

Oracle® Retail Merchandise Financial Planning Cloud Service

Modular User Guide



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Preface

This document describes the Oracle Retail Merchandise Financial Planning Cloud Service Modular 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 Modular. This includes merchandisers, buyers, business analysts, and administrative personnel.

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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.
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Oracle Retail Merchandise Financial Planning Cloud Service Modular User Guide

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Introduction

Oracle Retail Merchandise Financial Planning Cloud Service supports the financial planning processes used to establish, manage, and monitor merchandise and location plans. MFP helps retailers create financial targets, build detailed plans, reconcile plans across planning levels, review performance, and update plans as business conditions change.

The application supports both merchandise-level and location-level planning. Merchandise planning focuses on creating and managing financial plans across product and time. Location planning extends the planning process to stores, channels, or other location groupings, allowing planners to align location-level plans with merchandise financial objectives.

MFP is used across the planning lifecycle. Before the season begins, users create targets and plans, seed plan data, review planned sales, receipts, inventory, and margin, and submit or approve plans. During the season, users compare actual performance against plan, revise projections, review open-to-buy positions, reconcile updated plans, and approve revised versions where required.

The MFP process is supported by role-based planning activities. Different users may be responsible for merchandise targets, merchandise plans, location targets, location plans, or strategic targets. These planning activities are connected through shared measures, plan versions, reconciliation processes, and approval workflows.

Modular MFP organizes these planning capabilities into a core foundation and a set of role-based functional modules. The overall MFP business process remains the same, but the application content is grouped into modules so that implementations can enable the planning capabilities required for their business. This structure helps align role, measures, and workflows with the planning roles and modules used by each retailer.

Modular MFP Overview

Modular MFP introduces a flexible approach to Merchandise Financial Planning by organizing planning capabilities into independent, reusable modules. Instead of enabling a complete planning template for every implementation, Modular MFP allows customers to select only the roles, measures, KPIs, units of measure, and workflows that are relevant to their business process.

This modular structure helps keep the planning solution lighter, easier to configure, and better aligned with customer needs. Each module represents a specific planning capability, such as Sales & Returns, Inventory & Receipt, Margin, or Portfolio Optimization, and can be enabled based on the selected planning role. Required dependencies are managed through a common Core module and role-specific common measure modules, ensuring that the selected modules work together as a single integrated MFP solution.

By separating planning functionality into configurable components, Modular MFP supports faster implementation, simpler maintenance, and greater flexibility for future enhancements. It also allows Oracle to deliver smaller functional capabilities that can be plugged into the planning application without requiring unnecessary configuration changes for customers who do not need them.

For more details on modules and their dependencies, refer to the *Oracle Retail Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Modular Roles and Modules

Modular MFP is organized around a mandatory core module and a set of role-based planning modules.

The Core module contains common administrative, integration, and shared measures required by the overall MFP application. It provides the foundation for setup, data integration, and common application behavior.

Role-based modules extend the core foundation for specific planning processes. These modules support the major MFP planning roles, such as Merch Target, Merch Plan, Location Target, Location Plan, and Strategic Target. Each role includes a common module and one or more functional modules that support specific planning areas.

Functional modules include areas such as Sales and Returns, Local Currency, Units, Inventory and Receipt, Margin, and Portfolio Optimization. Some modules are mandatory for a role, while others depend on the business capabilities enabled for the implementation.

The modular MFP configuration includes the following role areas:

Role	Purpose
Core	Provides common administrative, integration, and shared application content required by MFP.
Merch Target	Supports pre-season creation, review, publish and in-season update of merchandise financial targets.
Merch Plan	Supports pre-season creation, review, submission, approval, and in-season update of merchandise financial plans.
Location Target	Supports creation, review, and publication of location-level targets.
Location Plan	Supports creation, reconciliation, approval, and in-season update of location-level plans.
Strategic Target	Supports strategic-level target planning for long range planning.

Each role may include a mandatory common module and additional functional modules. For example, Sales and Returns is a base functional module for most planning roles. Other modules, such as Units, Local Currency, Inventory and Receipt, Margin, and Portfolio Optimization, are layered onto the role depending on the implementation.

For more details on modules and their dependencies, refer to the *Oracle Retail Merchandise Financial Planning Cloud Service Starter Kit Guide*.

How Modules Relate to Workspaces

Modules and workspaces are related but serve different purposes.

A module is a package of configuration content, such as measures, calculations, alerts, and menu actions that support a planning area.

A workspace is the user-facing area where planners create, review, update, submit, and approve plans.

For example, the Merch Plan Sales and Returns module supports the Merch Plan workspace. Selecting this module does not create a separate workspace; users continue to work within the Merch Plan workspace.

Note

Your solution may not include all out-of-the-box Merchandise Financial Planning modules. Available modules depend on your application configuration. Please contact your system administrator for details about the modules included in your configuration.

Merch Planning Process

The Merchandise Planning process includes two phases: **pre-season planning** and **in-season planning**.

During **pre-season planning**, users create the Merchandise Financial Plan and establish the **Original Plan (Op)**, which becomes the benchmark for in-season performance. The plan is initialized by seeding data from **Last Year (Ly)** or from a forecast. This provides a demand curve that users can use to spread the new plan. Users then plan key measures such as sales, receipts, inventory, turn, and gross margin.

During **in-season planning**, users manage and update the Merchandise Financial Plan. The objective is to track performance against the Original Plan and identify opportunities or risks.

There are two main user roles in Merchandise Planning:

- **Planning Managers:** Planning directors or managers who create the overall targets for the Merchandise Plan.
- **Planners:** Merchandise planners who create the **Original Plan (Op)** and **Current Plan (Cp)** for approval by the Planning Manager role.

Targets are published from higher levels to the next planning level. Planning Managers pass targets to Planners. Planners then create the Op, Cp, or both by self-approving the plan. Once approved by the Planner, the Op and Cp plans are created.

After the planning period begins, **in-season planning** is used to track performance against the Original Plan and identify opportunities or risks.

Location Planning Process

The Location Planning process also includes two phases: **pre-season planning** and **in-season planning**.

During **pre-season planning**, users create the Location Plan and establish the **Original Plan (Op)** as the benchmark for in-season performance. The plan is initialized by seeding data from **Last Year (Ly)** or from a forecast, giving users a demand curve to spread the new plan. Users then plan sales, receipts, inventory, turn, and gross profit measures.

During **in-season planning**, users manage and update the Location Plan to track progress against the Original Plan.

There are two main user roles in Location Planning:

- **Location Planning Manager:** Creates target sales and markdown versions at the total company level, adjusted for non-repeating events such as store closures, bad weather, or construction. These targets are passed to the Location Planner.
- **Location Planner:** Often the same user as the Merch Planner. Creates the **Original Plan (Op)** and **Current Plan (Cp)** at a lower department level using average store metrics and user-defined location hierarchies, such as comp, volume, size, climate, and demographics.

Targets are published from higher levels to lower levels. Top-level location targets are passed to the location plan. The Location Planner then self-approves the Op, Cp, or both. Once the working plan is approved, it is promoted to either the Op or Cp.

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.

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

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

A workspace structure consists of the following elements:

- Product 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 1-1](#) provides a list of relevant aggregation and spread methods that are used in MFP Cloud Service.

Aggregation Methods

[Table 1-1](#) displays aggregation methods, their results, and their types of measures.

Table 1-1 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 1-2](#) displays spread methods, their results, and their types of measures.

Table 1-2 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.
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%.

Table 1-2 (Cont.) Spread Methods

Spread Methods	Result	Types of Measures
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 1-3 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 1-4](#) for the results.

