MERCHANDISE FINANCIAL PLANNING PROCESS & USER GUIDE

LANDMARK GROUP

MERCHANDISE FINANCIAL PLANNING

Author: Abhijit Kundu

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Feedback:

In case you have a feedback, please share it with Abhijit.kundu@landmarkgroup.com **or** Nishanth.adepu@landmarkgroup.com**.**

1.1. Document Control

Change Record

Date	Author	Version	Change Reference
8-May-2017	Abhijit Kundu	0.1	Initial draft version
12-May-2017	Abhijit Kundu	0.2	Updated with Nishanth's comments + Details of planning actions, important calculations + Mechu's comments
18-May-2017	Nishanth Adepu	0.3	Added Receipts Reconciliation Details in Appendix
28-May-2017	Nishanth Adepu	0.4	Added Stock Recode Details in Appendix
04-June-2017	Nishanth Adepu	0.5	Updated with UAT feedback
12-June-2017	Nishanth Adepu	0.6	Updated with Forward Cover & Store Clustering Change
12-June-2017	Abhijit Kundu	1.0	Base Release
15-June-2017	Abhijit Kundu	1.01	Minor Release Date 16th June. Sections Updated 1.6, 1.8.5
16-July-2017	Nishanth Adepu	1.02	June 2017 Release. Sections updated 1.4,1.5,1.6,1.7 & 1.8
30-July-2017	Nishanth Adepu	1.03	July 2017 Release. Sections updated 1.6,1.8
23-Aug-2017	Nishanth Adepu	1.04	August Phase 1 Release. Sections added 1.8.10, updated 1.8 section
10-Sep-2017	Abhijit Kundu	1.05	August Phase 2 Release Sections Updated 1.4, 1.5, 1.6, added 1.8.10, 1.8.11
13-Sep-2017	Nishanth Adepu	1.06	Sections updated 1.8.6 & 1.8.5
02-Oct-2017	Nishanth Adepu	1.07	Sections updated 1.6 with Executive & Manager Strategy
22-Oct-2017	Nishanth Adepu	1.08	November R1 Sections updated 1.4,1.6, 1.7 & 1.8
13-Nov-2017	Nishanth Adepu	1.09	November R2 Sections updated 1.6 & 1.8
27-Nov-2017	Nishanth Adepu	1.10	November R3 Sections updated 1.6,1.7 & 1.8
18-Dec-2017	Nishanth Adepu	1.11	December R1 Sections updated 1.6 & 1.8
31-Jan-2018	Nishanth Adepu	1.12	January R1 Sections updated 1.4, 1.5, 1.6 and 1.8
20-Feb-2018	Nishanth Adepu	1.13	February R1 & R2 sections updated 1.6,1.8
28-Mar-2018	Nishanth Adepu	1.14	March Release, Sections updated 1.6,1.7,1.8
10-May-2018	Nishanth Adepu	1.15	April Release, Sections updated 1.6, 1.8
2-July-2018	Nishanth Adepu	1.16	June Release,
6-Sep-2018	Abhijit Kundu	1.17	Aug Release

Reviewers

Name (In order of review)	Position

Distribution

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1		
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Contents

1.2. Introduction

MFP delivers an integrated planning and execution functionality to the planning process. MFP is systemically linked to other critical systems and can be used for:

1. Planning Sales Demand
2. Planning Sales Margin
3. Deriving Open to Buy.

The Financial Plan is the first step in the planning process. This plan establishes the goals and strategies which acts as a roadmap for financial performance. Once this plan is mapped out and approved it will leverage for both financial performance tracking and for the next planning process where items are planned and purchased.
A cost-based plan is a financial model of a retail business process over a defined future period. Many versions exist during the process such as, Last Year, Adj Last Year, Last to Last Year, Manager Strategy, Waiting for Approval, Current plan, Pre-Ssn Plan etc.
Version are compared to get a better understanding of the current performance, last year performance, immediate plan and future direction.

1.3. Scope

Outline of the merchandise financial planning process for the concepts using MFP.

1.4 High Level Process

Financial planning is broadly divided into a short-term plan (12 to 24 months) and a long term financial goal (2 to 5 years). While the long term financial goals are worked out by the planning head or CEO, the short-term plan is mainly created, reviewed and reforecasted by merchandise planners and planning manager, which is well supported by a short term strategic targets provided by planning head. The short-term planning is divided into pre-season planning and in-season planning to ensure right focus on performance and proactive measures when a season is in progress.

The financial planning process is supported by the following roles

1. Executive Role – Reviews the performance at a very high level (Group/Month/Territory) and sets target for Planning Managers. Reconciles Pre-Season Plan with Finance Budget. (Optional)

2. Planning Managers – Sets a strategic target for planners at Dept/Week/Seasonality/Purchase Order Type level for Product Planners and at Dept/Week/Seaosnality/Store/Purchase Order Type level for Location Planners based on the executive target. Also reviews and approves the plans submitted by planners ensuring that it's as per the strategy of the business. A Location Manager uses Location Strategy Workbook to publlish Location Strategy. A Product Manager uses Manager Strategy Workbook to publish Product Strategy & in absence of Location Planning team both Product and Location Strategy.

3. Location Planners – Works together with Product Planners to create a financial plan as per the strategic direction. The Sales plans created goes down to as low as Class/Week/Store/Seasonality/Purchase Order Type level.

4. Product/Merchandise Planners – Does Product Planning in case Location Planners available. otherwise both Location and Product Planning. The plans created goes down to as low as Class/Week/Store/ Seasonality/ Purchase Order Type level.

With Location Planners

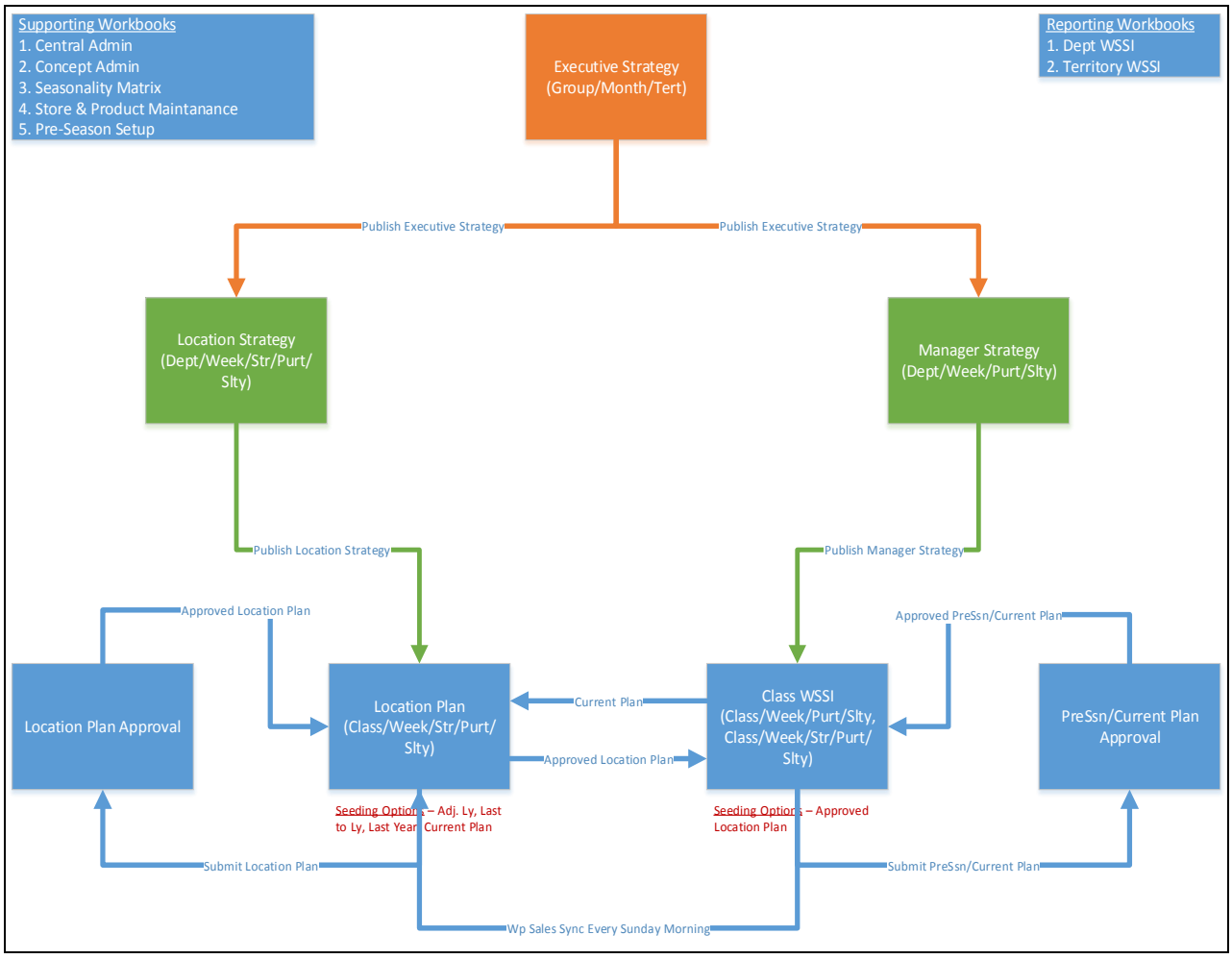
Location Planners starts at Location Plan, where post seeding (with right choice of previous performance & normalized) Location Planners can review and re-forecast Sales @ Store / Territory level. Post the sales planning Location Planners can review the Store & RDC demands to understand the OTB needs based on the ideal forwards covers at each level i.e. Store, RDC & submit to location manager for review and approval. Once the Approved Location Sales Plan is available Product Planners seed with the Approved Location Plan, re-forecast if need be and then review system suggest OTB Demand based on the ideal forwards covers at each level i.e. Store, RDC, MDC/CDC and Total. Once ready product planners submit the plan to managers for review and approval. The approved plans are generated @ Class/ Week/ Store/ Seasonality/ Purc Type level.

Without Location Planners

Product/Merchandise Planners starts at Class WSSI, where post seeding (with right choice of previous performance & normalized) Planners can review and re-forecast Sales @ Store / Territory level. Post the sales planning Planners can review the Store, RDC & CDC/MDC demands to understand the OTB needs based on the ideal forwards covers at each level i.e. Store, RDC, MDC/CDC and Total. Once ready product planners submit the plan to managers for review and approval. The approved plans are generated @ Class/ Week/ Store/ Seasonality/ Purc Type level.

The below diagram depicts a very high-level planning process to create a financial plan and understand open to buy.

