

Oracle® Retail Merchandise Financial Planning Retail Cloud Service User Guide



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Preface

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

Audience

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

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

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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 Retail Cloud Service.

For information about MFP Cost Cloud Service, see the *Oracle Retail Merchandise Financial Planning Cost 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, markdowns, receipts, inventory, gross margin, 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 Services include the capability for both Merchandise (Merch) and Location Planning.

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 a new plan. Users then plan sales, receipts inventory, turn, and gross margin measures.

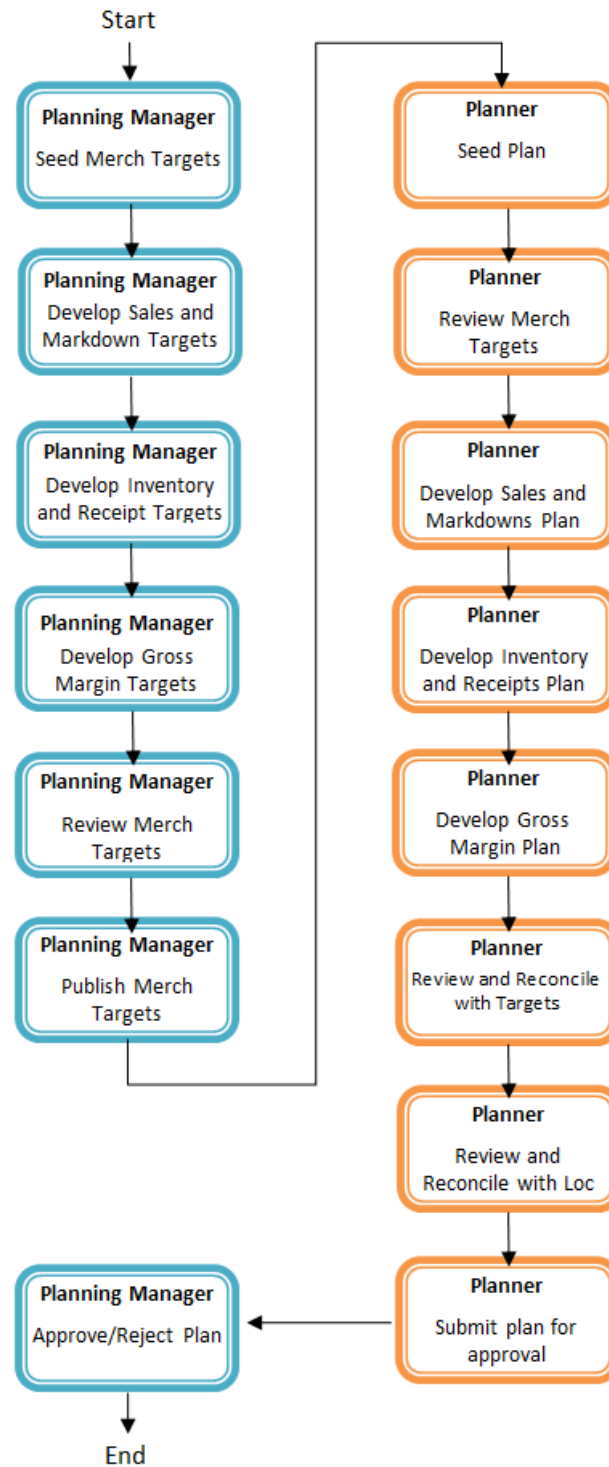
There are two types of users in merch planning:

- 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 Plan (Op) and Current Plan (Cp) plans for approval by the Planning Managers role.

The targets are published by superior levels to the subsequent level: Planning Managers passes 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.

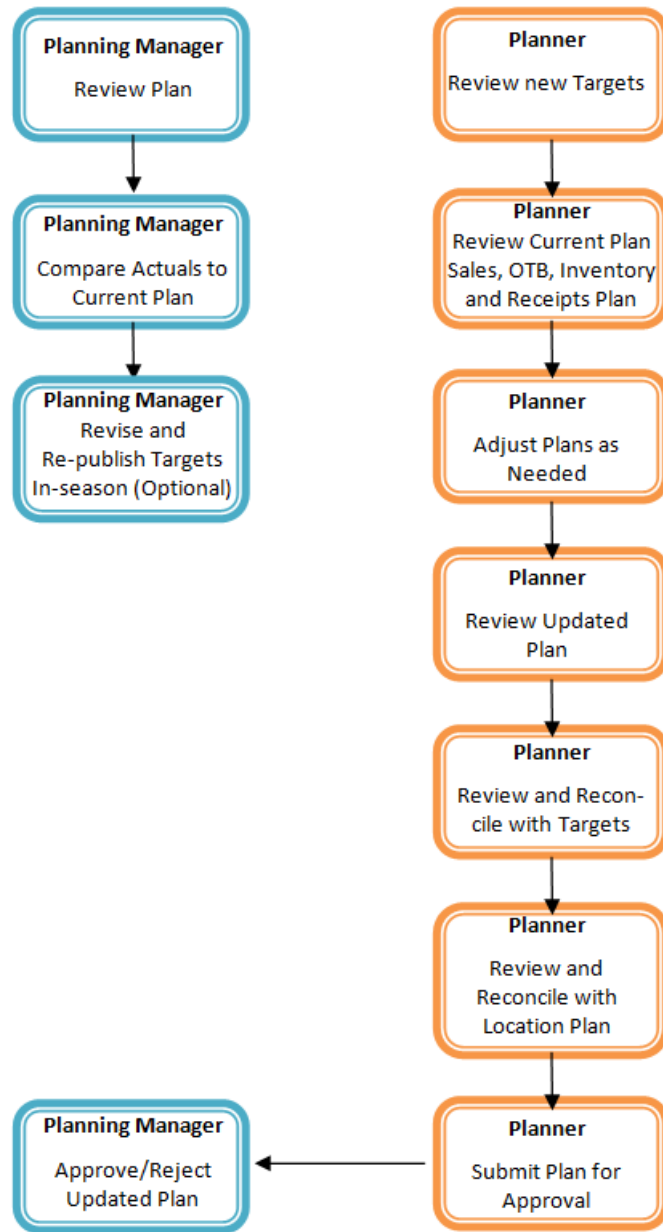
This process is shown in [Figure 1-1](#) and [Figure 1-2](#).

Figure 1-1 Create Merchandise Financial Targets and Plan Process



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



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 a 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 planner 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

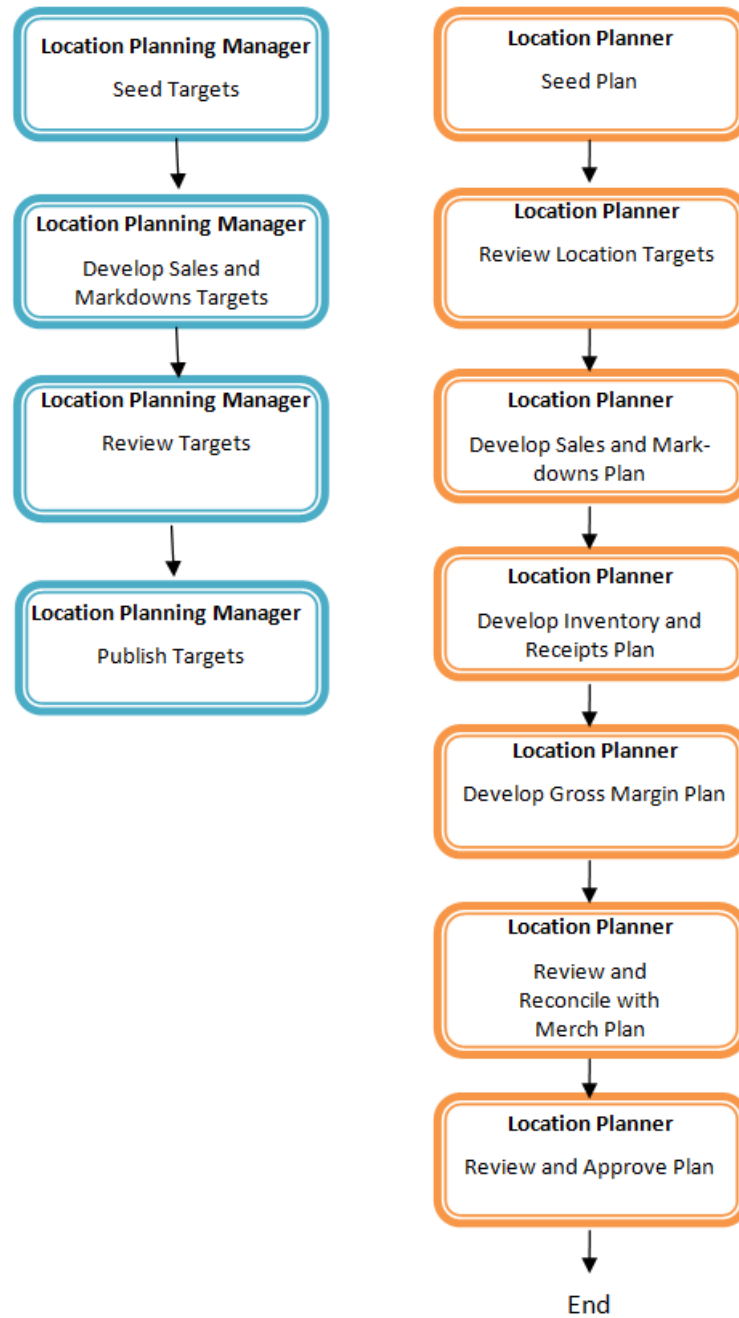
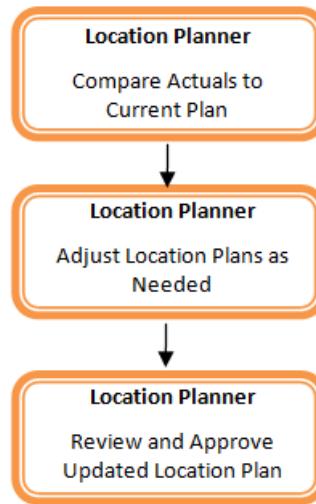