Table 1-4 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 1-5](#) for the results.

Table 1-5 Example for Even Method

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

Proportional

Proportional spreads the difference between the original and entered value to all cells below the aggregate 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 1-6](#) for the results.

Table 1-6 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 1-7](#) for the results.

Table 1-7 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 within a workspace 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 as a workspace. 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 and shared to all users.

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 1-8 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. The AI Foundation Forecast Engine generates these values and embeds the results within MFP as unique versions. Other external sources may be integrated but may not utilize the methodology described below.

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 particular unelapsed pre-season or in-season periods.
- 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 and are read only.

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.

Original Plan (Op)

- A pre-season plan that has been approved and promoted from Working Plan (Wp) to Original Plan (Op) version. This plan is considered the budget and remains a snap shot view of the plan that never actualizes.
- 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 1-1 Plan Versions Created by Manager

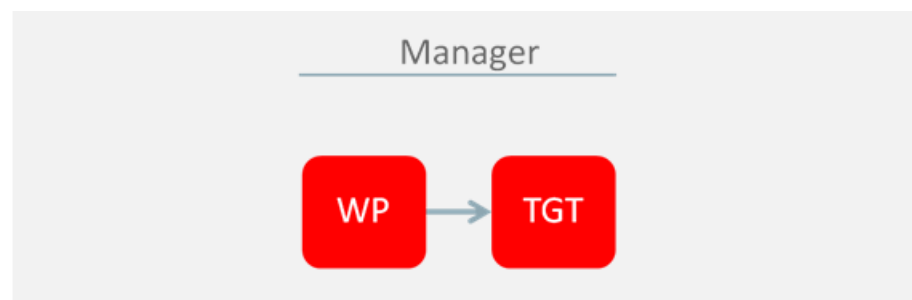
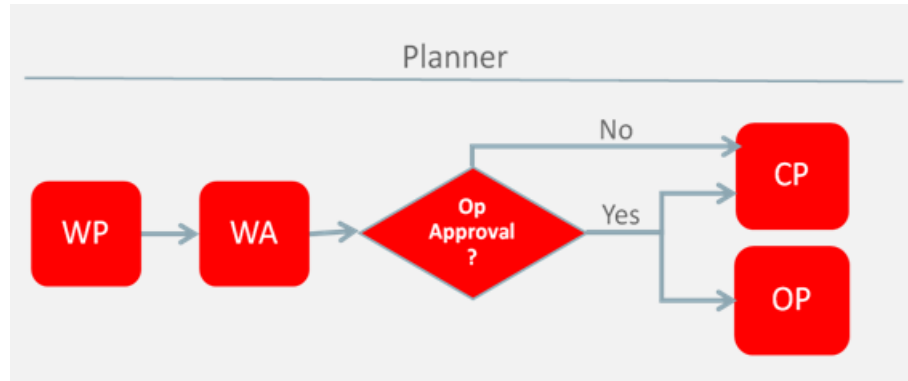


Figure 1-2 Plan Versions Created by Planner**This Year (Ty)**

- 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.

Last Approved Version (AP)

The AP measure represents the MFP Location Plans from the most recent **Approved Version**. It is copied through the Approved application action, similar to Cp, but it does not actualize for the elapsed time period. You can view the list of AP measures in the Load Validate workbook.

Merch Plan Location Version (ML)

The ML measure represents the MFP MP plans at the channel level that have been spread to the stores level within MFP. The measures are spread down to store level using the Last Year as base. This process no longer occurs as a batch within Assortment Planning. These measures are utilized to export the data from MFP to Assortment Planning. Also, these measures are utilized to export Markdown measure data from MFP to LPO.

Table 1-9 Plan Versions Visible to MFP Cloud Service

Plan Version	Merch Plan	Merch Targets	Location Plan	Location Targets
Working Plan (Wp)	X	X	X	X

Table 1-9 (Cont.) Plan Versions Visible to MFP Cloud Service

Plan Version	Merch Plan	Merch Targets	Location Plan	Location Targets
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:

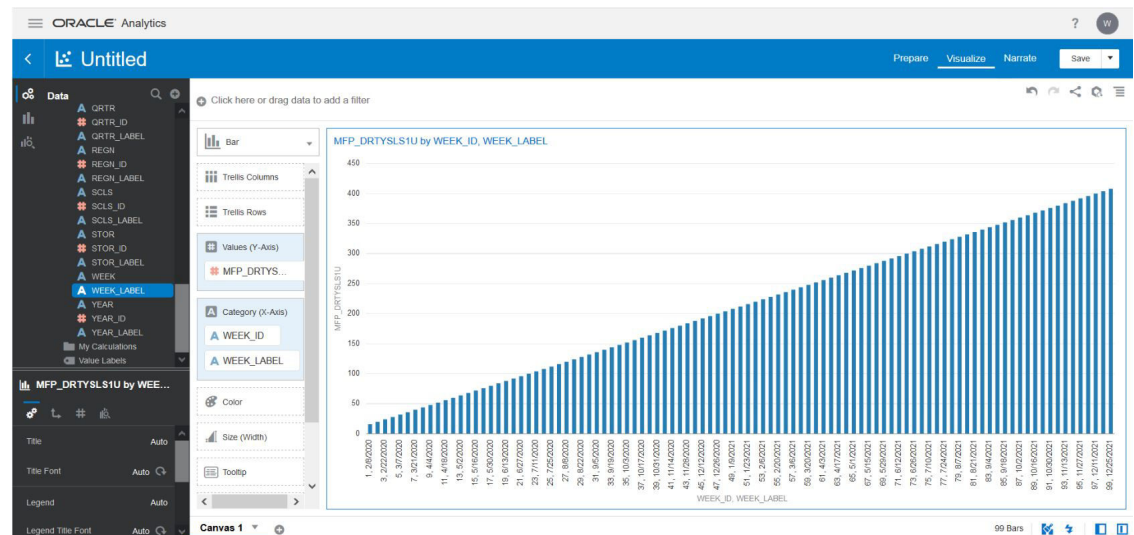
- MFP Sales Test report.dva
- MFP inventory report.dva

Access these two DV reports from the Oracle Retail Predictive Application Server (RPAS) Cloud for Planning and Optimization / Supply Chain Cloud Services Documentation Library (KB695860) 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 Edition Administrator Guide*.

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

Figure 1-3 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 catalog. 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

MFP Cloud Service Dashboard

The Dashboard provides a consolidated, real-time view of key performance indicators (KPIs) to help planners quickly assess business performance and identify areas requiring attention. It serves as the entry point into the application, enabling users to monitor trends, evaluate plan performance, and navigate directly to relevant workspaces for further analysis and action. Different planners may prioritize different KPIs depending on their role or product area. The dashboard supports this by allowing users to select metrics and apply filters, ensuring the view is aligned to their specific planning objectives.

Key Capabilities:

- **KPI Monitoring and Trend Analysis.** The dashboard presents key metrics such as sales, margin, receipts, and sell-through, allowing users to evaluate overall business health, identify top- and low-performing items, and monitor trends over time. Users can adjust KPI selections, filters, and time horizons to focus on the most relevant insights.
- **Exception Identification and Navigation.** The dashboard highlights exceptions and performance gaps through visual indicators, enabling users to quickly identify issues such as underperformance or variance to plan. From the dashboard, users can directly launch associated workspaces to investigate and resolve issues, supporting an exception-driven planning approach.
- **Filter-Driven Display.** The dashboard uses filters and parameter selections to control what data is displayed. Users can adjust KPIs, time horizons, and ranking criteria (such as top or bottom performers) to dynamically change the view and focus on specific business questions.