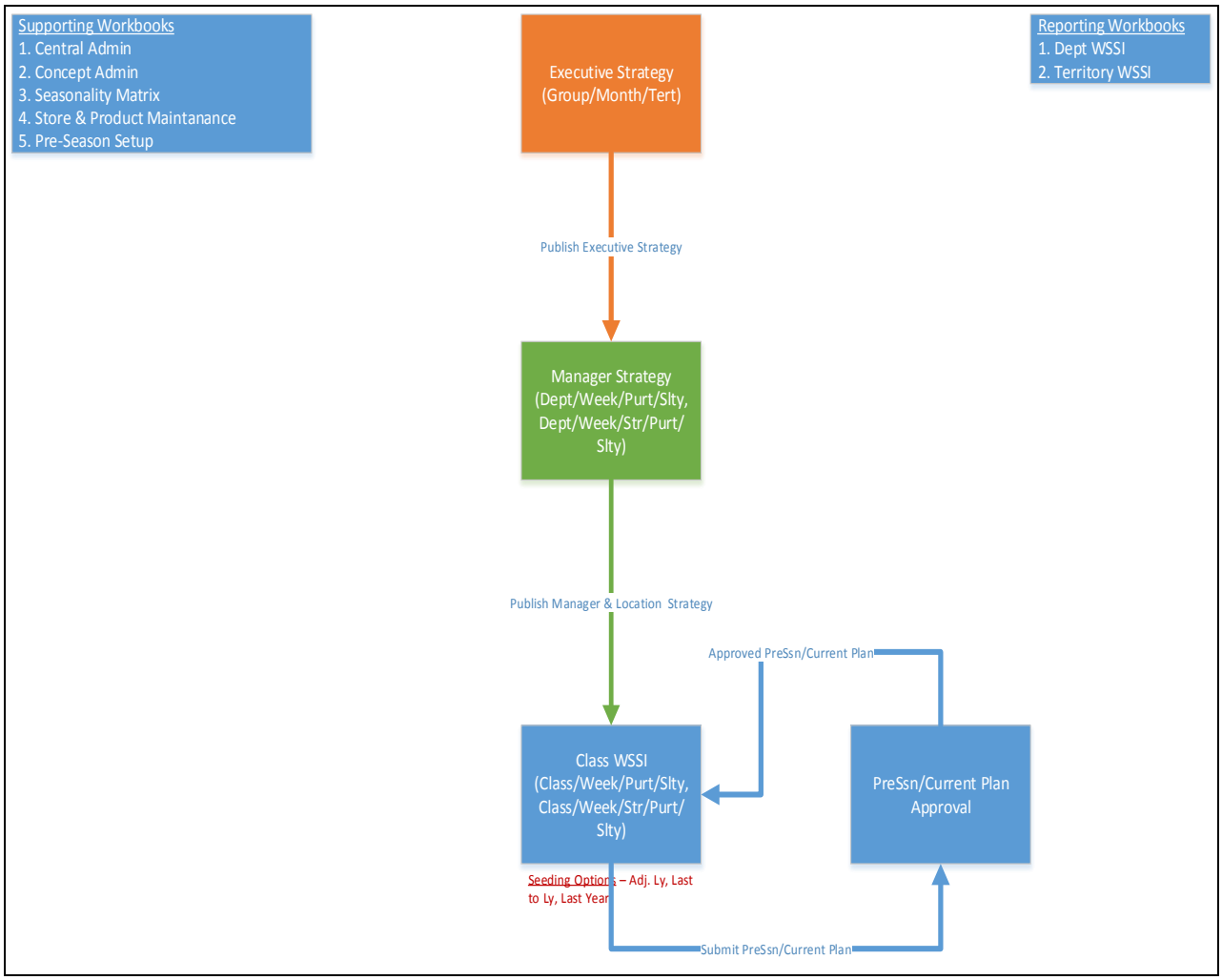
HIGH LEVEL PROCESS FLOW DIAGRAM (LOCATION PLANNER)



Key Responsibilities:

S No	Responsibility	Location Planner	Product Planner
1	Sales Forecasting	Seeding Re-Seed Sales Forecasting to Old In-Season Sales Re-Forecasting	Seed from Approved Location Plan
2	Workbook Access	Location Plan	Class WSSI
3	OTB Planning	NA	Yes
4	Stock Recode	NA	Yes
5	Pre-Ssn/Current Plan Submission	NA	Yes
6	Allocating On-Order	NA	Yes
7	Clustering	NA	Yes
8	Terminal Stock Setup	NA	Yes
9	Ideal Forward Setup	NA	Yes

HIGH LEVEL PROCESS FLOW DIAGRAM (NO LOCATION PLANNER)



1.5 Pre-Season Setup

Pre-season setup is a set of data review/setup steps which ensures the pre-planning metadata is available in the system for correct and smooth planning.

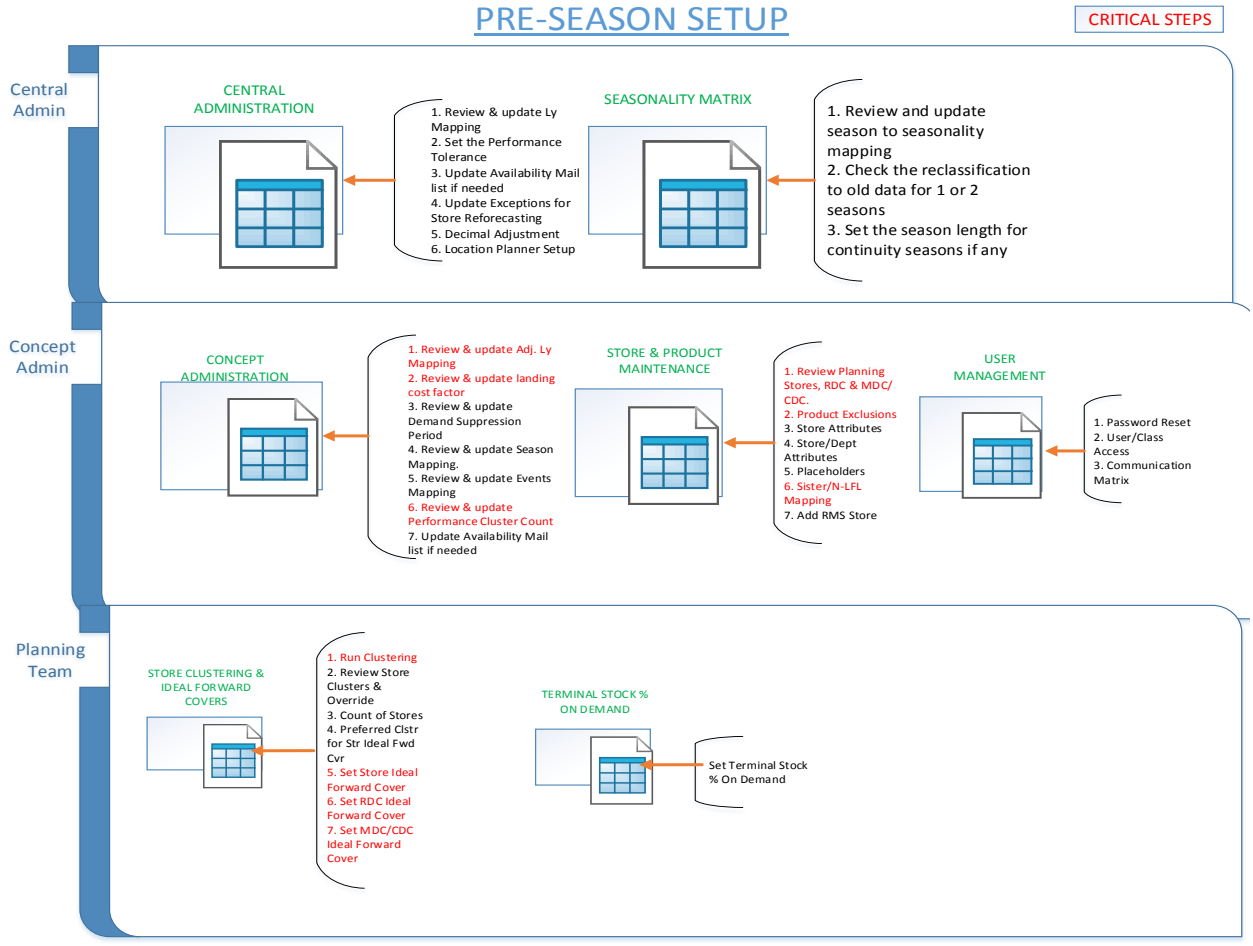
Following diagram depicts the different roles and activities as part of the pre-season setup.

The roles supporting pre-season setup are

1. Central Admin – This role is held within the LMIT planning team & mainly responsible for Last Year Mapping, Performance Tolerance for Normalization and Seasonality Matrix (Season to Seasonality Mapping, Core Season Mapping, Continuity Season Mapping, Season Last Week Mapping).

2. Concept Admin – This role is with the business and responsible for the activities mentioned below. Other than this the concept admin is also responsible for user management and store addition activity.

3. Planning Team – This role lies with merchandise planning team and responsible for some of the critical pre-season setup activities as mentioned below.



Central Admin:

CENTRAL ADMINISTRATION WORKBOOK:

Central administration workbook is used for setting the Ly Mapping, set the Performance tolerance and Store Exceptions for normalization of Sales post seeding in Location Plan, Setup decimal adjustments for Stock

Recode, Setup Location Planners setting for concept and update the list of people who needs to get automated mail on system availability during overnight batch within LMIT Planning team.

SEASONALITY MATRIX WORKBOOK:

This workbook holds the details around seasons and season to seasonality mapping. Season to Seasonality worksheet is used for review and update season to seasonality mapping. The input for this workbook comes from planning team. Core Seasons worksheet is used to set the core seasons for the concept. This helps during calculation of the cumulative measures. Review the reclassification to old week (the measure holds up to week till the season is considered active) in Reclassification to OLD worksheet. The season length worksheet is used for reviewing the length of the season and update the season start and end for continuity seasons. For continuity season, all the weeks in the workbook are set to true. Season last week mapping worksheet used to map the last week of the season. Again, this is used for the cumulative measures calculation.

Every time a new season is created the Concept must inform LMIT team to do the initial setup activities.

Concept Admin:

CONCEPT ADMINISTRATION WORKBOOK:

Concept Administration workbook is used by the concept admins for setting up following data. The inputs mainly come from the planning team & concept admin is responsible for entering/uploading it onto the system.

1. Adj Ly Mapping – This is a **very critical pre-season setup data** and absence of this will disrupt the planning process.

2. Landing Cost Factor – This is the cost factor which is added to all future orders to derive additional cost incurred to deliver goods to territory. It indicates the additional expenses like import duties etc. we incur while importing goods on top of FOB to a Country/Territory. A value of 1 for this factor means no additional cost to import goods to a Country/Territory on top of FOB. A value of 1.10 means that we incur 10% additional cost to import goods to a Country/Territory. So, FOB of 100 AED becomes 110 AED as Landed Cost. This worksheet also has the currency conversion factor and currency code measures, Currency conversion plays critical role during Unit and Retail calculation @ Location Plan. Hence need to ensure that the Landing Cost Factor update for all territories and classes.

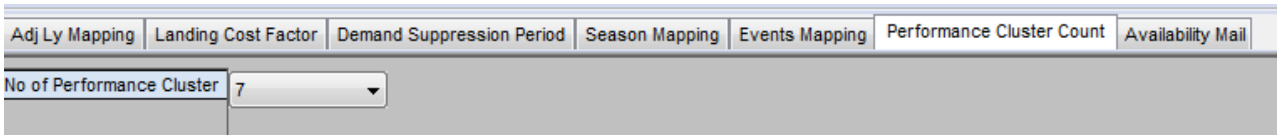
3. Demand Suppression Weeks– Minimum number of weeks needed from current week to procure an order from Supplier.

4. Season Mapping– This is used to map the seasons with the weeks. Once done by the Concept Administrator the workbook has to be committed.

5. Events Mapping– Week to Events mapping must be completed by Concept Administrator and the workbook needs to be committed post that.

6. Performance Cluster Count- The performance cluster count must be updated by the concept administrator based on the number of cluster a concept decides to maintain.

7. Availability Mail – This worksheet is used by concept admins to review and update the list of people who needs to get automated mail on system availability during overnight batch within Planning team or concept IT.

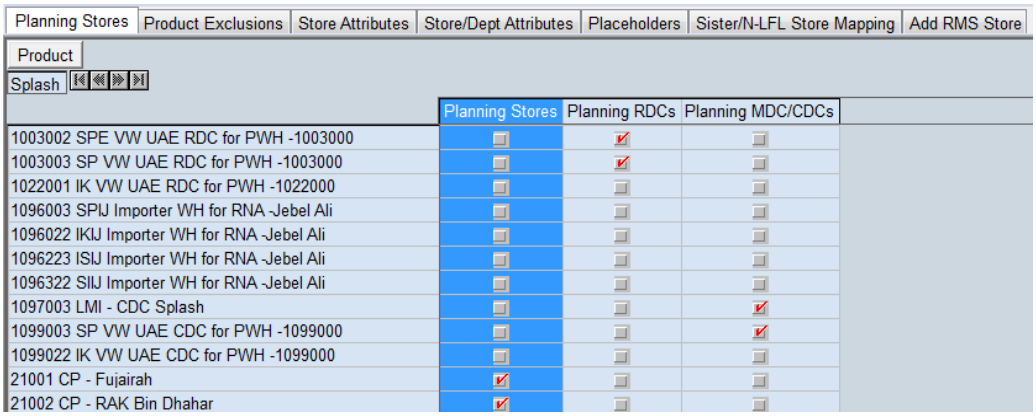


Concept Administrator

STORE & PRODUCT MAINTENANCE WORKBOOK:

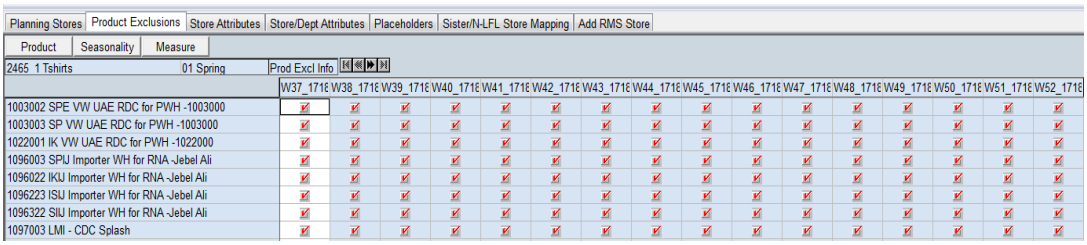
Store & Product Maintenance workbook is used by concept admins to update the store and product attributes/exclusions/inclusions etc.

