

Merchandise and Assortment Planning

Passionate about retail

Torexretail

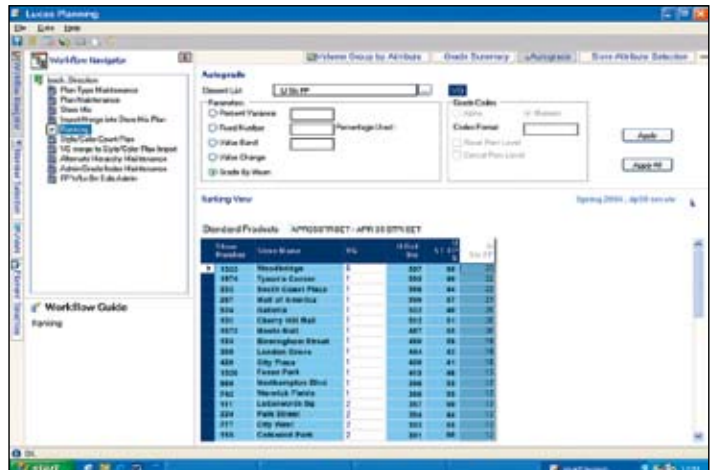


Merchandise and Location Planning

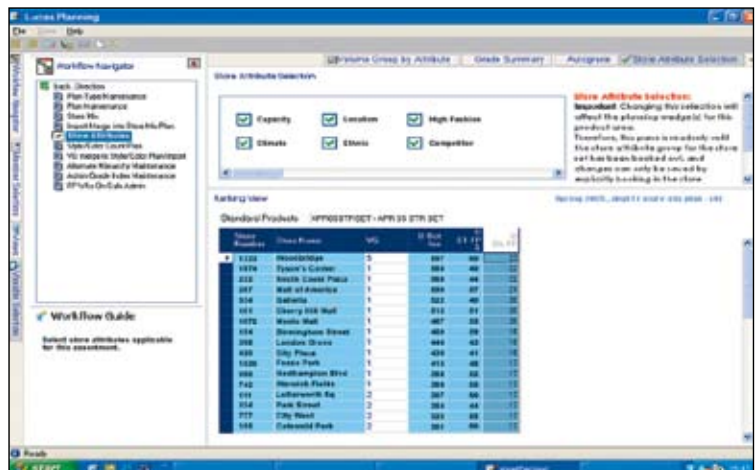
- Integrate chain level Merchandise and Location planning processes weekly
- Plan Sales at Full price & Non-Full Price, Inventory, Receipts and Margins at multiple levels of Product, Location and Time Hierarchies
- Consider monthly variation in consumer demand
- Breakdown merchandise plans into collection of product based on delivery
- Develop plans for multi-channels

What Issues does it solve?

Challenge	Benefits of the Compass Solution
Integrating Merchandise and Location plans with Assortment plans is difficult	The Merchandise & Store Plans feed the Store groupings and Assortment plans, for complete integration
Developing and managing complex plans is time consuming	Solution supports multi-dimensional locking, spreading, reporting and exception reporting
Lack of visibility of data at all levels	Integration of data from all areas of the business, with consistency of plan and actual roll-ups to all levels
Planning by merchandise delivery is too complicated	Merchandise plans can be broken down by seasonality or launch collections, so that new and key item Assortment plans can be driven from higher level plans