Dashboard Components

The dashboard is organized into three primary components:

1. **Tiles.** Tiles are organized by role-based dashboard profiles and display high-level KPI values with visual performance indicators. They provide a quick summary of key metrics and highlight variances or issues requiring attention.
2. **Charts.** Charts provide a time-based view of the KPI associated with the selected tile. When a tile is selected, the chart updates to display detailed trends for that specific metric, enabling users to analyze performance over time.
3. **Recent Plans.** The Recent Plans section provides quick access to recently used planning segments, allowing users to resume work without rebuilding selections.

Dashboard Profiles Determines Tiles

Dashboard profiles group key performance indicators (KPIs) based on specific planning functions and business objectives, allowing users to focus on the metrics most relevant to their role.

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.

Each profile enables users to monitor performance from a specific planning perspective, aligning insights with their current task in the assortment planning process.

Tiles

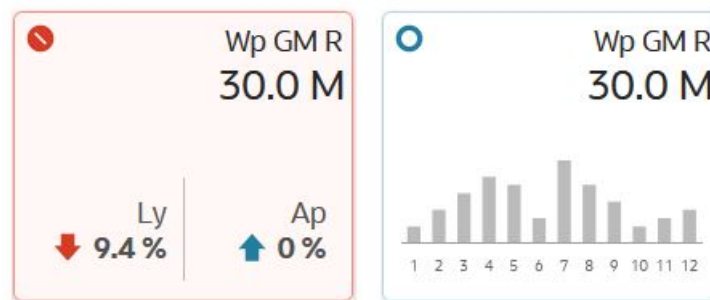
Tiles are displayed across the top of the dashboard and present high-level KPI values with visual indicators of performance. They provide a quick summary of key metrics and highlight variances or issues requiring attention.

The drop-down lists above the tiles control the dashboard profile and the data segment displayed in the tiles and chart area. Selecting a tile updates the chart to show detailed trends for that KPI. The arrow beneath the selected tile indicates which metric is currently displayed in the chart.

Tiles are available in two types:

- **Variance tiles** display the difference between one metric and one or more related comparison metrics.
- **Informational tiles** display the current value of a metric without comparison.

Tile colors and icons indicate performance status. For example, a variance tile may display an alert icon when the working plan is below last year, while an informational tile displays a neutral color because it shows data without comparison.



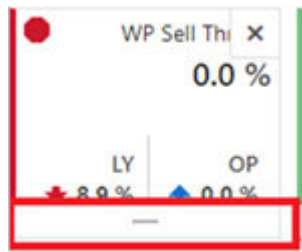
Adding a Tile

the control. In the dialog box, select the desired metric tile and click **OK**. The tile is added to the carousel.



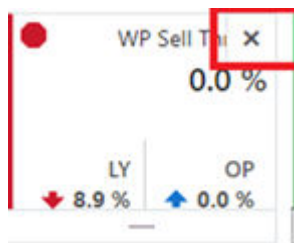
Changing the Tile Order

To change the tile order, click **Edit Dashboard**. Each tile displays a drag bar along the bottom. Drag the tile to the desired position in the carousel and release 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

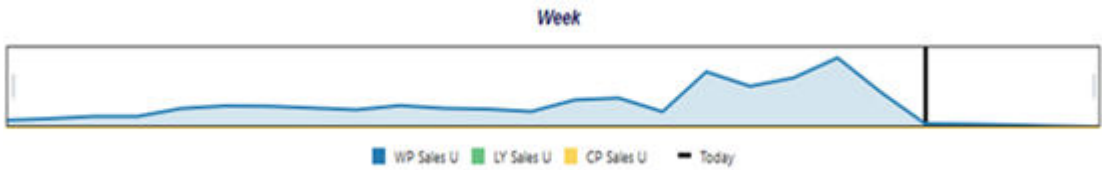
Charts display detailed, time-based trends for the KPI selected in the tile area. When a tile is selected, the chart automatically updates to show the corresponding metric over the defined time horizon.

The horizontal axis represents time (calendar), and the vertical axis represents the selected measure. Charts allow planners to analyze trends, compare performance, and identify patterns across different timeframes.

The drop-down selections above the tiles control both the data segment and time horizon used in the chart.

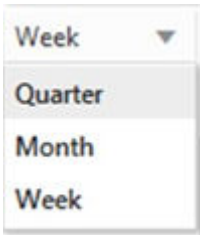
Adjusting the Time Horizon

To change the time horizon, use the drop-down selection above the tiles or adjust the time window control located at the bottom of the chart. This allows you to focus on shorter or longer time periods.



Changing the Time Scale

To change the time scale (for example, week, month, or quarter), use the drop-down list in the upper-right corner of the chart. Adjusting the scale can help either smooth trends or provide more detailed views of performance.



Recent Plans

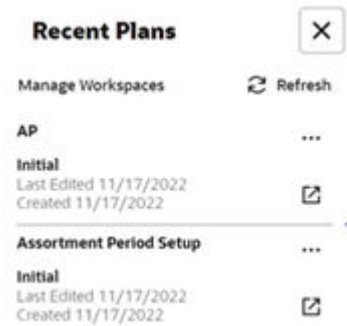
The Recent Plans section provides quick access to previously created planning segments, allowing users to resume work without rebuilding selections through the wizard. This improves efficiency by reducing the need to repeatedly define the same product, location, and time selections.

Opening a Recent Plan

To open a recent plan, select the desired segment from the Recent Plans list located in the top-right area of the dashboard. The workspace will open directly without requiring the selection wizard.

Refreshing the List

To update the list of recent plans, click **Refresh**. This ensures the most recently created or accessed plans are displayed.



3

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, and local currency.

The steps within the MFP Setup Task:

- [History Mapping Step](#)
- [Local Currency 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 3-1 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 3-1 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 3-2 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 3-2 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 3-3](#) 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 3-3 Local Currency Symbol View

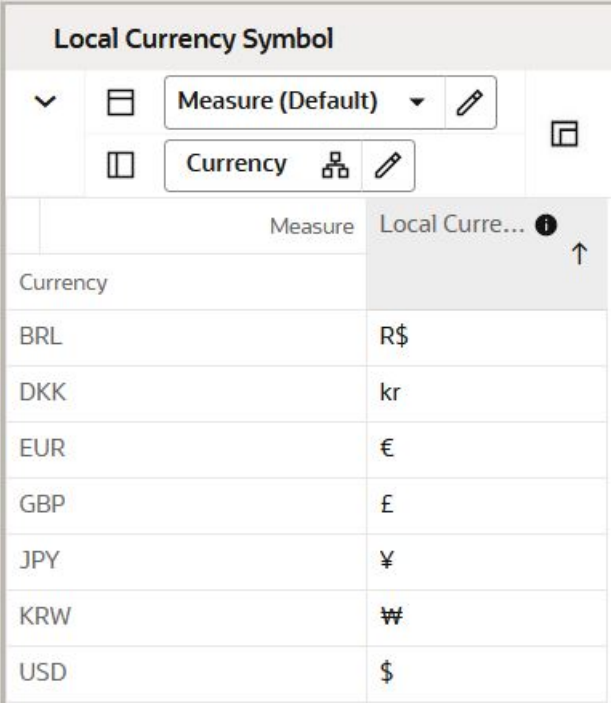


Table 3-3 Local Currency Symbol View Measure

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

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 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 three views:

- [Batch Setup View](#)
- [Export Setup View](#)
- [LPO 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 3-4 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.
Enable LPO Integration	This flag helps you enable the LPO integration with MFP to send the markdown measure data. This measure can be viewed using the Edit view in the workspace.