Figure 1-4 Manage/Update Location Plan Process

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 pass 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 is also used to define 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 pre-defined 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. 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 functionally 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 consists 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 dimension and its levels such as Department, Class, and Sub-Class.
- Calendar dimension and its levels such as Season, Month, and Week.
- Location dimension 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 workbook can be displayed using both multidimensional spreadsheets and charts. The data can be viewed at a detailed level or at an aggregate level.

Views

Planning views are multidimensional pivot tables that provide users with views of the data contained in a workbook. Oracle Retail 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 individual views within a view. 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 is performed.

Measure Aggregation and Spreading

Users can 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](#) provides a list of relevant aggregation and spread methods that are used in MFP Retail 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 hierarchy dimensions.	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 Margin%. Also other calculated measures such as TO and Forward Cover.
PST - Period Start Total	Value is summed up non-calendar dimensions. 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 dimensions. 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 pick list Approve/Reject .
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 below the dimension level are on .	Boolean (checkbox) 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 levels when a value is entered at an aggregate level.	Value or unit measures such as sales and receipts.

Table 1-3 (Cont.) Spread Methods

Spread Methods	Result	Types of Measures
None	The result of the edit is passed to another measure. The spread method for the measure that inherits the edit is used to spread the new value to the child levels. 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 Markdown var to Op R%.
PS (Period Start)	For edits at an aggregate level, the edited value is placed into the first logical child level 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 level 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 levels 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 level. 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 level (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 level. 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 level (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

Table 1-6 (Cont.) Example for Even Method

	February	Week1	Week2	Week3	Week4
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 level 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 level (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 level. 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 level (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 Workspace 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.** Data 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 by the planner before the plan is resubmitted for approval.

Original Plan (Op)

- A pre-season plan that has been approved and promoted from Waiting for Approval (Wa) to Original Plan (Op) version. 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

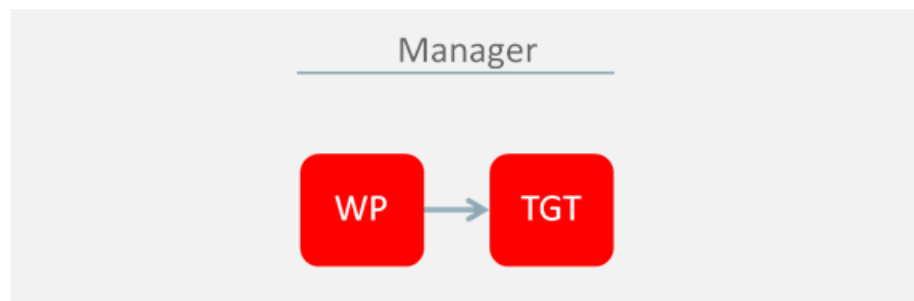
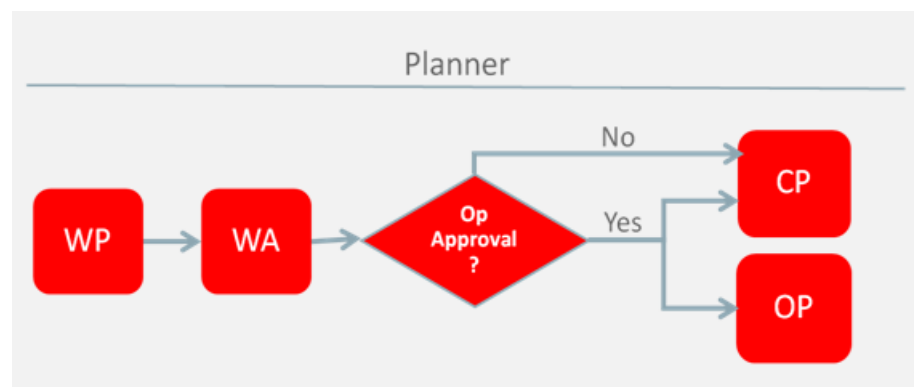


Figure 1-6 Plan Versions Created by Planner



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

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. Merch Plans and Location Plans are reconciled to each other, and their respective Merch Targets or Location Targets to ensure the plans meet the business objectives.

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 MFPCS, 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:

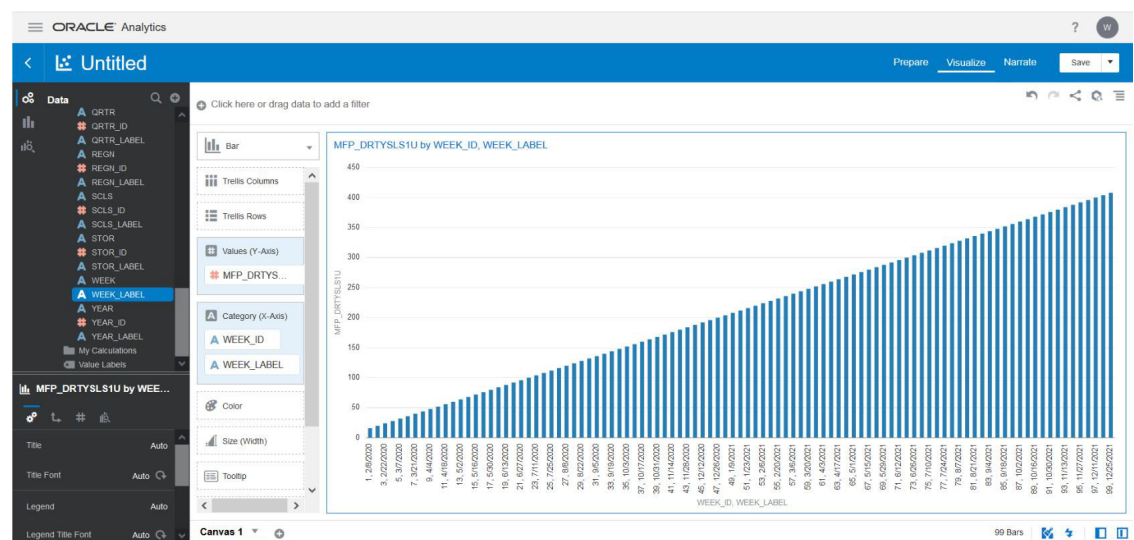
- MFP Sales Test report.dva
- MFP inventory report.dva

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 Configuration Set up, refer to the *Oracle Retail Predictive Application Server Cloud Service Implementation Guide*.

Figure 1-7 Data Visualization Reports





Note:

Data Visualization reports are now available out-of-the-box for the MFP application. These reports allow you to analyze KPIs visually leveraging the best reporting capabilities Oracle offers. The provided out-of-the-box reports are expected to serve as a starting point for users. You can then further build required reports tailored to your specific needs.

These out-of-the-box reports are included as part of the OAS catalogue. To access the reports, navigate to the **Shared** folder, then the **AI Foundation** folder and finally the **MFP** folder.

Within the MFP reports, you can view following three visualizations:

- Overview of Key Metric
- Key Margin and Sales Metric
- Key Sales and Inventory Metric

2

MFP Cloud Service Dashboard

The Dashboard is the workspace that is seen upon login. The dashboard gives you key statistics 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

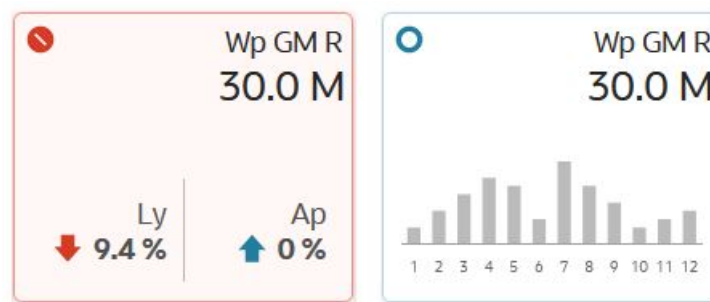
Tiles are displayed across the top of the screen and contain the measures/metric data. The drop-down lists, displayed above the tiles, control the profile of tiles and segment of data represented in the tiles (and the chart below).

