KPIs are available in local currency for cross-referencing and high-level planning.

Figure 8-10 Local - Sales and Markdowns



Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp Sales LR	1,146,723.76	1,362,315.51	1,646,187.67	1,569,915.15	1,309,218.98
Ly Sales LR	0.00	0.00	0.00	0.00	0.00
Wp Markdown LR	130,487.79	151,315.84	184,846.22	171,852.99	142,696.76
Wp Sales LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales LR	0.00	0.00	0.00	0.00	0.00
Ly Net Sales LR	0.00	0.00	0.00	0.00	0.00

Inventory/Receipts Sub-Step

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

Receipts and Inventory View

Receipts and Inventory is where you will plan Beginning-of-period (BOP)/End-of-period (EOP) inventory, receipts, turn, and so on. This view is frequently planned at a month level. At a month level, EOP is usually targeted to be about the same as BOP and then ramp up for holiday gift giving is factored in. After planning the month, it is wise to review the results at a week level to ensure there are no undesirable anomalies.

Stock to Sales Ratio is an important indicator of the effectiveness of the planned inventory. The stock to sales ratio is the proportion of inventory on hand at the beginning of a period (such as a week or month) that will support the planned sales in that period.

If the Stock to Sales Ratio rises, (due to an increase in inventory without an accompanying rise in sales), then you are adding more stock without increasing sales. Unless you are intentionally ramping up stock for holiday, promo, and so on, then it is time to hold off on receipts and work on selling down the quantity on that item. The ultimate goal is to reduce your Stock to Sales Ratio as low as possible, without losing sales.

> **Note:**
>
> This sub-step is not performed for W/F channels.

Note:

The adjustments you made to the Sales and Markdowns view are visible in this view if you have clicked Calculate.

There are several measure profiles available to guide you through various approaches to planning inventory and receipts:

- **Cost** (Default)

  The Cost profile is the default profile. The planning is focused on total retail cost rather than units, and sale *type*. This profile is the most comprehensive view of variables impacting inventory.

- **Inventory by Type**

  In this profile, you can review and maintain a breakdown of inventory by sales type, Regular + Promo, and clearance.

- **Units**

  The most important asset metrics are inventory units and inventory cost because these metrics impact cash flow. In this view, you can directly maintain EOP inventory, Average Unit Cost, plus shrink, Mark Out of Stock (MOS), and Move to Clearance (MOC) in terms of units.

- **Fulfillment Planning**

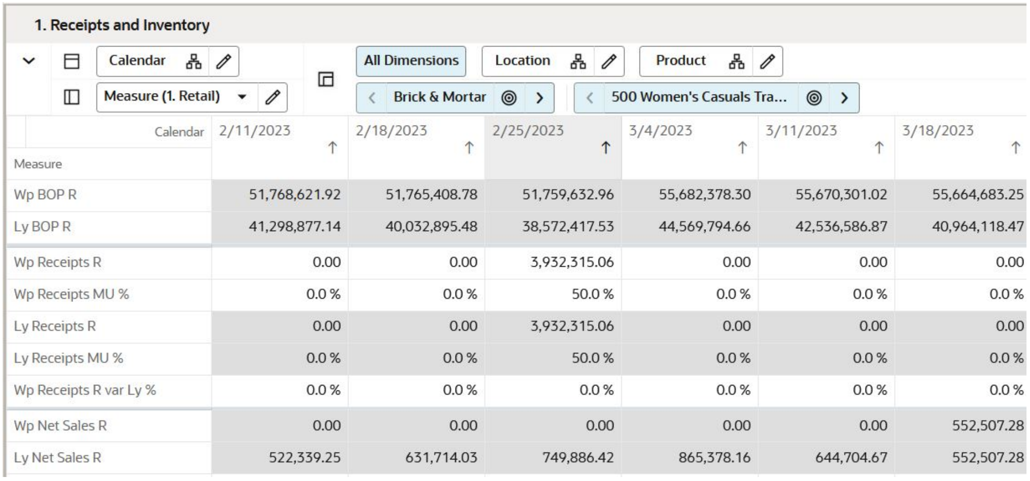
  This measure profile focuses on planning the impacts of Buy Online, Pickup in Store and Buy in Store, and Ship to Customer.

  These fulfillment methods are relevant because inventory is planned for a channel based on its projected sales. When the sales are attributed to one channel but fulfilled by another, the fulfillment channel's inventory must reflect the increased inventory need (increased OTB).

- **Fulfillment Ly**

  This measure profile is used to review last year's fulfillment metrics in relation to planning the correct placement of inventory by channel.

Figure 8-11 Receipts and Inventory View

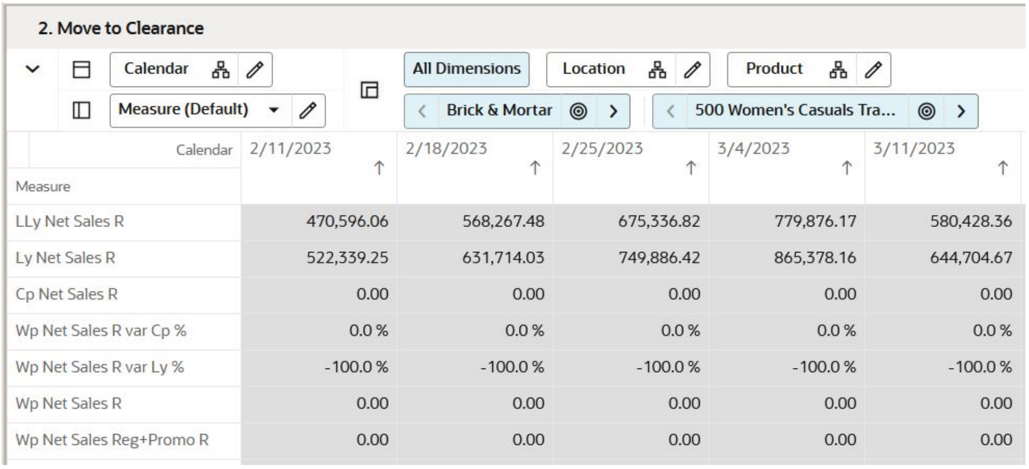

1. Receipts and Inventory
Calendar
Measure (1. Retail)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023
Wp BOP R	51,768,621.92	51,765,408.78	51,759,632.96	55,682,378.30	55,670,301.02	55,664,683.25
Ly BOP R	41,298,877.14	40,032,895.48	38,572,417.53	44,569,794.66	42,536,586.87	40,964,118.47
Wp Receipts R	0.00	0.00	3,932,315.06	0.00	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %
Ly Receipts R	0.00	0.00	3,932,315.06	0.00	0.00	0.00
Ly Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00	552,507.28
Ly Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67	552,507.28

Move to Clearance View

This is an important step in creating separate Reg+Promo and Clearance balance sets.

Figure 8-12 Move to Clearance View


2. Move to Clearance
Calendar
Measure (Default)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
LLy Net Sales R	470,596.06	568,267.48	675,336.82	779,876.17	580,428.36
Ly Net Sales R	522,339.25	631,714.03	749,886.42	865,378.16	644,704.67
Cp Net Sales R	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var Cp %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R var Ly %	-100.0 %	-100.0 %	-100.0 %	-100.0 %	-100.0 %
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00
Wp Net Sales Reg+Promo R	0.00	0.00	0.00	0.00	0.00

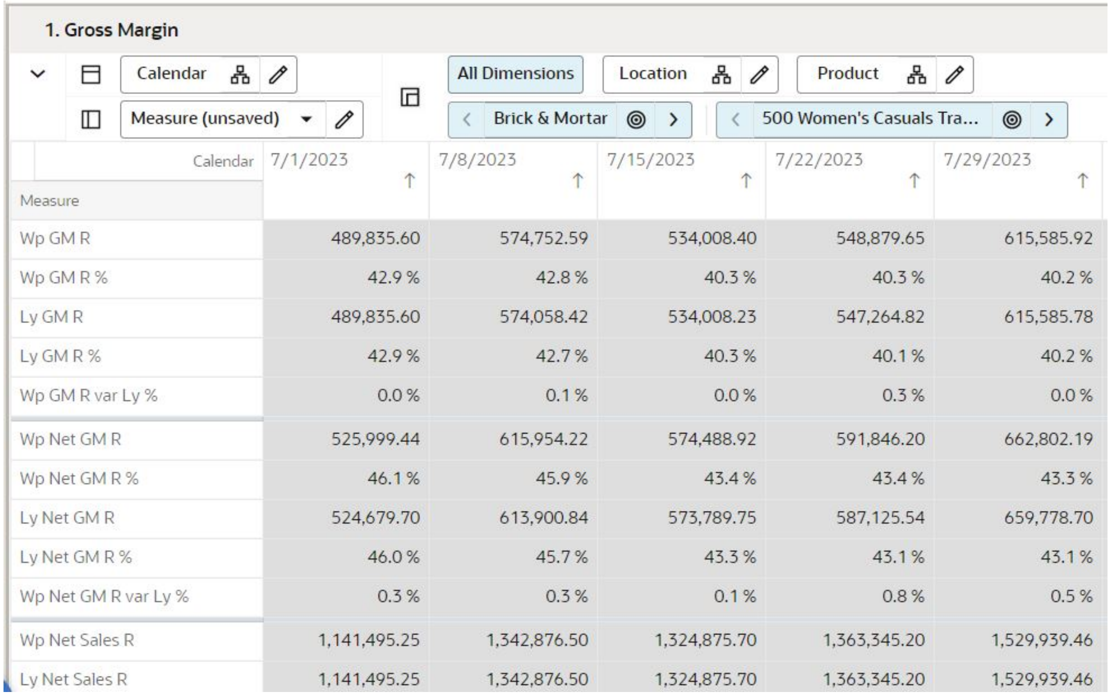
Gross Margin Sub-Step

You build your plan with a close eye on gross margins and net gross margin. Gross Margin is a percentage (or ratio) of gross profit to net sales. Gross profit (expressed as Wp GM R) is the difference between net sales retail and net sales cost. Gross margin and gross profit are very important measures of the profitability and financial performance of a company.

Gross Margin View

Use the Gross Margin view to evaluate the gross margin created from your sales and markdown plan and receipts and inventory plan. Determine whether the planned gross margin meets your gross margin goal. If it does not, return to the Develop Sales and Markdown Plan and Develop Inventory and Receipt Plan steps to adjust your receipt markups and receipt flow. Finally, return to the Gross Margin view to adjust additional contributors to net gross margin such as vendor funds and royalties.

Figure 8-13 Gross Margin View



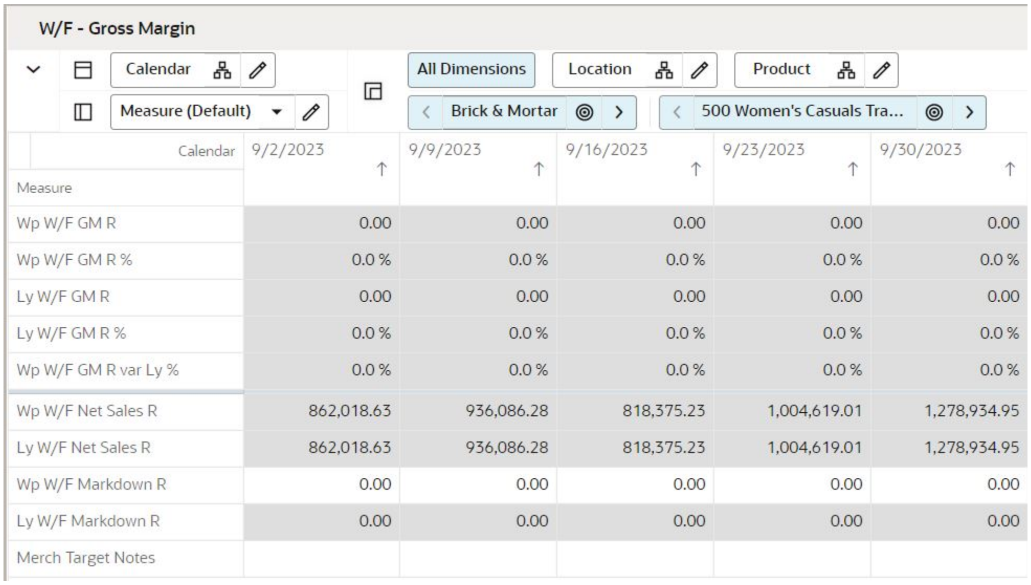
Measure \ Calendar	7/1/2023	7/8/2023	7/15/2023	7/22/2023	7/29/2023
Wp GM R	489,835.60	574,752.59	534,008.40	548,879.65	615,585.92
Wp GM R %	42.9 %	42.8 %	40.3 %	40.3 %	40.2 %
Ly GM R	489,835.60	574,058.42	534,008.23	547,264.82	615,585.78
Ly GM R %	42.9 %	42.7 %	40.3 %	40.1 %	40.2 %
Wp GM R var Ly %	0.0 %	0.1 %	0.0 %	0.3 %	0.0 %
Wp Net GM R	525,999.44	615,954.22	574,488.92	591,846.20	662,802.19
Wp Net GM R %	46.1 %	45.9 %	43.4 %	43.4 %	43.3 %
Ly Net GM R	524,679.70	613,900.84	573,789.75	587,125.54	659,778.70
Ly Net GM R %	46.0 %	45.7 %	43.3 %	43.1 %	43.1 %
Wp Net GM R var Ly %	0.3 %	0.3 %	0.1 %	0.8 %	0.5 %
Wp Net Sales R	1,141,495.25	1,342,876.50	1,324,875.70	1,363,345.20	1,529,939.46
Ly Net Sales R	1,141,495.25	1,342,876.50	1,324,875.70	1,363,345.20	1,529,939.46

W/F - Gross Margin View

If the Wholesale Franchise option is provisioned, you plan W/F channels in this view.

Wholesale/Franchise sales are typically tracked and managed as a separate channel of a retail business. In the Wholesale/Franchise Gross Margin, you review the planned gross margin on your wholesale/franchise sales.

Figure 8-14 W/F - Gross Margin



Calendar / Measure	9/2/2023	9/9/2023	9/16/2023	9/23/2023	9/30/2023
Wp W/F GM R	0.00	0.00	0.00	0.00	0.00
Wp W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly W/F GM R	0.00	0.00	0.00	0.00	0.00
Ly W/F GM R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F GM R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp W/F Net Sales R	862,018.63	936,086.28	818,375.23	1,004,619.01	1,278,934.95
Ly W/F Net Sales R	862,018.63	936,086.28	818,375.23	1,004,619.01	1,278,934.95
Wp W/F Markdown R	0.00	0.00	0.00	0.00	0.00
Ly W/F Markdown R	0.00	0.00	0.00	0.00	0.00
Merch Target Notes					

Local - Gross Margin View

If the Local Currency option is provisioned, then there is an additional view to support planning Gross Margin.

The key planning KPIs contributing to gross margin are available in local currency for cross-referencing and high-level planning.

Review and Publish Targets Step

The Review and Publish Targets step is performed after you have completed creation or revision of targets in the Create Targets step. You can choose to review and publish many targets at once or one at a time as you complete building the targets of each Dept/Channel/Half.

The key action in this task is publishing the targets so that your planners can view them and begin to build their plans. To learn about the Planner's role, see Chapter 8.

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

Review Targets Sub-Step

In this sub-step, review the targets you created in the previous step. If you need to alter the targets, return to the Create Targets step to make edits.

Review Targets View

There are several measure profiles in this view to quickly guide you to the plans you wish to review:

- **Default**

  This measure profile shows the main Working Plan metrics for comparison with last year metrics. This is the profile you will use after initially performing the Create Targets step.

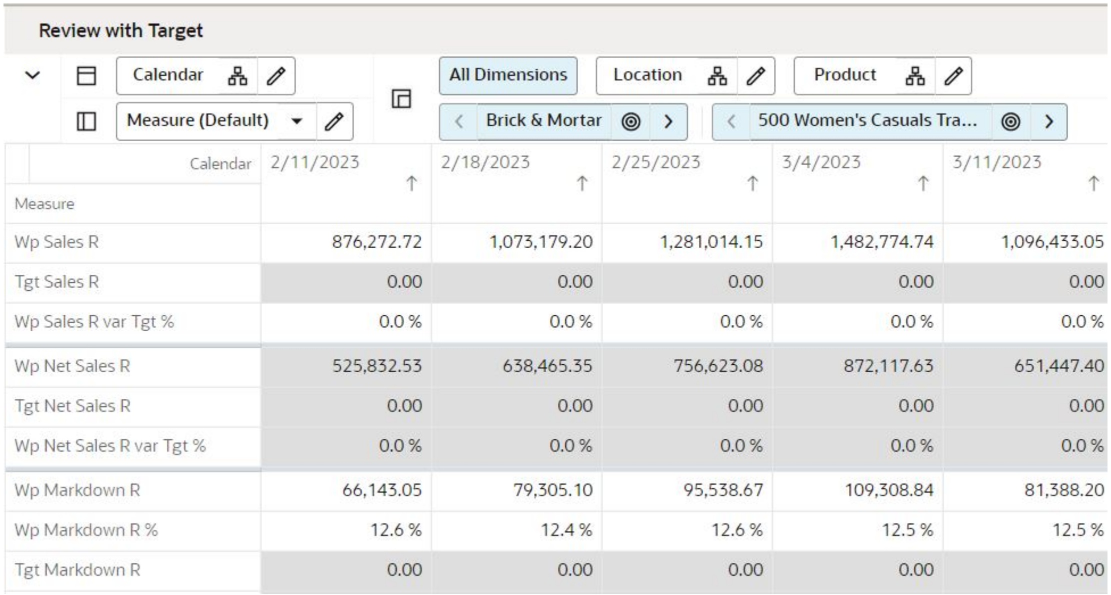
- **Tgt with Cp**

  This measure profile shows the main Working Plan metrics for comparison with Current Plan metrics. Current Plan is a version of the plan that is approved in-season (and is actualized for elapsed/historical periods).

- **Tgt with Op**

  This measure profile shows the main Working Plan metrics for comparison with Original Plan metrics. Original Plan is the plan as it was initially approved-typically it got approved pre-season and stays fixed when the period becomes in-season.

Figure 8-15 Review Targets View



Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp Sales R	876,272.72	1,073,179.20	1,281,014.15	1,482,774.74	1,096,433.05
Tgt Sales R	0.00	0.00	0.00	0.00	0.00
Wp Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R	525,832.53	638,465.35	756,623.08	872,117.63	651,447.40
Tgt Net Sales R	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R	66,143.05	79,305.10	95,538.67	109,308.84	81,388.20
Wp Markdown R %	12.6 %	12.4 %	12.6 %	12.5 %	12.5 %
Tgt Markdown R	0.00	0.00	0.00	0.00	0.00

Publish Targets Sub-Step

Publishing a target copies the targets you built in the Wp measures to the target (Tgt) measures, and then commits them to the database. Once committed, Planners can retrieve those targets and take action planning to them.

The Tgt measures are shown in the Publish Targets view found in the Review and Publish Targets step. These measures initially have zero values. After the targets are published in this step, those measures are populated with the target information. There are two views within the Publish Targets Sub-step.

Publish Targets View

To publish the targets, complete the following steps.

1. Select the halves in the Wp Publish Targets measure that you want to publish.

2. If needed, enter relevant information in the Wp Publish Notes measure. This is optional.
3. Repeat Steps 1 and 2 for other channels and departments as desired.
4. Click **Publish Targets**. This button is located in the bottom right corner.
5. A success message is displayed. Click **Dismiss** to close it.

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

Published Targets View

The targets in this view initially have existing targeted values. After the targets are published in this step, these measures are populated with the updated target information.

Review and Approve Plan Step

The Review and Approve Plan step is performed after the Planner has built a merch plan that aligns with the Targets you previously created and published. In the Create Merch Plan Task, the planner must submit their plan for approval at which point their working plan is copied into the Waiting Approval (Wa) plan version which you can view here.

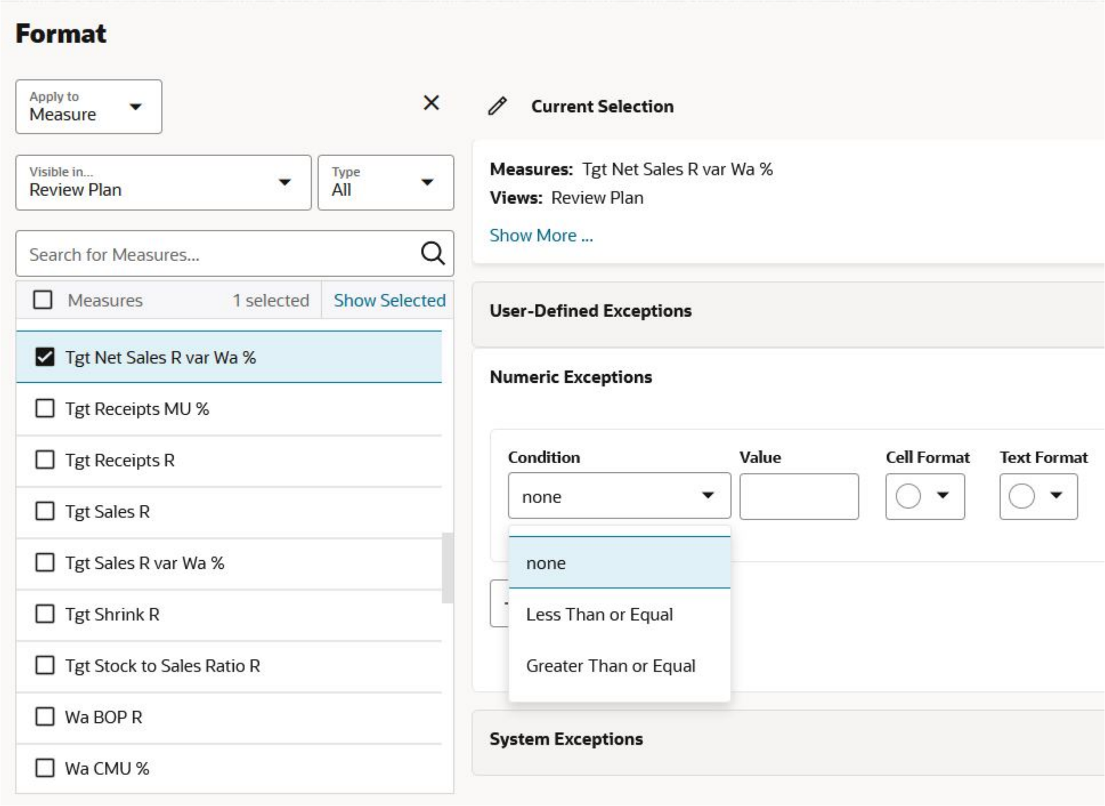
> **Note:**
>
> The Approve sub-step is used to both approve and reject the submitted plan.