Export Setup View

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

Figure 3-4 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 3-5 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.

LPO Export Setup View

The LPO Export Setup view allows admin users to define the number of weeks used to aggregate permanent markdown values for each subclass. By default, the value is set to **8 weeks**, but users can update it as needed. The configured value determines the rolling week range over which permanent markdown is aggregated for export to LPO.

4

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 4-1 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 4-1 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 4-2 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 4-2 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 4-3 Like Location View

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

Table 4-3 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 Attribute View
- Define Location Attribute View

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 4-4 Assign Location Attribute View

Assign Location Attributes

Location Attributes

Location

Measure (Default)

<

Location Attribute

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

Table 4-4 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 4-5 Define Location Attribute View

Define Location Attributes

✓

☐

☐

Location Attributes

☐

☐

Measure (Default)

▼

✎

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Location Attribute Lbl

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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 4-5 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), 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.

Figure 4-6 Channel Type View

Channel Type	
▼	Measure (Default) ▼
Location	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 ▼

5

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 5-1 MP Enable OP Approval View

Calendar	Half1 FY2023	Half2 FY2023	Half1 FY2024	Half2 FY2024
Measure				
MP Op Approve Enabled	☒	☒	☒	☒

Table 5-1 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 5-2 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 5-2 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.

6

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 6-1 Actuals View

Actuals					
Calendar	Calendar	Calendar	Calendar	Calendar	Calendar
Measure (Default)	Measure (Default)	Measure (Default)	Measure (Default)	Measure (Default)	Measure (Default)
All Dimensions	Location	Product	Location	Product	Location
< 1000 Charlotte	>	< 30000 Loafers	>	< 30000 Loafers	>
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 6-1 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 6-1 (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 6-2 Merch Target View

The screenshot shows the 'Merch Target' view interface. At the top, there are filters for 'Calendar', 'Measure (Default)', 'All Dimensions', 'Location', and 'Product'. The 'Product' filter is set to '100 Men's Footwear'. Below the filters, a table displays data for various measures across five dates: 2/20/2021, 2/27/2021, 3/6/2021, 3/13/2021, and 3/20/2021. Each date column has an upward arrow icon. The measures listed are Wp BOP Reg+Promo R, Wp BOP Reg+Promo U, Wp BOP Clr R, Wp BOP Clr U, Wp BOP R, Wp BOP U, and Wp BOP C.

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 6-3 Merch Plan View

Merch Plan						
Calendar	Calendar	All Dimensions	Location	Product		
Measure (Default)		< BRA Brick & Mortar		< 30000 Loafers		
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 6-4 Location Target View

Location Target						
Calendar	Calendar	All Dimensions	Location	Product		
Measure (Default)		< 1000 Charlotte		< 1 Acme		
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 6-5 Location Plan View

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

Create Strategic Target Task

The Create Strategic Target task is enabled through the Strategic Target module in Modular MFP. It is intended for executive or strategic planning users who need to set high-level financial targets before downstream target and plan work begins. They help align the corporate objective with MFP planning by defining executive level expectations for key KPIs.

Strategic targets are planned at a higher-level intersection than the detailed merchandise plan. The planning level is Division, Channel, and Half; the workbook wizard selection is Division, Channel, and Year. The primary strategic versions used in this task are Working Plan (Wp), Target (Tgt), Last Year (Ly), and Last Last Year (LLy).

Create Strategic Target is used by executive managers to create higher-level financial targets that align the merchandise financial plan with corporate planning direction. It creates a common baseline for planners and managers, reducing misalignment between executive expectations and detailed planning decisions. By publishing these targets first, the process flow gives downstream tasks a clear financial guardrail for target creation, reconciliation and approval.

The task creates strategic Working Plan values, reviews the planned key performance indicators, and publishes the approved strategic target values to the Target version.

This task includes the following steps:

- Create Strategic Target

Create Strategic Target Step

The Create Strategic Target step contains the complete Strategic Target workflow. Use it to initialize the plan, enter or adjust the key strategic KPIs, review the results, publish the Target version, and confirm the published values.

Tabs and Views in this step:

- Create Targets Tab
 - Seed Plan View
 - Sales & Gross Margin View
- Review & Publish Targets Tab
 - Review Targets View
 - Publish Targets View
 - Review Published Targets View

Create Targets Tab

Use the Create Targets tab to create the strategic Working Plan. The work typically begins with Seed Plan and continues in Sales & Gross Margin, where the executive manager reviews and adjusts the high-level KPI values.

Application Actions

Seed Plan: Use this action to seed the plan which copies Ly and/or Fcst into Wp version.

Clear Plan: Clear the seeded Wp plan.

Seed Plan View

Use Seed Plan to initialize the Strategic Target Working Plan from historical reference data. Seeding gives the executive manager a starting point based on Last Year values, which can then be adjusted to reflect the current strategic objective.

Seeding is optional. If the target should not be influenced by historical values, leave the plan unseeded and enter the Working Plan values directly in the Sales & Gross Margin view.

Note

To clear the seeded plan, use Clear Plan action.

Sales & Gross Margin View

Use the Sales & Gross Margin view to plan and review the key strategic KPIs for the selected Division, Channel, and Half. This view allows the executive manager to enter or adjust Working Plan values for sales, gross margin, average inventory, turn, and related productivity measures.

The view helps compare the strategic Working Plan against historical reference values such as Ly. Before publishing, review Net Sales, Gross Margin R, Gross Margin R %, Average Inventory, Turn, AUR, CMU %, and GMROI % to confirm that the target is financially balanced. If the values do not support the strategic objective, update the Working Plan in this view and review the impact before moving to Review & Publish Targets.

Module Reference: Strategic Target. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Review & Publish Target Tab

Use Review & Publish Targets after the Working Plan values have been seeded and edited. This tab is used to review the strategic target, publish it from Working Plan to Target, and confirm the published Target values.

Application Action

Publish Target: Moves the Wp (Working Plan) to Tgt (Target) values on click of publish.

Review Targets View

Use Review Targets to validate the strategic Working Plan before publication. The review should focus on whether the planned sales, gross margin, inventory and derived KPI values align with the intended executive target.

Publish Targets View

Publishing copies the Strategic Target Working Plan values to the Strategic Target Target version. After the publish action is committed, the published Strategic Target values can be used for downstream review, including Merch Target reconciliation.

Review Published Targets View

Use Review Published Target to confirm the Target version after publication.

8

Create Merch Plan Targets Task

The Planning Manager owns the target-setting process for the merchandise planning organization. This role is typically aligned with senior or mid-level planning leadership and is responsible for defining the financial direction that planners will use as the basis for their merchandise plans.

The Planning Manager creates merchandise plan targets before the planning period begins. This pre-season activity usually starts two to six months ahead of the season, half, or year being planned. During this time, the Planning Manager establishes high-level financial targets across the relevant merchandise and location scope, giving planners a clear target framework for sales, markdowns, receipts, inventory, and margin planning.

In Modular MFP, pre-season and in-season target activities are organized into separate tasks. The planning manager is presented with the activity Create Merch Target and it consists of two tasks: Create Merch Plan Target Pre-season and Create Merch Plan Target In-season.

Create Merch Targets Pre-Season Task

The pre-season areas are used to create targets and publish them to Merch Planners before the season begins. The in-season area is used after actuals are available and the Planning Manager needs to review performance, update targets, republish revised targets.