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.

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.

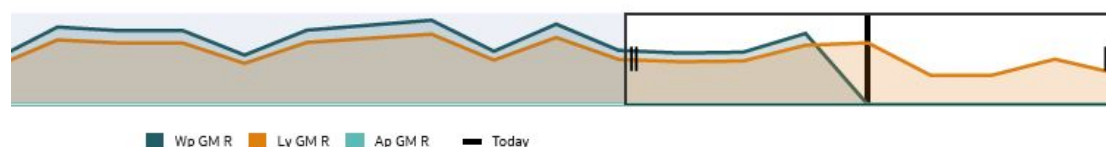
The drop-down lists, displayed above the tiles, control the profile of tiles and segment of data represented in the tiles and, therefore, the chart area.

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

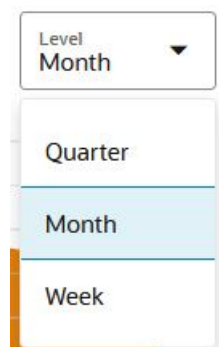
The time horizon used to calculate the metric of each tile can be changed either in the drop-down list selection above the tiles, or by dragging the time horizon window at the bottom of the chart.

Figure 2-2 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



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
Markdown POS R % Max	Markdown POS Min Diff %	percentage points delta between Markdown POS % and max threshold
Markdown POS R % Min	Markdown POS Max Diff %	absolute percentage points delta between Wp Markdown POS % 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

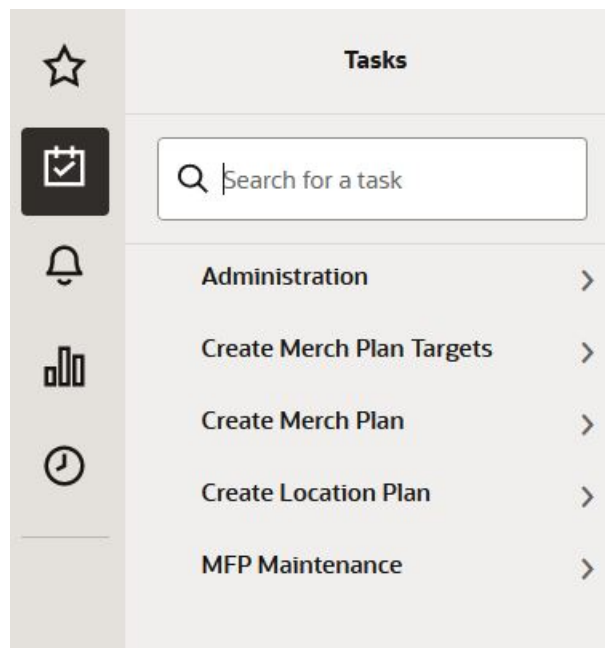
Using the Open in Workspace button to open a plan will start alert navigation mode within the workspace and bring you to the first alerted position and views associated with the alerted measure.

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



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 [X]

Select Plan

Filter...

My Plans Sort by ▾

2023 H1_Women's Casual Wear Last Edited 6/2/2022	Active ...
2023 H2_Women's Casual Wear Last Edited 6/1/2022	Active ...
2022 H2_Women's Casual Wear Last Edited 5/26/2022	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 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 Dialog

Create Merch Plan [X]

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.

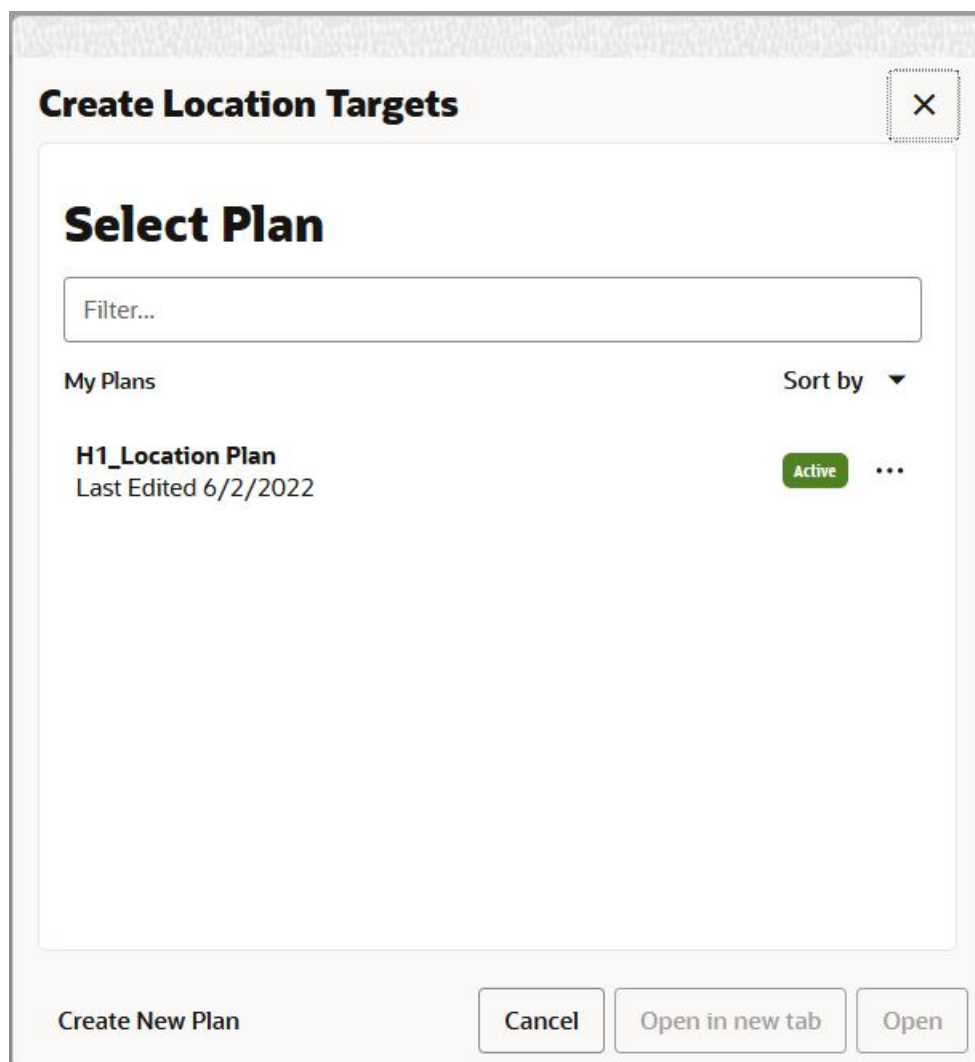
Create Location Plan

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



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](#)
- [Batch Setup 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).

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

History Mapping				
▼	☰	Measure (Default) ▼	✎	
	☰	Calendar	☰	✎
	Measure	Lag Ly	Lag Lly	Week Id ⓘ
	Calendar			
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

Local Currency Rate					
Calendar	2/8/2020	2/15/2020	2/22/2020	2/29/2020	3/7/2020
Currency	↑	↑	↑	↑	↑
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 [Figure 4-3](#) 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

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% (sales) and VAT C % (cost 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

VAT Setup				
▼	Calendar	Measure (Default)		
☐	VAT	< VAT % >		
Calendar	2/8/2020	2/15/2020	2/22/2020	2/29/2020
VAT	↑	↑	↑	↑
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 Measures

Measure	Description
VAT%	The default Value Added Tax (VAT) rate percentage applied to sales. This value should be set if there are taxes that are applied to the sale of goods.
VAT C %	The Value Added Tax rate percentage for the cost of goods. This value should be set if there are taxes that are applied on the purchase of goods.

Batch Setup Step

The Batch Setup 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 Retail 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:

- [Batch Setup View](#)
- [Export Setup View](#)

Batch Setup 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 MFPCS.

Table 4-5 Batch Setup 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.
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.

Export Setup View

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

Figure 4-5 Export Setup View

Export Setup

Calendar

Product

All Dimensions

Measure (Default)

Location

Export Mask

BRA Brick & Mortar

Calendar

Half1 FY2020

Half2 FY2020

Half1 FY2021

Half2 FY2021

Half1 FY2022

Half2 FY2022

Half1 FY2023

Product

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 Export Setup 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, you must clear 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](#)

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 Info			
▼	☐	Measure (unsaved) ▼	✎
☐	☐	Location	☐ ✎
Measure	Location Status	W/F Location	Location Descript...
Location	↑	↑	↑
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 Space				
▼	☐	Product  	Measure (Default) ▼ 	
	☐	Location  	< Square Meter  >	
	Product	100 Men's Footw...	200 Women's Fo...	300 Men's Casuals
		↑	↑	↑
Location				
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

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

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 lists for each attribute to assign the appropriate attribute value to each store / location.