Review Plan Sub-Step

In the Review Plan sub-step, you directly compare the Planners Wa plan to the targets. There are several Tgt-to-Wa variance measures that quickly guide you to areas of difference.

> **Tip:**
>
> Use exception formatting on the variance measures to highlight variances. To reach the formatting dialog, right click the measure label and choose *Format* from the popup menu.

Figure 8-16 Format Dialog


Format
Apply to
Measure
Visible in...
Review Plan
Type
All
Search for Measures...
☐ Measures 1 selected
Show Selected
☑ Tgt Net Sales R var Wa %
☐ Tgt Receipts MU %
☐ Tgt Receipts R
☐ Tgt Sales R
☐ Tgt Sales R var Wa %
☐ Tgt Shrink R
☐ Tgt Stock to Sales Ratio R
☐ Wa BOP R
☐ Wa CMU %
Current Selection
Measures: Tgt Net Sales R var Wa %
Views: Review Plan
Show More ...
User-Defined Exceptions
Numeric Exceptions
Condition
Value
Cell Format
Text Format
none
none
Less Than or Equal
Greater Than or Equal
System Exceptions

If plans have been published, republished, submitted, or resubmitted since you created the workspace, select Refresh from the Action menu to reload the latest values. A refresh will reload all data in the workspace to the last committed version, so you must commit all of your plan work first, or it will be reverted to the last point of commit.

Continue to the Approve step to set the plan's *Approved* status to either approved or rejected.

Approve Sub-Step

In the Approve sub-step, you set the plan status to either Approved or Rejected. If rejected, the planner must rework their plan until it satisfactorily meets targets. For rejected plan, repeat the Review and Approve step once the planner resubmits the plan.

> **Note:**
>
> The Op Approve Enabled indicator controls whether or not a plan can be submitted for Op approval. If false, approved plans can only be promoted to Cp, and not Op. This indicator is usually set to False after all plans are approved, before the plan becomes in-season. This setting can be modified by the system administrator.

Once approved, the Wa Plan gets copied to Original Plan (Op) and Current Plan (Cp) version.

In-Season Review and Re-Project Targets Step

The Planning Manger uses the Create Merch Plan Targets task during the in-season to review plans and compare those plans to the season actuals. Planning Managers review the targets and the plans created by the lower level users and determine how those plans compare to actuals.

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

In-Season Review and Re-project Targets has the following sub-steps:

- Review and Re-Project Sub-Step
- Publish Targets Sub-Step
- Review Plan Sub-Step
- Approve Sub-Step
- Open to Buy Sub-Step
- Projection Sub-Step

Review and Re-Project Sub-Step

Use the Review and Re-project sub-step to compare and rework your Wp targets with the current plan, the original plan, and last year's actuals.

Review Targets View

Use the following measure profiles in this view to review and re-project as desired:

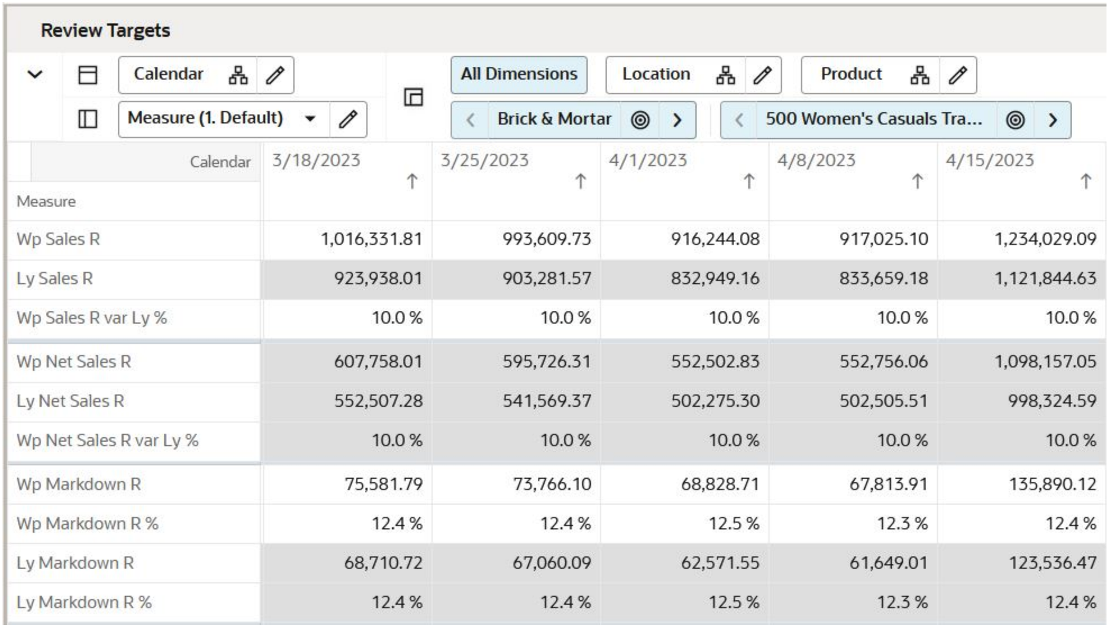
- **Default**

  Use this profile to see Wp and Ly values.
- **Tgt with Cp**

  Use this profile to see Wp and Cp values.
- **Tgt with Op**

  Use this profile to see Wp and Op values.

Figure 8-17   Review Targets View



Measure	3/18/2023	3/25/2023	4/1/2023	4/8/2023	4/15/2023
Wp Sales R	1,016,331.81	993,609.73	916,244.08	917,025.10	1,234,029.09
Ly Sales R	923,938.01	903,281.57	832,949.16	833,659.18	1,121,844.63
Wp Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Net Sales R	607,758.01	595,726.31	552,502.83	552,756.06	1,098,157.05
Ly Net Sales R	552,507.28	541,569.37	502,275.30	502,505.51	998,324.59
Wp Net Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Markdown R	75,581.79	73,766.10	68,828.71	67,813.91	135,890.12
Wp Markdown R %	12.4 %	12.4 %	12.5 %	12.3 %	12.4 %
Ly Markdown R	68,710.72	67,060.09	62,571.55	61,649.01	123,536.47
Ly Markdown R %	12.4 %	12.4 %	12.5 %	12.3 %	12.4 %

Publish Targets Sub-Step

Perform this sub-step when you are ready to publish the in-season adjusted targets you created. Publishing a target copies your Wp measure information to the Tgt measures and then it commits those target measures to the database so that Planners can retrieve those targets.

Publish View

To publish the targets, complete the following steps:

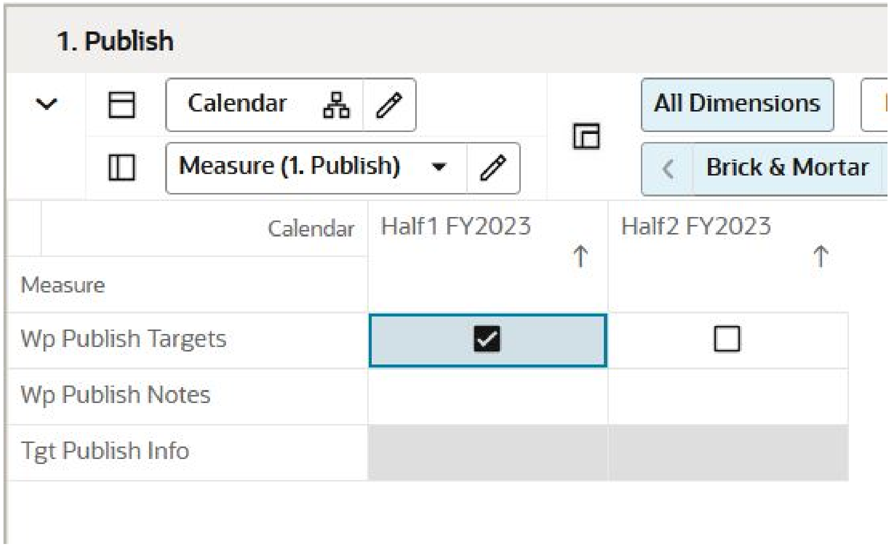
1. Place a check mark in the Wp Publish Targets measure to select the halves the that you want to publish.
2. If necessary, enter relevant information in the Wp Publish Notes measure. This is optional.
3. Repeat Steps 1 and 2 for other locations and products if necessary.
4. Click **Publish Targets**. This button is located in the bottom right corner.
5. A success message is displayed. Click **Dismiss** to close it.

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

Published Targets View

The targets in this view initially have existing targeted values. After the targets are published in this step, these measures are populated with the updated target information.

Figure 8-18 Published Targets View


1. Publish
Calendar
Measure (1. Publish)
All Dimensions
Brick & Mortar

Calendar Measure	Half1 FY2023	Half2 FY2023
Wp Publish Targets	☑	☐
Wp Publish Notes		
Tgt Publish Info		

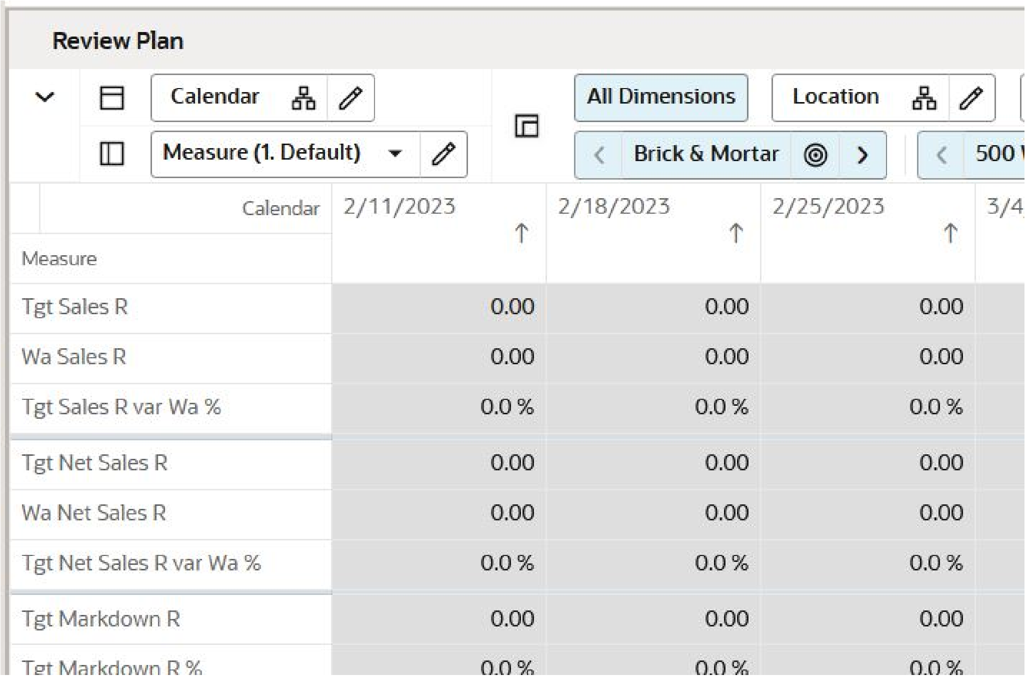
Review Plan Sub-Step

Similar to pre-season, the Review Plan sub-step is performed to review the Planner's in-season plan which is awaiting approval.

Review Plan View

This view shows the currently published targets compared to the Waiting Approval (Wa) plan.

Figure 8-19 Review Plan View


Review Plan
Calendar
Measure (1. Default)
All Dimensions
Location
Brick & Mortar

Calendar Measure	2/11/2023	2/18/2023	2/25/2023
Tgt Sales R	0.00	0.00	0.00
Wa Sales R	0.00	0.00	0.00
Tgt Sales R var Wa %	0.0 %	0.0 %	0.0 %
Tgt Net Sales R	0.00	0.00	0.00
Wa Net Sales R	0.00	0.00	0.00
Tgt Net Sales R var Wa %	0.0 %	0.0 %	0.0 %
Tgt Markdown R	0.00	0.00	0.00
Tgt Markdown R %	0.0 %	0.0 %	0.0 %

Approve Sub-Step

In the Approve sub-step, you set the plan status to either Approved or Rejected. If rejected, the planner must rework their plan until it satisfactorily meets targets. For rejected plans, repeat the Review and Approve step once the planner resubmits the plan.

> **Note:**
>
> The Op Approve Enabled indicator controls whether or not a plan can be submitted for Op approval. If false, approved plans are only promoted to Cp and not Op. This indicator is usually set to False after all plans are approved, before the plan becomes in-season. This setting can be modified by the system administrator.

Once approved,the Wa Plan gets copied to Current Plan (Cp).

Open to Buy Sub-Step

This sub-step has one view.

Open to Buy View

Use Open to Buy (OTB) to understand the variance between the current planned receipts and the on order plus any on order adjustments. This variance is shown in the Wp OTB C measure. OTB indicate how many additional receipts can be purchased. Users should understand if their planned receipts keep them on the overall Cp EOP inventory plan. To understand the variance between the Cp EOP inventory plan and the Wp EOP inventory plan, reference the measure Wp EOP C var Cp%. Use this view to validate what OTB you have available and then start adjusting your plan. Then, confirm that your updates can be obtained given the OTB constraints you may have.

The following profiles are available:

- **Cost**

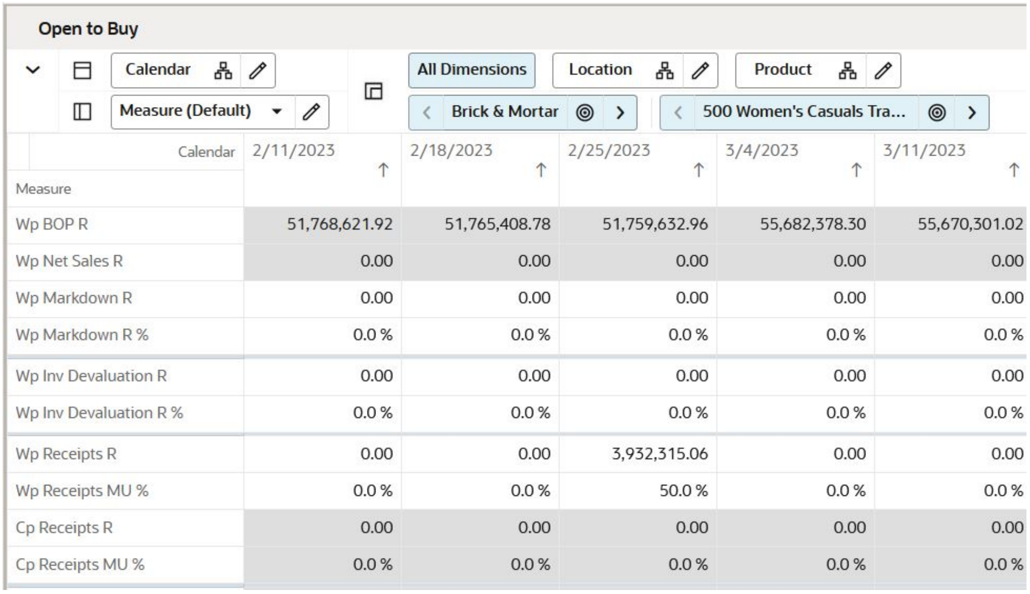
  This measure profile focuses on key metrics of total sales, markdowns, receipts, and on order to summarize open to buy.
- **Units**

  This measure profile focus on unit and average unit cost key metrics for sales, receipt, and on order.

Use the following best practices to adjust OTB:

- To understand the difference between the current approved receipts and the net on order, compare Cp Receipts C to Wp Net On Order C.
- If receipts are booked for upcoming (non-elapsed) periods, you can enter the Wp Receipt C data into the Wp On Order Adj C to capture the Wp OTB C measure. For example, this may occur if receipts book daily for the retailer, and OTB is completed on a Tuesday. By using the Wp On Order Adj measures, you can capture all receipts for comparing the Net On Order to the Cp receipt plan.

Figure 8-20 Open to Buy View


Open to Buy
Calendar
Measure (Default)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp BOP R	51,768,621.92	51,765,408.78	51,759,632.96	55,682,378.30	55,670,301.02
Wp Net Sales R	0.00	0.00	0.00	0.00	0.00
Wp Markdown R	0.00	0.00	0.00	0.00	0.00
Wp Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Inv Devaluation R	0.00	0.00	0.00	0.00	0.00
Wp Inv Devaluation R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts R	0.00	0.00	3,932,315.06	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %
Cp Receipts R	0.00	0.00	0.00	0.00	0.00
Cp Receipts MU %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Projection Sub-Step

The purpose of the Projection sub-step is to enable you to view any/all measures.

Multiple profiles are available for analysis:

- **Default**

  This measure profile displays Reg+Promo, Clearance, and Net Sales and Markdowns and the corresponding inventory.

- **Direct**

  Key metrics for e-commerce are display including traffic, transactions, and returns.

- **Local Currency**

  If the Local Currency option is enabled, user view key metrics in local currency.

9

Create Merch Plan Task

The Planner role is usually associated with the merchandise planner in the merchandise planning organization. During the pre-season, the Planner receives department targets from the Planning Manager. The Planner references those targets when creating the subclass merch plans.

The Planner will start pre-season activity with the Create Merch Plan task. This task belongs only to the merch Planner role. It includes the following steps:

- Create Plan Step
- Review and Reconcile Step
- Review and Submit Plan Step
- In-Season Review and Reforecast Step
- In-Season Review and Reconcile Step
- In-Season Review and Submit Plan Step

The Planner must complete the first three steps in the Create Merch Plan task for all subclasses in the department in order to create plans and submit them for approval to the Planning Manager. The fourth and fifth steps are used during in-season planning.

The available tasks depend on your user role.

Create Plan Step

To create the plan, the basic approach is to complete the following steps within the views provided in the Create Plan step:

1. The first time you begin the Create Plan step for a particular season, department, and channel, you will want to first review the Targets to understand the department totals you need to produce. The Targets are easily reviewed in the Review and Reconcile step > Review with Target sub-step.

   Because you have not seeded any plans, the Wp versions of the plan will be irrelevant in the Target review. Another option you may prefer is to initially seed the entire department to generate the base Wp version for initial comparison against Targets.
2. Select the VAT rate and/or local currency rate for planning.
3. Seed the plan using Last Year (Ly) or Forecast (Fcst) to create a base plan.
4. In Sales/Markdowns, plan the sales, markdowns, returns, and so on, you are projecting. Use forecasted sales and Ly as a guide.
5. Plan the required inventory and receipts.
6. Review the Gross Margin results.

Tip:

As you build your plan, click the Commit button when you are happy with the intermediate state. This creates a permanent snapshot of the as-is state. This creates a restore point you can revert back to if you go down a path that is unsatisfactory.

At any point during planning a Brick and Mortar or Direct channel, you can click Refresh Fulfillment to get the updated cross-channel plan values. These updates will show cross-channel fulfillment and returns impacts such as buy-online, pickup in store; buy online, return to store, and so on.

Seed Plan Sub-Step

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

Initialize View

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

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

Table 9-1 Merch Plan Measures

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

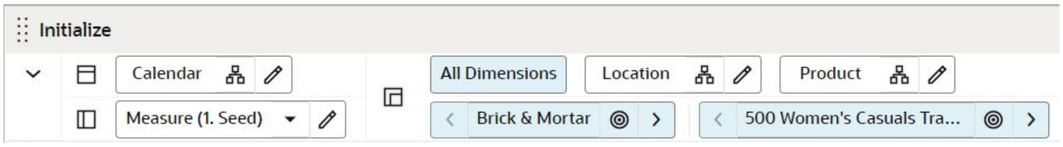
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

To seed one target at a time, you set the seed source information. Then, to seed the next department in the Product hierarchy within the current channel, complete the following steps:

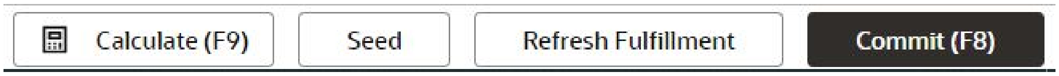
1. Click the dimension whose value (position) you want to change.
2. Click the **Next** or **Previous** arrow, as shown in .Figure 8–1

Figure 9-1 Changing a Dimension Level with Page Arrows


Initialize
Calendar
Measure (1. Seed)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

3. The page refreshes and the next department is displayed in the page edge. Note that the Seed Source measure is not populated for this department.
4. Select the half that you want to seed with Ly or Forecast data.
5. Click the **Next** arrow to view and seed the next department.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

Figure 9-2 Seed Button


Calculate (F9)
Seed
Refresh Fulfillment
Commit (F8)

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

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

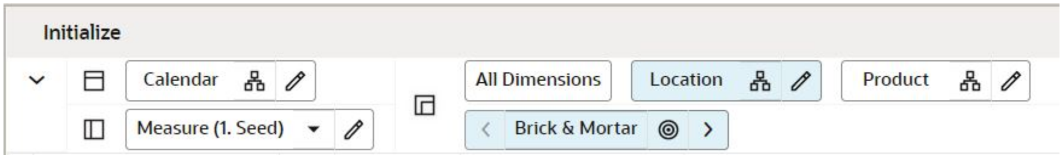
Seeding Several Levels at Once

The default setting of the Initialize Plan view is set to show the Half dimension of the Calendar, the Channel dimension of the Location hierarchy, and the Subclass dimension of the Product hierarchy.