Store Groups – Volume – relative grading



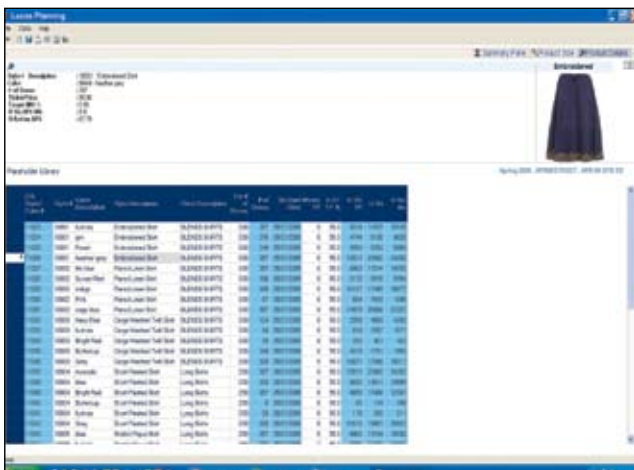
Store Groups – Select/Review Attributes

Assortment Planning

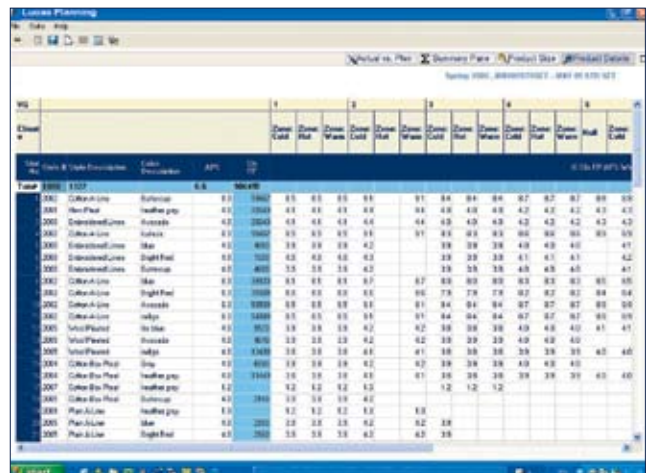
- Build targeted assortments based on customer focused location groups
- Plan assortments using placeholders and defined items
- Generate recommendation of items needed to meet plans or fit constraints
- Group locations based on attributes such as volume, space and climate to tailor assortments to different customers
- Size and pack the buy based on location specific size profiles and logistic constraints

What Issues does it solve?

Challenge	Benefits of the Compass Solution
Tailoring assortments using spreadsheets is tedious	Assortment plans are initialized from targets and changes can be spread down to item by Store group to provide an accurate plan with very few entries
Determining the appropriate breadth and depth is difficult	System generated item counts and plan based seeding keep assortments focused
Reconciling Assortment plans with Financial plans is difficult	Integration with Merchandise & Store plans means that assortment roll-ups can be compared to higher level plans as you change your assortment
Store base is large and varied	Rule based auto-ranking that groups stores by sales performance and other criteria at varying product levels
Analyzing assortments by product attribute is manual and time consuming	Reviewing the assortment by multiple attributes (such as color and fabrication) is dynamic yet simple
Introducing items into climate groups at different times is difficult	Assortments can be tailored to different climatic zones, and distribution timings can be offset by store group



Style Color Library



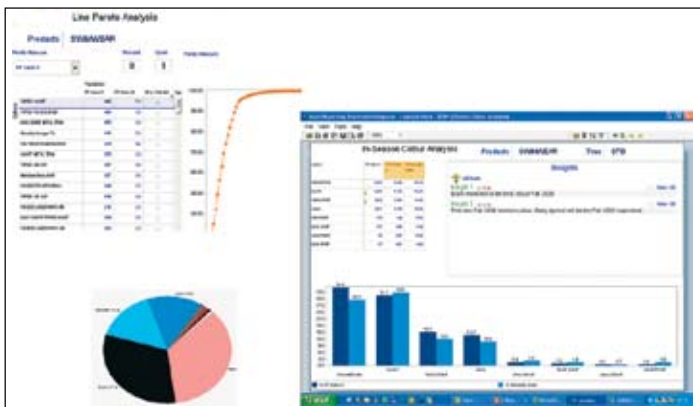
Assortment Plan

Allocation

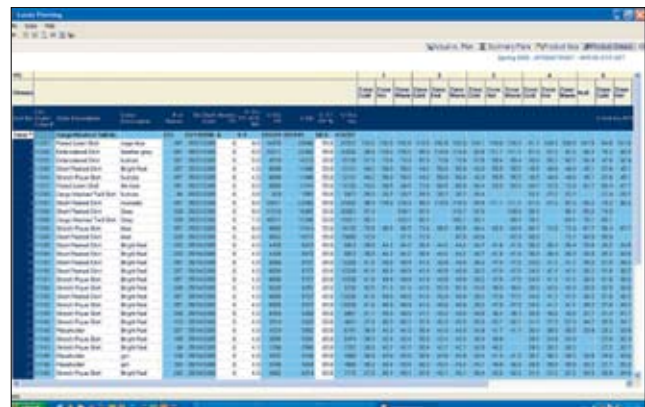
- Review and update original assortment plans by location group to reconcile with the latest store performance
- Manage Product workflow
- Select a size profile that will optimize order constraints with store size need
- Execute allocation using a method best aligned with item
- Manage In-season Merchandise & Store projections
- Allows for allocation of packs and singles based on store need
- Review allocations against targets and release, manage impact of allocations on inventory against store plans

What Issues does it solve?

Challenge	Benefits of the Compass Solution
Allocations don't reflect the decisions made in Assortment Planning	The Allocation Strategy allows users to look at the full assortment in advance of allocating, and after each allocation
Allocation is time consuming and tedious	Different use of allocation 'methods' means that allocations are performed to a high standard all the time
Decisions made at time of allocation do not tie to financial plans	Constant visibility to higher level plans when making allocation decisions leads to better allocations
Item lifecycle requires more than one method of allocation	Includes methods that support initial receipt and replenishment to FP and NFP stock and sales
Managing daily activity is time consuming	Built in workflow that allows you to be more efficient
Satisfying store need using Packs and Eaches is tricky	Allows for allocation of packs and singles based on store need
Allocation of coordinates is manual	Reviewing Allocations of co-ordinate & linked items is a standard step before release of the allocations, meaning co-ordinates are correct by store
Lack of exception analysis means reviewing allocation by store	Exception filtering allows for immediate attention or correction