Figure 5-4 Assign Location Attribute View

Assign Location Attributes							
Location Attributes	Measure (Default)						
Location	Location Attribute						
Location Attributes	Climate	Customer Type	Fulfillment Type	Income Level	Location Type	Sales Perf Grp	
Location							
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	
✓	Measure (Default)
Location Attributes	< Location Attribute Lbl >
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

Channel Type		
▼	Measure (Default) ▼ ✎	☐ ☐
	Location ☐ ✎	☐
	Measure	Channel Type
	Location	↑
	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 ▼

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 half year 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	Half1 FY2023	Half2 FY2023	Half1 FY2024	Half2 FY2024
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 half year 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	All Dimensions		Location	Product
Measure (Default)	Brick & Mortar		500 Women's Casuals Traditional	
Calendar	Half1 FY2023	Half2 FY2023	Half1 FY2024	Half2 FY2024
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	2/20/2021	2/27/2021	3/6/2021	3/13/2021	3/20/2021
Measure	↑	↑	↑	↑	↑
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 POS Reg+Promo R	This Year Markdown Point of Sales Reg+Promo Retail
Ty Markdown POS Clr R	This Year Markdown Point of Sales Clearance Retail
Ty Markdown due to W/F R	This Year Markdown W/F Retail
Ty Markdown Perm Reg+Promo R	This Year permanent Markdown Reg+Promo Retail
Ty Markdown Perm Clr R	This Year permanent Markdown Clearance 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
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

Table 7-1 (Cont.) Actuals View Measures

Measure	Description
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

Merch Target					
Calendar	2/20/2021	2/27/2021	3/6/2021	3/13/2021	3/20/2021
Measure					
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	5/15/2021	5/22/2021	5/29/2021	6/5/2021	6/12/2021	
Measure						
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	2/20/2021	2/27/2021	3/6/2021	3/13/2021	3/20/2021	
Measure						
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	3/6/2021	3/13/2021	3/20/2021	3/27/2021	4/3/2021
Measure					
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. 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.

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 workspace. You can also choose what locations and products to seed.

Figure 8-1 Create Targets - Seed Plan: Initialize View

The screenshot displays the 'Initialize' view within the 'Create Targets' application. The top navigation bar includes 'Create Targets', 'Seed Plan', 'Sales and Returns', and 'Gross/Net Margin'. Below this is a toolbar with icons for menu, search, and navigation. The main area is titled 'Initialize' and contains several interactive elements: a 'Calendar' dropdown set to 'Half 1 FY2023', a 'Measure (1. Seed)' dropdown, and a 'Wp Seed Source' dropdown. The 'Wp Seed Info' field shows 'Ly: 01 Jan 2023 :'. The 'Wp Seed Returns Setup' field has checkboxes for 'Half 1 FY2023' and 'Half 2 FY2023'.

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.

Table 8-1 (Cont.) Initialize View Measures

Measure	Description
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.

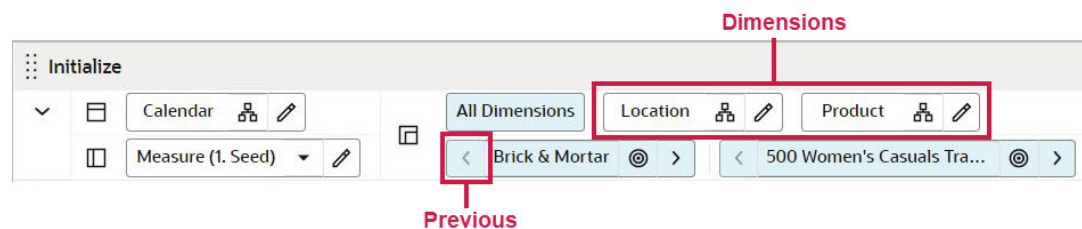
There are two ways you can seed. You can seed each level individually, or you can seed several levels at once by changing the dimension level shown in the view.

Seeding One Level at a Time

To seed one target at a time you 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:

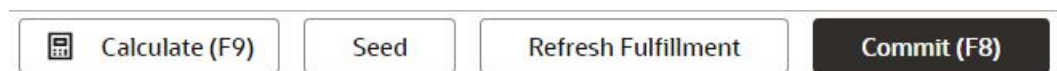
1. Click on the Dimension whose value (position) you want to change, as shown in Figure 8-2.
2. Click the **Next** or **Previous** arrow, as shown in Figure 8-2.

Figure 8-2 Changing a Dimension Level with Page Arrows



3. The page refreshes and the next position in the department level 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 department.
6. When you have selected all the data you want to seed, click **Seed** in the bottom right corner.

Figure 8-3 Seed Button



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

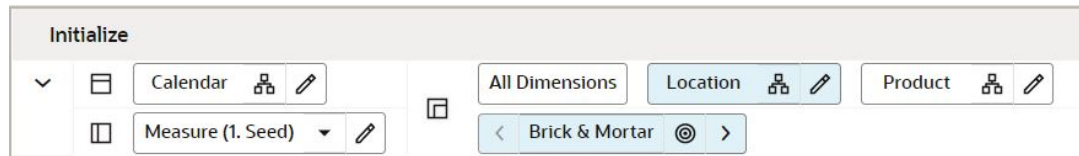
If you want to seed several locations and several products at once, change the displayed level of the dimensions.

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

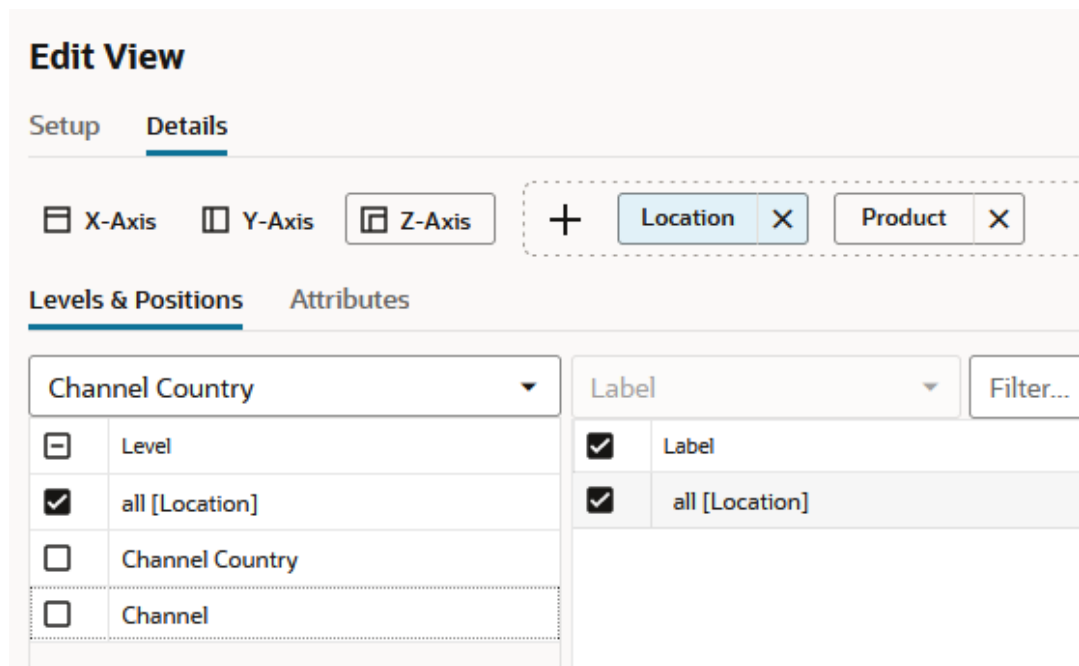
1. Click the Edit View button of the dimension level you want to change.

Figure 8-4 Location Dimension Tile



2. The dimension window is displayed. Select the level of the dimension that you want to appear in the page edge. If you want to view more than one level at a time in the page edge or grid, select multiple levels. In [Figure 8-5](#), Channel was deselected and all [Location] was selected instead.

Figure 8-5 Location Dimension Window



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 8-6](#), the Location and Product dimensions are at the highest level, Company, and the half *Half1 FY2020* 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 8-6 Seeding Several Levels at Once

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

- 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](#)".



Note:

To clear the seeded data, use the **Clear Plan** custom menu option.

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 POS R % Max Threshold	Alert is red when Markdown POS R % is greater than the threshold
Wp Markdown POS R % Min Threshold	Alert is green when Markdown POS 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.

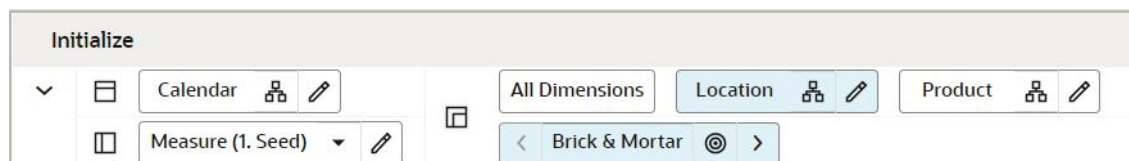
Sales and Markdowns View

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 8-7 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 POS R).