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

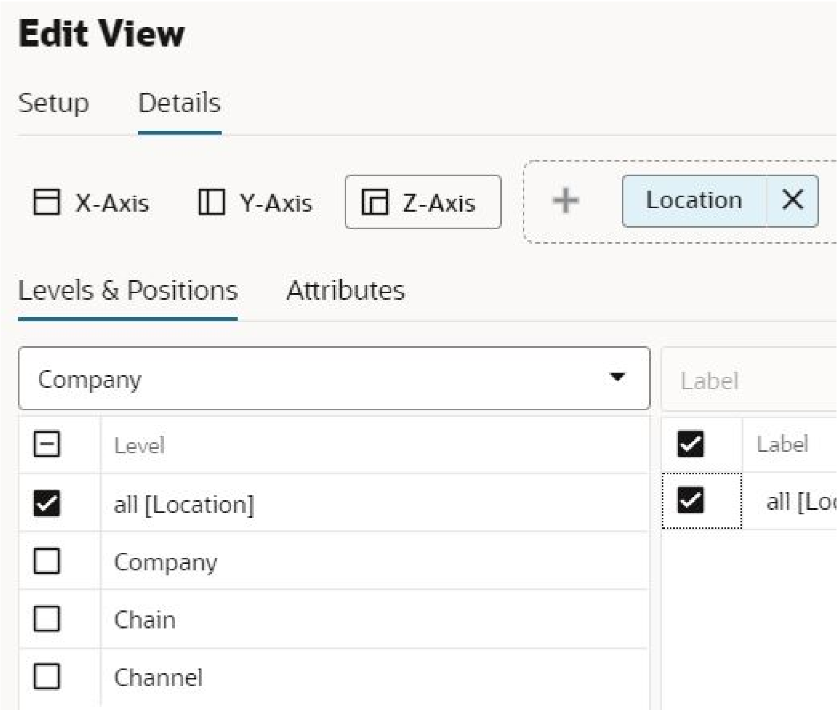
1. Click the Edit View button of the dimension tile you want to change.

Figure 9-3 Location Tile


Initialize
Calendar
Measure (1. Seed)
All Dimensions
Location
Product
Brick & Mortar

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

Figure 9-4 Location Dimension Selection Window

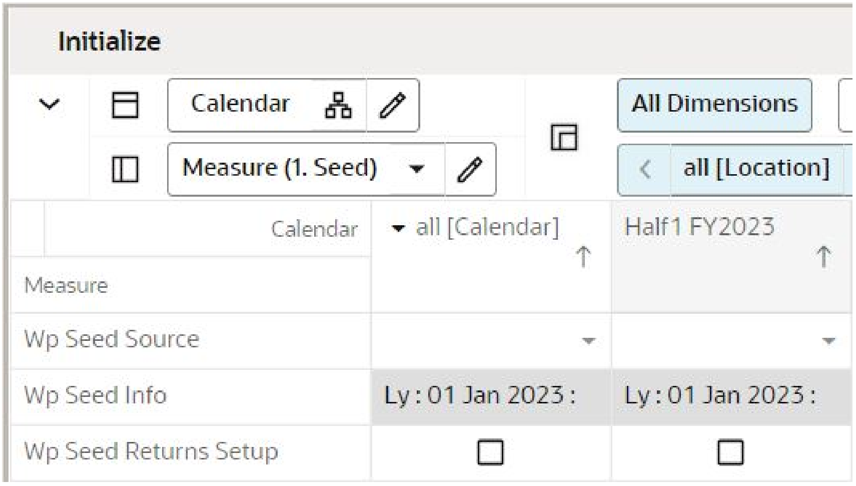

Edit View
Setup
Details
X-Axis
Y-Axis
Z-Axis
+
Location
Levels & Positions
Attributes
Company
Label
Level
Label
☑ all [Location]
☐ Company
☐ Chain
☐ Channel
☑ all [Lo

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

   In seeding several levels at once, both the Location and Product dimensions are at the highest level, Company, and the half *Half1 FY2023* are set to seed from last year.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

   Remember that regardless of the dimension selected for viewing and seeding, the actions in a workspace are ultimately limited by the positions you have selected for the workspace, that is, the Subclasses, Channels, and Halves.

Figure 9-5 Seeding Several Levels at Once



Calendar	all [Calendar]	Half1 FY2023
Measure		
Wp Seed Source		
Wp Seed Info	Ly : 01 Jan 2023 :	Ly : 01 Jan 2023 :
Wp Seed Returns Setup	☐	☐

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

   After you have seeded the divisions, continue to the next sub-step: "Sales/Markdowns Sub-Step".

Select Local Currency View

The local currency chosen will be applied to the views of local currency found throughout the Create Merch Plan task.

After selecting a currency, you can click **Calculate** to apply the rate. If you have not yet performed a seeding action, the rate will be applied at the time of seeding.

Select VAT Rate View

The VAT Rate chosen will be applied as the VAT rate throughout the Create Merch Plan task. Ly actuals include VAT therefore the VAT rate is used to calculate values excluding VAT.

After selecting a VAT rate, you can click **Calculate** to apply the rate. If you have not yet performed a seeding action, the rate will be applied at the time of seeding.

Set Alert Thresholds View

In this view, you set the threshold minimums (mins) and maximums (maxs) that will trigger alert formatting and alerts in the MP: Exceptions dashboard. The following table lists the conditions under which an alert is triggered. Thresholds must be non-zero to trigger alerts.

Threshold	Condition
Wp GM R % Max Threshold	Alert is green when Wp GM R % is greater than the threshold
Wp GM R % Min Threshold	Alert is red when Wp GM R % is less than the threshold
Wp Markdown R % Max Threshold	Alert is red when Markdown R % is greater than the threshold

Threshold	Condition
Wp Markdown R % Min Threshold	Alert is green when Markdown R % is less than the threshold
Wp Net Sales R Max Threshold	Alert is green when Net Sales R is greater than the threshold
Wp Net Sales R Min Threshold	Alert is red when Net Sales R is less than the threshold
Wp Returns R % Max Threshold	Alert is red when Returns R % is greater than the threshold
Wp Returns R % Min Threshold	Alert is green when Returns R % is less than the threshold
Wp Sell Thru R % Max Threshold	Alert is green when higher than the threshold
Wp Sell Thru R % Min Threshold	Alert is yellow when less than the threshold
Wp Do Not Alert	Prevents alerting of the subclass/channels that are checked

Sales/Markdowns Sub-Step

After you have seeded, develop the sales and markdown plan for those departments. The second tab within the Create Plan step, Sales and Markdowns, has one default view: Sales and Markdowns. The number of views in the Sales and Markdowns action depends on your system settings. Typically, there is one view. However, if Wholesale/Franchise and/or the Local Currency options are enabled, then there are additional views.

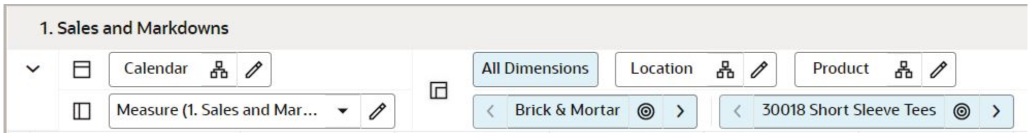
Sales and Markdowns View

In the Sales and Markdowns view, you plan net sales, promotions, and markdowns. Sales are the revenue generated by selling goods or services. Regular priced sales yield the greatest margin, however successful promotions drive more traffic and completion of sales. Though the promotional sale likely includes markdown, the overall increase in sales should outweigh the markdown and drive at good margins.

There are several measure profiles available to logically guide you through the plan variables.

A measure profile is selected by clicking on the Edit View button next to the Measure tile.

Figure 9-6 Edit View Button



The following measure profiles are available:

- **Sales and Markdowns** (Default)

  The measures in this profile represent totals which are not broken down by *type* of sale such as Promo, Clearance, and so on. This view also incorporates the forecast for viewing on top of all Ly actuals.

- **Sales by Type**

  The measures in this profile display and capture sales and returns figures by type of sale: Regular + Promotional, and clearance. Regular + Promo, and Clearance added together equate to the total sale or total return.

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

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

- **Markdowns by Type**

  Markdown is the difference between the original retail price and the actual selling price. The measures in this profile display and capture markdown figures as a total as well as by sales type: Regular + Promotional, and Clearance. The markdown types added together equate to the markdown (Wp Markdown R).

  In the cost method of planning, many companies do not plan markdowns, but planning both promotional and markdowns offers a guide to make decisions and keep aging inventory from becoming an issue.

- **Units**

  Some lines of businesses may prefer to build the plan, or at least closely couple the financial plan, by sales in terms of units. You use this view to review sales units, Average Unit Retail (AUR), and the Average Unit Cost (AUC).

- **Direct**

  This measure profile contains the KPIs for direct to consumer channels.

- **Fulfillment Planning**

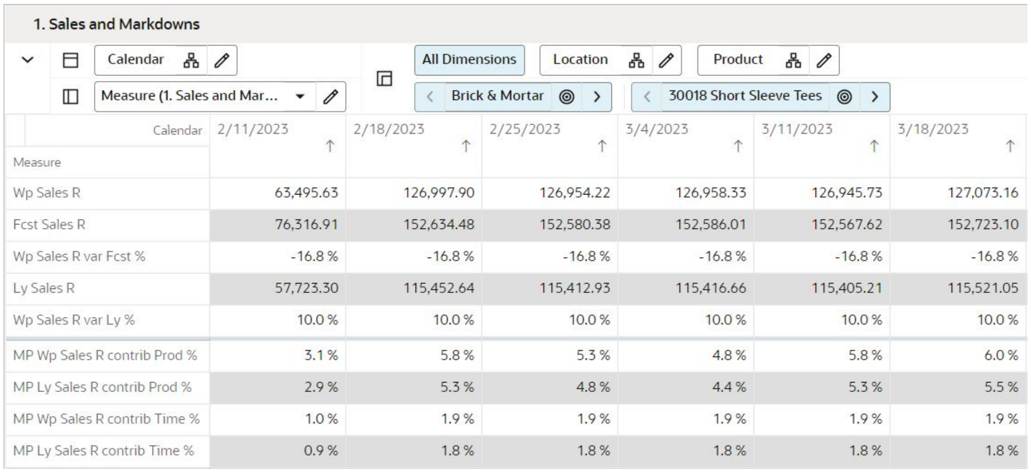
  This measure profile is focused on planning returns which result from Online purchases which are returned to the store. Often a significant portion of those returns are then sent back to the Online Fulfillment warehouses. These returns are rightfully attributed to the Direct channel and impact the net sales.

  The restocking costs associated with such returns are reflected in the net gross margin of the Direct channel.

- **Fulfillment Ly**

  This measure profile is used to review last year's financials for sales returns and returns back to online.

Figure 9-7 Sales and Markdowns View



1. Sales and Markdowns

Calendar

Measure (1. Sales and Mar...

Brick & Mortar

30018 Short Sleeve Tees

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023
Wp Sales R	63,495.63	126,997.90	126,954.22	126,958.33	126,945.73	127,073.16
Fcst Sales R	76,316.91	152,634.48	152,580.38	152,586.01	152,567.62	152,723.10
Wp Sales R var Fcst %	-16.8 %	-16.8 %	-16.8 %	-16.8 %	-16.8 %	-16.8 %
Ly Sales R	57,723.30	115,452.64	115,412.93	115,416.66	115,405.21	115,521.05
Wp Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
MP Wp Sales R contrib Prod %	3.1 %	5.8 %	5.3 %	4.8 %	5.8 %	6.0 %
MP Ly Sales R contrib Prod %	2.9 %	5.3 %	4.8 %	4.4 %	5.3 %	5.5 %
MP Wp Sales R contrib Time %	1.0 %	1.9 %	1.9 %	1.9 %	1.9 %	1.9 %
MP Ly Sales R contrib Time %	0.9 %	1.8 %	1.8 %	1.8 %	1.8 %	1.8 %

Follow these steps to basic sales and markdown generation:

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

   If you are planning a Wholesale/Franchise channel, use this view to plan Net Sales. Then go to the W/F Sales and Markdowns view to complete planning.

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

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

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

4. Return to the Sales and Markdowns measure profile.
5. With the total Wp Sales R populated, you can adjust the total to your target while still maintaining the relationships between the different sales types.
6. Change the measure profile to Markdown by Type. In the Markdown by Type profile, edit the Wp Markdown Reg+Promo R% to adjust the Wp Markdown Reg+Promo Rate.

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

Returns Maintenance Setup View

With Direct-to-Consumer returns representing a significant and increasing portion of returns, it is increasingly important to plan the impact on your business.

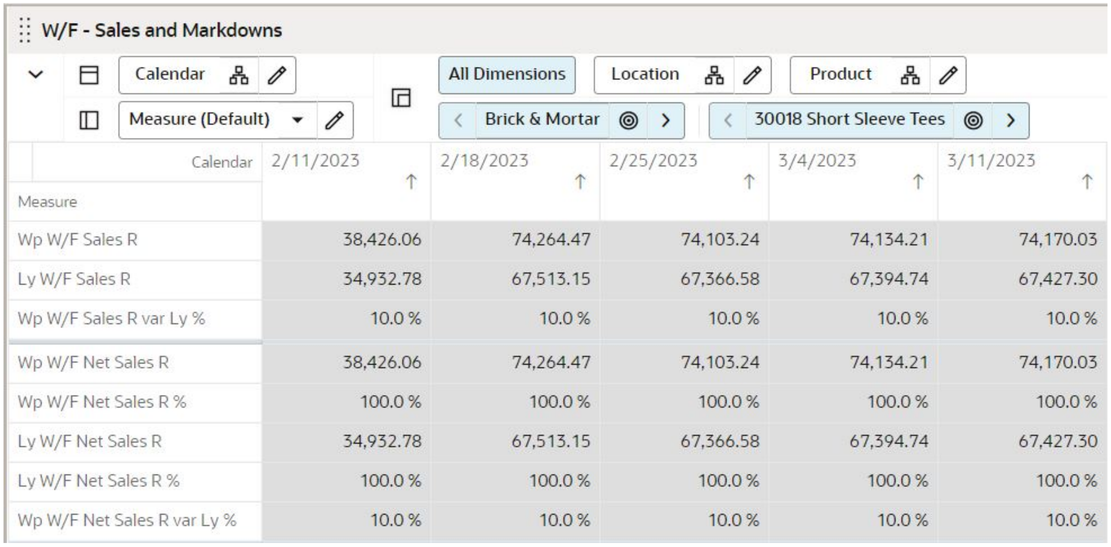
This view is used to set up return rates for Buy Online, Return in Store (BORIS) versus Buy Online, and Return Online. These values along with BORIS back to Warehouse enable planning the cross channel impacts of returns and ultimately drive at more accurate Open to Buy figures.

Returns consume employee time processing the return, and restocking or sending returned inventory back to the warehouse. Setting the Restocking Cost per unit will show you how Net Gross Margin is impacted by the returns to Brick and Mortar and Direct (online) channels.

W/F - Sales and Markdowns View

If the Wholesale/Franchise option is provisioned, you plan sales here. Wholesale/Franchise sales are typically tracked and managed as a separate channel of a retail business. Use the Wholesale/Franchise Sales and Markdowns view to build your target sales, markup, and markdowns that you will make as wholesaler or franchisor.

Figure 9-8 W/F - Sales and Markdowns

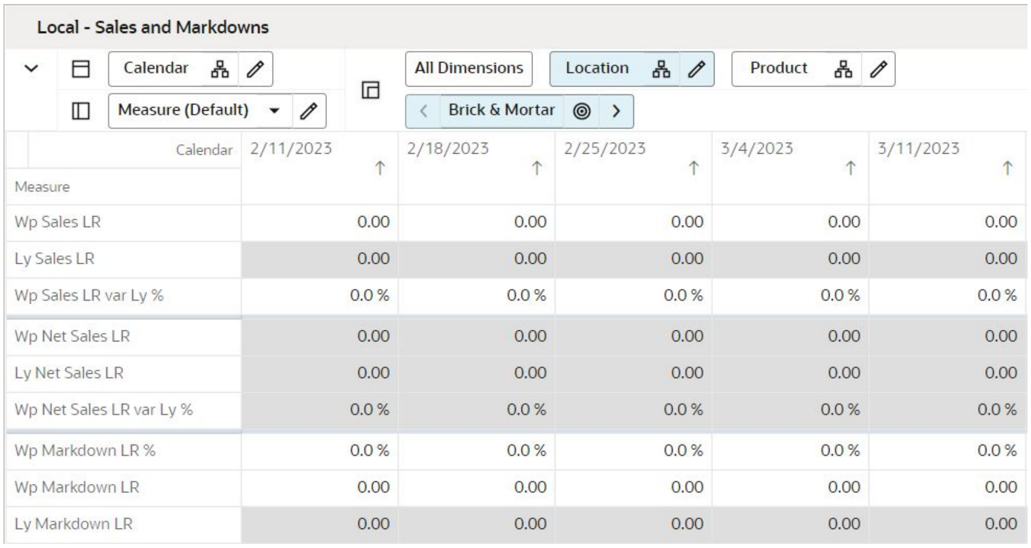


Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp W/F Sales R	38,426.06	74,264.47	74,103.24	74,134.21	74,170.03
Ly W/F Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30
Wp W/F Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Wp W/F Net Sales R	38,426.06	74,264.47	74,103.24	74,134.21	74,170.03
Wp W/F Net Sales R %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Ly W/F Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30
Ly W/F Net Sales R %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Wp W/F Net Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %

Local - Sales and Markdowns View

If the Local Currency option is provisioned, you utilize this view. The key planning KPIs are available in local currency for cross-referencing and high-level planning.

Figure 9-9 Local - Sales and Markdowns View



Local - Sales and Markdowns

Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp Sales LR	0.00	0.00	0.00	0.00	0.00
Ly Sales LR	0.00	0.00	0.00	0.00	0.00
Wp Sales LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales LR	0.00	0.00	0.00	0.00	0.00
Ly Net Sales LR	0.00	0.00	0.00	0.00	0.00
Wp Net Sales LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown LR %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown LR	0.00	0.00	0.00	0.00	0.00
Ly Markdown LR	0.00	0.00	0.00	0.00	0.00

Inventory/Receipts Sub-Step

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

Receipts and Inventory View

Receipts and Inventory is where you will plan Beginning-of-period (BOP)/End-of-period (EOP) inventory, receipts, turn, and so on.

Stock to Sales Ratio is an important indicator of the effectiveness of the planned inventory. The stock to sales ratio is the proportion of inventory on hand at the beginning of a period (such as a week or month) that will support the planned sales in that period.

If the Stock to Sales Ratio rises, (due to an increase in inventory without an accompanying rise in sales) then you are adding more stock without increasing sales. Unless you are intentionally ramping up stock for holiday, promo, and so on, then it is time to hold off on receipts and work on selling down the quantity on that item. The ultimate goal is to reduce your Stock to Sales Ratio as low as possible, without losing sales.

> **Note:**
>
> This sub-step is not performed for W/F channels.

> **Note:**
>
> The adjustments you made to the Sales and Markdowns view are visible in this view if you have clicked Calculate.

There are several measure profiles available to guide you through various approaches to planning inventory and receipts:

- **Cost** (Default)

  The Cost profile is the default profile. The planning is focused on total retail rather than units, and sale *type*. This profile is the most comprehensive view of variables impacting inventory.
- **Inventory by Type**

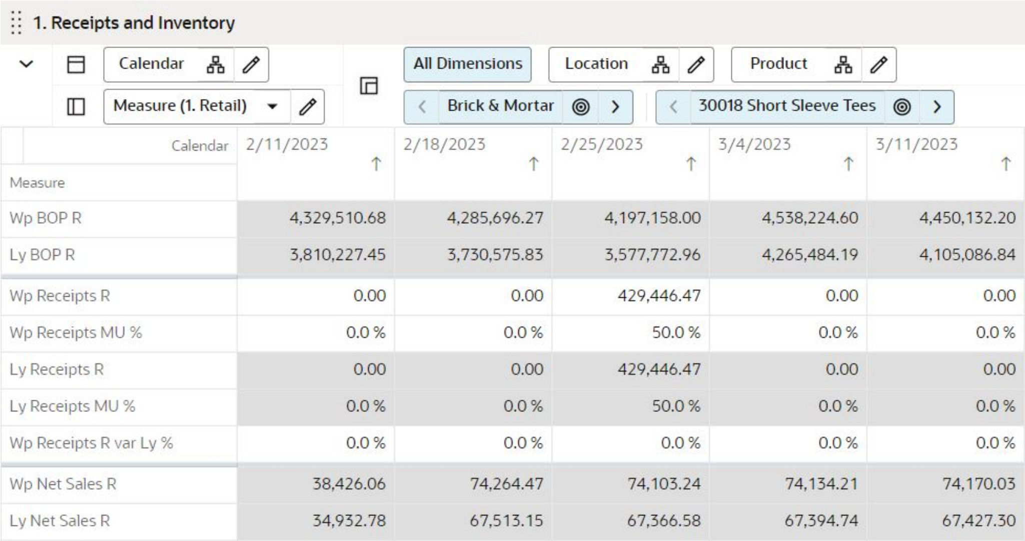
  In this profile, you can review and maintain a breakdown of inventory by sales type: Regular + Promo, and clearance.
- **Units**

  The most important asset metrics are inventory units and inventory cost because these metrics impacts cash flow. In this view, you can directly maintain EOP inventory, Average Unit Cost, plus shrink, Mark Out of Stock (MOS), and Move to Clearance (MOC) in terms of units.
- **Fulfillment Planning**

  This measure profile focuses on planning the impacts of Buy Online, Pickup in Store and Buy in Store, and Ship to Customer. These fulfillment methods are relevant because inventory is planned for a channel based on its projected sales. When the sales are attributed to one channel but fulfilled by another, the fulfillment channel's inventory must reflect the increased inventory need (increased OTB).
- **Fulfillment Ly**

  This measure profile is used to review last year's fulfillment metrics in relation to planning the correct placement of inventory by channel.