The Planning Manager must complete the pre-season target creation and publishing activities before Merch Planners can retrieve the targets and build their plans.

The pre-season task includes the following steps:

- [Create Targets Step](#)
- [Review and Publish Targets Step](#)
- [Review Approved Plan Step](#)

Create Targets Step

The Create Targets step is where the Planning Manager builds the Working Plan target before publishing it as the official Target version

Complete the following steps:

1. Seed the plan using Last Year (Ly), Forecast (Fcst), or Portfolio Optimization data.
2. Review the Portfolio Optimization data and choose to plan with Portfolio Optimization results.
3. Select local currency settings, when local currency planning is provisioned. (Ref: Merch Target Sales & Return Local Currency Module).
4. Set alert thresholds for exception reporting.
5. Plan sales, markdowns, and returns.
6. Plan inventory and receipts to support the sales and markdown target.

7. Review gross margin and adjust the plan until the target supports the intended business outcome.

Tabs and Views in this Step:

- Seed Plan Tab:
 - Seed Plan view
 - Review Portfolio Optimization view
 - Set Local Currency view
 - Set Alert Threshold view
- Sales & Inventory Tab:
 - Sales and Markdowns view
 - Local - Sales and Markdowns view
 - Receipts and Inventory view
 - Move to Clearance view
 - Gross Margin view

**Tip**

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

Seed Plan Tab

The first action in target creation is to seed the plan in the Initialize view. Seeding creates a starting point for the Working Plan target by spreading a selected source across the workspace positions. Before seeding, review the Last Year and Forecast values in the sales and markdown views. If Portfolio Optimization is available, review the Portfolio Optimization output before selecting the seed source.

Seeding is optional. If you do not want the target to be influenced by Last Year, Forecast, or Portfolio Optimization data, you can create the target without seeding and enter the plan manually.

Application Actions

- Seed: Seed the plan. This copies the seed source into the Wp version.
- Clear Plan: Clear the seeded data from the Wp version.
- Receive Portfolio Opt: To retrieve the Portfolio Optimization results for the selected product.

Seed Plan View

With this view, you can choose to seed your plan with Last Year (LY), Forecast (Fcst), or Portfolio Optimization data to create a demand curve on which to spread the new plans 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 (LY) performance, the forecast (plus last years performance) result, or Portfolio Optimization results. 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.

Table 8-1 Seed Plan 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 (LY), Forecast (Fcst), or Portfolio Optimization data output. Or, you can choose the blank option if you do not want to seed the working plan.
Seed Info	Includes a few pertinent facts about the last time that the Seed custom menu was executed: last seed source concatenated with last seeded date and the last user to seed. If blank, then the given intersection has never been seeded.
Seed Returns Setup	Use this option to seed the working plan returns. You can seed the returns values with Last Year (LY) or Forecast (Fcst) data. You can also choose the blank option if you do not want to seed the working plan returns.

Seeding One Level at a Time

To seed a target, set the seed source for the current product, location, and calendar intersection. Then move through the remaining positions and repeat the selection:

1. Select the Product and calendar Dimension level you want to seed.
2. Select the Wp Seed Source from the picklist of Last Year (LY), Forecast (Fcst), or Portfolio Optimization data.

Note

Before seeding with Portfolio Optimization data, you need to retrieve results from Portfolio Optimization using the Review Portfolio Optimization view.

3. Select Wp Seed Returns Setup to populate returns values. (This is optional Step.)
4. Click **Seed** from the actions.
5. Review the confirmation message, 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.

Review Portfolio Optimization View

Use the Review Portfolio Optimization view to review Portfolio Optimization output before using it as a seed source. Select the Boolean for dimension scope and click the custom menu action, **Receive Portfolio Opt**. After the results are populated against the MPO (Portfolio Optimization) measures, you can proceed with seeding the plan from the Initialize view.

By default, MFP GA receives Net Sales R as output from Portfolio Optimization and it populates MPO Net Sales R in the view. The portfolio optimization results are retrieved at the year level which are then split into weeks using the LY data reference while seeding. You can choose to configure it for Gross Sales Portfolio Optimization output. **Module Reference:** Merch

Target Portfolio Optimization. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Note

When creating the Merch Target workbook, the scope of the workbook should be at the same level of the scope of the Portfolio Optimization run.

Figure 8-1 Review Portfolio Optimization View

oci.admin

Dashboard

Merch Target_Fashion x

Create Targets

Seed Plan

Sales and Returns

Gross/Net Margin

Inventory/Receipts

Menu

Select Local Currency View

Use the Select Local Currency view when local currency planning is provisioned. The selected currency is applied to the local currency views used in the Create Merch Targets task.

After selecting a currency, 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.

Reference Module: Merch Target Sales & Returns Local Currency

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 & Inventory Tab

The Sales & Markdown sub-step is where the Planning Manager develops and reviews the core target assumptions for sales, markdowns, returns, inventory, clearance movement, and gross margin. Use Forecast and Last Year data as reference points, then adjust the Working Plan to reflect the strategic target for the season.

This tab helps confirm that the sales and markdown target is supported by the right inventory and receipt plan, and that the resulting gross margin meets the intended profitability objective before the target is published.

This tab includes the Sales & Markdown view, Inventory & receipt view, Gross Margin view, and Move to Clearance view. Together, these views help the Planning Manager build a balanced target by aligning sales and markdown expectations with the inventory, return, clearance, and margin outcomes needed to support the plan.

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. **Module Reference:** Merch Target Sales & Return & Merch Targe Sales & Returns Unit. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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

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.

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.
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 and adjust the total Working Plan sales target as needed.
5. Change the measure profile to Markdown by Type And adjust the markdown rates or amounts.
6. Review returns where applicable and confirm that the net sales still align to the required target.
7. Use the Units profile, when provisioned, to validate the unit sales and AUR.

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.

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. **Module reference:**

Merch Target Sales & Return Local Currency. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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. **Module Reference:** Merch Target Inventory & Receipt; Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Note

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

Measure profiles help the Planning Manager evaluate inventory from different perspectives. 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.

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.

- 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.
- 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 8-2 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

Use the Move to Clearance view to plan inventory that should transition into clearance. This is an important step in maintaining the balance between Regular + Promotional inventory and Clearance inventory.

Figure 8-3 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 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. **Module Reference:** Merch Target Gross Margin. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Figure 8-4 Gross Margin View

1. Gross Margin					
Calendar	7/1/2023	7/8/2023	7/15/2023	7/22/2023	7/29/2023
Measure (unsaved)					
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

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 [Create Merch Plan Targets Task](#).

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.

Tabs and Views in this Step:

- Review & Publish Targets Tab:
 - Review Targets View
 - Publish Targets View
 - Published Targets View

Review & Publish Targets Tab

In this tab, review and publish the targets you created in the previous 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.

Application Action

Publish Targets

Moves the Working Plan (Wp) version of the planning data to Target (TG) version for the use in Merch Plan Task.

Review Targets View

Use this view to review the targets created in previous step. If the target needs to be changed, return to the Create Targets step, make the required edits, and then review again.

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 8-5 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 View

Publish your targets in this view. The Target measures in the Publish Targets view are initially blank or populated with prior published target values. After the publish action completes, the Target measures are updated with the newly published target values.

To publish the targets, complete the following steps.

1. Select the halves in the Wp Publish Targets measure that you want to publish.
2. Enter notes in Wp Publish Notes, if notes are needed.
3. Repeat Steps 1 and 2 for other channels and departments as desired.
4. Click **Publish Targets** from the actions.
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 8-6 Publish Targets

1. Publish			
	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 Approved 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 approves their plan and the same plan is reviewed here.