Retail Insights



Allocation strategy

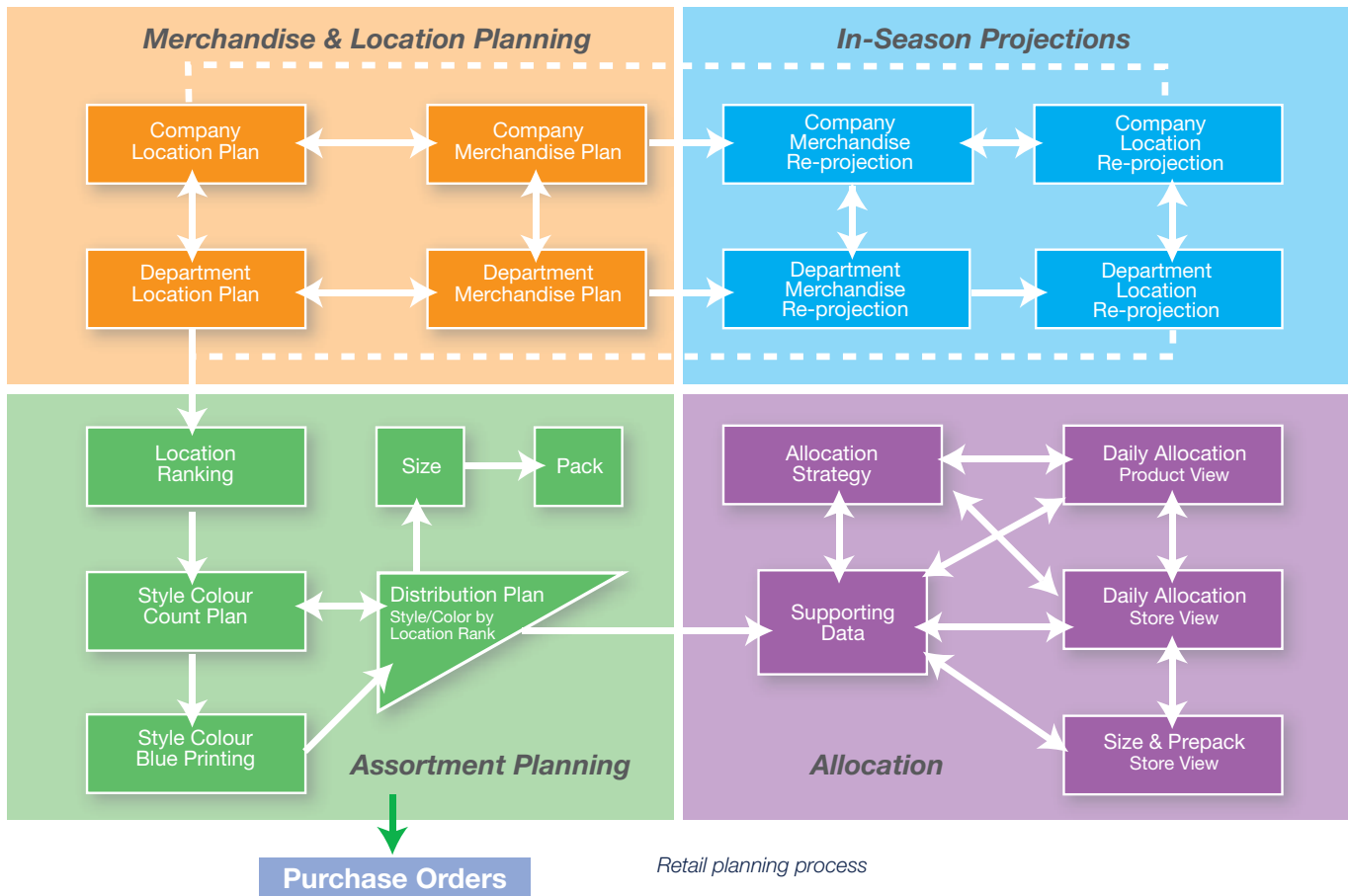
What's so important about workflow?

- The unique Compass Planning workflow solves many planning problems



Compass Planning workflow

What Issues does it solve?	
Challenge	Benefits of the Compass Solution
Complex set of steps in many spreadsheet plans	Eliminate risk of incorrect processing: perform steps in the correct sequence
Planning takes too long	Improved efficient (workflow) process, allowing more time for decision making
Controlling the cost base as the business grows	Efficient scalable solution allowing you to grow, with a workflow guide to help new staff training
Vulnerability of loss of key individuals	Tailored workflow and guide minimizes dependence on specialist knowledge & allows staff mobility
Lack of business best practice	Advice from specialist consultants with years of merchandise & assortment experience who have developed best practice workflows for your use
It takes too long to train users to a good standard	Each step in the workflow has a training guide, so new users learn to be effective very quickly
In your current system, you get lost swapping between different modules	The workflow integrates all modules transparently, so the user never needs to move out of the workflow steps



Retail planning process

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