Figure 9-10   Receipts and Inventory View



Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp BOP R	4,329,510.68	4,285,696.27	4,197,158.00	4,538,224.60	4,450,132.20
Ly BOP R	3,810,227.45	3,730,575.83	3,577,772.96	4,265,484.19	4,105,086.84
Wp Receipts R	0.00	0.00	429,446.47	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %
Ly Receipts R	0.00	0.00	429,446.47	0.00	0.00
Ly Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %
Wp Receipts R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R	38,426.06	74,264.47	74,103.24	74,134.21	74,170.03
Ly Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30

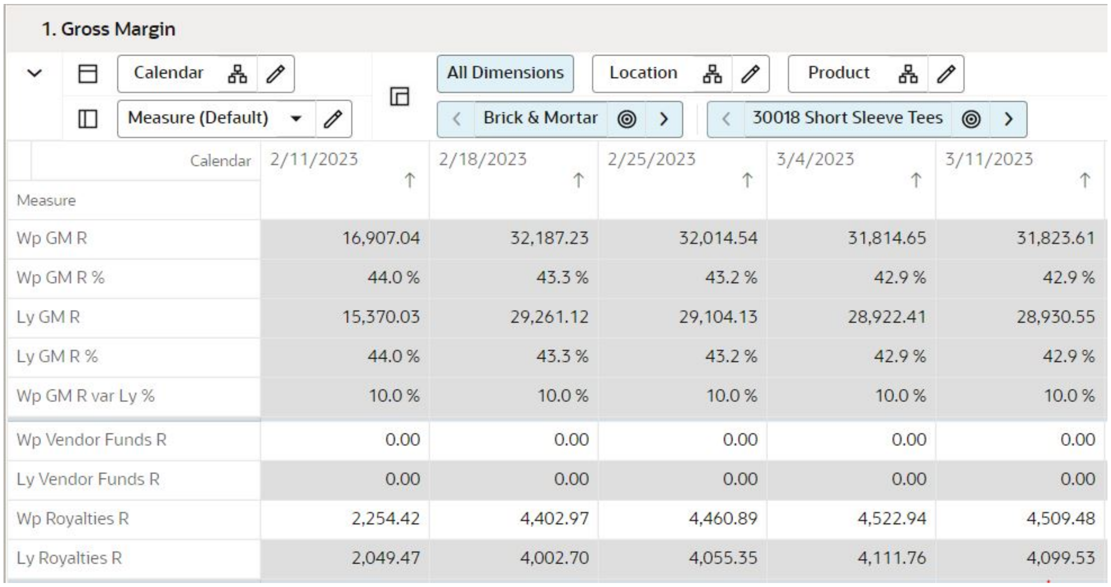
Gross Margin Sub-Step

You build your plan with a close eye on gross margins and net gross margin. Gross profit (expressed as Wp GM R) is the difference between net sales retail and net sales cost. Gross margin and gross profit are very important measures of the profitability and financial performance of a company.

Gross Margin View

Use the Gross Margin view to evaluate the gross margin created from your sales and markdown plan and receipts and inventory plan. Determine whether the planned gross margin meets your gross margin goal. If it does not, return to the Develop Sales and Markdown Plan and Develop Inventory and Receipt Plan steps to adjust your receipt markups and receipt flow. Finally, return to the Gross Margin view to adjust additional contributors to net gross margin such as vendor funds and royalties.

Figure 9-11 Gross Margin View


1. Gross Margin
Calendar
Measure (Default)
All Dimensions
Location
Product
Brick & Mortar
30018 Short Sleeve Tees

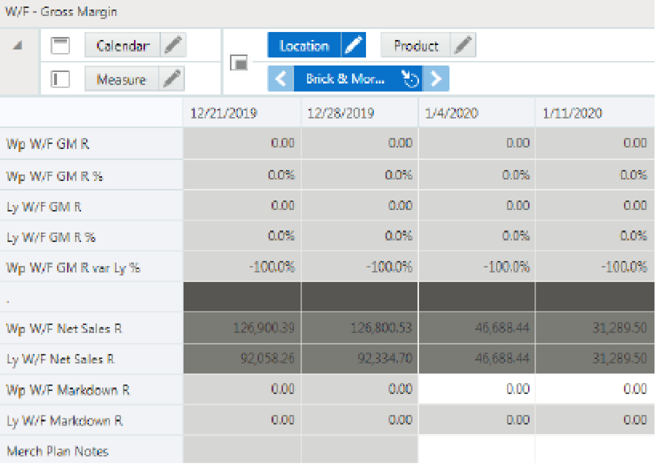
Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp GM R	16,907.04	32,187.23	32,014.54	31,814.65	31,823.61
Wp GM R %	44.0 %	43.3 %	43.2 %	42.9 %	42.9 %
Ly GM R	15,370.03	29,261.12	29,104.13	28,922.41	28,930.55
Ly GM R %	44.0 %	43.3 %	43.2 %	42.9 %	42.9 %
Wp GM R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Vendor Funds R	0.00	0.00	0.00	0.00	0.00
Ly Vendor Funds R	0.00	0.00	0.00	0.00	0.00
Wp Royalties R	2,254.42	4,402.97	4,460.89	4,522.94	4,509.48
Ly Royalties R	2,049.47	4,002.70	4,055.35	4,111.76	4,099.53

W/F - Gross Margin View

If the Wholesale Franchise option is provisioned, you plan W/F channels in this view.

Wholesale/Franchise sales are typically tracked and managed as a separate channel of a retail business. In the Wholesale/Franchise Gross Margin, you review the planned gross margin on your wholesale/franchise sales.

Figure 9-12 W/F - Gross Margin


W/F - Gross Margin
Calendar
Measure
Location
Product
Brick & Mor...

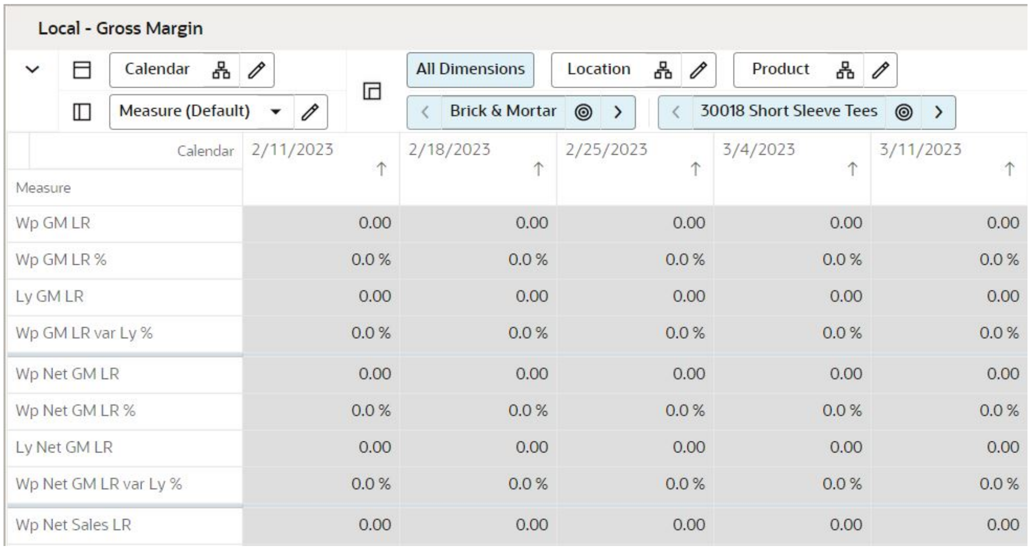
	12/21/2019	12/28/2019	1/4/2020	1/11/2020
Wp W/F GM R	0.00	0.00	0.00	0.00
Wp W/F GM R %	0.0%	0.0%	0.0%	0.0%
Ly W/F GM R	0.00	0.00	0.00	0.00
Ly W/F GM R %	0.0%	0.0%	0.0%	0.0%
Wp W/F GM R var Ly %	-100.0%	-100.0%	-100.0%	-100.0%
.				
Wp W/F Net Sales R	126,900.39	126,800.53	46,688.44	31,289.50
Ly W/F Net Sales R	92,058.26	92,334.70	46,688.44	31,289.50
Wp W/F Markdown R	0.00	0.00	0.00	0.00
Ly W/F Markdown R	0.00	0.00	0.00	0.00
Merch Plan Notes				

Local - Gross Margin View

If the Local Currency option is provisioned, then there is an additional view to support planning Gross Margin.

The key planning KPIs contributing to gross margin are available in local currency for cross-referencing and high-level planning.

Figure 9-13 Local - Gross Margin View



Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
Wp GM LR	0.00	0.00	0.00	0.00	0.00
Wp GM LR %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly GM LR	0.00	0.00	0.00	0.00	0.00
Wp GM LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net GM LR	0.00	0.00	0.00	0.00	0.00
Wp Net GM LR %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Ly Net GM LR	0.00	0.00	0.00	0.00	0.00
Wp Net GM LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales LR	0.00	0.00	0.00	0.00	0.00

Review and Reconcile Step

The Review and Reconcile step is performed after you have completed the Create Plan step for all subclass in a department.

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

In this step, you can review your created or adjusted plan against department targets and location plans.

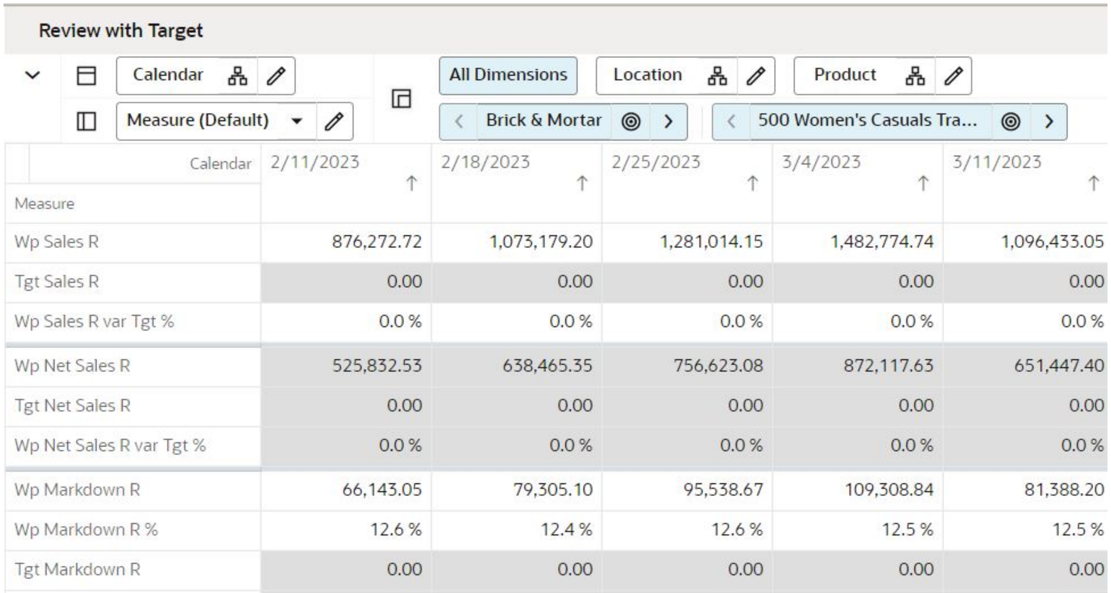
Review with Target Sub-Step

This sub-step can be performed at any point in the planning process when you wish to get a gauge of how the plans thus far measure up to the targets. This sub-step must be completed before submitting your proposed plan to the Planning Manager.

Review with Target View

The Review with Target view contains the Planning Manager's Target (Tgt) measures as well as planning (Wp) measures. Use this view to compare the Tgt measures to the corresponding Wp measures. By comparing the targets to the planning metrics, you can better understand what your plan needs to achieve. There are several Tgt-to-Wp variance measures that quickly guide you to areas of difference.

Figure 9-14 Review with Target View



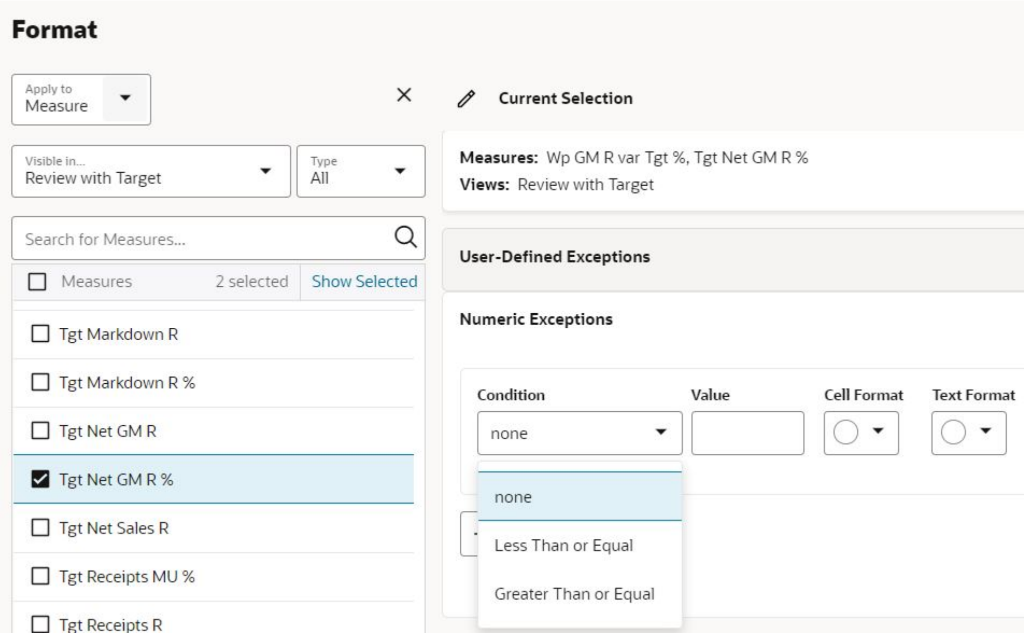
Review with Target
Calendar
Measure (Default)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp Sales R	876,272.72	1,073,179.20	1,281,014.15	1,482,774.74	1,096,433.05
Tgt Sales R	0.00	0.00	0.00	0.00	0.00
Wp Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R	525,832.53	638,465.35	756,623.08	872,117.63	651,447.40
Tgt Net Sales R	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var Tgt %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R	66,143.05	79,305.10	95,538.67	109,308.84	81,388.20
Wp Markdown R %	12.6 %	12.4 %	12.6 %	12.5 %	12.5 %
Tgt Markdown R	0.00	0.00	0.00	0.00	0.00

Tip:

Use exception formatting on the variance measures to highlight variances. To reach the formatting dialog, right click the measure label and choose *Format* from the popup menu. Click the Exceptions tab and set the conditions where you want the exception formatting to show.

Figure 9-15 Format Dialog



Format

Apply to: Measure

Visible in...: Review with Target

Type: All

Measures: Wp GM R var Tgt %, Tgt Net GM R %
Views: Review with Target

Condition: none

Current Selection
Search for Measures...
Measures
2 selected
Show Selected
☐ Tgt Markdown R
☐ Tgt Markdown R %
☐ Tgt Net GM R
☑ Tgt Net GM R %
☐ Tgt Net Sales R
☐ Tgt Receipts MU %
☐ Tgt Receipts R
User-Defined Exceptions
Numeric Exceptions
Condition
Value
Cell Format
Text Format
none
Less Than or Equal
Greater Than or Equal

If targets are not published yet, the Tgt measures have no values. If targets have been published or republished by the Merch Planning Manager since you last reviewed them, click the refresh button to reload the latest values. A refresh will reload all data in the workspace to the last committed version, so you must commit all of your plan work first, or it will be reverted to the last point of commit.

Next Steps

If you are reviewing your plans completed thus far but have not completed all subclasses in the department, you must repeat the Create Plan step until the plans for all subclasses within the department/channel are fully built out.

If you have just completed a pre-season plan for the first time:

1. No Location Plans exist yet, so you skip the Review with Location Plan sub-step.
2. Expand the list of steps and select Review and Submit Plan, then choose the sub-step: Submit and Copy Approved Plan.

   Follow the necessary actions to submit your plan to the Planning Manager for approval. You may wish to now get started on Location Plan creation however, if the Planning Manager requires the plan to be adjusted, this may impact the work you started on your Location Plans.

If you are adjusting a pre-season plan that has already been submitted for approval:

1. If location plans are created, perform the Review with Location Plan sub-step to understand the implications to Location Plans.
2. Expand the list of steps and select Review and Submit Plan, then choose the sub-step: Submit and Copy Approved Plan.

   Follow the necessary actions to submit your plan to the Planning Manager for approval.

3. Perform the Create Location Plan task to make adjustments to any Location Plans that have been started.

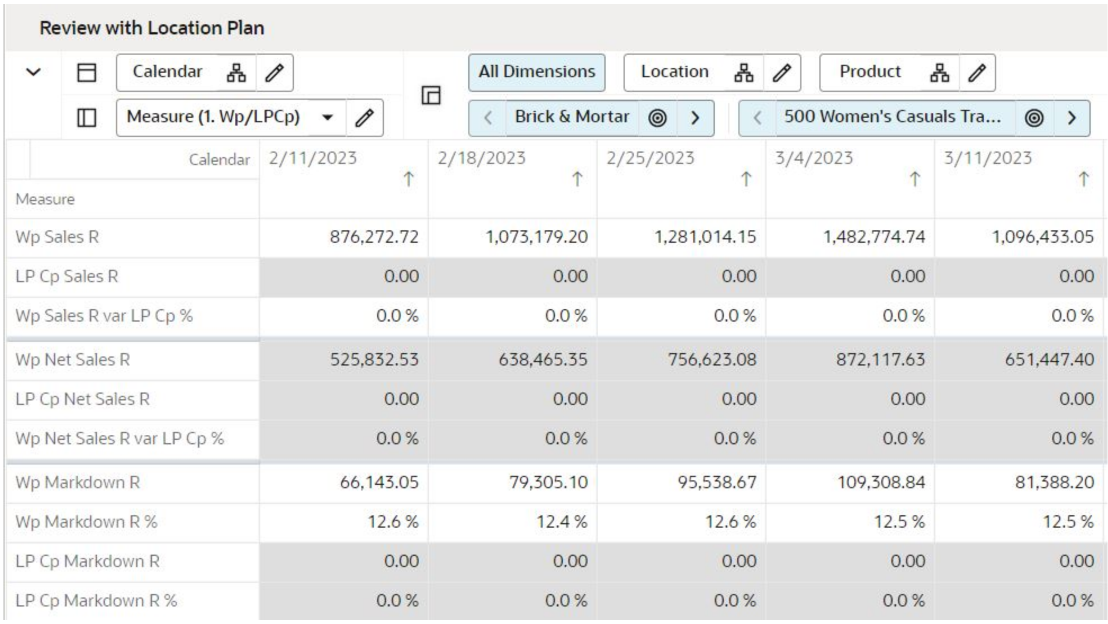
Review with Location Plan Sub-Step

This sub-step is performed anytime you make adjustments to the merch Plan after location plans have been created.

Review with Location Plan View

In the Review with Location Plan view, you directly compare Wp (working merch plan) to the current location plan. By comparing the merch plan to the location plan metrics, you can better understand where there are misalignments that need to be corrected. There are several variance measures that quickly guide you to areas of difference.

Figure 9-16   Review with Location Plan View

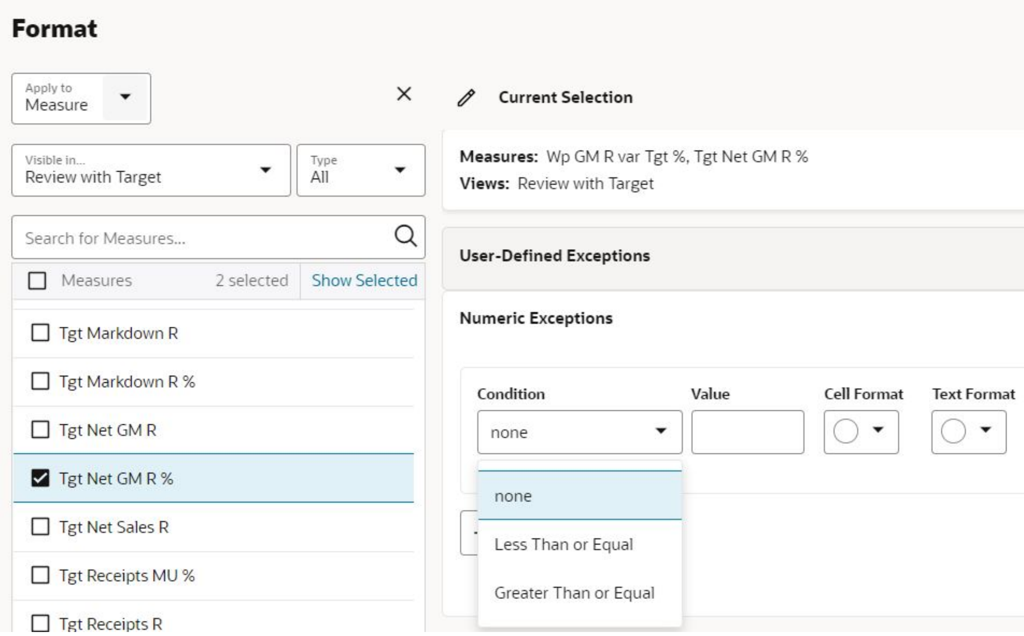


Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp Sales R	876,272.72	1,073,179.20	1,281,014.15	1,482,774.74	1,096,433.05
LP Cp Sales R	0.00	0.00	0.00	0.00	0.00
Wp Sales R var LP Cp %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R	525,832.53	638,465.35	756,623.08	872,117.63	651,447.40
LP Cp Net Sales R	0.00	0.00	0.00	0.00	0.00
Wp Net Sales R var LP Cp %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R	66,143.05	79,305.10	95,538.67	109,308.84	81,388.20
Wp Markdown R %	12.6 %	12.4 %	12.6 %	12.5 %	12.5 %
LP Cp Markdown R	0.00	0.00	0.00	0.00	0.00
LP Cp Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Tip:

Use exception formatting on the variance measures to highlight variances. To reach the formatting dialog, right click the measure label and choose *Format* from the popup menu. Click the Exceptions tab and set the conditions where you want the exception formatting to show.

Figure 9-17 Format Dialog



Format

Apply to: Measure

Visible in...: Review with Target

Type: All

Search for Measures...

☐ Measures 2 selected Show Selected

☐ Tgt Markdown R
☐ Tgt Markdown R %
☐ Tgt Net GM R
☑ Tgt Net GM R %
☐ Tgt Net Sales R
☐ Tgt Receipts MU %
☐ Tgt Receipts R

Current Selection

Measures: Wp GM R var Tgt %, Tgt Net GM R %
Views: Review with Target

User-Defined Exceptions

Numeric Exceptions

Condition	Value	Cell Format	Text Format
none		○	○

There are several measure profiles in this view to quickly guide you to the plans you wish to review:

- **Wp/LPCp**

  This measure profile shows the key Working Plan metrics for comparison with Location Plan, Current Plan metrics. Current Plan is a version of the plan that is approved in-season (and is actualized for elapsed/historical periods).