1) Planning Stores – In this tab, the Concept Admin must review the list of stores, RDC's and CDC's. Planning team needs to review all the stores along with Concept Admin and make sure that none of the RMS stores are missing and the stores which should not be planned are set to false. A store excluded here will make sure they don't appear in the location plan workbooks.



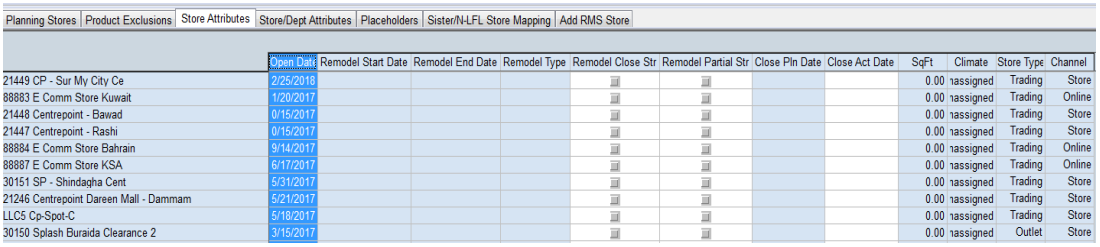
	Planning Stores	Planning RDCs	Planning MDC/CDCs
1003002 SPE VW UAE RDC for PWH -1003000	☐	☑	☐
1003003 SP VW UAE RDC for PWH -1003000	☐	☑	☐
1022001 IK VW UAE RDC for PWH -1022000	☐	☐	☐
1096003 SPIJ Importer WH for RNA -Jebel Ali	☐	☐	☐
1096022 IKIJ Importer WH for RNA -Jebel Ali	☐	☐	☐
1096223 ISIJ Importer WH for RNA -Jebel Ali	☐	☐	☐
1096322 SIIJ Importer WH for RNA -Jebel Ali	☐	☐	☐
1097003 LMI - CDC Splash	☐	☐	☑
1099003 SP VW UAE CDC for PWH -1099000	☐	☐	☑
1099022 IK VW UAE CDC for PWH -1099000	☐	☐	☐
21001 CP - Fujairah	☑	☐	☐
21002 CP - RAK Bin Dhahar	☑	☐	☐

2) Product Exclusions – In this tab, the Concept Admin along with the Planning team must review the product exclusions and update accordingly. Any class which is no more valid or seasonal, should be excluded for the appropriate weeks. This ensures that the excluded classes are not validated during plans submission neither planned.



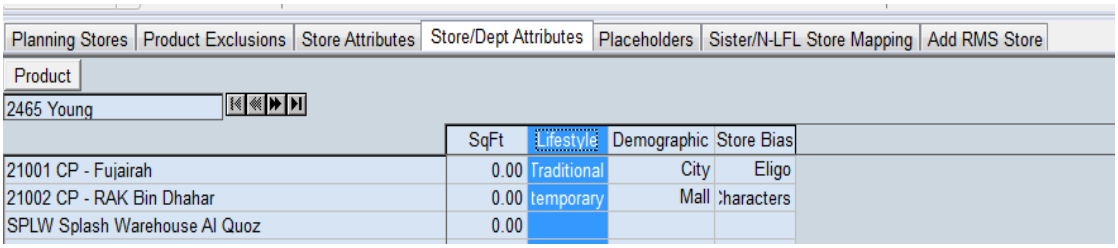
	W37_1718	W38_1718	W39_1718	W40_1718	W41_1718	W42_1718	W43_1718	W44_1718	W45_1718	W46_1718	W47_1718	W48_1718	W49_1718	W50_1718	W51_1718	W52_1718
1003002 SPE VW UAE RDC for PWH -1003000	☐	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1003003 SP VW UAE RDC for PWH -1003000	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1022001 IK VW UAE RDC for PWH -1022000	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1096003 SPIJ Importer WH for RNA -Jebel Ali	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1096022 IKIJ Importer WH for RNA -Jebel Ali	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1096223 ISIJ Importer WH for RNA -Jebel Ali	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1096322 SIIJ Importer WH for RNA -Jebel Ali	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑
1097003 LMI - CDC Splash	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑

3) Store Attributes – In this tab, the Concept Admin must review any discrepancy in opening or closing dates for RMS created stores, they need to be corrected in RMS. For dummy stores in MFP opening or closing date should be reviewed and updated in this workbook. This workbook is also used for setting any remodel details of a store, planned close details and store attributes of a store.

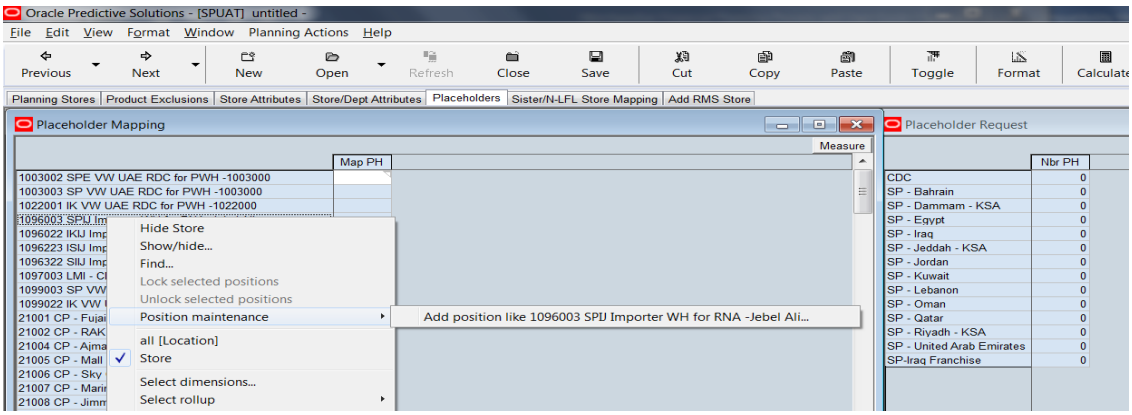


	Open Date	Remodel Start Date	Remodel End Date	Remodel Type	Remodel Close Str	Remodel Partial Str	Close Pln Date	Close Act Date	SqFt	Climate	Store Type	Channel
21449 CP - Sur My City Ce	2/25/2018				☐	☐			0.00	nassigned	Trading	Store
88883 E Comm Store Kuwait	1/20/2017				☐	☐			0.00	nassigned	Trading	Online
21448 Centrepoint - Bawad	0/15/2017				☐	☐			0.00	nassigned	Trading	Store
21447 Centrepoint - Rashi	0/15/2017				☐	☐			0.00	nassigned	Trading	Store
88884 E Comm Store Bahrain	9/14/2017				☐	☐			0.00	nassigned	Trading	Online
88887 E Comm Store KSA	6/17/2017				☐	☐			0.00	nassigned	Trading	Online
30151 SP - Shindagha Cent	5/31/2017				☐	☐			0.00	nassigned	Trading	Store
21246 Centrepoint Dareen Mall - Dammam	5/21/2017				☐	☐			0.00	nassigned	Trading	Store
LLC5 Cp-Spot-C	5/18/2017				☐	☐			0.00	nassigned	Trading	Store
30150 Splash Buraida Clearance 2	3/15/2017				☐	☐			0.00	nassigned	Outlet	Store

4) Store/Dept Attributes – In this tab, the Concept Admin must set store attribute called Store Bias introduced to capture dominant brand in the store along with other attributes such as Lifestyle and Demographic. This information is provided by planning team. The sqft information if not corrected must be corrected in RMS.

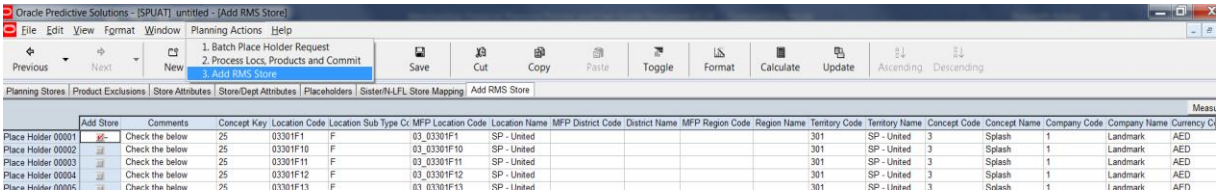


5) Placeholders – In this tab, the Concept Admin can create placeholders instantly by using Position maintenance or can request for 1 to many Place holders by entering the number of placeholder against respective Territory and running the planning action “Batch Placeholder Request”. This will ensure that the requested placeholders are added as a part of night batch run which will be available in the next day.



6) Sister/N-LFL Mapping – In this tab, the Concept Admin must map the Sister store to the New stores & N-LFL stores for the trading year. Once the sister store is mapped to the New stores and the N-LFL stores, the planning team must review the mapping in the Location Plan workbook and update the concept administrator in case of any discrepancy. This should be done before Seeding Process. Any wrong mapping will bring in wrong data during seeding. A closed store as well can be used as a reference store for a New or N-LFL store. The closed store should be mapped as a planning location to use it as a reference store.

7) Add RMS Store – In this tab, the Concept Admin must review the list of the available stores in the book and if there is any planning store present then it must be selected and requested to be added to the MFP. The Concept Admin must run the Planning Action “Add RMS Store”. If there is any error or missing information the comments column will display it.



Once the above actions are completed the planning action “Process and Commit” needs to be run by the concept admin to ensure any future sales plan are excluded and the changes are committed.

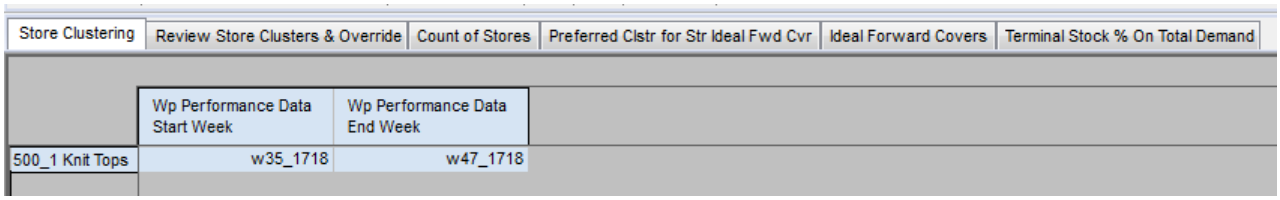
Additionally, concepts admins are also responsible for user management for the planning team.

Planning Team:

PRE-SEASON SETUP WORKBOOK:

1) Store Clustering: Store performance clustering workbook helps concepts to cluster stores based on Average Cover, Sales Density & Sales Performance. This is a **critical activity in pre-season** setup. If this is not done, then system will cluster stores based on a previously available performance data which might be grossly incorrect. Planning team need to decide on the number of clusters between 1 to 10 and inform the concept administrator to set it up before running the planning action.

   Run the Clustering after Selecting the Start and End Week Range for Performance data. This Range is considered for Clustering. Run the Planning Action **"Run Clustering"** to Complete the Clustering. Clustering is done online and there is no dependency on LMIT. The workbook name is Store Clustering under Pre-Season Setup. The default value of Start and End Week is today -13 and today – 1. MFP uses Breakpoint Algorithm for clustering. Please refer the appendix section for more details on Breakpoint Algorithm.