- **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 also use this view to review the Average Unit Retail (AUR) to ensure it aligns with your strategic plans for the department.

- **Direct**

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

- **Fulfillment Planning**

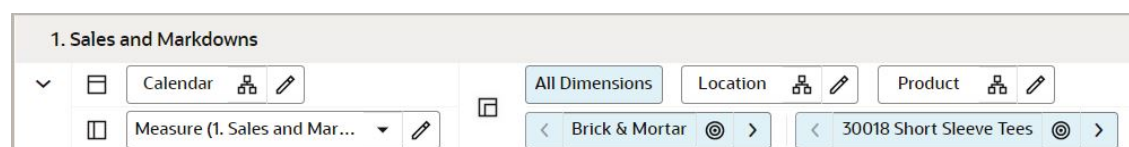
This measure profile is focused on planning returns which result from Online purchases which are returned to the store. Often a significant portion of those returns are then sent back to the Online Fulfillment warehouses. These returns are rightfully attributed to the Direct channel and impact the net 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 8-8 1. Sales and Markdowns View



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 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. 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 POS Reg+Promo R% to adjust the Wp Markdown POS 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, 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 8-9 Returns Maintenance Setup View

Returns Maintenance Setup					
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
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 Restocking \$/ U	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 8-10 W/F Sales and Markdowns

W/F - Sales and Markdowns					
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
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 8-11 Local - Sales and Markdowns

Local - Sales and Markdowns						
Calendar	All Dimensions		Location		Product	
Measure (unsaved)	< Brick & Mortar		>		< 500 Women's Casuals Traditional	
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	
Measure						
Wp Sales LR	1,146,712.00	2,134,567.50	1,798,534.75	1,900,500.00	1,879,999.50	
Ly Sales LR	0.00	0.00	0.00	0.00	0.00	
Wp Markdown POS LR	130,487.00	150,450.00	120,290.00	110,239.00	132,103.00	
Ly Markdown POS 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.

Inventory turn is an important indicator of the effectiveness of the planned inventory. It tells you how many times stock is being sold and repurchased over a given period of time. The goal is to increase your turn as much as possible, without having to take markdowns. Turn (Wp CUM Turn R) is reviewed in this workspace view.

Another important indicator is Stock to Sales Ratio. 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.

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

**Note:**

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

The following measure profiles are available:

- **Retail (Default)**

The Retail 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**

In this view, you can directly maintain EOP inventory, Mark Out of Stock (MOS), and Move to Clearance in terms of units.

- **Fulfillment Planning**

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

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

1. Plan the receipt flow and then evaluate the average inventory and turn.
2. Review the Receipts Markup (MU) for accuracy. Often this will follow the keystone 50%, but many variables can impact the decision on markup-from competitor pricing to freight costs, and overhead operating expense.
3. Review the Wp CMU % measure. Cumulative markup rate (CMU %) is a blend of the beginning of period (BOP) inventory retail and cost with the future receipt retail and receipt cost. The Wp CMU % directly affects the cost of goods sold (COGS), which then affects the gross margin.
4. Review the Wp Stock to Sales R ratio. Make adjustments to Sales and other inventory measures (Receipts, Move out of Stock, Move to Clr, and so on) to achieve the desired stock to sales ratio.

Figure 8-12 Receipts and Inventory View

1. Receipts and Inventory						
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023
Measure						
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

In this view, you plan clearance sales. This is an important step in creating Reg + Promo and Clearance balance sets.

Figure 8-13 Move to Clearance View

2. Move to Clearance					
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
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 Cost of Goods Sold (COGS). 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 8-14 Gross Margin View

1. Gross Margin						
Calendar	7/1/2023	7/8/2023	7/15/2023	7/22/2023	7/29/2023	
Measure						
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 8-15 W/F - Gross Margin

W/F - Gross Margin					
Calendar	9/2/2023	9/9/2023	9/16/2023	9/23/2023	9/30/2023
Measure	↑	↑	↑	↑	↑
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.

Figure 8-16 Local - Gross Margin

Local - Gross Margin					
Calendar	6/10/2023	6/17/2023	6/24/2023	7/1/2023	7/8/2023
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 %

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 8-17 Review Targets View

Review Targets

Calendar

All Dimensions

Location

Product

Measure (unsaved)

< Brick & Mortar

>

< 500 Women's Casuals Traditional

>

Calendar	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023	2/11/2023
Measure						
Wp Sales R	193,012.28	173,547.46	232,561.89	251,457.36	267,665.01	222,920.14
Ly Sales R	175,465.71	157,770.42	211,419.90	228,597.60	243,331.83	202,654.67
Wp Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Sales R var Fcst %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	-74.4 %
Wp Net Sales R	172,351.49	102,424.89	137,571.56	149,059.53	157,885.42	132,493.22
Ly Net Sales R	156,683.17	93,113.54	125,065.05	135,508.66	143,532.20	120,448.38
Wp Net Sales R var Ly %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %
Wp Markdown POS R	83,173.53	69,309.90	65,857.55	74,580.55	76,549.00	0.00
Wp Markdown POS R %	48.3 %	67.7 %	47.9 %	50.0 %	48.5 %	0.0 %
Wp Markdown Perm R	21,023.79	17,119.08	23,136.66	24,949.06	26,772.69	14,265.31
Wp Markdown Perm R %	0.2 %	0.1 %	0.2 %	0.2 %	0.2 %	0.1 %
Ly Markdown Perm R	18,876.16	15,451.95	20,726.15	22,678.05	23,888.31	14,235.53
Ly Markdown Perm R %	0.2 %	0.2 %	0.2 %	0.3 %	0.2 %	0.1 %

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.

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.

Figure 8-18 Publish Targets

1. Publish			
▼	Calendar	Calendar	All Dimensions
□	Measure (1. Publish)	Measure (1. Publish)	< Brick & Mortar
	Calendar	Half1 FY2023	Half2 FY2023
Measure		↑	↑
Wp Publish Targets		☒	☐
Wp Publish Notes			
Tgt Publish Info			

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.

If the system is set for the Self Approval process, then a Merch Planner can approve the plans independently and the manager receives the approved plan for reference.

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 8-19 Format Dialog

Format

Apply to Measure: 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, click the refresh menu option 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 8-20 Refresh Menu Option

Menu

- Calculate (F9)
- Commit (F8)
- Refresh (Alt+F5)

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.

The Op Approve Enabled indicator controls whether or not a plan can be submitted for Op approval. 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. If false, approved plans can only be promoted to Cp, and not Op.

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

If using the Self Approval process, the Merch Planner directly approves the plan and managers can review the approved Original Plan (Op) and Current Plan (Cp).

In-Season Review and Re-Project Targets Step

The Planning Manager 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.

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.

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 8-21 Review Plan View

Review Plan

Calendar

Measure (1. Default)

All Dimensions

Location

Product

<

Brick & Mortar

⊙

>

<

500 Women's Casuals Traditional

⊙

>

	Calendar	8/13/2022	8/20/2022	8/27/2022	9/3/2022	9/10/2022
Measure						
Tgt Sales R		0.00	0.00	0.00	0.00	
Wa Sales R		0.00	0.00	0.00	0.00	
Tgt Sales R var Wa %		0.0 %	0.0 %	0.0 %	0.0 %	
Tgt Net Sales R		0.00	0.00	0.00	0.00	
Wa Net Sales R		0.00	0.00	0.00	0.00	
Tgt Net Sales R var Wa %		0.0 %	0.0 %	0.0 %	0.0 %	
Tgt Markdown POS R		0.00	0.00	0.00	0.00	
Tgt Markdown POS R %		0.0 %	0.0 %	0.0 %	0.0 %	
Wa Markdown POS R		0.00	0.00	0.00	0.00	

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).

If using the Self Approval process, the Merch Planner directly approves the plan and managers can review the approved Original Plan (Op) and 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 planned and projected inventory levels. This variance is shown in the Wp OTB R measure. OTB indicate how many additional receipts can be purchased (or canceled) after projected sales and markdowns. 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. 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 R to Wp Net On Order R.
- If receipts are booked for upcoming (non-elapsed) periods, you can enter the Wp Receipt R data into the Wp On Order Adj R to capture the Wp OTB R 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.