- **Wp/LPOp**

  This measure profile shows the key Working Plan metrics for comparison with Location Plan, Original Plan metrics. Original Plan is the plan as it was initially approved-typically it got approved pre-season and stays fixed when the period becomes in-season.

Review and Submit Plan Step

This step is performed when you are ready to submit your working plan to the Planning Manager for approval.

Review Plan Sub-Step

When you believe you are ready to submit your working plan to the Planning Manager for approval, first use the Review Plan view to make sure the plan meets expectations.

There are several measure profiles in this view to quickly guide you to the plans you wish to review:

- **Wp/Ly** (Default)

This measure profile shows the main Working Plan metrics for comparison with last year metrics. This is the profile you will use after initially performing the Create Plan step.

- **Wp/Cp**

  This measure profile shows the main Working Plan metrics for comparison with Current Plan metrics. Current Plan is a version of the plan that is approved in-season (and is actualized for elapsed/historical periods).

- **Wp/Op**

  This measure profile shows the main Working Plan metrics for comparison with Original Plan metrics. Original Plan is the plan as it was initially approved. Typically, it got approved pre-season and stays fixed when the period becomes in-season.

Submit Plan Sub-Step

This sub-step is performed when you have built a pre-season Merch Plan for all subclasses in a department for a given channel and period. Submitting a plan copies the merch plans you built in the Wp measures to the Waiting Approval (Wa) measures, and then commits then to the database.

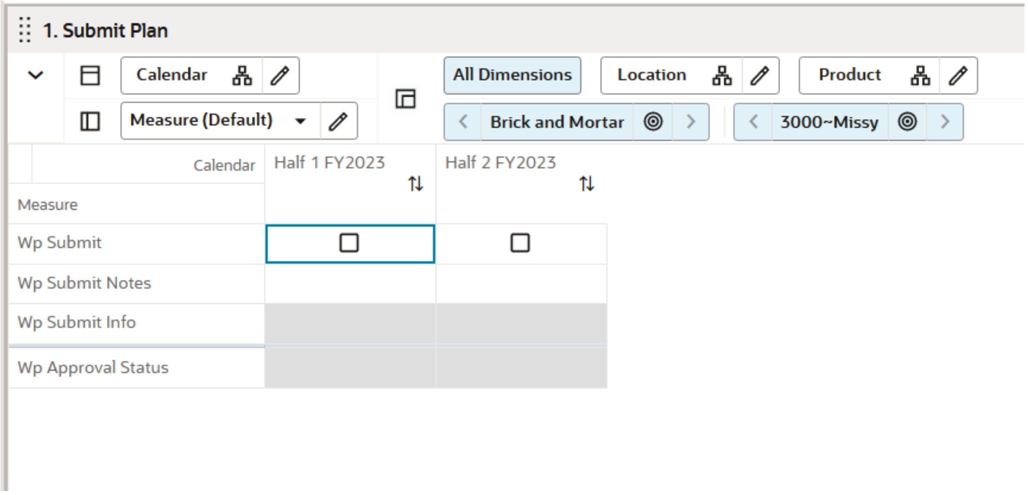
Once committed, the Planning Manager can retrieve those plans and take action reviewing and approving them in the Create Merch Plan Targets Task. The Wa measures are shown in the Submitted and Approved view. These measures initially have zero values.

After the Merch Plans are submitted in this step, those measures are populated with the Wa information.

Submit and Approve Plan View

In this view, you can submit the completed merch plans for approval by the Planning Manager. You can also view the approval status of a submitted plan in the Wp Approval measure. If the status is rejected, you need to go back the Create Merch Plan steps to make adjustments. Since you have already created a working plan, there is no need to seed the task again unless you want to start again with Ly (Last Year) data. After you have completed the adjustments, you will have to resubmit the plan. The submit action will copy the adjusted Wp into Wa for the Planning Manager to approve.

Figure 9-18 Submit and Approve Plan View



Measure \ Calendar	Half 1 FY2023	Half 2 FY2023
Wp Submit	☐	☐
Wp Submit Notes		
Wp Submit Info		
Wp Approval Status		

Once approved, follow these steps to copy the approved plan into the Original Plan (Op) version.

Submit a Plan

To submit a plan for approval by the Planning Manager:

1. Select a check mark in the Wp Submit measure.
2. Optional: Enter information about the working plan in the Wp Submit Notes field.
3. Click the **Submit Plan** button at the top right of the view.
4. A success message is displayed. Click **OK** to close it.

> **Note:**
>
> The planning manager will determine the point when the pre-season planning process has been finalized and will lock down Op. When locked, you will be unable to submit a plan for approval and promotion to Op. However, you can submit a plan for approval and promotion to Cp.
>
> In rare circumstances the planning manager, working with the system administrator, may chose to unlock the plan and enable submission and approval of a modified Op.

As a result of completing submission of the plan, the Wp Submit and Wp Submit Info measures are cleared, the Wp Approval Status is set to Submitted, and the Wa Submit Info measure is populated. In addition, your working plan is copied into a Waiting for Approval (Wa) plan.

Submitted and Approved Plan View

In this view, you can verify the plan that is awaiting approval.

In-Season Review and Reforecast Step

The Planner uses the Create Merch Plan task during the In-season to review plans and compares those plans to the season actuals. Planners can make adjustments in the views within the In-season Review and Reforecast step. .

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

Sales and Returns Sub-Step

After the Pre-season plan, review the Sales Return plan during the In-season process for those departments against targets. This has similar views and measures as Sales and Returns steps from the Pre-season step..

- Sales and Markdown
- Local – Sales and Markdown
- Returns Maintenance Setup
- W/F Sales and Markdown

Gross / Net Margin Sub-Step

The Planner can use this sub-step to review the margins against the target during the In-season process. This step has similar views and measures as the Gross / Net Margin sub-step from the Pre-season step.

- Gross margin
- Local – Gross Margin
- W/F Gross Margin

Inventory / Receipts / OTB Sub-step

This step can be used to review the inventory and receipts during the In-season planning. This step has similar views and measures as Inventory / Receipts from pre-season step. Additionally, this sub-steps also has OTB view and projection view.

- Receipts and Inventory
- Move to Clearance
- Open to Buy
- Weekly In-season Projection

Open to Buy View

Managing Open to Buy (OTB) is the primary In-season task for the Planner. Each week, you will review last week's sales and its impact on your BOP/EOP inventory for the current and future weeks.

OTB helps identify out how much inventory you need to buy to make your sales projections. It represents the amount of money you have available to spend on merchandise. Simply put, OTB is the difference between how much inventory is needed and how much is actually available. This includes on hand, and on-order (including in-transit).

You will look to increase receipts if you have available open to buy and decrease receipts if not. You may have some flexibility to go over your OTB for a week as long as the month is on target. Consider the month as a whole and whether you want to withhold some OTB for opportunity buys that may come up. Use OTB to understand the variance between the planned and projected inventory levels. This variance is shown in the Wp OTB R measure. OTB indicates how many additional receipts can be purchased. Users should understand if their planned receipts keep them on the overall Cp EOP inventory plan. To understand the variance between the Cp EOP inventory plan and the Wp EOP inventory plan, reference the measure Wp EOP R var Cp%. Use this view to validate what OTB you have available and then start adjusting your plan. Then, confirm that your updates can be obtained given the OTB constraints you may have.

The following profiles are available:

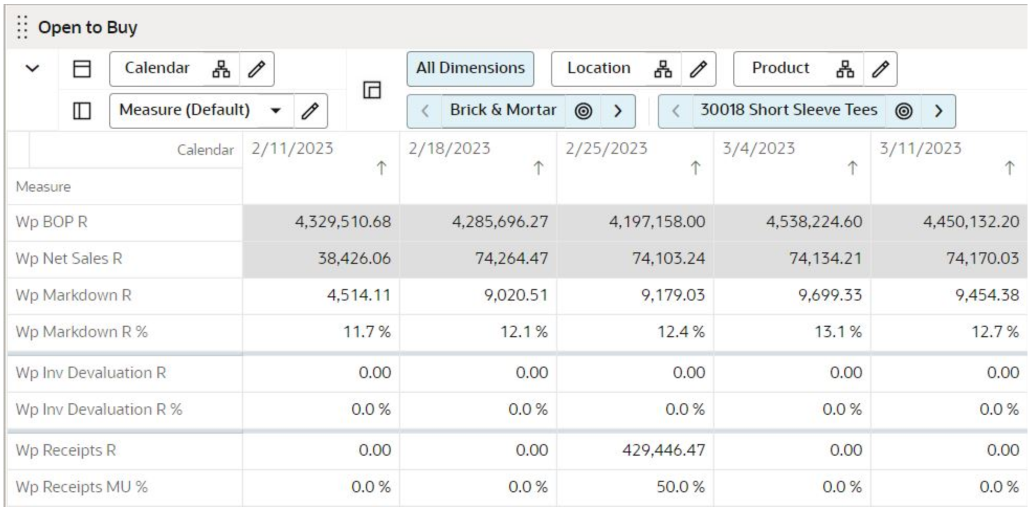
- Default

  This measure profile focuses on key metrics of total sales, markdowns, receipts, and on order to summarize open to buy.

- Units

  This measure profile focuses on unit and average unit cost key metrics for sales, receipt, and on order.

Figure 9-19 Open to Buy View



Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp BOP R	4,329,510.68	4,285,696.27	4,197,158.00	4,538,224.60	4,450,132.20
Wp Net Sales R	38,426.06	74,264.47	74,103.24	74,134.21	74,170.03
Wp Markdown R	4,514.11	9,020.51	9,179.03	9,699.33	9,454.38
Wp Markdown R %	11.7 %	12.1 %	12.4 %	13.1 %	12.7 %
Wp Inv Devaluation R	0.00	0.00	0.00	0.00	0.00
Wp Inv Devaluation R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts R	0.00	0.00	429,446.47	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %

Projection View

This view contains three measure profiles for analysis:

- Default

This measure profile displays Reg+Promo, Clearance, and Net Sales and Markdowns and the corresponding inventory.

- Direct

  Key metrics for e-commerce are displayed including traffic, transactions, and returns.

- Local Currency

  If the Local Currency option is enabled, key metrics are viewed in local currency.

In-Season Review and Reconcile Step

The Planner uses the Create Merch Plan task during the In-season to review and reconcile plans against target and review with location plan.

Review with Target Sub-Step

This sub-step can be performed at any point in the planning process when you wish to get a gauge of how the plans thus far measure up to the targets. This sub-step must be completed before submitting your proposed plan to the Planning Manager.

Review with Target View

The Review with Target view contains the Planning Manager's Target (Tgt) measures as well as planning (Wp) measures. Use this view to compare the Tgt measures to the corresponding Wp measures. By comparing the targets to the planning metrics, you can better understand what your plan needs to achieve. There are several Tgt-to-Wp variance measures that quickly guide you to areas of difference.

Review with Location Plan Sub-Step

This sub-step is performed anytime you make adjustments to the Merch Plan after location plans have been created.

Review with Location Plan View

In the Review with Location Plan view, you directly compare Wp (working merch plan) to a location plan. By comparing the merch plan to the location plan metrics, you can better understand where there are misalignments that need to be corrected. There are several variance measures that quickly guide you to areas of difference.

There are several measure profiles in this view to quickly guide you to the plans you wish to review:

- Wp/LPCp (Default)

  This measure profile shows the key Working Plan metrics for comparison with Location Plan, Current Plan metrics. Current Plan is a version of the plan that is approved In-season (and is actualized for elapsed/historical periods).

- Wp/LPOp

  This measure profile shows the key Working Plan metrics for comparison with Location Plan, Original Plan metrics. Original Plan is the plan as it was initially approved. Typically, it got approved pre-season and stays fixed when the period becomes In-season.

In-Season Review and Submit Plan Step

Use this sub-step is to review the core plan and submit the plan.

Review Plan Sub-step

Use the Review Plan sub-step to review your core plan metrics with the current plan, the original plan, and last year's actuals.

Review Plan View

There are several measure profiles in this view to quickly guide you to the plans you wish to review:

- Wp with Ly (Default)

  This measure profile shows the main Working Plan metrics for comparison with last year metrics.
- Wp with Cp

  This measure profile shows the main Working Plan metrics for comparison with Current Plan metrics. The Current Plan is a version of the plan that is approved.

  In-season (and is actualized for elapsed/historical periods).
- Wp with Op

  This measure profile shows the main Working Plan metrics for comparison with Original Plan metrics. Original Plan is the plan as it was initially approved. Typically, it got approved pre-season and stays fixed when the period becomes In-season.

Submit Plan Sub-Step

Use this sub-step is to submit, approve, and verify the plan.

Submit and Approve Plan View

In this view, you can submit the completed merch plans for approval by the Planning Manager. You can also view the approval status of a submitted plan in the Wp Approval measure. If the status is rejected, you need to go back to In Season Review and Re-project to make adjustments. After you have completed your adjustments, you will have to resubmit the plan. This copies the adjusted Wp to Wa for the Planning Manager to approve.

Once approved, perform the following steps to copy the approved plan.

Submit a Plan

To submit a plan for approval by the Planning Manager:

1. Select the check mark in the Wp Submit measure.

2. Optional: Enter information about the working plan in the Wp Submit Notes field.
3. A success message is displayed. Click **OK** to close it.

> **Note:**
>
> The planning manager determines the point when the pre-season planning process has been finalized and will lock down Op. When locked, you will only be able to submit for approval and promotion to Cp.

As a result of completing submission of the plan, the Wp Submit and Wp Submit Info measures are cleared, the Wp Approval Status is set to Submitted, and the Wa Submit Info measure is populated. In addition, your working plan is copied into a Waiting for Approval (Wa) plan.

Submitted and Approved Plan View

In this view, you can verify the plan that is awaiting approval.

10

Create Location Targets Task

The Create Location Targets task is usually assigned to a planner in the merchandise planning organization. The Create Location Targets task is the process in which planners create the financial targets for all products in a channel. These targets are then reconciled to the location plan to ensure proper execution.

This task includes the following steps:

- Create Targets Step
- Review and Publish Step
- All Measures Step

Create Targets Step

In the Create Targets step, begin by seeding the plan and then develop high-level sales, returns, and gross margin figures.

Sales and Gross Margin Sub-Step

The number of views in the Sales and Gross Margin action depends on your system settings. If the Local Currency option is enabled, then there is an additional view.

1. Seed Sales View

The first action to complete when creating new targets is to seed the plan. Seeding occurs at the Channel/Half level. Choose a seed source of Last Year or Forecast and click the Seed button in the low right corner of the workspace.

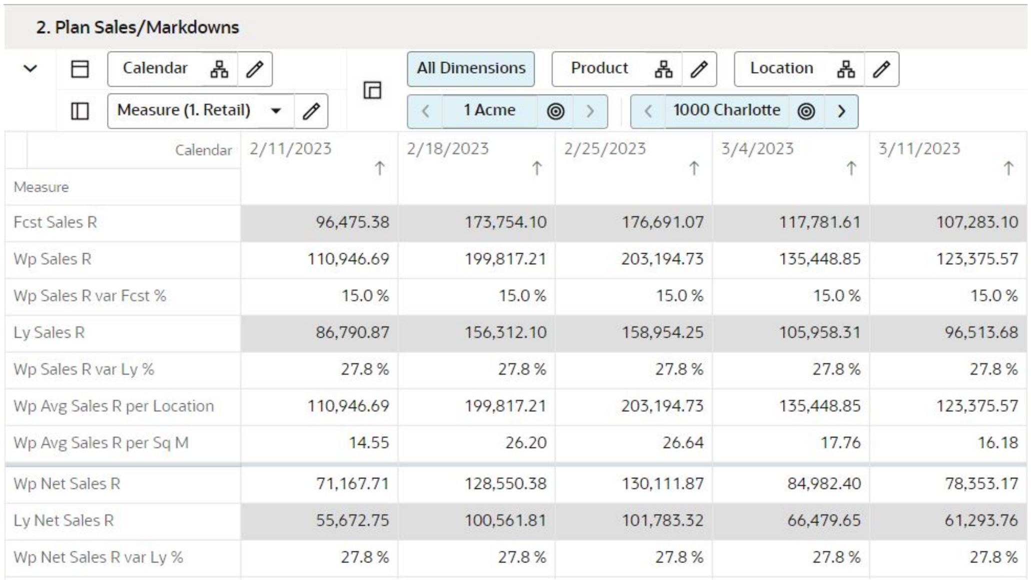
Table 10-1 Initialize Plan Measures

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

Plan Sales/Gross Margin % View

In the 2. Plan Sales/Gross Margin % view, you plan sales, returns, and gross margins for each location.

Figure 10-1 Plan Sales/Gross Margin % View



Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Fcst Sales R	96,475.38	173,754.10	176,691.07	117,781.61	107,283.10
Wp Sales R	110,946.69	199,817.21	203,194.73	135,448.85	123,375.57
Wp Sales R var Fcst %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %
Ly Sales R	86,790.87	156,312.10	158,954.25	105,958.31	96,513.68
Wp Sales R var Ly %	27.8 %	27.8 %	27.8 %	27.8 %	27.8 %
Wp Avg Sales R per Location	110,946.69	199,817.21	203,194.73	135,448.85	123,375.57
Wp Avg Sales R per Sq M	14.55	26.20	26.64	17.76	16.18
Wp Net Sales R	71,167.71	128,550.38	130,111.87	84,982.40	78,353.17
Ly Net Sales R	55,672.75	100,561.81	101,783.32	66,479.65	61,293.76
Wp Net Sales R var Ly %	27.8 %	27.8 %	27.8 %	27.8 %	27.8 %

There are several measure profiles available to logically guide you through the plan variables:

- **Retail** (Default)

  The measures in this profile display and capture sales, returns, and so on, in terms of their retail value.

- **Units**

  The measures in this profile display and capture sales, returns, and so on, in terms of units.

Local Currency Plan View

In the Local Currency Plan view, you plan sales in the local currency.

Define Location Rollup

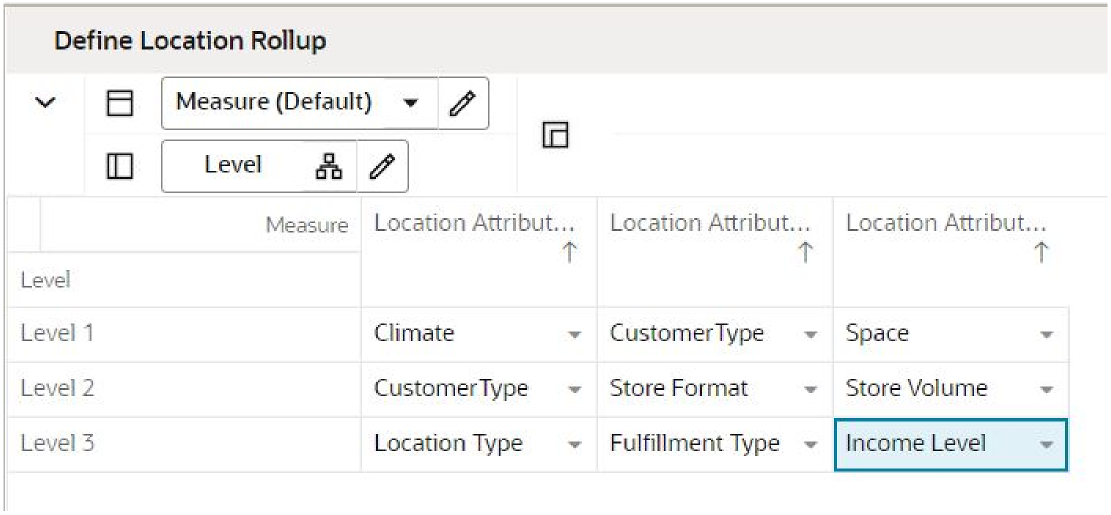
The Define Location Rollup view is used to select location attributes to view in an alternate hierarchy. Nested location attribute roll up is provided with three levels. A planner can set up to three different combinations for nested rollup with a maximum of three levels in each combination. Nesting of dynamic attributes is a configurable option. For example: As a first combination, you select Climate as a Level 1, Customer Type as Level 2, and Store Format as Level 3 by clicking the list of attributes available. This allows you to roll up your location by Climate, then Customer Type inside each Climate and then by Store Format inside each customer type. This feature also allows you to view subtotals for each of the levels. You can edit subtotals and spread the values to all the associated child positions.

Perform the following steps to complete this process:

1. Select up to three dynamic location attributes from the list.

2. Run the Refresh Location Rollup Application Action.
3. To view the location attribute:
    - In a view that displays location level, click the Location Hierarchy tile.
    - Select the attribute (Attribute 1 or 2 or 3) that you would like to view in the nested dynamic rollup.
    - Click **OK**.