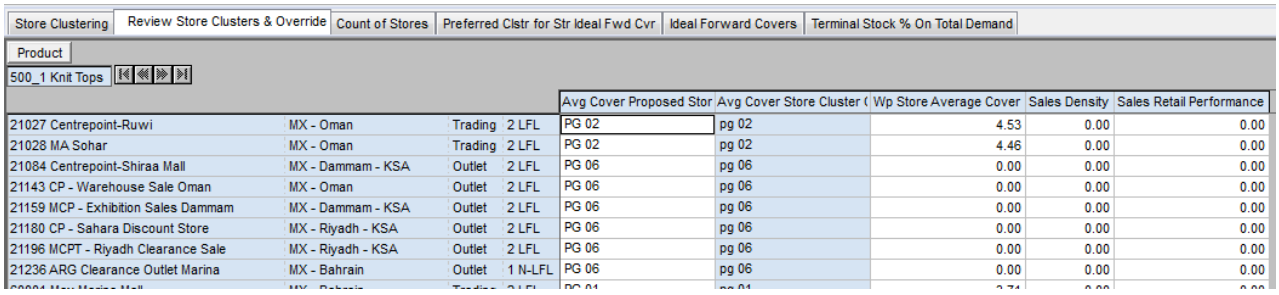
Store Clustering

Review Store Clusters & Override: Review and Amend if needed the system generated Clusters. Create the User Defined Cluster if planning to use your own clustering of stores. Review the Count of Stores for each Cluster. Once completed, Select the Preferred Cluster for Store Ideal Forward Cover and proceed with defining the Ideal Forward Covers.

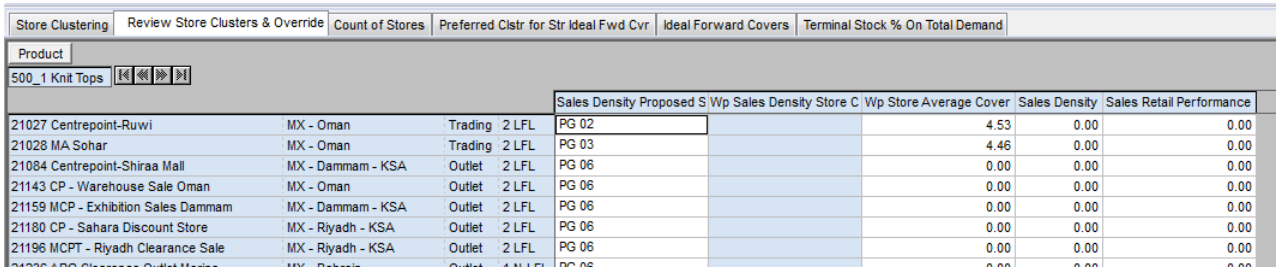
Avg Cover = (Avg Closing Stock [selected weeks] / Avg Sales [selected weeks])

Sales Density = Sales Retail [selected weeks] / Selling Space

Sales = Sales Retail [selected weeks]



Avg Cover Cluster



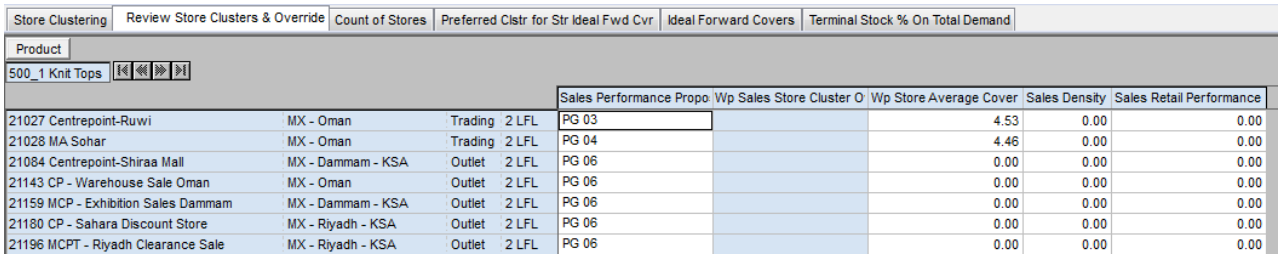
Store Clustering | Review Store Clusters & Override | Count of Stores | Preferred Clstr for Str Ideal Fwd Cvr | Ideal Forward Covers | Terminal Stock % On Total Demand

Product

500_1 Knit Tops

				Sales Density Proposed S	Wp Sales Density Store C	Wp Store Average Cover	Sales Density	Sales Retail Performance
21027 Centrepoint-Ruwi	MX - Oman	Trading	2 LFL	PG 02		4.53	0.00	0.00
21028 MA Sohar	MX - Oman	Trading	2 LFL	PG 03		4.46	0.00	0.00
21084 Centrepoint-Shiraa Mall	MX - Dammam - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21143 CP - Warehouse Sale Oman	MX - Oman	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21159 MCP - Exhibition Sales Dammam	MX - Dammam - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21180 CP - Sahara Discount Store	MX - Riyadh - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21196 MCPT - Riyadh Clearance Sale	MX - Riyadh - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00

Sales Density Cluster



Store Clustering | Review Store Clusters & Override | Count of Stores | Preferred Clstr for Str Ideal Fwd Cvr | Ideal Forward Covers | Terminal Stock % On Total Demand

Product

500_1 Knit Tops

				Sales Performance Propo	Wp Sales Store Cluster O	Wp Store Average Cover	Sales Density	Sales Retail Performance
21027 Centrepoint-Ruwi	MX - Oman	Trading	2 LFL	PG 03		4.53	0.00	0.00
21028 MA Sohar	MX - Oman	Trading	2 LFL	PG 04		4.46	0.00	0.00
21084 Centrepoint-Shiraa Mall	MX - Dammam - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21143 CP - Warehouse Sale Oman	MX - Oman	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21159 MCP - Exhibition Sales Dammam	MX - Dammam - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21180 CP - Sahara Discount Store	MX - Riyadh - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00
21196 MCPT - Riyadh Clearance Sale	MX - Riyadh - KSA	Outlet	2 LFL	PG 06		0.00	0.00	0.00

Sales Performance Cluster

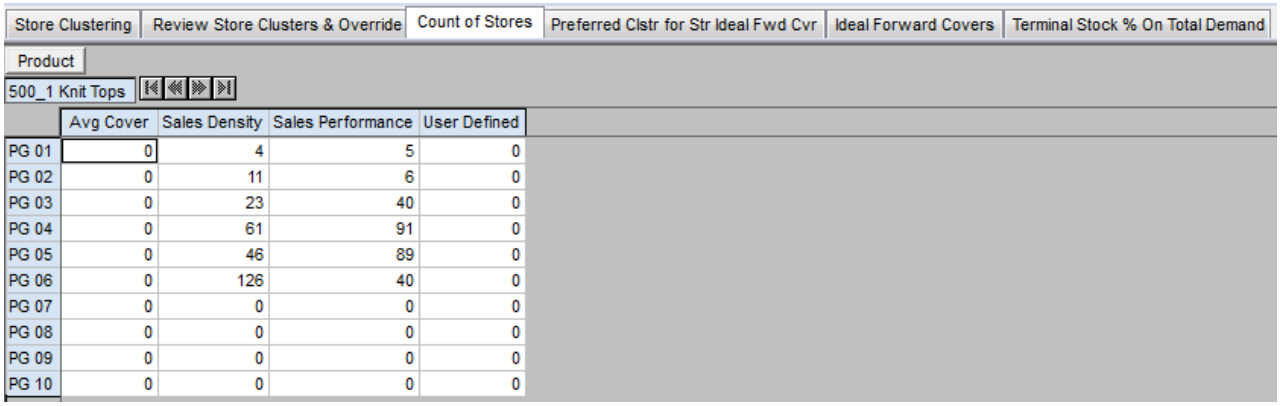
Store Clustering | Review Store Clusters & Override | Count of Stores | Preferred Clstr for Str Ideal Fwd Cvr | Ideal Forward Covers | Terminal Stock % On Total Demand

Product

500_1 Knit Tops

				Wp User Defined Store Cl	Wp Store Average Cover	Sales Density	Sales Retail Performance
21027 Centrepoint-Ruwi	MX - Oman	Trading	2 LFL		4.53	0.00	0.00
21028 MA Sohar	MX - Oman	Trading	2 LFL		4.46	0.00	0.00
21084 Centrepoint-Shiraa Mall	MX - Dammam - KSA	Outlet	2 LFL		0.00	0.00	0.00
21143 CP - Warehouse Sale Oman	MX - Oman	Outlet	2 LFL		0.00	0.00	0.00
21159 MCP - Exhibition Sales Dammam	MX - Dammam - KSA	Outlet	2 LFL		0.00	0.00	0.00
21180 CP - Sahara Discount Store	MX - Riyadh - KSA	Outlet	2 LFL		0.00	0.00	0.00
21196 MCPT - Riyadh Clearance Sale	MX - Riyadh - KSA	Outlet	2 LFL		0.00	0.00	0.00

User Defined Cluster



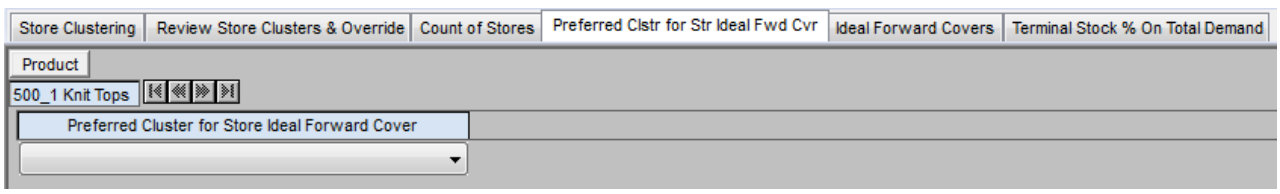
Store Clustering | Review Store Clusters & Override | Count of Stores | Preferred Clstr for Str Ideal Fwd Cvr | Ideal Forward Covers | Terminal Stock % On Total Demand

Product

500_1 Knit Tops

	Avg Cover	Sales Density	Sales Performance	User Defined
PG 01	0	4	5	0
PG 02	0	11	6	0
PG 03	0	23	40	0
PG 04	0	61	91	0
PG 05	0	46	89	0
PG 06	0	126	40	0
PG 07	0	0	0	0
PG 08	0	0	0	0
PG 09	0	0	0	0
PG 10	0	0	0	0

Count of Stores



Store Clustering | Review Store Clusters & Override | Count of Stores | Preferred Clstr for Str Ideal Fwd Cvr | Ideal Forward Covers | Terminal Stock % On Total Demand

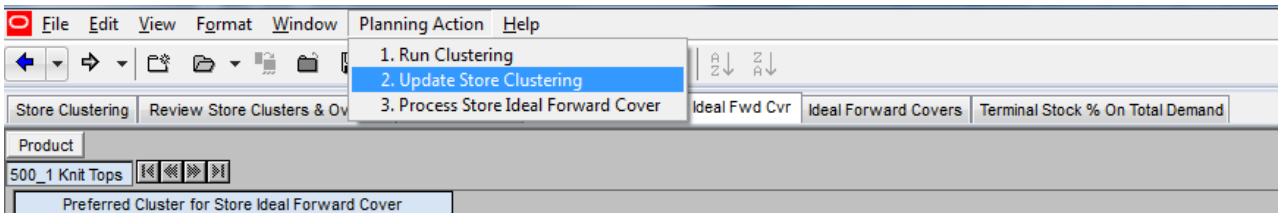
Product

500_1 Knit Tops

Preferred Cluster for Store Ideal Forward Cover

Preferred Cluster for Store Ideal Forward Cover

Run the Planning Action "**Update Store Clustering"** Post Amendment of Clusters if any.



Cluster "Z" holds all the stores with Zero/Negative(-) value for Avg. Cover, Sales Density and Sales Performance. This is to clearly separate the invalid stores.