This view has two measure profiles:

- **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 8-22 Open to Buy View

Open to Buy						
Calendar	All Dimensions		Location	Product		
Measure (unsaved)	< Brick & Mortar		> 500 Women's Casuals Traditional			
Calendar	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023	2/11/2023
Measure						
Wp BOP R	12,431,354.78	11,939,048.97	11,614,518.77	11,231,774.40	13,022,797.90	12,572,865.23
Wp Net Sales R	172,351.49	102,424.89	137,571.56	149,059.53	157,885.42	132,493.22
Wp Markdown POS R	83,173.53	69,309.90	65,857.55	74,580.55	76,549.00	0.00
Wp Markdown POS R %	48.3 %	67.7 %	47.9 %	50.0 %	48.5 %	0.0 %
Wp Markdown Perm R	21,023.79	17,119.08	23,136.66	24,949.06	26,772.69	14,265.31
Wp Markdown Perm R %	0.2 %	0.1 %	0.2 %	0.2 %	0.2 %	0.1 %
Wp Receipts R	0.00	0.00	0.00	1,097,949.73	0.00	0.00
Wp Receipts MU %	0.0 %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %
Cp Receipts R	0.00	0.00	0.00	1,118,219.18	0.00	0.00
Cp Receipts MU %	0.0 %	0.0 %	0.0 %	50.0 %	0.0 %	0.0 %

Projection Sub-Step

The Projection view has three measure profiles available:

- **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.

9

Create Merch Plan Task

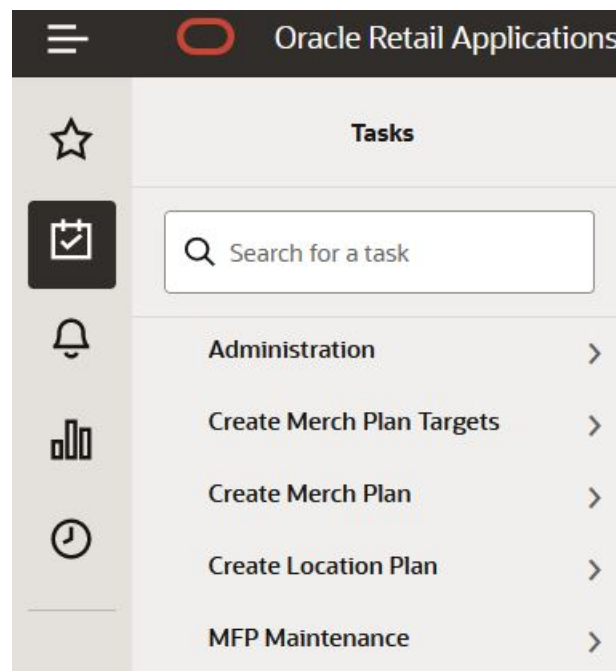
The Planner role is usually associated with the merchandise planner in the merchandise planning organization. During the pre-season, the Planner receives department targets from the Planning Manager. The Planner references those targets when creating the subclass merch plans.

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.

Figure 9-1 Create Merch Plan Task



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. 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 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.

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. This view is found in the Create Plans Step: Seed Plan.

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.

Figure 9-2 Initialize View

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

Table 9-1 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. 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.

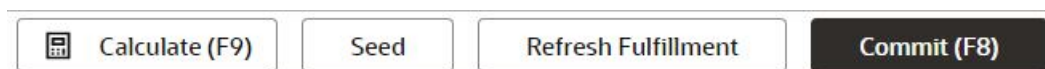
Seeding One Level at a Time

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

1. Click the Dimension whose value (position) you want to change, as shown in [Figure 9-3](#).
2. Click the **Next** or **Previous** arrow, as shown in [Figure 9-3](#).

Figure 9-3 Changing a Dimension Level with Page Arrows

3. The page refreshes and the next position in the department dimension 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 9-4 Seed Button

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

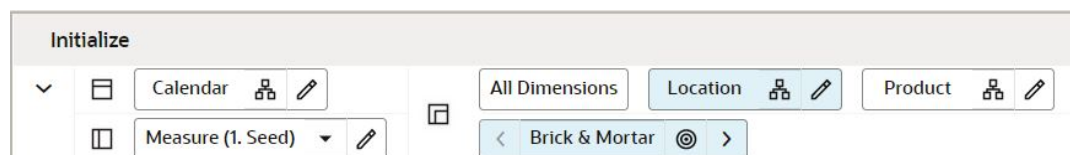
After you have seeded, the view refreshes and the Last Seed Source and Last Seed Date measures contain the source and date of the last seed.

Seeding Several Levels at Once

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

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 level you want to change.

Figure 9-5 Location Dimension Tile

2. The Edit View 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.
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 9-6](#), both the Location and Product dimensions are at the highest level, Company, and the half *Half1 FY2020* 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 9-6 Seeding Several Levels at Once

Initialize			
Calendar	all [Calendar]	All Dimensions	
Measure (1. Seed)		< all [Location]	
Measure	Half1 FY2023		
Wp Seed Source			
Wp Seed Info	Ly : 01 Jan 2023 :	Ly : 01 Jan 2023 :	
Wp Seed Returns Setup	☐	☐	

- 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](#)".

**Note:**

To clear the seeded data, use the **Clear Plan** custom menu option.

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 POS R % Max Threshold	Alert is red when Markdown POS R % is greater than the threshold
Wp Markdown POS R % Min Threshold	Alert is green when Markdown POS 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 and Returns 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 Returns, has one default view: Sales and Markdowns.

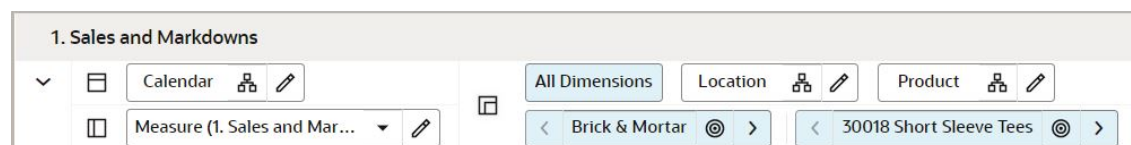
Sales and Markdowns View

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 9-7 Edit View Button



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

- **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.

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 POS R).

- **Direct**

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

- **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 also use this view to review the Average Unit Retail (AUR) to ensure it aligns with your strategic plans for the department.

- **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 9-8 Sales and Markdowns View

1. Sales and Markdowns						
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023
Measure	↑	↑	↑	↑	↑	↑
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 POS R% to adjust the Wp Markdown POS 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 setup return rates for Buy Online, Return in Store (BORIS) versus Buy Online, 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 9-9 W/F - Sales and Markdowns

W/F - Sales and Markdowns					
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
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 9-10 Local - Sales and Markdowns

Local - Sales and Markdowns					
Calendar	2/12/2022	2/19/2022	2/26/2022	3/5/2022	3/12/2022
Measure					
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 POS LR %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown POS LR	0.00	0.00	0.00	0.00	0.00
Ly Markdown POS LR	0.00	0.00	0.00	0.00	0.00
Wp Markdown POS LR var Ly %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown Perm LR	0.00	0.00	0.00	0.00	0.00
Ly Markdown Perm 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.

Inventory turn is an important indicator of the effectiveness of the planned inventory. It tells you how many times stock is being sold and repurchased over a given period of time. Turn is reviewed in this workspace view.

**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:

- **Retail**

The Retail 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 Retail, 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, 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.

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

1. Plan the receipt flow and then evaluate the average inventory and turn.

2. Review the Receipts Markup (MU) for accuracy. Often this will follow the keystone 50%, but many variables can impact the decision on markup: from competitor pricing to freight costs, and overhead operating expense.
3. Review the Wp CMU % measure. Cumulative markup rate (CMU %) is a blend of the beginning of period (BOP) inventory retail and cost with the future receipt retail and receipt cost. The Wp CMU % directly affects the cost of goods sold (COGS), which then affects the gross margin.
4. Review the Wp Stock to Sales R ratio. Make adjustments to Sales and other inventory measures (Receipts, Move out of Stock, Move to Clr, and so on) to achieve the desired stock to sales ratio.

Figure 9-11 Receipts and Inventory View

1. Receipts and Inventory					
Calendar	All Dimensions				
Measure (1. Retail)	Location				
	Product				
	Brick & Mortar				
	30018 Short Sleeve Tees				
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
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/ Net 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 Cost of Goods Sold (COGS). 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 9-12 Gross Margin View

1. Gross Margin					
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure					
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.

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

Local - Gross Margin					
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 Traditional

>

Calendar	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023
Measure					
Wp Sales R	176,922.48	159,215.19	212,860.69	230,046.50	244,784.52
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	157,981.66	93,966.34	125,927.83	136,369.17	144,390.01
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 POS R	66,143.00	65,120.00	68,200.00	76,100.00	69,125.00
Wp Markdown POS R %	41.9 %	69.3 %	54.2 %	55.8 %	47.9 %
Tgt Markdown POS R	0.00	0.00	0.00	0.00	0.00

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. 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: Review with Target

Visible in...: Review with Target

Type: All

Search for Measures...