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

Tabs and Views in this Step:

- Review Approved Plan Tab:
 - Review Approved Plans

Review Approved Plan Tab

In the Review Approved Plan tab, you directly review the Planners plan to the targets. Since Merch Planner directly approves the plan, managers can compare the approved Original Plan (Op) and Current Plan (Cp) against the Targets (Tgt) in the Review Approved Plan View.

Create Merch Targets In-Season Task

The planning manager uses Create Merch Plan Target In-season Task during in-season to review and compare the plans to season actuals. The Planning Manager reviews current performance, compares targets to approved plans and actual results, re-projects targets where necessary, republishes revised targets, and reviews updated plans created by Merch Planners. In-season target management focuses on keeping the plan aligned with current business performance.

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.

The in-season task includes the following step:

- Update Target Steps

Update Target Steps

Use this step to update the Open to Buy plan and review weekly projections. Planning Manager compare planned and projected inventory levels, evaluate available OTB, and determine whether future receipts should be purchased, reduced, or canceled based on projected sales, markdowns, receipts, and inventory.

Tabs and Views in this Step:

- Open to Buy tab:
 - Open to Buy view
- Projections tab:
 - Weekly In-Season Projections view

Open to Buy Tab

This tab 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.

Module Reference: Merch Target Inventory & Receipt; Merch Target Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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-elapsd) 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 8-7 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 Tab

This tab has one view.

Weekly In-Season Projections

Use this view to review the in-season projection after target and plan updates. Projection measures help the Planning Manager understand how sales, markdown, receipt, and inventory updates affect the expected outcome for the season.

The Projection view has the following measure profile available:

- **Default**

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

In-Season Review & Re-Project Targets Step

Use the Review & Re-Project step to compare and update Working Plan targets against Current Plan, Original Plan, and Last Year. This review helps the Planning Manager decide whether the target should remain unchanged or be revised for the current in-season outlook. Planning Manager can publish the adjusted targets.

Tabs & Views in this Step:

- Review & Re-project Target Tab:

- Review Targets View
- Publish Targets Tab:
 - Publish View
 - Published Targets View

Review & Re-Project Tab

Use the Review & Re-Project sub-step to compare and update Working Plan targets against Current Plan, Original Plan, and Last Year. This review helps the Planning Manager decide whether the target should remain unchanged or be revised for the current in-season outlook.

Application Action

Publish Targets

Moves the Working Plan (Wp) version of the planning data to Target (TG) version for the use in Merch Plan Task.

This tab has only one view.

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 Tab

Perform this tab 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 the steps for other locations and products if necessary.
4. Click **Publish Targets**.
5. A success message is displayed. Click **Dismiss** to close it.

After publishing, the view refreshes. Wp Publish Targets and Wp Publish Notes are cleared, Tgt Publish Info is populated, and the Target measures reflect the newly published target values.

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 Step

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

Tab and View in this Step:

- Review Plan Tab:
 - Review Plan View

Review Plan Tab

This tab has one view.

Review Plan View

Use the Review Plan view to review the Merch Planner's in-season plan after it has been approved. The view compares the currently published targets with approved plan.

This view shows the currently published targets compared to approved (Op and Cp) plan.

Figure 8-8 Review Plan View

Review Plan						
Calendar		All Dimensions	Location		Product	
Measure (1. Default)		< 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		

Create Merch Plan Task

The Planner role is usually associated with the merchandise planner in the merchandise planning organization. During pre-season planning, the Planner receives department targets from the Planning Manager and uses those targets as the financial direction for planning.

The Planner references those targets when creating the subclassmerch plans. The Planner then reviews the plan against target expectations, reconciles it with location planning when location plans exist, and submits the completed plan for approval.

The Planner will start pre-season activity with the Create Merch Plan task. This task belongs only to the Merch Planner role.

In Modular MFP, pre-season and in-season plan activities are organized into separate tasks. Use the pre-season workspace to create the initial plan, review it against targets, reconcile it with location planning, and approve before the season begins.

Use the in-season workspace after actuals are available to review performance, update the forecasted plan, manage Open to Buy, reconcile changes, and re-approved plans.

The planner is presented with the activity Create Merch Plan, and it consists of two tasks: Create Merch Plan Pre-season and Create Merch Plan In-season.

Create Merch Plan Pre-Season Task

The Pre-Season Plan workspace is where the Planner builds the original merchandise plan before the season starts. The Planner creates the plan for the required subclass, channel, and calendar scope by completing the pre-season planning activities in sequence.

The pre-season task includes the following steps:

- Create Plan
- Review & Submit Plan

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. Review the published Target values so the subclass plan is created within the Planning Manager's direction. The Targets are easily reviewed in the Reconcile with Targets view. Because you have not seeded any plans, the Wp versions of the plan will be irrelevant in the Target review.
2. Select the 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 **Commit** when you are satisfied with the intermediate state. This creates a permanent snapshot of the as-is state. This creates a restore point you can revert to if you go down a path that is unsatisfactory.

Tabs and Views in this Step:

- Seed Plan Tab:
 - Initialize View
 - Review Portfolio Optimization View
 - Select Local Currency View
 - Set Alert Thresholds Voew

Seed Plan Tab

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

Application Action

- Seed: Seed the plan; this copies the seed source into the Wp version.
- Clear Plan: Clear the seeded data from the Wp plan.
- Receive Portfolio Opt: To retrieve the Portfolio Optimization results for the selected product.

Initialize View

With this view, you can choose to seed your plan with Last Year (LY), Forecast (Fcst), or Portfolio Optimization data to create a demand curve on which to spread the new plans 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, forecast (plus last year's performance), or Portfolio Optimization results.

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

Table 9-1 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 (LY), Forecast (Fcst), or Portfolio Optimization data output. 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.

Table 9-1 (Cont.) Initialize Plan Measures

Measure	Description
Seed Returns Setup	Use this option to seed the working plan returns. You can seed the returns values with Last Year (Ly) or Forecast (Fcst) data. You can also choose the blank option if you do not want to seed the working plan returns.

Seeding One Level at a Time

To seed a target, 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. Modify the dimension level of product and calendar to be seeded (Individual position or aggregations).

Note

Before seeding with Portfolio Optimization data, you need to retrieve results from Portfolio Optimization using the Review Portfolio Optimization view.

Figure 9-1 Seeding Options

The screenshot shows the 'Merchandise Financial Planning (mfpscs)' application. The 'Seed Plan' tab is active. The breadcrumb trail indicates the current view is '103 Women's Activewear'. The 'Wp Seed Source' dropdown menu is open, showing three options: 'Last Year', 'Forecast', and 'Portfolio Opt'.

2. Choose the appropriate seed source, such as Last Year, Forecast, Target, or Portfolio Optimization for Wp Seed Source picklist.
3. (Optional) Select **Wp Seed Returns Setup** to populate the returns values.
4. When you have selected all the data you want to seed, click **Seed** in the actions.
5. Review the confirmation message and click **OK**.

After you have seeded, the view refreshes. The seed information measures show the source and date of the latest seed.

Review Portfolio Optimization View

The Portfolio Optimization output can be used for seeding the Merch Plan. Select the Boolean for dimension scope click the custom menu action, **Receive Portfolio Opt**. After the results are populated against the MPO (Portfolio Optimization) measures, you can proceed with seeding the plan from the Initialize view. By default, MFP GA receives Net Sales R as output from Portfolio Optimization and it populates MPO Net Sales R in the view. The portfolio optimization results are retrieved at the year level which are then split into weeks using LY data reference while seeding. You can choose to configure it for Gross Sales Portfolio Optimization output. **Module Reference:** Merch Target Portfolio Optimization. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Note

When creating the Merch Plan workbook, the scope of the workbook should be at the same level of the scope of the Portfolio Optimization run.