Both Run Clustering and Update Store Clustering also updates Store to Performance Group mapping post clustering.

2) Ideal Forward Covers: The next critical pre-season setup activity is to set the ideal forward covers. Store ideal forward covers are set at cluster level in the Ideal Forward Covers tab in Store Ideal Forward Cover worksheet. Planning team also need to set ideal forward cover for RDC and MDC/CDC in the Ideal Forward Covers worksheet. Post the forward covers are set, the planning team needs to run the Planning Action **"Process Store Ideal Forward Cover"**. Once the Planning Action is completed successfully the Ideal Forward Covers are spread from the Cluster to the stores which can be verified in the Ideal Forward Covers worksheet.

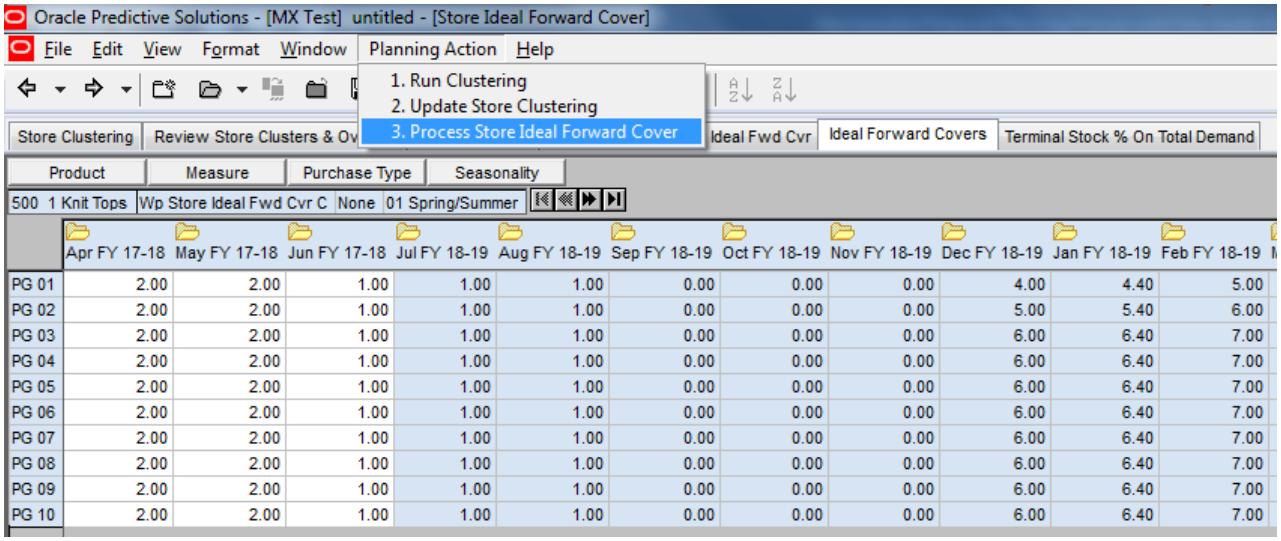
Store Clustering | Review Store Clusters & Override | Count of Stores | Preferred Clstr for Str Ideal Fwd Cvr | Ideal Forward Covers | Terminal Stock % On Total Demand

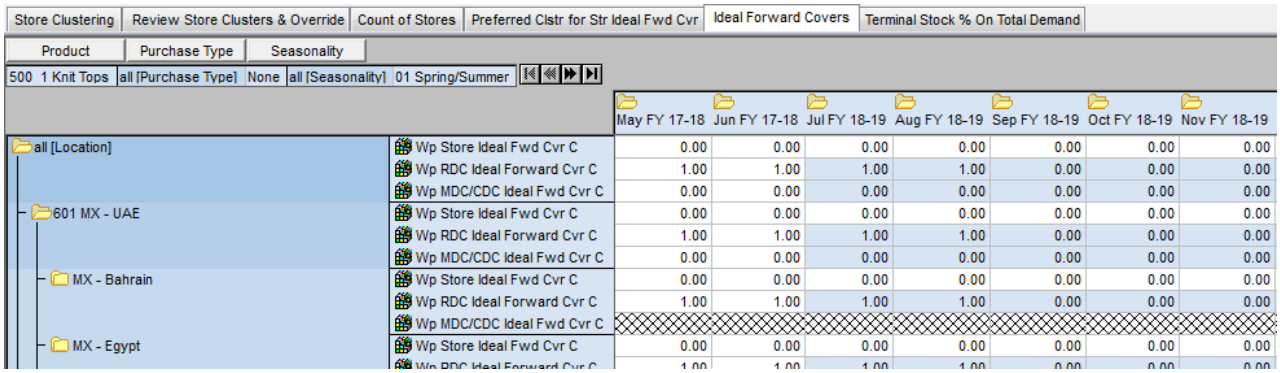
Product | Measure | Purchase Type | Seasonality

500 1 Knit Tops | Wp Store Ideal Fwd Cvr C | None | 01 Spring/Summer

	Apr FY 17-18	May FY 17-18	Jun FY 17-18	Jul FY 18-19	Aug FY 18-19	Sep FY 18-19	Oct FY 18-19	Nov FY 18-19	Dec FY 18-19	Jan FY 18-19	Feb FY 18-19	Mar FY 18-19
PG 01	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	4.00	4.40	5.00	5.00
PG 02	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	5.00	5.40	6.00	6.00
PG 03	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 04	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 05	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 06	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 07	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 08	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 09	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00
PG 10	2.00	2.00	1.00	1.00	1.00	0.00	0.00	0.00	6.00	6.40	7.00	7.00

Store Ideal Forward Cover

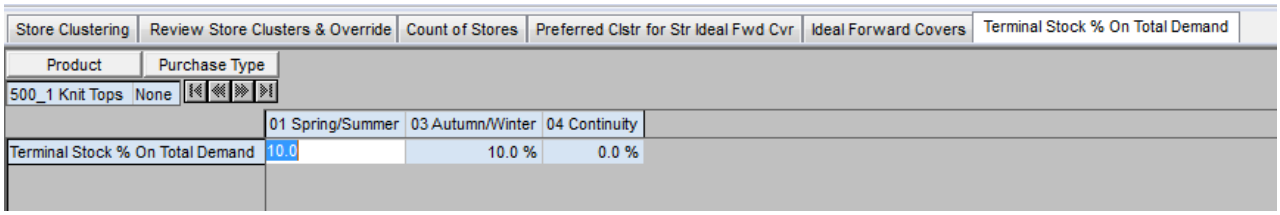




Ideal Forward Covers

Note: - Maximum One Department is allowed for selection but the Dynamic Aggregation of Clustering works only if One Class loaded in the workbook.

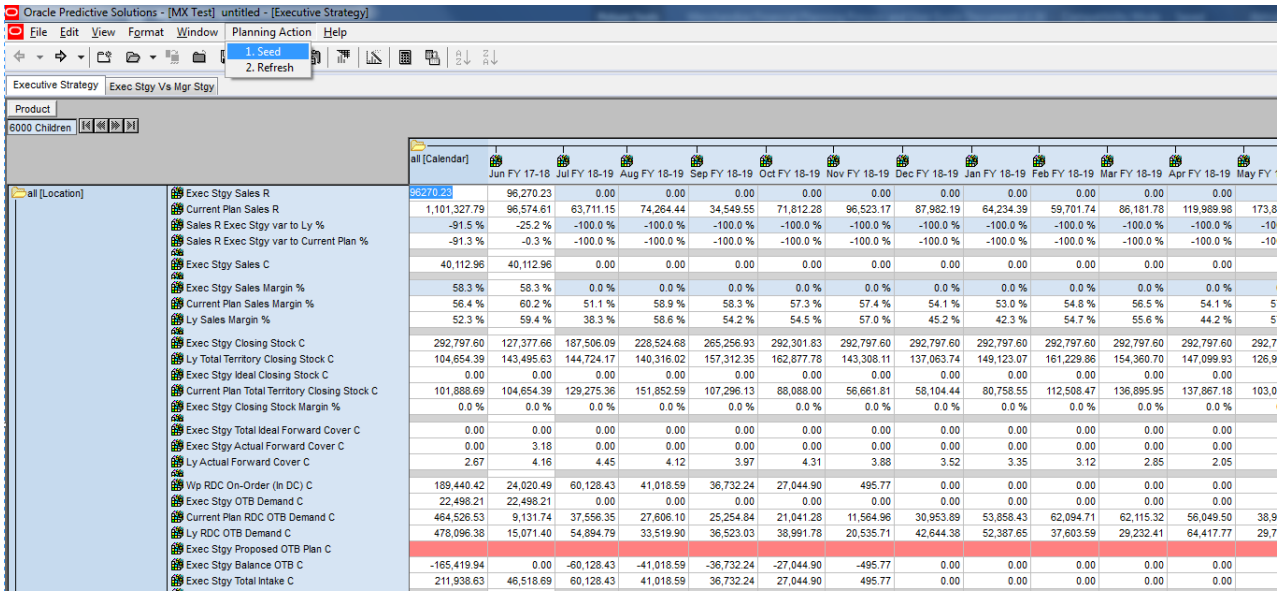
3) Terminal Stock % On Total Demand - Planners to set Demand Top-Up (Terminal Stock) using Terminal Stock % On Total Demand Worksheet available under Pre-Season Setup Workbook. Planners should use Manager Strategy to understand the Terminal Stock Requirement strategically and set the direction by updating the % value in this workbook. For example, if we want 10% as Terminal Stock for a class, 10% should be set and committed in this workbook in Pre-Season. Once planners start planning for the Season system will automatically add 10% extra demand to the Sales Cost as Terminal Stock Demand each week of the Season. Continuity and Old excluded from this functionality.



1.6 Pre-Season Planning

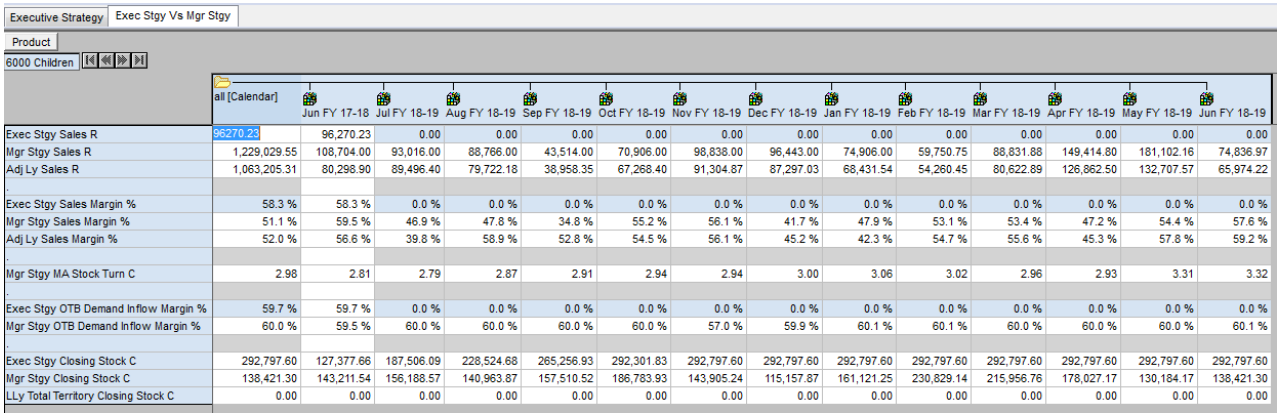
Executive Strategy

Pre-Season planning starts with a target being set by the Exec role for the planning managers. Executive Strategy workbook is used by the Exec role to set the targets such as Sales Retail, Sales Margin %, OTB Demand Inflow Margin %, Proposed OTB Plan C and Forward Cover @ Group/Territory/Month level. Exec role can seed the workbook by running the Planning Action "Seeding" this will get the Sales numbers from Adj Ly if no sales are planned. After reviewing the Adj Ly numbers the Exec will set the targets for the Current year for the Manager. The Executive can use the measure Closing Stock Margin % for reference.