Measures: 2 selected [Show Selected](#)

- ☐ Measures
- ☐ 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			
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 Planning Manager since you last reviewed them, click the Refresh menu option 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 9-16 Refresh Menu Option

Menu

Action

- Calculate (F9)
- Commit (F8)
- Refresh (Alt+F5)

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 in 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 9-17 Review with Location Plan View

Review with Location Plan							
Calendar			All Dimensions	Location		Product	
Measure (1. Wp/LPCp)			Brick & Mortar			500 Women's Casuals Traditional	
Calendar	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023	2/11/2023	
Measure							
Wp Sales R	176,922.48	159,215.19	212,860.69	230,046.50	244,784.52	204,263.47	
LP Cp Sales R	194,610.62	175,359.29	234,857.78	254,136.25	270,251.31	202,654.67	
Wp Sales R var LP Cp %	-9.1 %	-9.2 %	-9.4 %	-9.5 %	-9.4 %	0.8 %	
Wp Net Sales R	157,981.66	93,966.34	125,927.83	136,369.17	144,390.01	121,407.33	
LP Cp Net Sales R	173,632.37	103,495.60	138,923.01	150,639.37	159,411.47	120,448.38	
Wp Net Sales R var LP Cp %	-9.0 %	-9.2 %	-9.4 %	-9.5 %	-9.4 %	0.8 %	
Wp Markdown POS R	66,143.00	65,120.00	68,200.00	76,100.00	69,125.00	0.00	
Wp Markdown POS R %	41.9 %	69.3 %	54.2 %	55.8 %	47.9 %	0.0 %	
LP Cp Markdown R	0.00	0.00	0.00	0.00	0.00	0.00	
LP Cp Markdown R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp Markdown POS R var LP	0.0 %	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 9-18 Format Dialog

Format

Apply to Measure ▼ ✕ ✎ **Current Selection**

Visible in... ▼ Type ▼
Review with Target 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

User-Defined Exceptions

Numeric Exceptions

Condition	Value	Cell Format	Text Format
none ▼		○ ▼	○ ▼
none			
Less Than or Equal			
Greater Than or Equal			

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 with 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 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).

- **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

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 them 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.

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

If using the Self Approval plan, the planner can directly approve the Merch Plan and the Working Plan (Wp) is copied to Original Plan (Op) and Current Plan (Cp).

Submit a Plan

Figure 9-19 Submit and Approve Plan View

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

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 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 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 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 9-20 Open to Buy View

Open to Buy						
Calendar	All Dimensions		Location		Product	
Measure (Default)	Brick & Mortar		3018 Short Sleeve Tees			
Calendar	1/21/2023	1/28/2023	2/4/2023	2/11/2023	2/18/2023	2/25/2023
Measure						
Wp BOP R	1,224,800.71	1,197,661.68	1,408,828.49	1,381,660.30	1,359,726.27	1,316,681.88
Wp Net Sales R	9,490.55	9,465.56	9,435.91	10,548.41	20,734.58	20,690.53
Wp Markdown POS R	5,246.15	5,853.85	5,317.31	0.00	0.00	0.00
Wp Markdown POS R %	55.3 %	61.8 %	56.4 %	0.0 %	0.0 %	0.0 %
Wp Markdown Perm R	1,594.64	1,562.59	1,606.05	953.91	2,235.68	2,298.29
Wp Markdown Perm R %	0.1 %	0.1 %	0.1 %	0.1 %	0.2 %	0.2 %
Wp Receipts R	0.00	118,246.84	0.00	0.00	0.00	118,246.84
Wp Receipts MU %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %
Cp Receipts R	0.00	120,442.92	0.00	0.00	0.00	120,105.02
Cp Receipts MU %	0.0 %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %

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.

If using the Self Approval plan, the planner can directly approve the Merch Plan and the Working Plan (Wp) is copied to Original Plan (Op) and Current Plan (Cp).

Submitted and Approved Plan View

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

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 Markdowns Sub-Step

The number of views in the Sales and Markdowns 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.



Note:

To clear the seeded data, use the **Clear Plan** custom menu option.

2. Plan Sales/Gross Margin % View

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

Figure 10-1 2. Plan Sales/Gross Margin % View

2. Plan Sales/Markdowns

Calendar

Measure (1. Retail)

All Dimensions

Product

Location

< 1 Acme >

< 1000 Charlotte >

	Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023
Measure						
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

If the Local Currency option is provisioned, you use this 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	Location Attribute 1	Location Attribute 2	Location Attribute 3
Level			
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

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						
Calendar		All Dimensions	Product		Location	
Measure (1. Loc Op Plan)		< Company	>	< 1102 Columbus	>	
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	
Measure						
Wp Net Sales R	40,888.46	57,632.25	52,753.78	53,412.91	23,390.55	
Op Net Sales R	5,042.82	5,885.82	6,912.87	7,900.45	6,090.75	
Wp Net Sales R var Op %	710.8 %	879.2 %	663.1 %	576.1 %	284.0 %	
Wp Markdown POS R %	11.9 %	13.2 %	11.5 %	12.4 %	12.9 %	
Op Markdown POS R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp Markdown POS R	4,865.73	7,607.46	6,066.68	6,623.20	3,017.38	
Op Markdown POS R	0.00	0.00	0.00	0.00	0.00	
Wp Markdown POS R var Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp Returns R %	15.3 %	18.0 %	17.1 %	18.9 %	24.4 %	
Wp Returns R	7,391.69	12,622.28	10,903.03	12,459.34	7,551.24	

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 them 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 checkmark 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	Half1 FY2023	Half2 FY2023	
Measure			
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. Changes 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 worksheet, click Refresh to reload the latest values. A refresh will reload all data in the worksheet to the last committed version.

Figure 10-6 Review Targets View

2. Review Targets				
Calendar	2/12/2022	2/19/2022	2/26/2022	3/5/2022
Measure				
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 POS R %	0.0 %	0.0 %	0.0 %	0.0 %
Tgt Markdown POS 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
Tgt Returns U	0	0	0	0
Tgt Returns AUR	0.00	0.00	0.00	0.00

All Measures Step

This step has one view.

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	All Dimensions	Product	Location	
Measure (Default)	< 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

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.

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

The screenshot shows the 'Initialize' dialog box. It has a 'Calendar' dropdown set to 'Half1 FY2023' and a 'Measure (Default)' dropdown. To the right, there's a button labeled 'All Dimensions' and a button with a left arrow and the text '500 Women's C'. Below these, there are two columns for 'Half1 FY2023' and 'Half2 FY2023', each with an upward arrow. The 'Wp Seed Source' dropdown is currently empty. The 'Wp Seed Info' field shows 'Ly : 01 Jan 2023 :' for both columns.

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 Last Year's (Ly) or Forecast (Fcst) 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.

Table 11-2 Seeding Options

Seeded Measure	Seed with Version
Wp Sales R	Ly/Fcst/Tgt Note: Only Target measures corresponding Variance to Ly (var Ly) measures will be seeded.
Wp Sales U	Ly/Fcst/Tgt Note: Only Target measures corresponding Variance to Ly (var Ly) measures will be seeded.
Wp Markdown POS R %	Ly/Tgt
Wp Returns R %	Ly/Tgt
Wp Returns AUR	Ly/Tgt
Wp Receipts R	Ly
Wp Receipts U	Ly
Wp Receipts MU %	Ly
Wp Shrink R %	Ly
Wp Shrink AUR	Ly

Table 11-2 (Cont.) Seeding Options

Seeded Measure	Seed with Version
Wp Shrink MU %	Ly
Wp Transfers In/Out R	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

**Note:**

To clear the seeded data, use the **Clear Plan** custom menu option.

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

Threshold	Condition
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 11-2 Plan Sales/Markdowns View

1. Plan Sales/Markdowns				
Calendar	All Dimensions	Location	Product	
Measure (1. Retail)	< 1000 Charlotte			
Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023
Measure	↑	↑	↑	↑
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

Plan Sales/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 11-3 Location of Edit View Button

The following measure profiles are available:

- **Retail** (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 dimension with only a single location which rolls up to it will also have an average equal to the Wp.

- **Units**

The sales measure profile shows the key sales units 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 dimension 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, 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, 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.

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.

Local Currency Plan View

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

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 11-4 Define Location Rollup

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

Figure 11-5 Edit View

Table 11-3 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

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

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 11-6 Review Plan View

1. Review Plan

Calendar

Measure (1. OP)

All Dimensions

Product

Location

< 500 Women's Casuals Traditional

>

< 1102 Columbus

>

Calendar	1/21/2023	1/28/2023	2/4/2023	2/11/2023	2/18/2023	2/25/2023
Measure						
Wp Net Sales R	5,247.91	5,704.02	6,069.32	5,042.82	5,885.82	6,912.87
Op Net Sales R	0.00	0.00	0.00	5,042.82	5,885.82	6,912.87
Wp Net Sales R var Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown POS R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Op Markdown POS R %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown POS R	0.00	0.00	0.00	0.00	0.00	0.00
Op Markdown POS R	0.00	0.00	0.00	0.00	0.00	0.00
Wp Markdown POS R var Op %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp Markdown Perm R	977.33	1,084.78	1,199.97	652.75	607.49	1,142.80
Wp Markdown Perm R %	0.2 %	0.3 %	0.2 %	0.1 %	0.1 %	0.2 %

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**.