Figure 10-2 Define Location Rollup

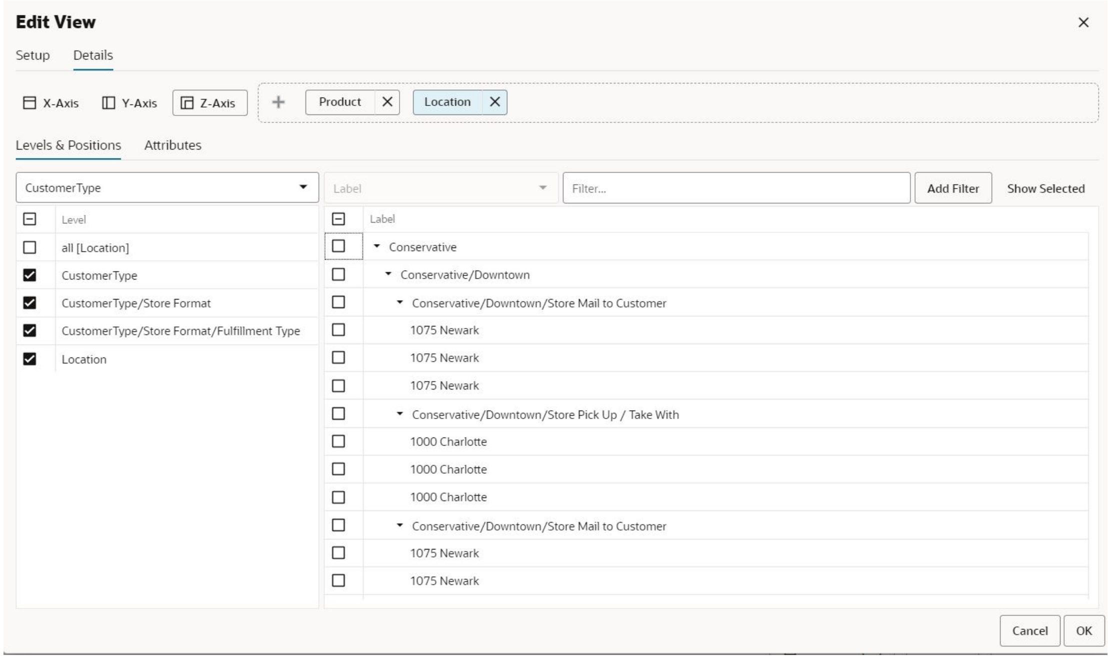


Measure (Default)
Level

Define Location Rollup

Measure / Level	Location Attribut...	Location Attribut...	Location Attribut...
Level 1	Climate	CustomerType	Space
Level 2	CustomerType	Store Format	Store Volume
Level 3	Location Type	Fulfillment Type	Income Level

Figure 10-3 Edit View



Edit View
×
Setup
Details
X-Axis
Y-Axis
Z-Axis
Product
Location
Levels & Positions
Attributes
Label
Filter...
Add Filter
Show Selected
Cancel
OK

CustomerType

	Level
☐	all [Location]
☑	CustomerType
☑	CustomerType/Store Format
☑	CustomerType/Store Format/Fulfillment Type
☑	Location

	Label
☐	Conservative
☐	Conservative/Downtown
☐	Conservative/Downtown/Store Mail to Customer
☐	1075 Newark
☐	1075 Newark
☐	1075 Newark
☐	Conservative/Downtown/Store Pick Up / Take With
☐	1000 Charlotte
☐	1000 Charlotte
☐	1000 Charlotte
☐	Conservative/Downtown/Store Mail to Customer
☐	1075 Newark
☐	1075 Newark

Table 10-2 Define Location Rollup View Measure

Label	Definition
Location Attribute 1, 2, 3	List to present location attributes for nested dynamic product hierarchy rollup

Review and Publish Step

After initially developing plans for all locations in a channel, you use the Publish sub-step to review and publish the targets. Later, if adjustments are made, use the Review and Reconcile sub-step to reconcile the Working Plan (Wp) targets to Location Plans (Lp).

Review and Reconcile Sub-Step

The Review and Reconcile sub-step is for comparing the Wp Targets against Lp. This allows you to identify the variances between the targets and the location plans.

Review and Reconcile View

This view provides a comparison between key Wp targets and location plan sales figures. This view has measure profiles defined to quickly guide your comparison of different location plan versions:

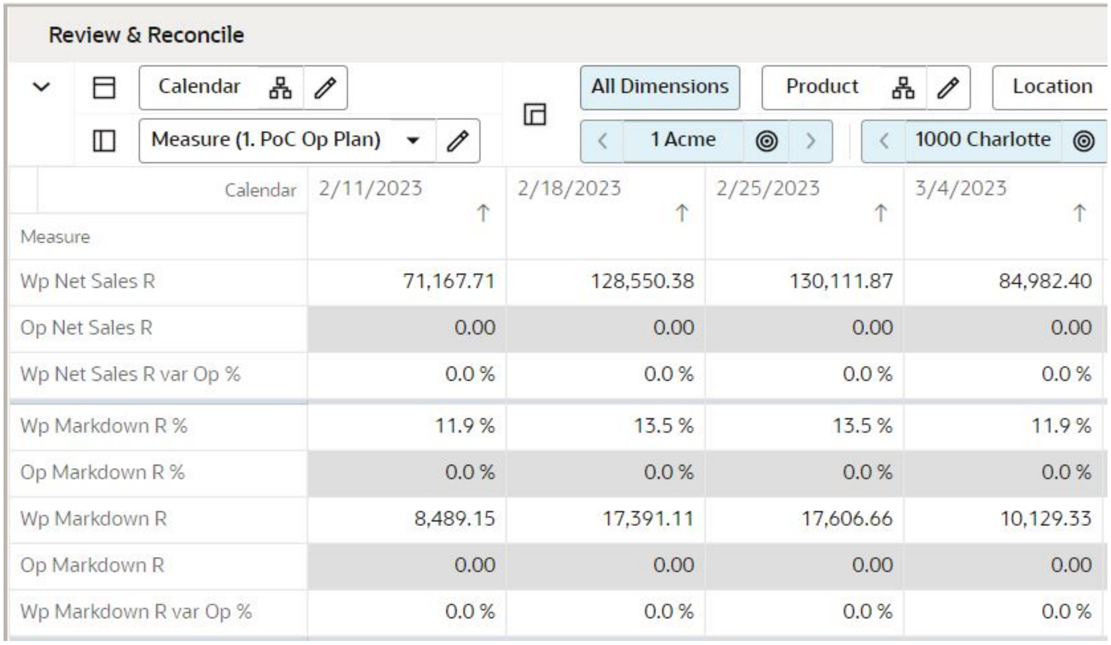
- **PoC Op Plan** (Default)

  The Point of Commerce (PoC) Op profile is shown by default when the workspace is opened. This measure profile shows the Wp target measures and Location Plan Op measures.

- **PoC Cp Plan**

  This profile shows the Wp target measures and Location Plan Cp measures.

Figure 10-4   Review & Reconcile View



Review & Reconcile

Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023
Wp Net Sales R	71,167.71	128,550.38	130,111.87	84,982.40
Op Net Sales R	0.00	0.00	0.00	0.00
Wp Net Sales R var Op %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R %	11.9 %	13.5 %	13.5 %	11.9 %
Op Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R	8,489.15	17,391.11	17,606.66	10,129.33
Op Markdown R	0.00	0.00	0.00	0.00
Wp Markdown R var Op %	0.0 %	0.0 %	0.0 %	0.0 %

Publish Sub-Step

This sub-step is performed when the targets are completed for all locations in a channel.

Publishing a target copies the targets you built in the Wp measures to the target (Tgt) measures, and then commits then to the database. Once committed, Location Planners can retrieve those targets and take action planning to them.

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

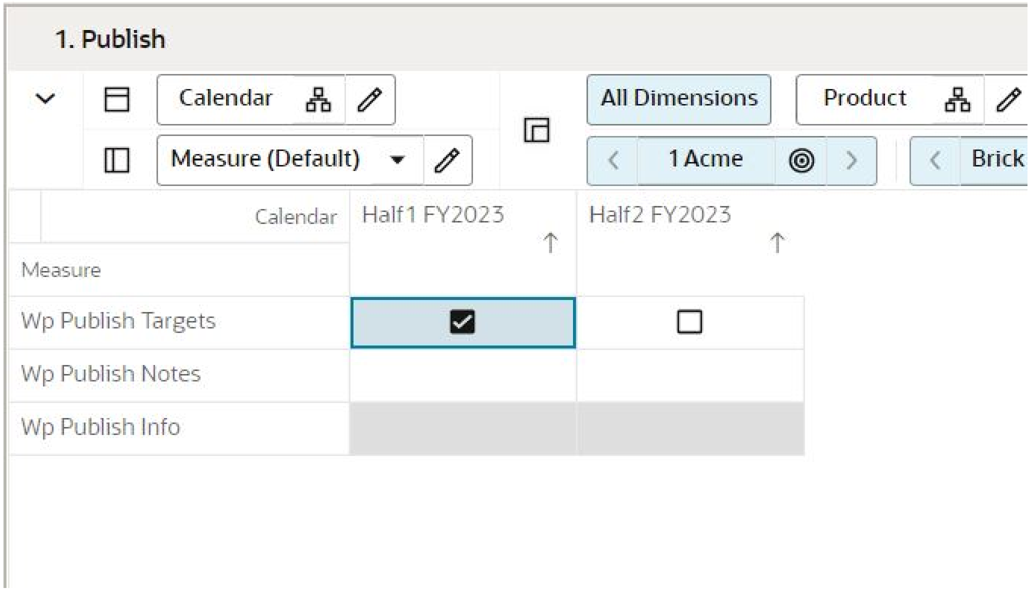
Publish View

To publish the targets:

1. Place a check mark in the Wp Publish Targets measure for the halves that you want to publish.
2. If desired, enter relevant information in the Wp Publish Notes measure. This is optional.
3. Repeat Steps 1 and 2 for other channels as desired.
4. Click **Publish Targets**. This button is located in the bottom right corner.
5. A success message is displayed. Click **Dismiss** to close it.

   The view refreshes and clears the data in Wp Publish Targets and Wp Publish Notes measures. The action has populated Tgt Publish Info with name:date:notes.

Figure 10-5   Publish View


1. Publish
Calendar
Measure (Default)
All Dimensions
Product
1 Acme
Brick

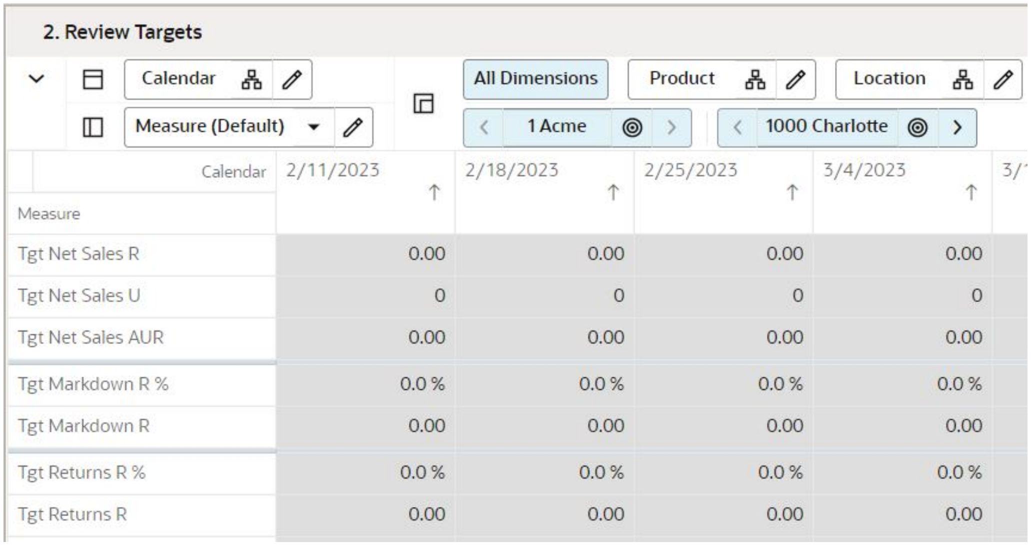
Calendar / Measure	Half1 FY2023	Half2 FY2023
Wp Publish Targets	☑	☐
Wp Publish Notes		
Wp Publish Info		

Review Targets

This view can be used to verify and review the currently published targets. The targets in this view are static and not editable. Desired change to targets must be executed in the Wp plan and then published into the Tgt version.

If plans have been published or republished since you created the workspace, click the refresh button to reload the latest values. A refresh will reload all data in the workspace to the last committed version, so you must commit all of your plan work first, or it will be reverted to the last point of commit.

Figure 10-6   Review Targets View


2. Review Targets
Calendar
Measure (Default)
All Dimensions
Product
Location
1 Acme
1000 Charlotte

Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023
Tgt Net Sales R	0.00	0.00	0.00	0.00
Tgt Net Sales U	0	0	0	0
Tgt Net Sales AUR	0.00	0.00	0.00	0.00
Tgt Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %
Tgt Markdown R	0.00	0.00	0.00	0.00
Tgt Returns R %	0.0 %	0.0 %	0.0 %	0.0 %
Tgt Returns R	0.00	0.00	0.00	0.00

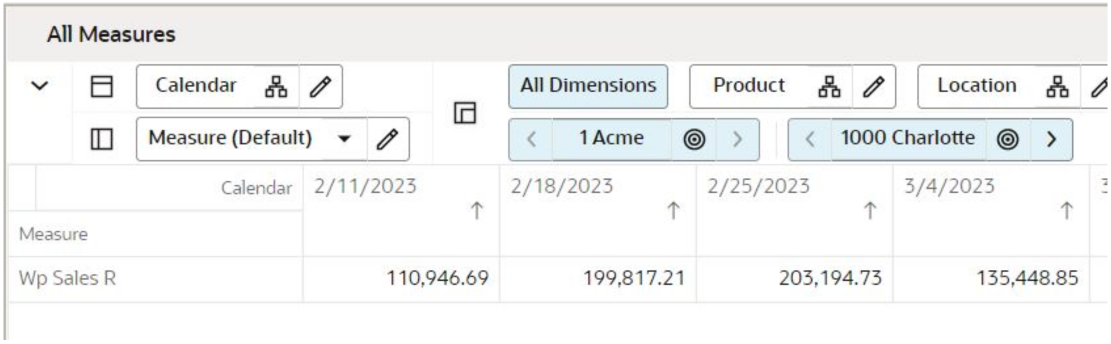
All Measures Step

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

All Measures View

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

Figure 10-7   All Measures View


All Measures
Calendar
Measure (Default)
All Dimensions
Product
Location
1 Acme
1000 Charlotte

Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023
Measure				
Wp Sales R	110,946.69	199,817.21	203,194.73	135,448.85

11

Create Location Plan Task

The Location Planner role is usually the same person that generates merch plans in the merchandise planning organization. During the pre-season, the Location Planner generates merch plans and location plan targets. The Location Planner references those targets when creating the department level location plans.

The Planner will start the Create Location Plan task after location targets are published. Location Planning is the process in which planners create the location plans at the store level. These plans are then ultimately compared to and reconciled against the Merch Plan. The Location dimension allows for planning by Comp and Non Comp status. Locations have been assigned membership to Comp or Non Comp in the alternate dimension level of Store Comp Status. When the Location dimension level is set to the Store Comp Status, the planner may analyze and plan Sales by Comp and Non Comp in both the Create Location Targets Task and the Create Location Plan Task.

This task includes the following steps:

- Create Plan Step
- Review and Reconcile to MFP Step
- Review and Approve Step
- In-season Review and Reforecast Step
- Review and Re-Approve Step
- All Measures

Create Plan Step

Location Plan creation is important for ensuring that each location's receipts are in-line so that the organization can achieve the plans and targets set forth. Location planning requires a balance and understanding of the store's promotional-nature, seasonality/climate, size, and so on. On top of that, consideration of the *events* of last year that impact that particular location's sales history become crucial. Examples of significant events that impact the Ly sales history:

- Hurricane or other natural disasters that close the store
- Competition: competitor opened or closed a store
- A remodel or reformat

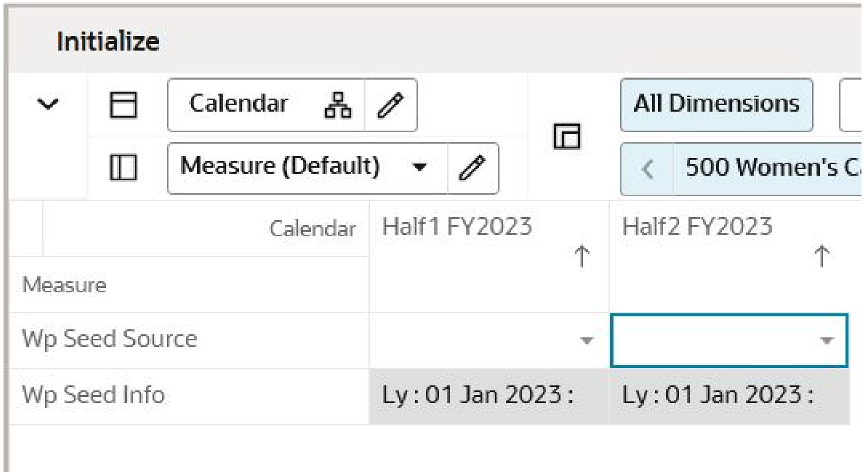
Seed Plan Sub-Step

The first action to take when creating a new plan is to seed the plan.

Initialize View

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

Figure 11-1   Create Plan - Seed Plan Initialize



Measure	Calendar Half1 FY2023	Half2 FY2023
Wp Seed Source		
Wp Seed Info	Ly : 01 Jan 2023 :	Ly : 01 Jan 2023 :

Table 11-1   Create Plan - Seed Plan Initialize Measures

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

The following table shows a list of measures that are seeded for different seeding options. If the selected seed source is Forecast or Target, the metrics detailed in the table below without a forecast or target source will be seeded with last year.

Table 11-2   Seeding Options

Seeded Measure	Seed with Version
Wp Sales R	Ly/Fcst/Tgt **Note:** When the Wp Seed Source is Tgt, this metric is seeded with the target variance to Ly since Tgts were created at the Company level.
Wp Sales U	Ly/Fcst/Tgt **Note:** When the Wp Seed Source is Tgt, this metric is seeded with the target variance to Ly since Tgts were created at the Company level.
Wp GM R%	Ly/Tgt

Table 11-2 (Cont.) Seeding Options

Seeded Measure	Seed with Version
Wp Returns R %	Ly/Tgt **Note:** When the Wp Seed Source is Tgt, this metric is seeded with the target variance to Ly since Tgts were created at the Company level.
Wp Returns AUR	Ly/Tgt **Note:** When the Wp Seed Source is Tgt, this metric is seeded with the target variance to Ly since Tgts were created at the Company level.
Wp Receipts C	Ly
Wp Receipts U	Ly
Wp Shrink C %	Ly
Wp Shrink AUC	Ly
Wp Transfers In/Out C	Ly
Wp Transfers In/Out U	Ly
Wp W/F Owned by Retailer R %	Ly
Wp W/F Markup R %	Ly
Wp W/F Markdown R %	Ly

Initialize View

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

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

Table 11-3 Merch Plan Measures

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

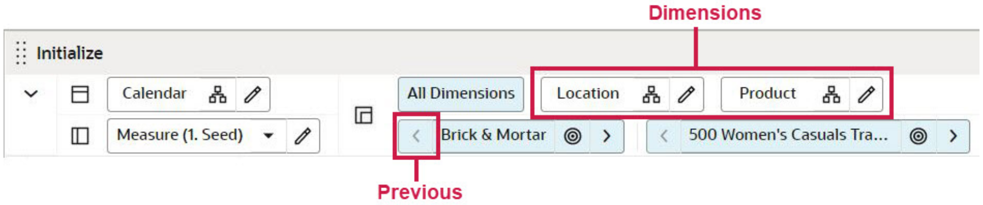
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

To seed one target at a time, you set the seed source information. Then, to seed the next department in the Product hierarchy within the current channel, complete the following steps:

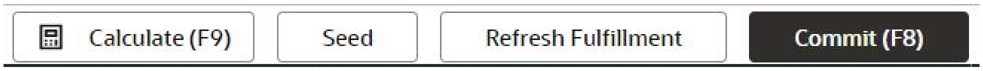
1. Click the dimension whose value (position) you want to change.
2. Click the **Next** or **Previous** arrow, as shown in Figure 11-2.

Figure 11-2 Changing a Dimension Level with Page Arrows


Dimensions
Initialize
Calendar
All Dimensions
Location
Product
Measure (1. Seed)
Brick & Mortar
500 Women's Casuals Tra...
Previous

3. The page refreshes and the next department is displayed in the page edge. Note that the Seed Source measure is not populated for this department.
4. Select the half that you want to seed with Ly or Forecast data.
5. Click the **Next** arrow to view and seed the next department.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

Figure 11-3 Seed Button


Calculate (F9)
Seed
Refresh Fulfillment
Commit (F8)

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

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

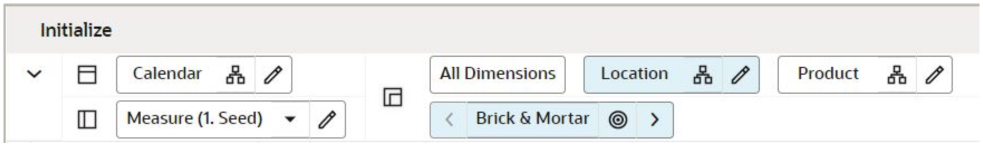
Seeding Several Levels at Once

The default setting of the Initialize Plan view is set to show the Half dimension of the Calendar, the Channel dimension of the Location hierarchy, and the Subclass dimension of the Product hierarchy.

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

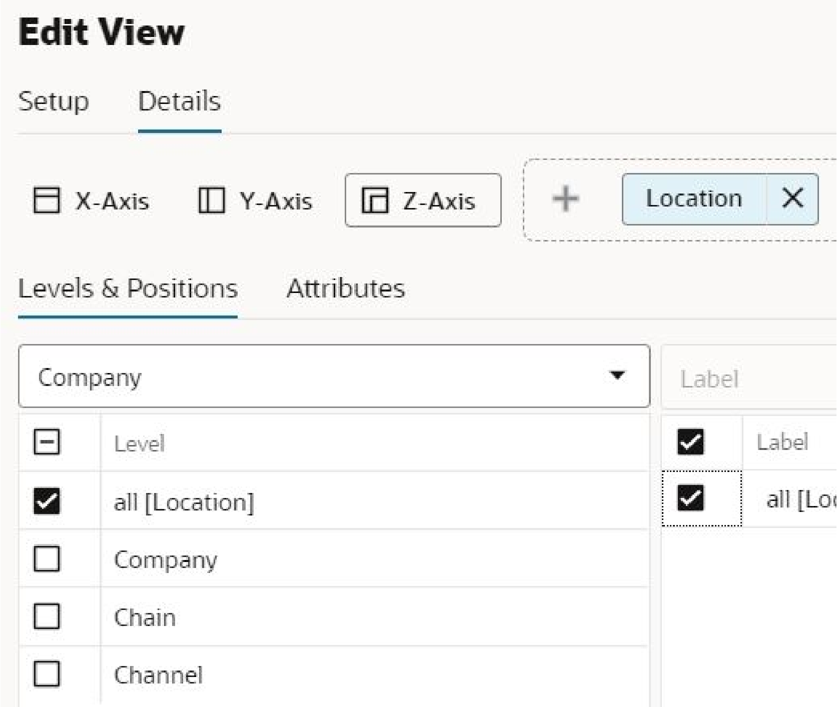
1. Click the Edit View button of the dimension tile you want to change.