Executive Seeding

Exec role also uses this workbook to review Exec Stgy Vs Mgr. Stgy and approve/reject manager strategy. MFP interfaces the Finance Budget (Initial and Adjusted) from ER on a weekly basis.



	all [Calendar]	Jun FY 17-18	Jul FY 18-19	Aug FY 18-19	Sep FY 18-19	Oct FY 18-19	Nov FY 18-19	Dec FY 18-19	Jan FY 18-19	Feb FY 18-19	Mar FY 18-19	Apr FY 18-19	May FY 18-19	Jun FY 18-19
Exec Stgy Sales R	96270.23	96,270.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Mgr Stgy Sales R	1,229,029.55	108,704.00	93,016.00	88,766.00	43,514.00	70,906.00	98,838.00	96,443.00	74,906.00	59,750.75	88,831.88	149,414.80	181,102.16	74,836.97
Adj Ly Sales R	1,063,205.31	80,298.90	89,496.40	79,722.18	38,958.35	67,268.40	91,304.87	87,297.03	68,431.54	54,260.45	80,622.89	126,862.50	132,707.57	65,974.22
Exec Stgy Sales Margin %	58.3 %	58.3 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Mgr Stgy Sales Margin %	51.1 %	59.5 %	46.9 %	47.8 %	34.8 %	55.2 %	56.1 %	41.7 %	47.9 %	53.1 %	53.4 %	47.2 %	54.4 %	57.6 %
Adj Ly Sales Margin %	52.0 %	56.6 %	39.8 %	58.9 %	52.8 %	54.5 %	56.1 %	45.2 %	42.3 %	54.7 %	55.6 %	45.3 %	57.8 %	59.2 %
Mgr Stgy MA Stock Turn C	2.98	2.81	2.79	2.87	2.91	2.94	2.94	3.00	3.06	3.02	2.96	2.93	3.31	3.32
Exec Stgy OTB Demand Inflow Margin %	59.7 %	59.7 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Mgr Stgy OTB Demand Inflow Margin %	60.0 %	59.5 %	60.0 %	60.0 %	60.0 %	60.0 %	57.0 %	59.9 %	60.1 %	60.1 %	60.0 %	60.0 %	60.0 %	60.1 %
Exec Stgy Closing Stock C	292,797.60	127,377.66	187,506.09	228,524.68	265,256.93	292,301.83	292,797.60	292,797.60	292,797.60	292,797.60	292,797.60	292,797.60	292,797.60	292,797.60
Mgr Stgy Closing Stock C	138,421.30	143,211.54	156,188.57	140,963.87	157,510.52	186,783.93	143,905.24	115,157.87	161,121.25	230,829.14	215,956.76	178,027.17	130,184.17	138,421.30
LLy Total Territory Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

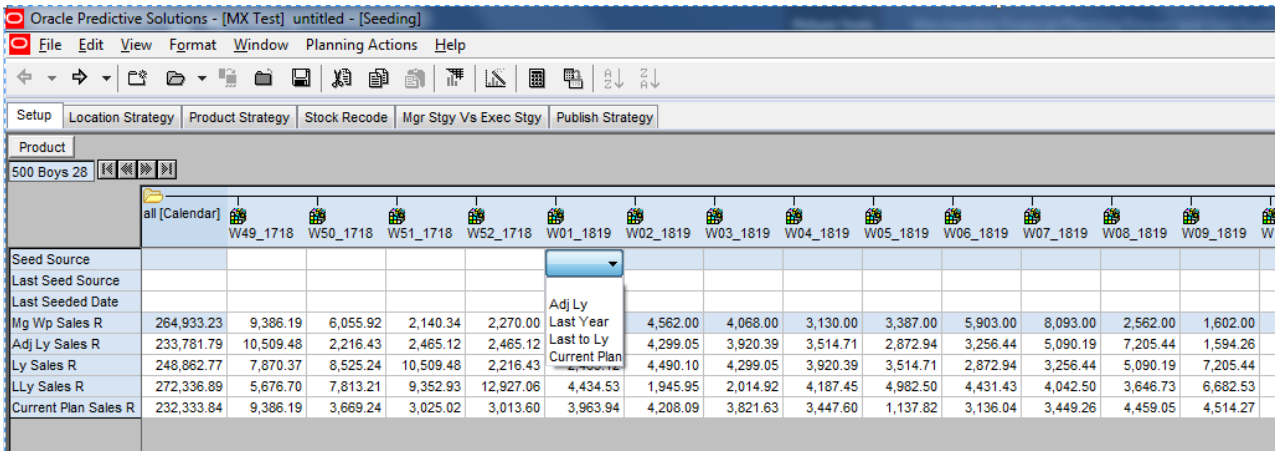
Exec Stgy Vs Mgr Stgy

The Exec Stgy Vs Mgr Stgy worksheet can be used to compare the Exec Role Targets against approved Manager Values. The values submitted by the Manager can be Approved/Rejected in the Approve/Reject Strategy sheet which is present under Approve/Reject Strategy.

Once the target is available from Exec role, planning managers sets the strategic direction for Sr. Planners/Planners.

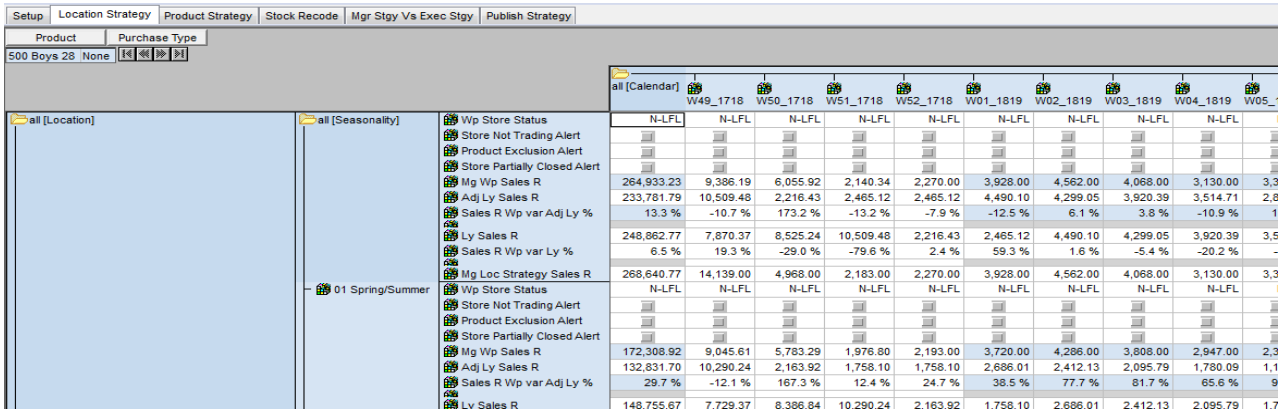
<u>Manager Strategy</u>

Planning starts with seeding the department with available seed sources (Adj Ly, Ly, LLy, and Current Plan) by running the Planning Action “Seed”. Post successful seeding managers plan/forecast the following.

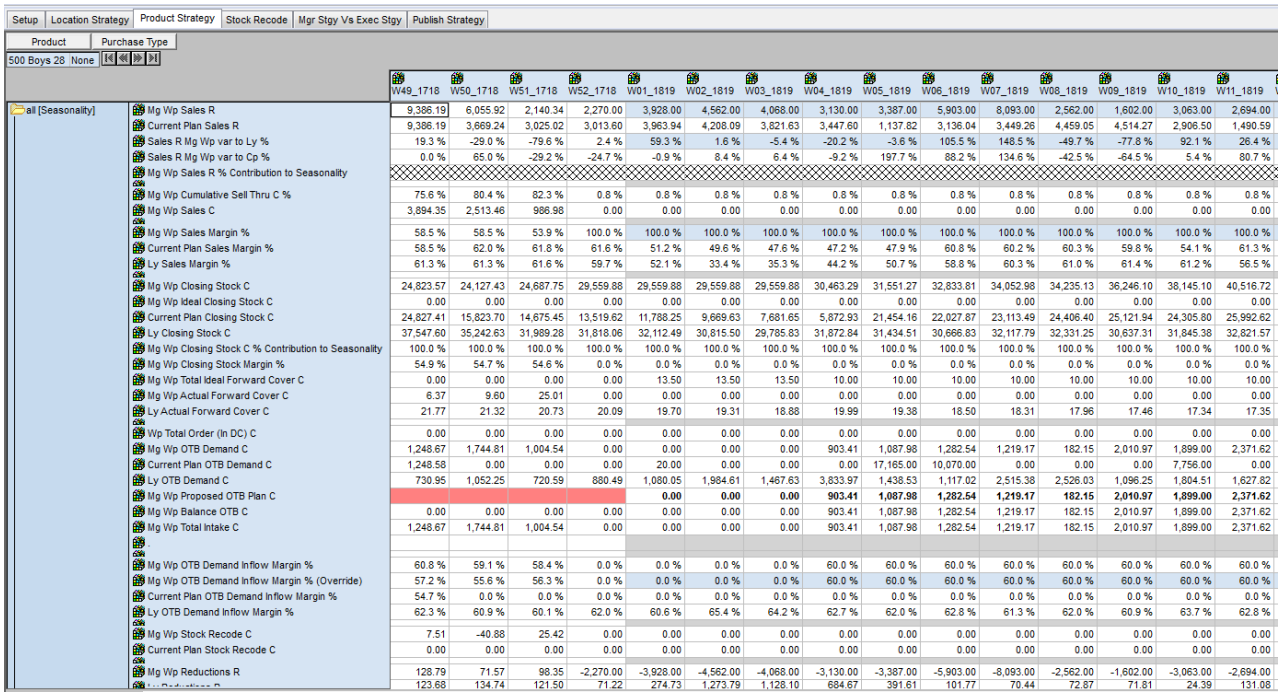


Seeding

Sales Retail – Use either Mg Wp Sales R or Mg Wp Sales R var to Adj Ly% measure to review and re-forecast sales Retail at different level.



Location Strategy



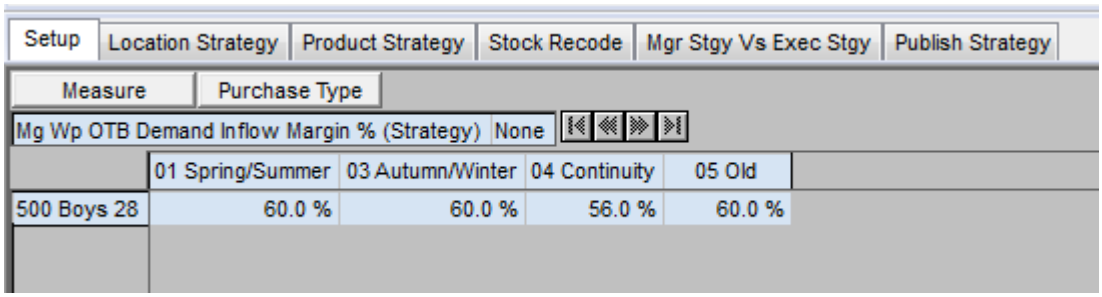
Product Strategy

Once Sales Retail planned, reforecast Sales Margin %, AUC, AUR as needed. After the Sales has been reforecasted the system would start generating the OTB Demand as per the Ideal Forward Cover setup for the department by the

Manager in the workbook. The manager post reviewing the system generated demand can plan the Intake in the measure Mg Wp Proposed OTB Plan C which will override the demand and recalculate the future demand. The Manager can use the measure Closing Stock Margin % for reference.