Figure 9-2 Review Portfolio Optimization View

Product	Measure	Calendar	FY2023
1 Women's Activewear Leggings	Receive Portfolio Opt		☐
	MPO Net Sales R		5,731,028.84
	MPO Net Sales R contrib Prod %		0.9 %
	Wp Net Sales R var MPO %		0.0 %
	Wp Net Sales R		5,731,028.84
	Wp Net Sales R contrib Prod %		0.9 %
	Ly Net Sales R		5,731,702.73
1 Women's Activewear Long Sleeve Tops	Receive Portfolio Opt		☐
	MPO Net Sales R		193,622,549.21
	MPO Net Sales R contrib Prod %		31.8 %
	Wp Net Sales R var MPO %		0.0 %
	Wp Net Sales R		193,622,549.21
	Wp Net Sales R contrib Prod %		31.8 %
	Ly Net Sales R		192,410,081.00

Select Local Currency View

Use the Select Local Currency view when local currency planning is provisioned. The local currency chosen will be applied to the views of local currency found throughout the Create Merch Plan task. **Module Reference:** Merch Plan Sales & Returns Local Currency. For more

details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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.

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

Create Plans Tab

The Create Plans tab brings together the core planning views used to build the merchandise plan after the plan has been seeded or manually initialized. In this tab, the Planner develops the sales, markdown, and return plan; builds the supporting inventory and receipt plan; and reviews gross margin to confirm that the plan supports the intended financial outcome.

Forecast, Last Year, and Target values should be used as reference points while adjusting the Working Plan to reflect the subclass strategy for the season. As the plan is developed, sales and markdown decisions should be reviewed together with Beginning-of-Period inventory, End-of-Period inventory, receipts, turn, and stock-to-sales to confirm that inventory flow supports the projected demand and intended stock position.

Gross margin and net gross margin should be reviewed throughout the planning process. If the plan does not meet the intended margin objective, review the sales, markdowns, returns, receipts, inventory, markup, vendor funding, royalty, and cost assumptions before continuing to reconciliation and approval.

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. **Module Reference:** Merch Plan Sales & Returns, Merch Plan Sales & Returns Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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

The following measure profiles are available for review:

- **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).

- **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.

Figure 9-3 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 Sales and Markdowns (default), review and compare the total sales to the forecast.

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.

Local - Sales and Markdowns View

Use the Local - Sales and Markdowns view when local currency planning is provisioned. The key planning KPIs are available in local currency for cross-referencing and high-level planning. **Module Reference:** Merch Plan Sales & Returns Local Currency. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Figure 9-4 Local - Sales and Markdowns

> Local - Sales and Markdowns < Brick & Mortar @ > < 3018 Short Sleeve Tees @ >						
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	

Receipts and Inventory View

Use the Receipts and Inventory view to plan BOP inventory, EOP inventory, receipts, turn, stock-to-sales, and related inventory measures. 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. **Module reference:** Merch Plan Inventory & Receipt, Merch Plan Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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.

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 9-5 Receipts and Inventory View

1. Receipts and Inventory

Calendar All Dimensions Location Product

Measure (1. Retail) < 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

Move To Clearance View

Use the Move to Clearance view to plan inventory that should transition into clearance. This is an important step in maintaining the balance between Regular + Promotional inventory and Clearance inventory. **Module reference:** Merch Plan Inventory & Receipt, Merch Plan Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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. **Module Reference:** Merch Plan Gross Margin. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Figure 9-6 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

Reconcile and Approve Step

The Review, Reconcile, and Approve Plan tab is used after the Planner has completed the plan for all required subclasses in a department. In this tab, the Planner reviews the Working Plan against the published department targets and, when location plans are available, reconciles the merch plan with the location plan. This review helps confirm that the plan supports the Planning Manager's direction before it moves forward in the approval process.

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.

The approval process begins after the plan has been reviewed and reconciled. The Planner self approves the plan. Once the plan is approved, the working plan is copied to Original Plan (Op) and Current Plan (Cp).

Tabs and Views in this Step:

- Reconcile Plans tab
 - Reconcile to Targets view
 - Reconcile to Location Plans view
- Review and Approve Plan tab
 - Review Plan view
 - Approve Plan view
 - Review Approved Plan view

Reconcile Plans Tab

Use the Review and Reconcile step after the Create Plan step is complete for the required subclasses in a department. This step can also be used earlier in the planning process when the Planner wants to check whether the plan is moving toward the published targets.

Reconcile to 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.

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.

Figure 9-7 Review with Target View

Review with Target

Calendar

All Dimensions

Location

Product

Measure (Default)

<

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

Reconcile with Location Plan View

In the Reconcile 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 9-8 Review with Location Plan View

Review with Location Plan

Calendar

Measure (1. Wp/LPCp)

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	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 %

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 & Approve Plan Tab

When you believe you are ready to approve your working plan , 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.

Application Action

- Approve: Approve the plan, it copies Wp (Working Plan) values to Cp (Current Plan) & Op (Original Plan).

Approve Plan View

In this view, you can approve the completed merch plan.

When plan is approved, the Working Plan (Wp) is copied to Original Plan (Op) and Current Plan (Cp).

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.

Approved Plan View

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

Create Merch Plan In-Season Task

Use the in-season workspace after the season has started and actuals are available. The Planner reviews current performance, updates the forward-looking plan, manages Open to Buy (OTB), reconciles changes against targets and location plans, and submits revised plans when approval is required.

In-season planning focuses on keeping the plan aligned with current business performance. Open to Buy is a key part of this process because it shows the amount available for future receipts after considering planned and projected sales, markdowns, receipts, on-order activity, and inventory. 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.

The in-season task includes the following steps:

- Update Plan
- Review & Submit Plans

Update Plan Step

Use this step to update Open to Buy and review weekly projections. Planning Manager compare planned and projected inventory levels, evaluate available OTB, and determine whether future receipts should be purchased, reduced, or canceled based on projected sales, markdowns, receipts, and inventory.

Views in this Step:

- Sales & Inventory Tab:

- Open to Buy Projection view
- Sales & Returns view
- Inventory & Receipt view
- Gross Margin view
- Seed Updated Sales view

Open to Buy Projection 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. **Module reference:** Merch Plan Inventory & Receipt, Merch Plan Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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 9-9 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 %

Sales & Returns View

After the pre-season plan, review the Sales Return plan during the In-season process for those departments against targets. This has similar measures as Sales and Returns steps from the Pre-season step. **Module reference:** Merch Plan Sales & Return, Merch Plan Sales & Return Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Inventory & Receipts View

This step can be used to review the inventory and receipts during the In-season planning. This step has similar measures as Inventory / Receipts from pre-season step. **Module reference:** Merch Plan Inventory & Receipt, Merch Plan Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Gross Margin View

The Planner can use this view to review the margins against the target during the Inseason process. This step has similar measures as Gross / Net Margin sub-step from the Preseason step. **Module reference:** Merch Plan Gross Margin. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Seed Updated Sales View

The Seed Updated Sales view is used in the Merch Plan In-Season workspace to refresh the Working Plan sales values with the latest updated sales position. This provides the Planner with a current starting point for reviewing the in-season plan and making any required sales, inventory, receipt, or margin adjustments.

Review and Approve Step

Use this step to Review, Reconcile, and Approve the plan.