Figure 11-4 Location Tile — Edit View Button


Initialize
Calendar
All Dimensions
Location
Product
Measure (1. Seed)
Brick & Mortar

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

Figure 11-5 Location Dimension Selection Window



☑ Label
☑ all [Lo

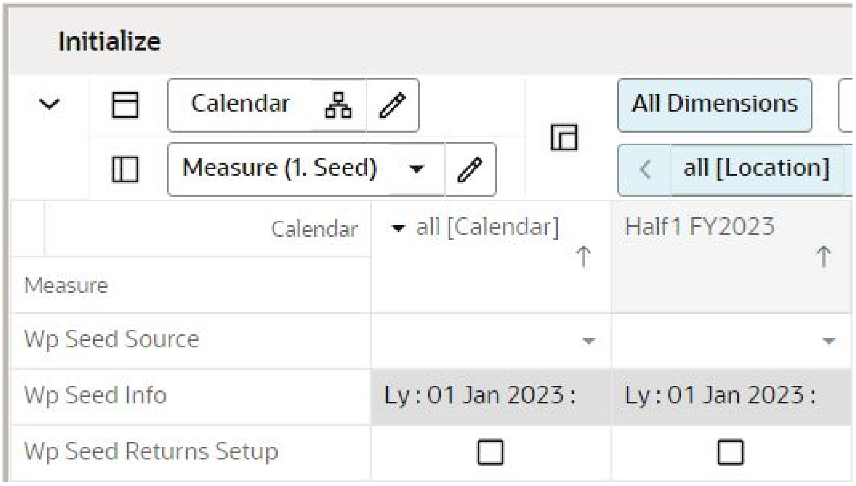
⊟ Level
☑ all [Location]
☐ Company
☐ Chain
☐ Channel

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

   In the following image, both the Location and Product dimensions are at the highest level, Company, and the half *Half1 FY2023* are set to seed from last year.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

   Remember that regardless of the dimension selected for viewing and seeding, the actions in a workspace are ultimately limited by the positions you have selected for the workspace, that is, the Subclasses, Channels, and Halves.

Figure 11-6 Seeding Several Levels at Once



Initialize

Measure (1. Seed)

all [Location]

Calendar	all [Calendar]	Half1 FY2023
Measure		
Wp Seed Source		
Wp Seed Info	Ly : 01 Jan 2023 :	Ly : 01 Jan 2023 :
Wp Seed Returns Setup	☐	☐

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

   After you have seeded the divisions, continue to the next sub-step: "Sales and Markdowns Sub-Step".

Select Local Currency View

The local currency chosen will be applied to the views of local currency found throughout the Create Location Plan task.

After selecting a currency, you can click **Calculate** to apply the rate. If you have not yet performed a seeding action, the rate will be applied at the time of seeding.

Select VAT Rate View

The VAT Rate chosen will be applied as the VAT rate throughout the Create Location Plan task. Ly actuals include VAT therefore the VAT rate is used to calculate values excluding VAT.

After selecting a VAT rate, you can click **Calculate** to apply the rate. If you have not yet performed a seeding action, the rate will be applied at the time of seeding.

Set Alert Thresholds View

In this view, you set the threshold minimums (mins) and maximums (maxs) that will trigger alert formatting and alerts in the LP: Exceptions dashboard. The following table lists the conditions under which an alert is triggered. Thresholds must be non-zero to trigger alerts.

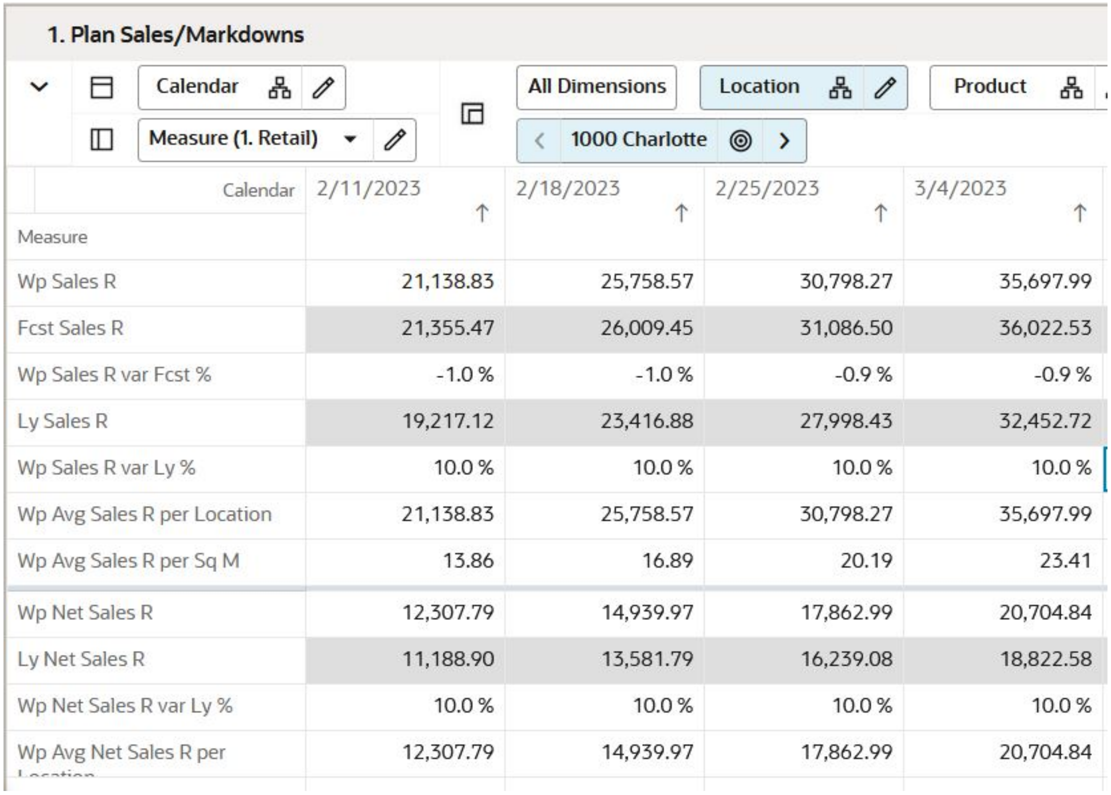
Threshold	Condition
Wp GM R % Max Threshold	Alert is green when Wp GM R % is greater than the threshold
Wp GM R % Min Threshold	Alert is red when Wp GM R % is less than the threshold

Threshold	Condition
Wp Markdown R % Max Threshold	Alert is red when Markdown R % is greater than the threshold
Wp Markdown R % Min Threshold	Alert is green when Markdown R % is less than the threshold
Wp Net Sales R Max Threshold	Alert is green when Net Sales R is greater than the threshold
Wp Net Sales R Min Threshold	Alert is red when Net Sales R is less than the threshold
Wp Returns R % Max Threshold	Alert is red when Returns R % is greater than the threshold
Wp Returns R % Min Threshold	Alert is green when Returns R % is less than the threshold
Wp Sell Thru R % Max Threshold	Alert is green when higher than the threshold
Wp Sell Thru R % Min Threshold	Alert is yellow when less than the threshold
Wp Do Not Alert	Prevents alerting of the department/locations that are checked

Sales and Markdowns Sub-Step

After seeding, you can verify the seeded sales and markdown data in this view.

Figure 11-7 Plan Sales and Markdowns View



Measure \ Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023
Wp Sales R	21,138.83	25,758.57	30,798.27	35,697.99
Fcst Sales R	21,355.47	26,009.45	31,086.50	36,022.53
Wp Sales R var Fcst %	-1.0 %	-1.0 %	-0.9 %	-0.9 %
Ly Sales R	19,217.12	23,416.88	27,998.43	32,452.72
Wp Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Avg Sales R per Location	21,138.83	25,758.57	30,798.27	35,697.99
Wp Avg Sales R per Sq M	13.86	16.89	20.19	23.41
Wp Net Sales R	12,307.79	14,939.97	17,862.99	20,704.84
Ly Net Sales R	11,188.90	13,581.79	16,239.08	18,822.58
Wp Net Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Avg Net Sales R per Location	12,307.79	14,939.97	17,862.99	20,704.84

Sales and Markdowns View

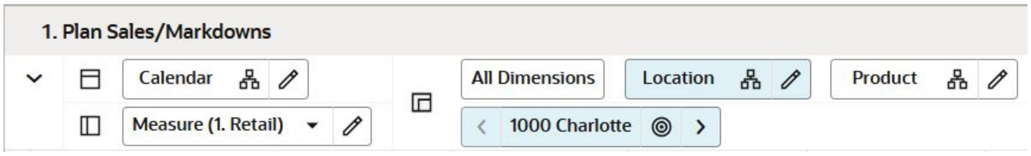
You can verify the seeded sales and markdown data in this view. After you have seeded, develop the sales and markdown location plan for those departments.

If you are planning a Wholesale/Franchise location, use this view to plan Net Sales. Then use the W/F Sales and Markup View to complete planning.

There are several measure profiles available to logically guide you through the plan variables.

A measure profile is selected by clicking the Edit View button next to the Measure tile.

Figure 11-8 Location of Edit View Button



The following measure profiles are available:

- **Sales** (Default)

  The sales measure profile shows the key sales planning metrics including sales, net sales, and returns.

  To use the Average Sales/Net Sales/Returns Per Location measures to see averages, you must rollup the Location Dimension to a level above Location. The average calculated is limited to the average of the active locations of the workspace segment. A segment with one location will have an average equal to the Wp. In the same way, a level with only a single location which rolls up to it will also have an average equal to the Wp.

- **Markdowns**

  The markdowns measure profile shows sales against markdowns.

  To use the Average Sales/Net Sales/Markdowns Per Location measures to see averages, you must rollup the Location Dimension to a level above Location. The average calculated is limited to the average of the active locations of the workspace segment. A segment with one location will have an average equal to the Wp. In the same way, a level with only a single location which rolls up to it will also have an average equal to the Wp.

- **Units**

  The most important asset metrics are inventory units and inventory cost because these metrics impact cash flow.

  To use the Average Sales/Net Sales/Returns Per Location measures to see averages, you must rollup the Location Dimension to a level above Location. The average calculated is limited to the average of the active locations of the workspace segment. A segment with one location will have an average equal to the Wp. In the same way, a level with only a single location which rolls up to it will also have an average equal to the Wp.

Local Currency Plan View

If the Local Currency option is provisioned, then the Local Currency view is available. The Local Currency view displays your plan using the local currency conversion set up by the administrator.

Plan W/F Sales and Markup View

If the Wholesale Franchise options are provisioned, then this view is available to plan. Wholesale/Franchise sales are typically tracked and managed as a separate channel of a retail business. Use the Wholesale/Franchise Sales and Markdowns view to build your sales, markup, and markdowns that you will make as wholesaler or franchisor.

Inventory & Gross Margin Sub-Step

Inventory & Gross Margin is the third sub-step in Create Plan step.

Plan Receipts/Inventory View

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

There are two measure profiles for this view:

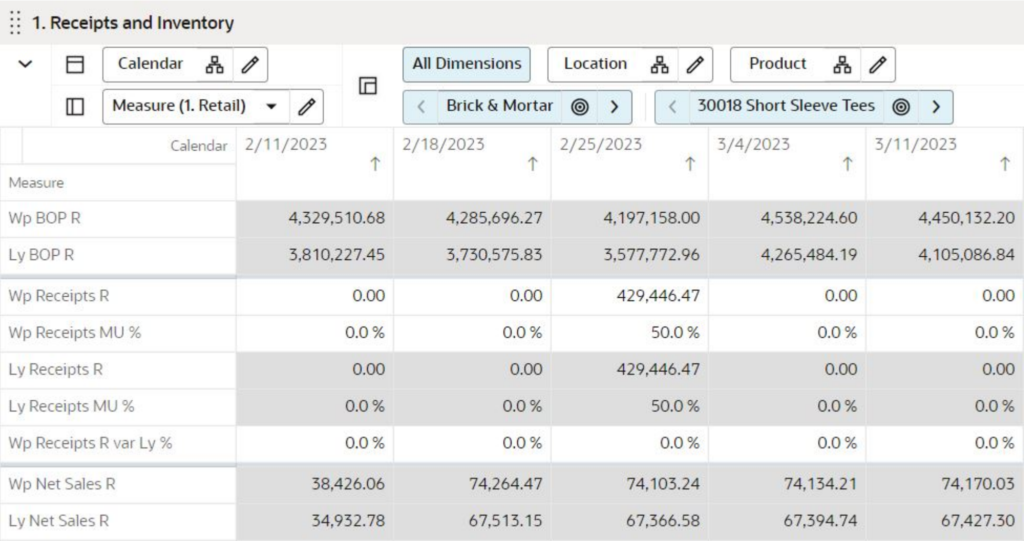
- **Cost** (Default)

  The planning is focused on total cost rather than units. This profile is the most comprehensive view of variables impacting inventory.

- **Units**

  The planner focuses on receipt and inventory flow with units. Average Unit Retail (or Cost) are additional KPIs.

Figure 11-9 Plan Receipts/Inventory View

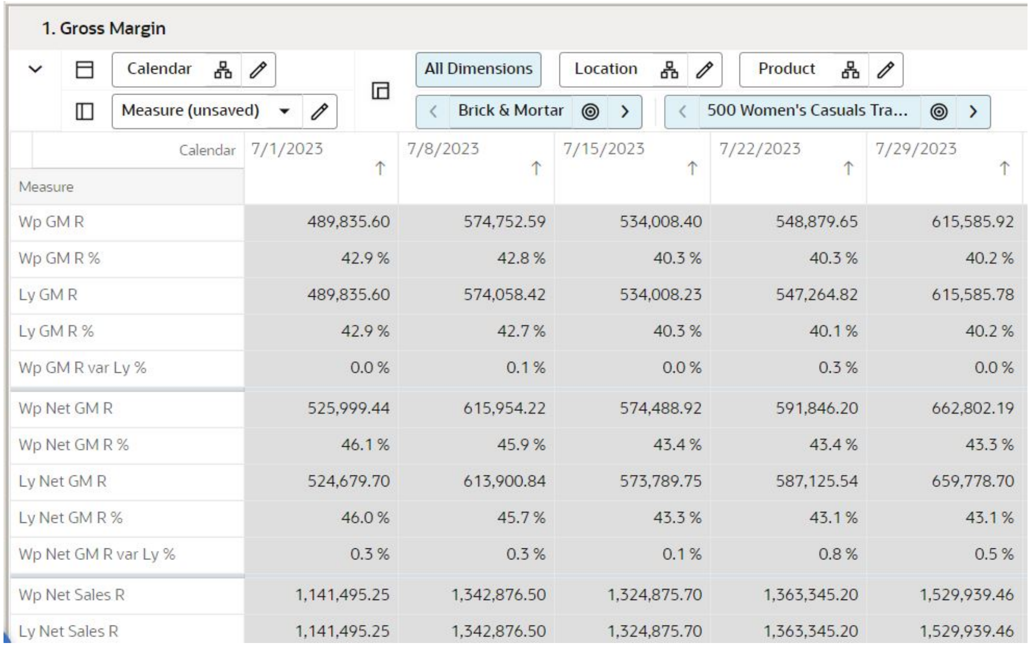

1. Receipts and Inventory
Calendar
Measure (1. Retail)
All Dimensions
Location
Product
Brick & Mortar
30018 Short Sleeve Tees

Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp BOP R	4,329,510.68	4,285,696.27	4,197,158.00	4,538,224.60	4,450,132.20
Ly BOP R	3,810,227.45	3,730,575.83	3,577,772.96	4,265,484.19	4,105,086.84
Wp Receipts R	0.00	0.00	429,446.47	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %
Ly Receipts R	0.00	0.00	429,446.47	0.00	0.00
Ly Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %
Wp Receipts R var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Net Sales R	38,426.06	74,264.47	74,103.24	74,134.21	74,170.03
Ly Net Sales R	34,932.78	67,513.15	67,366.58	67,394.74	67,427.30

Gross Margin View

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

Figure 11-10 Gross Margin View


1. Gross Margin
Calendar
Measure (unsaved)
All Dimensions
Location
Product
Brick & Mortar
500 Women's Casuals Tra...

Calendar / Measure	7/1/2023	7/8/2023	7/15/2023	7/22/2023	7/29/2023
Wp GM R	489,835.60	574,752.59	534,008.40	548,879.65	615,585.92
Wp GM R %	42.9 %	42.8 %	40.3 %	40.3 %	40.2 %
Ly GM R	489,835.60	574,058.42	534,008.23	547,264.82	615,585.78
Ly GM R %	42.9 %	42.7 %	40.3 %	40.1 %	40.2 %
Wp GM R var Ly %	0.0 %	0.1 %	0.0 %	0.3 %	0.0 %
Wp Net GM R	525,999.44	615,954.22	574,488.92	591,846.20	662,802.19
Wp Net GM R %	46.1 %	45.9 %	43.4 %	43.4 %	43.3 %
Ly Net GM R	524,679.70	613,900.84	573,789.75	587,125.54	659,778.70
Ly Net GM R %	46.0 %	45.7 %	43.3 %	43.1 %	43.1 %
Wp Net GM R var Ly %	0.3 %	0.3 %	0.1 %	0.8 %	0.5 %
Wp Net Sales R	1,141,495.25	1,342,876.50	1,324,875.70	1,363,345.20	1,529,939.46
Ly Net Sales R	1,141,495.25	1,342,876.50	1,324,875.70	1,363,345.20	1,529,939.46

Local-Gross Margin View

This is used if the Local Currency provision is utilized. The Local Currency Plan view shows the Gross Margin plan using the local currency conversion set up by the administrator.

W/F Gross Margin View

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

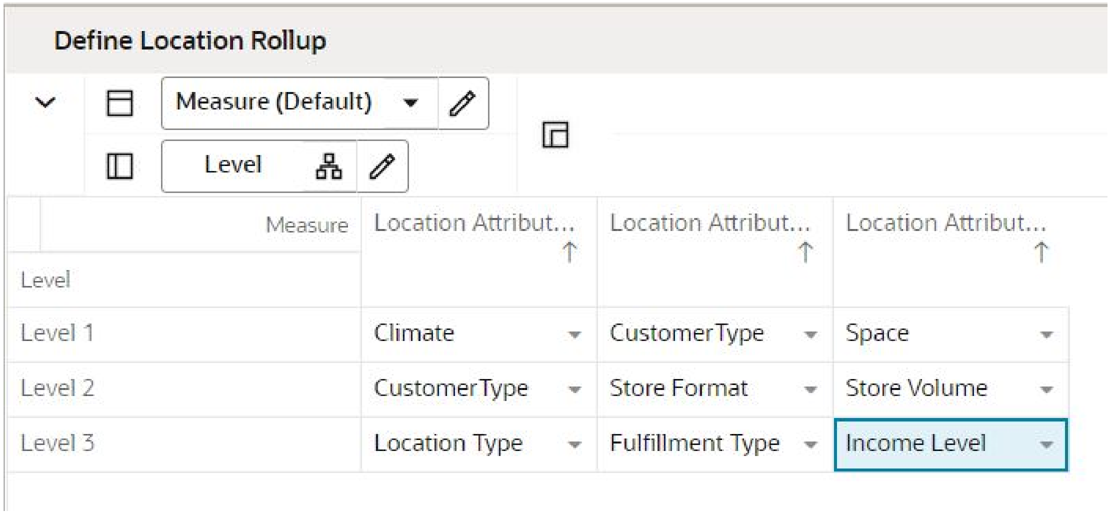
Define Location Rollup

The Define Location Rollup view is used to select location attributes to view in an alternate hierarchy. Nested location attribute roll up is provided with three levels. A planner can set up to three different combinations for nested rollup with a maximum of three levels in each combination. Nesting of dynamic attributes is a configurable option. For example: As a first combination, you select Climate as a Level 1, Customer Type as Level 2, and Store Format as Level 3 by clicking the list of attributes available. This allows you to roll up your location by Climate, then Customer Type inside each Climate and then by Store Format inside each customer type. This feature also allows you to view subtotals for each of the levels. You can edit subtotals and spread the values to all the associated child positions.

Perform the following steps to complete this process:

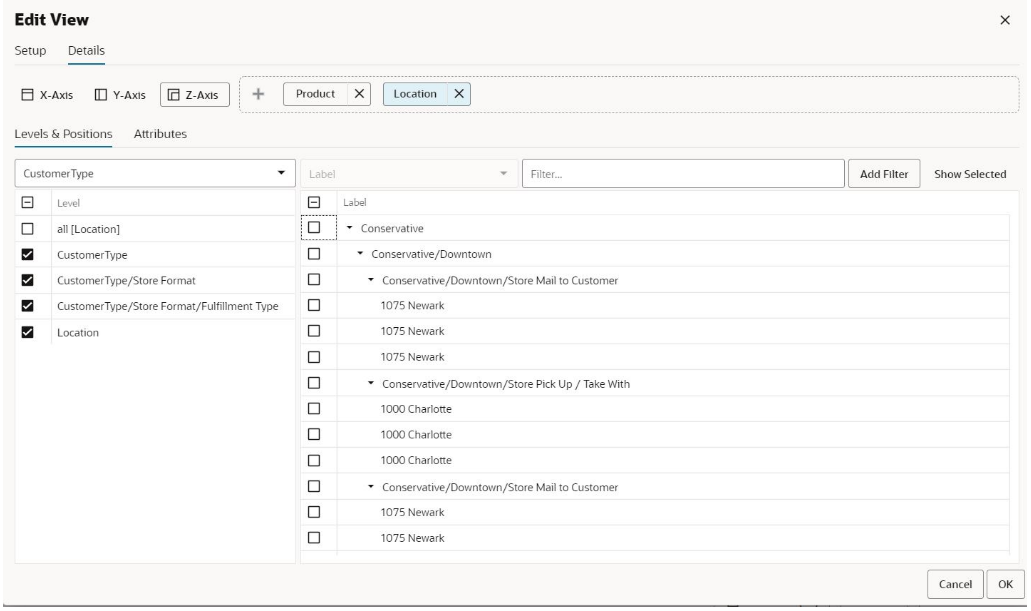
1. Select up to three dynamic location attributes from the list.
2. Run the Refresh Location Rollup Application Action.
3. To view the location attribute:
    - In a view that displays location level, click the Location Hierarchy tile.
    - Select the attribute (Attribute 1 or 2 or 3) that you would like to view in the nested dynamic rollup.
    - Click **OK**.