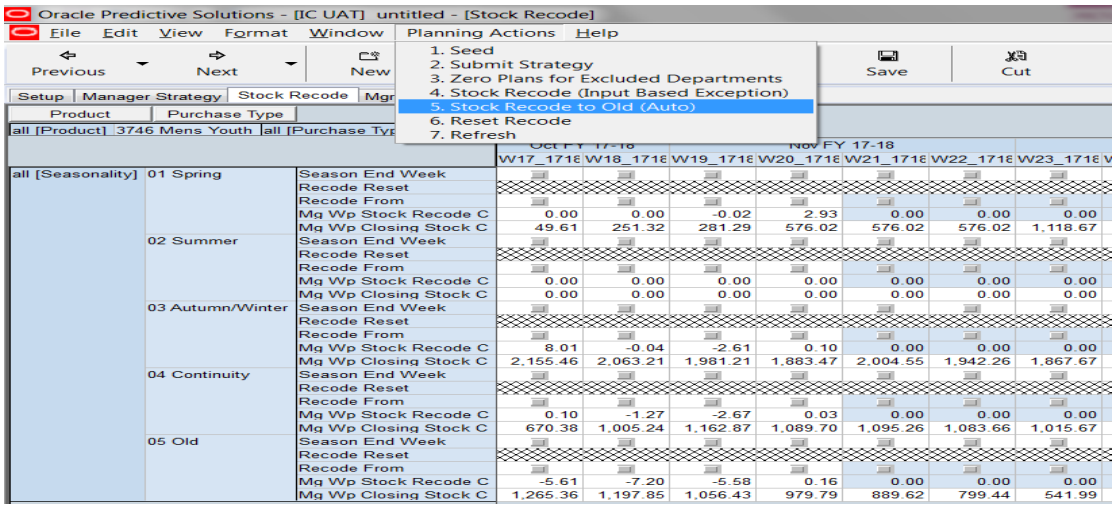
Strategic OTB Demand Inflow Margin % Setup

Instead of setting the OTB Demand Inflow Margin % for each Proposed OTB, Managers now will be able to set a Strategic Inflow Margin % in Strategic KPIs Worksheet. This will be used for every Proposed OTB unless an Override is being entered by the manager.



Strategic KPI

Post the planning of the current season, Manager needs to do a Stock Recode which will push the stock at the end of the season to the Old Seasonality. Manager needs to plan the Old seasonality based on the available stock post the recode. Manager gets stock input only from previous seasons, system does not generate any demand for Old Seasonality. The Stock Recode can be done by running the Planning Action "Stock Recode" to automatically recode the complete stock at the end of the season to Old.



Stock Recode

Once the intake plan is completed, review it against the Exec Stgy & once ready, submit it for approval to the Exec role. Post the approval by the Exec role the submitted plan gets published as manager strategy to planners. The approved Manager Strategy is available for the planners in Dept WSSI, Class WSSI, and Location Plan as targets.

Proposed OTB Plan adjustment based on the On-Order

In pre-season when we start raising orders system will automatically adjust the Proposed OTB Plan based on the orders placed or any Pre-Orders planned.

Since OTB is part of closing stock calculation along with future orders, this will cause inflated closing stock when orders are being placed. MFP will adjust proposed OTB Plan based on on-order to overcome this with the following changes.

a. Use the Mgr Stgy Plan OTB Demand C for Unelapsed weeks + Mg Stgy Total On-Order (In DC) C + Mg Wp OTB Demand C for elapsed as a reference for Adjustment/Re-calculation of Mg Wp Proposed OTB Demand C.

b. Take the cumulative total of the season instead of Week on Week for Mgr Stgy Plan OTB Demand C (for elapsed weeks the Mg Wp OTB Demand C which are actual receipts are considered) + Mg Stgy Total On-Order (In DC) C, Wp Total Order (In DC) C (for elapsed weeks the Mg Wp OTB Demand C which are actual receipts are considered) & Proposed OTB for Adjustment/Re-Calculation of Proposed OTB. This will ensure that if a Proposed OTB of 5000 is spread across 2/3 weeks, system will still initialize a value of 5000 across the weeks instead of current method of Adjusting only the week for which proposed OTB was planned.

c. Show the Balance OTB as Mgr Stgy OTB Demand C + Mg Stgy Total On-Order (In DC) C - Total On-Order currently system show the Mg Wp OTB Demand C as a Mg Wp Balance OTB C.

Example: -

Pre-Season

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Total On-Order C	0	0	0	0	0	0	0	0	0	0
Cum Total On-Order C	0	0	0	0	0	0	0	0	0	0
Mg Wp Proposed OTB Demand C	200	-1	-1	-1	100	-1	-1	100	-1	-1
Mg WP OTB Demand C	200	0	0	0	100	0	0	100	0	0
Mg WP OTB Demand C + Mg Stgy Total On-Order (In DC) C	200				100			100		
Cumulative (Mg WP OTB Demand C + Mg Stgy Total On-Order (In DC) C)	200	200	200	200	300	300	300	400	400	400

Orders Started to Arrive

Iteration 1

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Total On-Order C	100	70	50	0	0	0	0	0	0	0
Cum Total On-Order C	100	170	220	220	220	220	220	220	220	220
Mg Wp Proposed OTB Demand C	-1	-1	-1	-1	80	-1	-1	100	-1	-1
Mg WP OTB Demand C	0	0	0	0	80	0	0	100	0	0
Mg WP OTB Demand C + Mg Stgy Total On-Order (In DC) C	200				100			100		
Cumulative (Mg WP OTB Demand C + Mg Stgy Total On-Order (In DC) C)	200	200	200	200	300	300	300	400	400	400

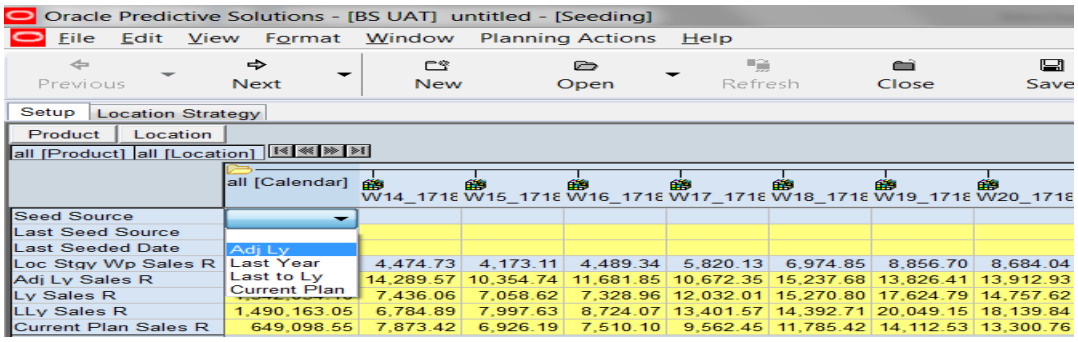
Iteration 2

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Total On-Order C	100	70	50	0	100	20	0	0	0	0
Cum Total On-Order C	100	170	220	220	320	340	340	340	340	340
Mg Wp Proposed OTB Demand C	-1	-1	-1	-1	-1	-1	-1	60	-1	-1
Mg WP OTB Demand C	0	0	0	0	0	0	0	60	0	0
Mg WP OTB Demand C + Mg Stgy Total On-Order (In DC) C	200				100			100		
Cumulative (Mg WP OTB Demand C + Mg Stgy Total On-Order (In DC) C)	200	200	200	200	300	300	300	400	400	400

Note: - The Latest On-order is synchronized only on every Sunday, though the data is loaded in the application every day.

Location Strategy

Location Managers set the location strategy for the location planners. Location Strategy workbook is used for the same and only Sales Retail strategy is set for each location. The workbook has four seeding options Adj LY, LY, LLY and Current Plan. During the Manager Strategy Approval Location Strategy also gets approved. The approved Location Strategy is available for the planners as targets in Location Plan.



Seeding

Location Strategy

While the manager strategy & location strategy does not stop planners from starting the planning, they are important for planners to have a direction and system does not allow pre-season plan creation without manager strategy. Planners can only get Current Plan without manager strategy.

Pre-season planning by Sr. Planners/Planners start by deciding about a top down or bottom up approach. The recommended process is bottom up approach. Based on the approach planning starts at Dept WSSI.

<u>Location Plan (Location Planner)</u>

Planning starts with the seeding process and by selecting appropriate seed source (Adj Ly, LLy, Ly and Current Plan). Seeding Process does not seed any excluded Stores or excluded Products (lowest level Class). Post successful seeding Sr. Planners/Planners can review the Sales Retail @ Store/Territory/Total level and make necessary re-forecasting. Sales Retail can re-forecast using

Wp Sales R

Sales R Wp var Adj Ly %

As a part of the Seeding process, the New Stores and N-LFL stores are seeded if the Sister/N-LFL Store Mapping is completed.

The Seeding will normalize the Sales, Sales Margin % and Sales AUC if they fall out of the performance tolerance of 30% set by the Central Administrator. The normalization process is as below

1) The weeks are seeded based on the selected seed source (Adj Ly, Ly, LLy, Current Plan)

2) Post the seeding, the Sales Retail, Cost are normalized if they are out of the Performance Tolerance set by Central Administrator which is + or – 30% which can be changed and then the Sales AUC is normalized if it is out of the criteria the Territory Sales AUC is copied to the store and Sales Unit is calculated. System now looks at the range of seeded weeks & availability of any Store with zero Sales seeded when the store is eligible for seeding + any Store whose seeded Sales is beyond the set variance compared to the territory. Then the system checks for a week & if the Store contribution to total (total seeded range) is outside the set variance level compared to territory.

Variance = (Store Contribution – Territory Contribution) / Territory Contribution

Once a Store is eligible for normalization, its total sales kept constant (for the seeded period) and Class/Territory shape applied. Finally, Sales Margin % & AUR re-calculated based on the new values of Sales Retail, Cost and Units.

3) Post the Sales normalization, any store whose Margin % falls below or above the variance are eligible for normalization. The weeks eligible adopt the Margin % of the territory. Post that Sales Cost, AUC, Units & AUR are re-calculated.

4) Post the Sales Margin % normalization, any store whose AUC falls below or above the variance are eligible for normalization. The weeks eligible adopt the AUC of the territory. Post that Sales Units & AUR are re-calculated.

5) Post the Sales AUC normalization the Sales Margin % is corrected for any boundary violations. The Sales Margin % boundary is +99.9% and -99.9% for Old and +99.9% and 1% for remaining Seasonalities. For Old any Margin % beyond the mentioned boundary is automatically set to the boundary. For remaining seasonalities any Margin % beyond +99.9% is set to +99.9% and for any Margin % less or equal to zero is set to maximum of (Dept. /Territory or 1%).

6) Post the normalization of LFL Stored the New Stores and N-LFL Stores are seeded based on the range of weeks to copy and selected Sister/N-LFL Store mapping done by the Concept Administrator.

Planner can slice and dice the data and plan accordingly. Post Sales Retail planning, review/re-forecast Sales Margin %, Avg. Unit Retail, Avg. Unit Cost. Also, the planner must check if there are any sales in irrelevant Seasonality. If any the Planner must zero them out for accuracy in the plan. The Planner should verify if there are any partially closed stores by reviewing the measure 'Store Partially Closed Alert'. If there are any the planner should make the changes accordingly.

If the planner does the Planning by inputting the variances there are chances of the excluded departments/classes having values.

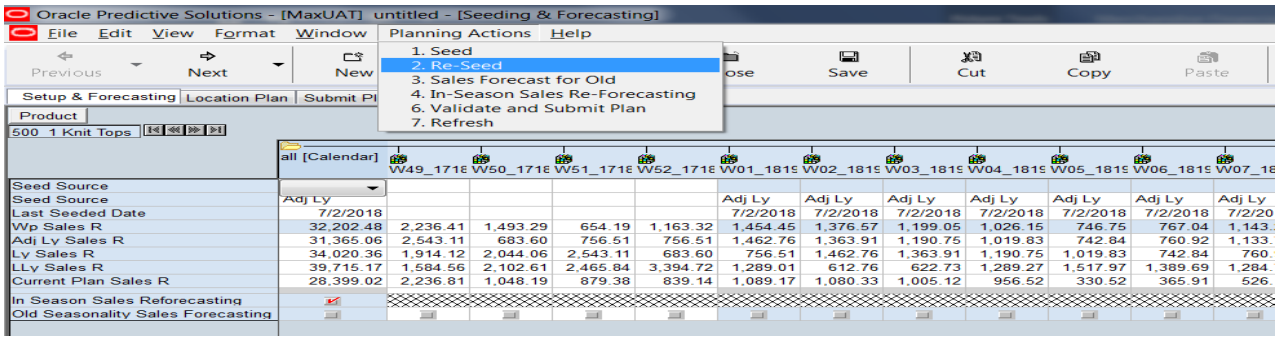
System will then calculate the Ideal Closing Stock, Ideal OTB Demand and Ideal Opening Stock based on the Ideal forward cover values. Closing Stock, Opening Stock and OTB Demand will be calculated based on the ideal values. Ideal OTB Demand calculation is unconstrainted and tries to match ideal forward cover, OTB Demand is constrained which does not take any negative OTB Demand. Once the OTB Demand are calculated, the system calculates closing stock and subsequently opening stock & actual forward cover.