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 View

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 11-7 Review and Re-Project Plan View

1. Review and Re-Project Plan						
Calendar	All Dimensions		Product	Location		
Measure (1. Retail)	< 500 Women's Casuals Traditional			< 1102 Columbus		
Calendar	1/28/2023	2/4/2023	2/11/2023	2/18/2023	2/25/2023	
Measure						
Wp BOP R	425,021.63	504,034.18	488,802.96	476,644.89	463,203.72	
Wp Net Sales R	5,704.02	6,069.32	5,042.82	5,885.82	6,912.87	
Wp Markdown POS R	0.00	0.00	0.00	0.00	0.00	
Wp Markdown Perm R	1,084.78	1,199.97	652.75	607.49	1,142.80	
Cp Markdown Perm R	1,084.78	1,199.97	652.75	607.49	1,142.80	
Wp Markdown Perm R var Cp	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp Receipts R	46,483.14	0.00	0.00	0.00	38,974.31	
Cp Receipts R	47,341.32	0.00	0.00	0.00	38,974.31	
Wp Receipts R var Cp %	-1.8 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp Receipts MU %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %	
Cp Receipts MU %	50.0 %	0.0 %	0.0 %	0.0 %	50.0 %	

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 11-8 Approve Plan View

2. Approve Plan			
▼	Calendar	All Dimensions	Product
☐	Measure (Default)	< 500 Women's Casuals	
	Calendar	Half1 FY2023	Half2 FY2023
Measure		↑	↑
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 11-9 All Measures View

All Measures							
▼	Calendar	All Dimensions		Product	Location		
	Measure (Default)	< 500 Women's Casuals Tra... ⊙ >		< 1000 Charlotte ⊙ >			
	Calendar	2/11/2023	2/18/2023	2/25/2023	3/4/2023	3/11/2023	3/18/2023
Measure		↑	↑	↑	↑	↑	↑
Wp Sales R		21,138.83	25,758.57	30,798.27	35,697.99	26,318.55	20,362.52

A

Appendix: Measure Calculations

This appendix provides additional information on 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 Sales R - COGS	
COGS	(Net Sales R + Markdown POS R) * (1 - CMU%) + Shrink C	Elapsed periods add COGS adj R.
COGS exc VAT C	COGS C / (1 + VAT C %)	
CMU%	(BOP R + Receipts R - Shrink R - MOS R- Markdown Perm R) - (BOP C + Receipts C - Shrink C - MOS C)) / (BOP R + Receipts R - Shrink R - MOS R- Markdown Perm R)	
Net GM R	GM R + Vendor Funds R + Royalties R - Restocking Cost R - MOS C - Markdown Due to W/F	
Net GM %	Net GM R / Net Sales R	
GM R exc VAT	Net Sales R exc VAT - COGS exc VAT C	
GM R% exc VAT	GM R exc VAT / Net Sales R exc VAT	
Net GM R exc VAT	GM R exc VAT + Vendor Funds R + Royalties - Restocking Cost - MOS R/(1+VAT%) - Markdown Due to W/F/(1+VAT%)	
Net GM R % exc VAT	Net GM R exc VAT / Net Sales R exc VAT	
Sales		
Sales R	Sales Reg+Promo R + Sales Clr R	
Sales R	Sales U * Sales AUR	
Sales U	Sales R / Sales AUR	
Sales AUR	Sales R / Sales U	
Net Sales R	Net Sales Reg+Promo R + Net Sales Clr R	An edit to Net Sales will proportionally spread the change to Net Reg+Promo and Net Sls Clr.
Net Sales Reg+Promo R	Sales Reg + Promo R - Net Return Reg + Promo R	
Returns R	Returns Reg + Promo R + Returns Clr R	
Returns R %	Returns R / Sales R	
Net Return R	Return R + Return Back to Online R	
Markdowns POS		
Markdown POS R	Reg+Promo Markdown POS R + Clr Markdown POS R	This is specific for planning the Point of Sales Markdowns.

Measure Label	Measure Calculation	Notes
Markdown POS R	Markdown POS % * Net Sales R	
Markdown POS %	Markdown POS R / Net Sales R	
Markdown POS Due to W/F	W/F Markdown POS R * % Owned by Retailer	
Markdown Permanent		
Markdown Perm R	Reg+Promo Markdown Perm R + Clr Markdown Perm R	Markdown Perm metric is mainly for planning the permanent markdowns and existing markdown (Markdown POS R) are specifically for planning Promotional Markdowns / Point of Sales Markdowns.
Markdown Perm R %	Markdown Perm R / BOP R	
Markdown Perm Reg + Promo R %	Markdown Perm Reg + Promo R / (BOP Reg + Promo R - Move to Clear R)	
Markdown Perm Clr R %	Markdown Perm Clr R / BOP Clr R + Move to Clear R	
Inventory		
EOP R	EOP Reg+Promo R + EOP Clr R	
EOP Reg+Promo R	BOP Reg+Promo R + Receipts R - Net Sales Reg+Promo R - Markdown POS Reg+Promo R - Shrink R - Misc Adj R - Move to Clr R + Inv Adj R - Pick Up in Store Reg + Promo R - Ship to Customer Reg+Promo R - Markdown Perm Reg + Promo R	For Merch Target/Merch Plan. See EOP calc for Location Planning.
EOP Clr R	Clr BOP R - Net Sales Clr R - Clr Markdown POS R - MOS R + Move to Clr R - Markdown Perm Clr R	For Merch Target/Merch Plan. See EOP calc for Location Planning.
EOP R (For Location Plan)	Receipt R + BOP R - Net Sales R - Markdown POS R - Shrink R + Transfer In/Out R	
Receipt R	EOP Reg+Promo R - BOP Reg+Promo R + Net Sales Reg+Promo R + Reg Promo Markdown POS R + Shrink R + Misc Adj R + Move to Clr R - Inv Adj R + Markdown Perm Reg + Promo R	
Forward Cover R	Forward cover uses an internal function which counts the number of future periods which EOP can cover the future Net Sales plus Markdown. As the end of the calendar horizon in the segment is reached, the future net sales and markdown do not exist to calculate cover. In this case, the function <i>copies</i> the Net Sales plus Markdown for the segment's calendar horizon (such as the half) into the future to enable calculating a forward cover value.	
Forward Cover Week	This is same as forward cover measure with an additional benefit that it shows the aggregated level in number of weeks using the 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.	
On Order		
Net On Order R	On Order R + On Order Adj R	

Measure Label	Measure Calculation	Notes
OTB R	For Un-elapsed: CP EOP R - WP EOP R + WP Receipts R - Net On Order R Elapsed: 0	For Targets, CP is labeled as Tgt. Therefore, in the given calculation, CP EOP equates to Tgt EOP.
On Order Adj C	On Order Adj R * (1 - On Order Adj MU %)	
Net On Order MU %	(Net On Order R - Net On Order C) / Net On Order R	
Key Performance Indicators		
Avg Sales R per Location	Net Sales R / # of Location count	Count of Locations open/ active.
Cum Turn R	sum(Sales R) / Cum Avg Inv R	
Sell Thru R %	Sales R / (BOP R + Receipts R)	
Stock to Sales Ratio R	BOP R / Sales R	
Week Over Week Build Measure Sales (WoW Build)	= Current week Sales R / Previous week Sales R	
Wp var to LY %	(Wp - Ly) / abs(Ly)	
Fulfillment		
Pickup In Store R	Direct Channel: (Sales R * BOPIS %) * -1 Brick & Mortar: Sales R (of Direct Channel) * BOPIS %	Buy Online Pickup in Store % (BOPIS %)
Ship to Customer R	Direct Channel: Sales R (of B&M Channel) * BSSC % Brick & Mortar: (Sales R * BSSC %) * -1	Buy in Store Ship to Customer % (BSSC %)
Buy Online Return In Store R (BORIS R)	Round(Return R (of Direct Channel) / BORO %) - Return R (of Direct Channel)	Buy Online Return Online % (BORO %)
Return Back to Online R	Direct Channel: BORIS R * % BORIS back to Warehouse Brick & Mortar: (BORIS Return R * % BORIS back to Warehouse) * -1	
Restocking Cost R	Direct Channel: (Return U * Warehouse Restocking \$/U) + (Return Back to Online U * Store to Warehouse Restocking \$/U) Brick & Mortar: (Return U + Return Back to Online U) * Store to Warehouse Restocking \$/U	

B

Appendix: Troubleshooting

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

Accessing Multiple RPASCE Applications

A user may need to access multiple RPASCE applications, such as MFPCS, APCS, and IPOCS-Demand Forecasting, 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.