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.

Review & Reconcile with Target View

The Review & Reconcile 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.

Approve Plan

In this view, you can approve the completed Merch Plans.

After you have completed your adjustments, you can approve the plan and the Working Plan (Wp) is copied to Original Plan (Op) and Current Plan (Cp).

Approved Plan View

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

10

Create Location Targets Task

The Location Target Planner is responsible for creating financial targets for locations within a channel. These targets provide location-level planning guidance for sales, returns, and units based on the modules provisioned for the implementation.

This task includes the following step:

- [Create Targets Step](#)

Create Targets Step

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

Tabs and Views in this Step:

- Create Target Tab:
 - Seed Plan View
 - Sales and Markdowns View
 - Local Currency Plan View

Create Target Tab

In the Create Targets step, the planner starts with a seed source and then develops the target values for sales, markdown and returns.

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.

Sales and Markdowns View

Use this view to enter or adjust the working plan targets for each location. The planner reviews sales and returns, then validates the resulting gross margin % so that targets remain aligned with the intended financial guidance for the channel. **Module Reference:** Location Target Sales & Returns; Location Target Sales & Returns Units; Location Target Sales & Returns Local Currency. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Figure 10-1 Plan Sales/Markdowns 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. **Module reference:** Location Target Sales & Return Local Currency. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Review and Publish Step

After initially developing plans for all locations in a channel, you use the Publish Step to review and publish the targets.

Tabs and Views in this Step:

- Review and Publish Tab:
 - Reconcile to Location Plan View
 - Publish View
 - Review Targets View

Review and Publish Tab

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

Reconcile to Location Plan 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:

- **Lp 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.
- **Lp Cp Plan**

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

Publish View

This view 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.

To publish the targets:

1. Place a checkmark in the Wp Publish Targets measure for the halves that you want to publish.
2. Repeat the steps for other channels as desired.
3. Click **Publish Targets**.
4. 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.

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.

Create Location Plan Task

The Location Planner role is usually the same person that generates merch plans in the merchandise planning organization.

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.

In Modular MFP, pre-season and in-season planning are handled as separate workspaces and task flows. This chapter is therefore organized in two parts: the pre-season workspace, where the initial working plan is created and approved, and the in-season workspace, where the plan is reviewed, reforecast, and re-approved as needed.

Create Location Plan Pre-Season Task

The Create Location Plan Pre-season task is used to build the initial location-level working plan after location targets are published. In this task, the planner seeds the plan, develops sales, markdown, receipts, inventory, and gross margin, then reconciles the location plan back to the merch plan. Once reviewed and aligned, the plan is approved for use as the pre-season location plan baseline.

This task includes the following steps:

- Create Plans
- Review & Approve Plans

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

Tabs and Views in this step:

- Seed Plan Tab
 - Seed Plan View
 - Set Local Currency View
 - Set Alert Threshold View
- Create Plan Tab
 - Sales & Markdowns View

- Inventory & Receipt View
- Gross Margin View

Application Action:

Seed Plan: Use this action to seed the plan

Clear Plan: Clear the seeded plan

Seed Plan Tab

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

Application Action

- Seed: Seed the plan; this copies the seed source into the Wp version.
- Clear Plan: Clear the seeded data from the Wp plan.
- Receive Portfolio Opt: To retrieve the Portfolio Optimization results for the selected product.

Seed Plan 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).

Seeding gives the planner a starting curve so that the plan does not have to be built manually from a blank grid unless the planner intentionally chooses that approach.

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 Seeded Measures

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.

Table 11-2 (Cont.) Seeded Measures

Seeded Measure	Seed with Version
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
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.

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

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

Create Plan Tab

After seeding, use this tab to develop the location-level sales, markdown, receipt, inventory, and gross margin plan together so each location has a balanced commercial and inventory outlook. Review the seeded values, adjust the plan as needed, and confirm that inventory flow and margin support the planned sales.

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. **Module reference:** Location Plan Sales & Return, Location Plan Sales & Return Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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 11-1 Plan Sales/Gross Margin % View

2. Plan Sales/Markdowns						
Calendar	Product	Location				
Measure (1. Retail)	All Dimensions	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 %	

The following measure profiles are available:

- **Retail**

The sales (default) 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.

Inventory & Receipt 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. **Module reference:** Location Plan Inventory & Receipt, Location Plan Inventory & Receipt Units. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

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. **Module reference:** Location Plan Gross Margin. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Review and Approve Plan Step

In this step, review and compare your plan to ensure the goals set forth in the Merch plan are being met. Then you can continue to approve your location plan.

Views in this Step:

- Reconcile to Merch Plan View
- Review Plan View
- Approve Plan View
- Review Approved Plan View

Application Action:

Approve Plan: Approve the plan and copy Wp Values to Cp and Op.

Reconcile to Merch Plan View

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

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.

Review Approved Plan View

Review the plan which is approved by you.

Create Location Plan In-Season Task

The In-season workspace is used to review the approved location plan against current business performance and update open periods when conditions change. Planners can reforecast sales, inventory, and margin, then reconcile and re-approve the plan as needed.

The task has following steps:

- Update Plans
- Review & Submit Plan

Update Plans Step

The Planner can update the plan during in-season. This has similar views and measures as Pre-season steps.

Tabs and Views in this Step:

- Sales & Inventory
 - Open to Buy Projection
 - Sales & Markdown
 - Gross Margin
 - Receipt & Inventory
- Review & Approve Plan
 - Reconcile to Merch Plans
 - Review Plans
 - Approve Plans

Sales and Inventory Tab

After pre-season plan, review & plan Open to Buy, Sales, Inventory & Receipt during in-season. You can review the On Order and Open To Buy during in-season and adjust planned inventory data as needed and re-approve the CP Plan. **Module reference:** Location Plan Sales & Return, Location Plan Sales & Return Units, Location Plan Inventory & Receipt, Location Plan Inventory & Receipt Units, Location Plan Gross Margin. For more details on modules, refer to the *Oracle Merchandise Financial Planning Cloud Service Starter Kit Guide*.

Application Actions

- Seed Plan: Use this action to seed the plan which copies Ly and/or Fcst values into Wp.
- Clear Plan: Clear the Wp seeded plan.

Review and Submit Plan Tab

In this step, review and compare your plan to ensure the goals set forth in the Merch Plan are being met. Once plans are re-projected, approved them.

Application Action

- Approve Plan: Copy Wp value into Op/Cp version.

Reconcile to MFP View

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

Review Plan View

In this view, you can review the plan during in-season and adjust planned data as needed and reapprove the CP Plan.

Approve Plan View

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.

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 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	
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.

Measure Label	Measure Calculation	Notes
On Order Adj C	$\text{On Order Adj R} * (1 - \text{On Order Adj MU } \%)$	
Net On Order MU %	$(\text{Net On Order R} - \text{Net On Order C}) / \text{Net On Order R}$	
Key Performance Indicators		
Avg Sales R per Location	$\text{Net Sales R} / \# \text{ of Location count}$	Count of Locations open/active.
Cum Turn R	$\text{sum}(\text{Sales R}) / \text{Cum Avg Inv R}$	
Sell Thru R %	$\text{Sales R} / (\text{BOP R} + \text{Receipts R})$	
Stock to Sales Ratio R	$\text{BOP R} / \text{Sales R}$	
Week Over Week Build Measure Sales (WoW Build)	$\text{Current week Sales R} / \text{Previous week Sales R}$	
Wp var to LY %	$(\text{Wp} - \text{Ly}) / \text{abs}(\text{Ly})$	