Figure 11-11 Define Location Rollup



Measure / Level	Location Attribut...	Location Attribut...	Location Attribut...
Level 1	Climate	CustomerType	Space
Level 2	CustomerType	Store Format	Store Volume
Level 3	Location Type	Fulfillment Type	Income Level

Figure 11-12   Edit View



☐ Level
☐ all [Location]
☑ CustomerType
☑ CustomerType/Store Format
☑ CustomerType/Store Format/Fulfillment Type
☑ Location

☐ Label
☐ Conservative
☐ Conservative/Downtown
☐ Conservative/Downtown/Store Mail to Customer
☐ 1075 Newark
☐ 1075 Newark
☐ 1075 Newark
☐ Conservative/Downtown/Store Pick Up / Take With
☐ 1000 Charlotte
☐ 1000 Charlotte
☐ 1000 Charlotte
☐ Conservative/Downtown/Store Mail to Customer
☐ 1075 Newark
☐ 1075 Newark

Table 11-4   Define Location Rollup View Measure

Label	Definition
Location Attribute 1, 2, 3	List to present location attributes for nested dynamic product hierarchy rollup

Review and Reconcile to MFP Step

In this step, review and compare your plan to ensure the goals set forth in the merch plan are being met.

Review and Reconcile View

When you believe you are ready to approve your Location plans, use the Review Plan view to make sure the location plan meets merchandise planners expectations.

There are several measure profiles in this view to quickly guide you to the plans you wish to review:

- **MFP OP**

  This measure profile shows the main Working Plan metrics for comparison with Original Plan metrics from the Create Merch Plan Task. Original Plan is the plan as it was initially approved. Typically, it got approved pre-season and stays fixed when the period becomes in-season.

- **MFP CP**

  This measure profile shows the main Working Plan metrics for comparison with Current Plan metrics from the Create Merch Plan. Current Plan is a version of the plan that is approved in-season (and is actualized for elapsed/historical periods).

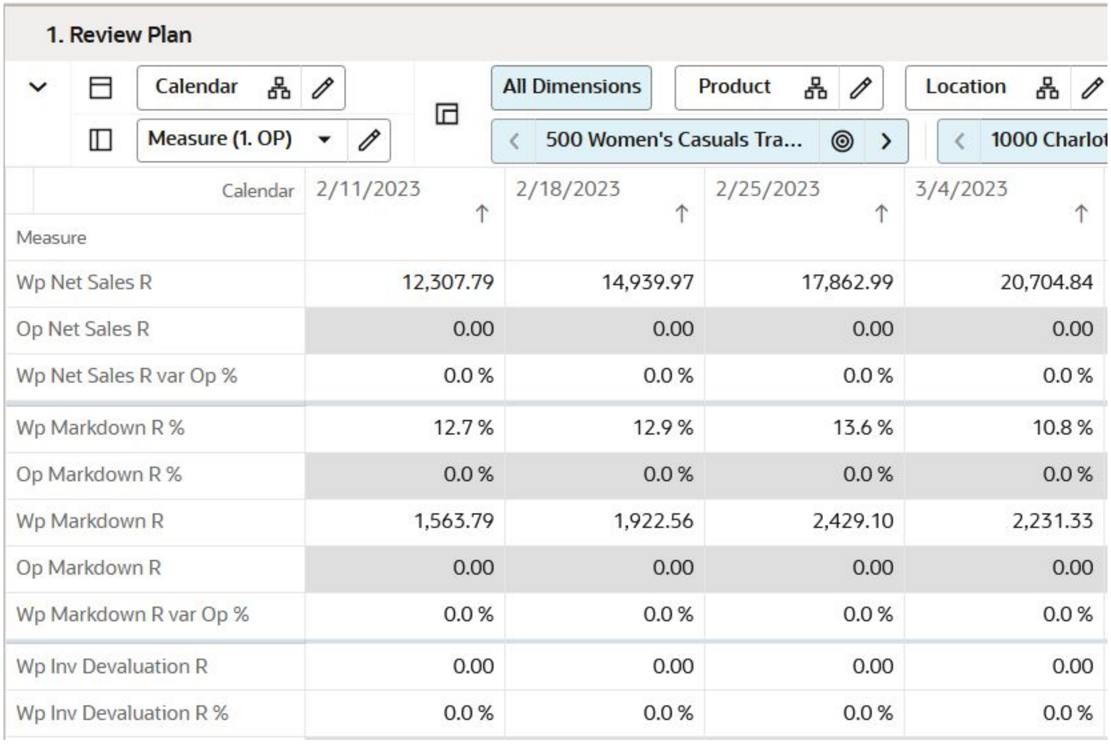
Review and Approve Step

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

Review Plan View

In this step, review the location plan you created. The purpose of reviewing the plan is so that you can understand the goals that your plan should meet.

Figure 11-13 Review Plan View



Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023
Wp Net Sales R	12,307.79	14,939.97	17,862.99	20,704.84
Op Net Sales R	0.00	0.00	0.00	0.00
Wp Net Sales R var Op %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R %	12.7 %	12.9 %	13.6 %	10.8 %
Op Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown R	1,563.79	1,922.56	2,429.10	2,231.33
Op Markdown R	0.00	0.00	0.00	0.00
Wp Markdown R var Op %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Inv Devaluation R	0.00	0.00	0.00	0.00
Wp Inv Devaluation R %	0.0 %	0.0 %	0.0 %	0.0 %

Approve Plan View

Click the Approve Plan button when you are ready to approve the location plan you created. The approved versions will be committed after the process is complete.

In-season Review and Reforecast Step

The Planner uses the review the plans during In-season process. Planners can make adjustments in views during the In-season location plan.

Review and Reconcile with MFP Sub-step

In this step, review and compare your plan to ensure the goals set forth in the Merch Plan are being met. This sub-step has two views:

- Review and Reconcile View
- Define Location Roll up View

Review and Reconcile View

Use the MFP OP and the MFP CP measure profiles to reconcile your location plan to the Merch Plan.

Define Location Roll Up View

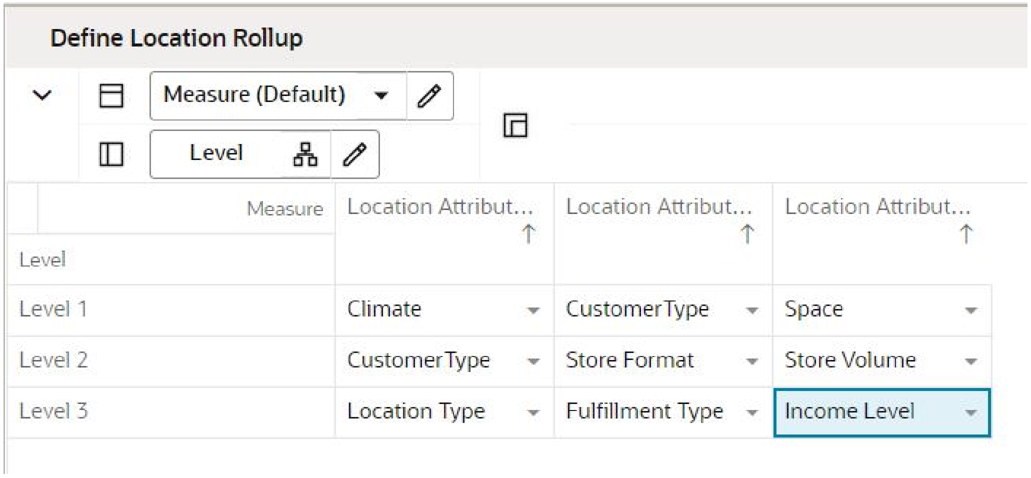
The Define Location Rollup view is used to select location attributes to view in an alternate hierarchy. Nested location attribute roll up is provided with three levels. A planner can set up to three different combinations for nested rollup with a maximum of three levels in each combination. Nesting of dynamic attributes is a configurable option. For example: As a first combination, you select Climate as a Level 1, Customer Type as Level 2, and Store Format as Level 3 by clicking the list of attributes available.

This allows you to roll up your location by Climate, then Customer Type inside each Climate and then by Store Format inside each customer type. This feature also allows you to view subtotals for each of the levels. You can edit subtotals and spread the values to all the associated child positions.

Perform the following steps to complete this process:

1. Select up to three dynamic location attributes from the list.
2. Run the Refresh Location Rollup Application Action.
3. To view the location attribute:
    a. In a view that displays location level, click the Location Hierarchy tile.
    b. Select the attribute (Attribute 1 or 2 or 3) that you would like to view in the nested dynamic rollup.
    c. Click **OK**.

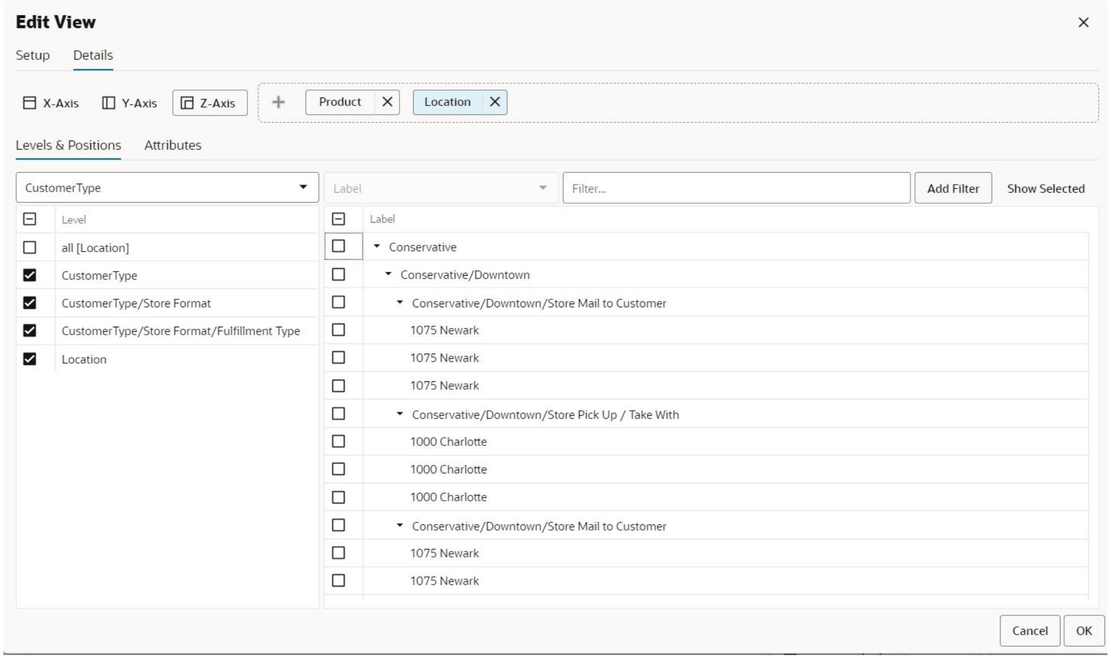
Figure 11-14 Define Location Rollup View



Measure Level	Location Attribut...	Location Attribut...	Location Attribut...
Level 1	Climate	CustomerType	Space
Level 2	CustomerType	Store Format	Store Volume
Level 3	Location Type	Fulfillment Type	Income Level

A measure profile is selected by clicking on the Edit View button next to the Measure tile.

Figure 11-15   Edit View


Edit View
×
Setup
Details
X-Axis
Y-Axis
Z-Axis
+
Product
Location
Levels & Positions
Attributes
Label
Filter...
Add Filter
Show Selected
Cancel
OK

CustomerType

	Level
☐	all [Location]
☑	CustomerType
☑	CustomerType/Store Format
☑	CustomerType/Store Format/Fulfillment Type
☑	Location

	Label
☐	▾ Conservative
☐	▾ Conservative/Downtown
☐	▾ Conservative/Downtown/Store Mail to Customer
☐	1075 Newark
☐	1075 Newark
☐	1075 Newark
☐	▾ Conservative/Downtown/Store Pick Up / Take With
☐	1000 Charlotte
☐	1000 Charlotte
☐	1000 Charlotte
☐	▾ Conservative/Downtown/Store Mail to Customer
☐	1075 Newark
☐	1075 Newark

Sales and Returns Sub-step

After pre-season plan, review the sales return plan during In-season. This has similar views and measures as Sales and Returns steps from pre-season step.

- Plan Sales / Markdown
- Local – Sales / Markdown
- W/F Sales and Markdown
- Define Location Roll up

Inventory and Gross Margin Sub-step

The Planner can use this sub-step to review the inventory and margins against the target during In-season process. This step has similar views and measures as Inventory and Gross Margin sub-step from pre-season step.

- Plan Receipts and Inventory
- Gross margin
- Local – Gross Margin
- W/F Gross Margin
- Define Location Roll up

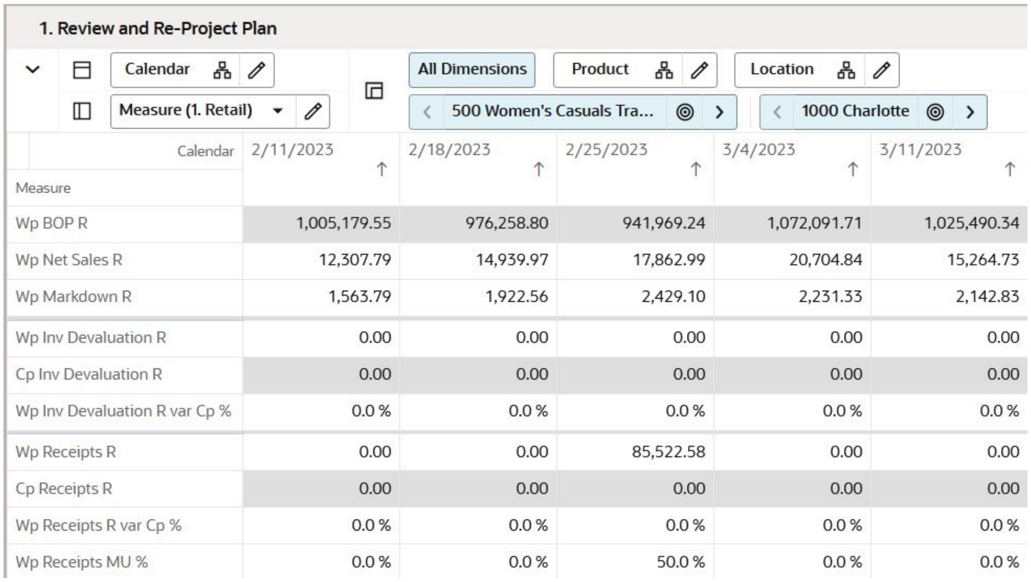
Review and Re-Approve Step

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

Review and Re-Project Plan

In this view, you can review the On Order and Open To Buy during in-season and adjust planned inventory data as needed and reapprove the CP Plan.

Figure 11-16 Review and Re-Project Plan View

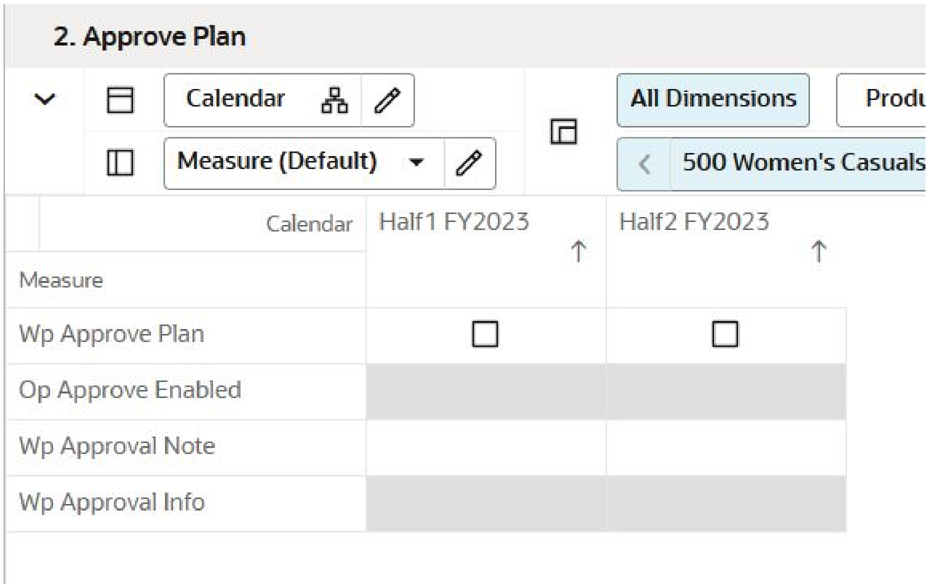

1. Review and Re-Project Plan
Calendar
Measure (1. Retail)
All Dimensions
Product
Location
500 Women's Casuals Tra...
1000 Charlotte

Calendar Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Wp BOP R	1,005,179.55	976,258.80	941,969.24	1,072,091.71	1,025,490.34
Wp Net Sales R	12,307.79	14,939.97	17,862.99	20,704.84	15,264.73
Wp Markdown R	1,563.79	1,922.56	2,429.10	2,231.33	2,142.83
Wp Inv Devaluation R	0.00	0.00	0.00	0.00	0.00
Cp Inv Devaluation R	0.00	0.00	0.00	0.00	0.00
Wp Inv Devaluation R var Cp %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts R	0.00	0.00	85,522.58	0.00	0.00
Cp Receipts R	0.00	0.00	0.00	0.00	0.00
Wp Receipts R var Cp %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Receipts MU %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %

Approve Plan

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

Figure 11-17 Approve Plan View


2. Approve Plan
Calendar
Measure (Default)
All Dimensions
Produ
500 Women's Casuals

Calendar / Measure	Half1 FY2023	Half2 FY2023
Wp Approve Plan	☐	☐
Op Approve Enabled		
Wp Approval Note		
Wp Approval Info		

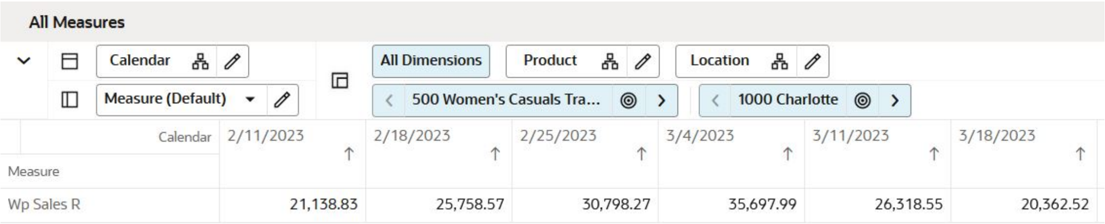
All Measures

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

All Measures View

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

Figure 11-18 All Measures View


All Measures
Calendar
Measure (Default)
All Dimensions
Product
Location
500 Women's Casuals Tra...
1000 Charlotte

Calendar / Measure	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023
Wp Sales R	21,138.83	25,758.57	30,798.27	35,697.99	26,318.55	20,362.52

A

Appendix: Cost Calculations

This appendix provides additional information on find a few of the core retail calculations to help aid your understanding. It is important to understand that a particular measure can be calculated in many ways because it is impacted by many different input measures. When a value is changed that impacts other editable values, the impacted measures that then need to be recalculated are *protected* so that you cannot also update those values. This prevents a *deadlock* or circular calculation in which you do not know where to start recalculating.

Measure Label	Measure Calculation	Notes
Margin		
GM R	Net Sls R - Net Sls C	
GM %	GM R / Net Sls R	
Net GM R	GM R + Vendor Funds R + Royalties R - Shrink C - MOS C	
Net GM %	Net GM R / Net Sls R	
Sales		
Net Sls C	Net Sls U * Net Sls AUC	
Net Sls C	Net Sls Reg+Promo C + Net Sls Clr C	An edit to Net Sales will proportionally spread the change to Net Reg+Promo and Net Sls Clr.
Inventory		
EOP C	Reg+Promo EOP C + Clr EOP C	
EOP Reg+Promo C	Reg+Promo BOP C + Rec C - Net Sls Reg+Promo C - Shrink C - Misc Adj C - Move to Clr + Inv Adj C	For Merch Target/Merch Plan. See EOP calc for Location Planning.
Clr EOP C	Clr BOP C - Net Sls Clr C - MOS C + Move to Clr C	For Merch Target/Merch Plan. See EOP calc for Location Planning.
EOP C (for Loc Plan)	Receipt C + BOP C - Net Sales C - Shrink C + Transfer In/Out C	
Receipts C	Reg+Promo EOP C - Reg+Promo BOP C + Net Sls Reg+Promo C + Shrink C + Misc Adj C + Move to Clr C - Inv Adj C	

Measure Label	Measure Calculation	Notes
Forward Cover C	Forward cover uses an internal function which counts the number of future periods which EOP can cover the future Net Sales. As the end of the calendar horizon in the segment is reached, the future net sales do not exist to calculate cover. In this case, the function *copies* the Net Sales for the segment's calendar horizon (such as the half) into the future to enable calculating a forward cover value.	
Forward Week Cover	This is same as forward cover measure with an additional benefit that shows the aggregated level in number of weeks using PET agg method. This helps you to understand the forward cover inventory at week level only, even when you look at the calendar at the aggregated / parent level.	
Stock to Sales Ratio C	BOP C / Net Sls C	
Sell Thru C %	Net Sales C / (BOP C + Receipts C)	

B

Appendix: Troubleshooting

This appendix provides details that you can use to identify and resolve problems.

Accessing Multiple RPAS CE Applications

A user may need to access multiple RPAS CE applications, such as MFP, AP, and RDF, at the same time. In this case it is necessary to launch each application URL in a separate browser window, in the following way.

Launch one application in a browser window, then launch every other application in an incognito window (Chrome) or in a private window (Firefox). Launching multiple applications using regular browser windows of the same type (for example, Chrome/Firefox) can lead to unexpected UI errors, such as logging out of one application causing a logout across all applications.