The total store OTB Demand becomes demand for RDC from store, based on this and ideal RDC forward cover system calculates Ideal RDC Closing Stock, Ideal RDC OTB Demand and Ideal RDC Opening Stock values. Closing Stock, Opening Stock and OTB Demand will be calculated based on the ideal values. Ideal RDC OTB Demand calculation is unconstrainted and tries to match ideal forward cover, RDC OTB Demand is constrained which does not take any negative OTB Demand. Once the RDC OTB Demand are calculated, the system calculates closing stock and subsequently opening stock & actual forward cover.

The workbook has Store Plan worksheet for planning and viewing of the data. The user can change the profile to default if he/she wants to review all the measures at once.

Location planners finally reviews the plan against the strategy and make necessary reforecasting if needed.

If the planner wants to Re-Seed an already seeded week, they will have to user the Planning Action "**Re-Seed"** instead of the Planning Action Seed. This is to avoid any Planner losing his/her data when they run the Seed without knowing some of the weeks are already seeded.



Re-Seed

Incase of the **Submit Plan**, the plans are submitted to Location Manager for approval which are called Submitted Location Plan and the approved version of plans are called Approved Location Plan. System does validation of plan and initializes any sales plan in Closed/Re-model stores and excluded products.

Class WSSI (With Location Planner)

Post the Planning in the Location Plan the Class WSSI can be re-forecasted using

Seeding with Approved Location Plan

Wp Sales R

Sales R Wp var to Ly %

Sales R Wp var to Cp % [more relevant in-season]

Post Sales Retail planning, review/re-forecast Sales Margin %, Avg. Unit Retail, Avg. Unit Cost. Also, the planner must check if there are any sales in irrelevant Seasonality. If any the Planner must zero them out for accuracy in the plan.

If the planner does the planning by inputting the variances there are chances of the excluded departments/classes having values. Hence the user needs to run the Planning Action 'Zero Plans for Excluded Classes'. System now checks for any Non-Trading Store having a sales plan or excluded classes having a sales plan during Plan Validation calculation.

System will then calculate the Ideal Closing Stock, Ideal OTB Demand and Ideal Opening Stock based on the Total Ideal forward cover value.

Class WSSI (Without Location Planner)

Planning starts with the seeding process and by selecting appropriate seed source (Adj Ly, LLy, and Ly). Seeding Process does not seed any excluded Stores or excluded Products (lowest level Class). Post successful seeding Sr. Planners/Planners can review the Sales Retail @ Store/Territory/Total level and make necessary re-forecasting. Sales Retail can re-forecast using

Wp Sales R

Sales R Wp var Adj Ly %

As a part of the Seeding process, the New Stores and N-LFL stores are seeded if the Sister/N-LFL Store Mapping is completed.

The Seeding will normalize the Sales, Sales Margin % and Sales AUC if they fall out of the performance tolerance of 30% set by the Central Administrator. The normalization process is as below

1) The weeks are seeded based on the selected seed source (Adj Ly, Ly, LLy)

2) Post the seeding, the Sales Retail, Cost are normalized if they are out of the Performance Tolerance set by Central Administrator which is + or – 30% which can be changed and then the Sales AUC is normalized if it is out of the criteria the Territory Sales AUC is copied to the store and Sales Unit is calculated. System now looks at the range of seeded weeks & availability of any Store with zero Sales seeded when the store is eligible for seeding + any Store whose seeded Sales is beyond the set variance compared to the territory. Then the system checks for a week & if the Store contribution to total (total seeded range) is outside the set variance level compared to territory.

   Variance = (Store Contribution – Territory Contribution) / Territory Contribution

   Once a Store is eligible for normalization, its total sales kept constant (for the seeded period) and Class/Territory shape applied. Finally, Sales Margin % & AUR re-calculated based on the new values of Sales Retail, Cost and Units.

3) Post the Sales normalization, any store whose Margin % falls below or above the variance are eligible for normalization. The weeks eligible adopt the Margin % of the territory. Post that Sales Cost, AUC, Units & AUR are re-calculated.

4) Post the Sales Margin % normalization, any store whose AUC falls below or above the variance are eligible for normalization. The weeks eligible adopt the AUC of the territory. Post that Sales Units & AUR are re-calculated.

5) Post the Sales AUC normalization the Sales Margin % is corrected for any boundary violations. The Sales Margin % boundary is +99.9% and -99.9% for Old and +99.9% and 1% for remaining Seasonalities. For Old any Margin % beyond the mentioned boundary is automatically set to the boundary. For remaining seasonalities any Margin % beyond +99.9% is set to +99.9% and for any Margin % less or equal to zero is set to maximum of (Dept. /Territory or 1%).

6) Post the normalization of LFL Stored the New Stores and N-LFL Stores are seeded based on the range of weeks to copy and selected Sister/N-LFL Store mapping done by the Concept Administrator.

Planner can slice and dice the data and plan accordingly. Post Sales Retail planning, review/re-forecast Sales Margin %, Avg. Unit Retail, Avg. Unit Cost. Also, the planner must check if there are any sales in irrelevant Seasonality. If any the Planner must zero them out for accuracy in the plan. The Planner should verify if there are any partially closed stores by reviewing the measure 'Store Partially Closed Alert'. If there are any the planner should make the changes accordingly.

If the planner does the Planning by inputting the variances there are chances of the excluded departments/classes having values. Hence the user needs to run the Planning Action 'Zero Plans for Excluded Classes'.

System will then calculate the Ideal Closing Stock, Ideal OTB Demand and Ideal Opening Stock based on the Ideal forward cover values. Closing Stock, Opening Stock and OTB Demand will be calculated based on the ideal values. Ideal OTB Demand calculation is unconstrainted and tries to match ideal forward cover, OTB Demand is constrained which does not take any negative OTB Demand. Once the OTB Demand are calculated, the system calculates closing stock and subsequently opening stock & actual forward cover.

The total store OTB Demand becomes demand for RDC from store, based on this and ideal RDC forward cover system calculates Ideal RDC Closing Stock, Ideal RDC OTB Demand and Ideal RDC Opening Stock values. Closing Stock, Opening Stock and OTB Demand will be calculated based on the ideal values. Ideal RDC OTB Demand calculation is unconstrainted and tries to match ideal forward cover, RDC OTB Demand is constrained which does not take any negative OTB Demand. Once the RDC OTB Demand are calculated, the system calculates closing stock and subsequently opening stock & actual forward cover.

The workbook has Store Plan worksheet for planning and viewing of the data. The user can change the profile to default if he/she wants to review all the measures at once.

Sr. Planners/Planners finally reviews the plan against the strategy and make necessary reforecasting if needed.

Run the planning action “Zero Out Clsd Strs/Excld Classes” to zero out any plans for excluded classes/stores.

Ideal Forward Cover Calculation

Total Ideal Forward Cover is calculated as Average of Store Ideal Forward Cover + Average of RDC Ideal Forward Cover + MDC/CDC Ideal Forward Cover instead of calculating the Total Store Ideal Forward Cover + Total RDC Ideal Forward Cover + MDC/CDC Ideal Forward Cover.

As we move further based on the above measure the values might vary. This is to keep the Total Demand for the season same as Total MDC/CDC Demand.

Closing Stock, Opening Stock and OTB Demand will be calculated based on the ideal values. Ideal OTB Demand calculation is unconstrainted and tries to match ideal forward cover, OTB Demand is constrained which does not take any negative OTB Demand. Once the OTB Demand are calculated, the system calculates closing stock and subsequently opening stock & actual forward cover.

Planners can review the different price status level (Regular, Promo, and Clearance) Sales, Closing Stock, Margin % for better decision making.

Sr. Planners/Planners finally reviews the plan against the strategy and make necessary reforecasting if needed.

Run the planning action “Zero Plans for Excluded Classes” to make sure that system initializes any plans for the excluded classes.

Strategic OTB Demand Inflow Margin % Setup

Instead of setting the OTB Demand Inflow Margin % for each Proposed OTB, Planners now will be able to set a Strategic Inflow Margin % in Strategic KPIs Worksheet. This will be used for every Proposed OTB unless an Override is being entered by the planner. You will see a new worksheet as below in Class WSSI to setup the data. The same Inflow Margin % will be used for any Pre-Order as well.

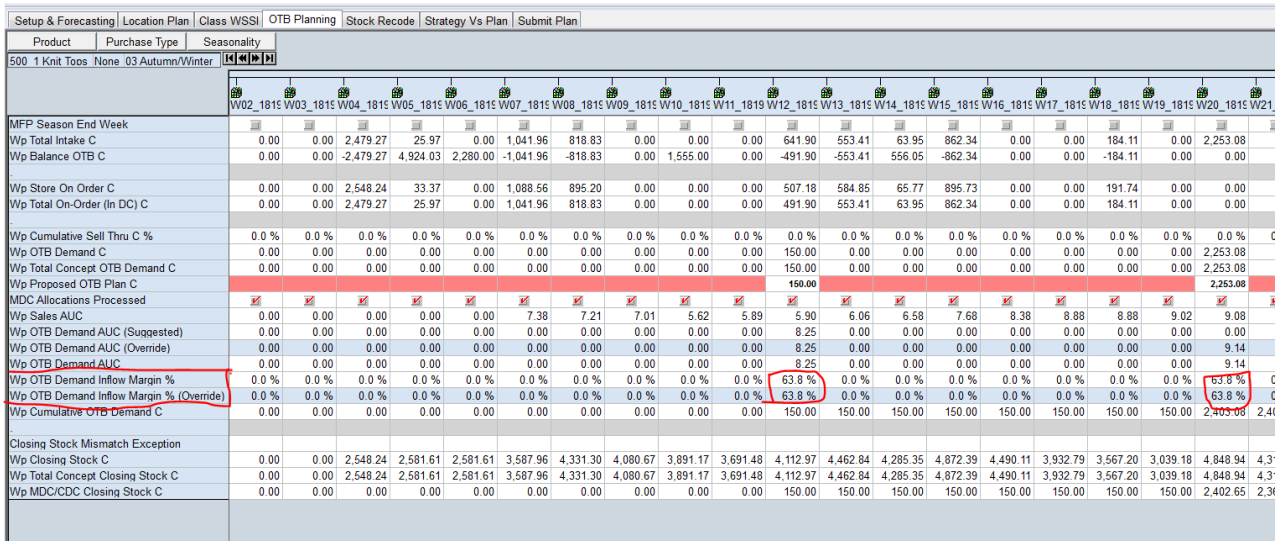
Inflow Margin % is setup at Territory Level & WSSI calculates Total Concept Inflow Margin % based on RDC Demand shape with ability to override it at Total Concept Level which then recalculates the RDC Inflow Margin %.

Setup & Forecasting | Location Plan | Class WSSI | OTB Planning | Stock Recode | Strategy Vs Plan | Submit Plan

Product | Purchase Type | Seasonality

500 1 Knit Tops | None | 01 Spring/Summer

	Wp RDC OTB Demar	Ly RDC OTB Demanc	Wp OTB Demand Infl	Terminal Stock % On Total Demand
all [Location]	?	61.8 %	60.6 %	10.0 %
MX - Bahrain	60.2 %	60.4 %		
MX - Dammam - KSA	59.9 %	62.1 %		
MX - Egypt	49.4 %	52.5 %		
MX - Iraq	0.0 %	0.0 %		
MX - Jeddah - KSA	59.7 %	61.6 %		
MX - Jordan	56.0 %	64.7 %		
MX - Kuwait	62.7 %	61.8 %		
MX - Lebanon	60.9 %	66.8 %		
MX - Oman	60.2 %	60.9 %		
MX - Qatar	61.0 %	59.9 %		
MX - Riyadh - KSA	60.0 %	61.7 %		
MX - United Arab Emirates	61.9 %	62.2 %		

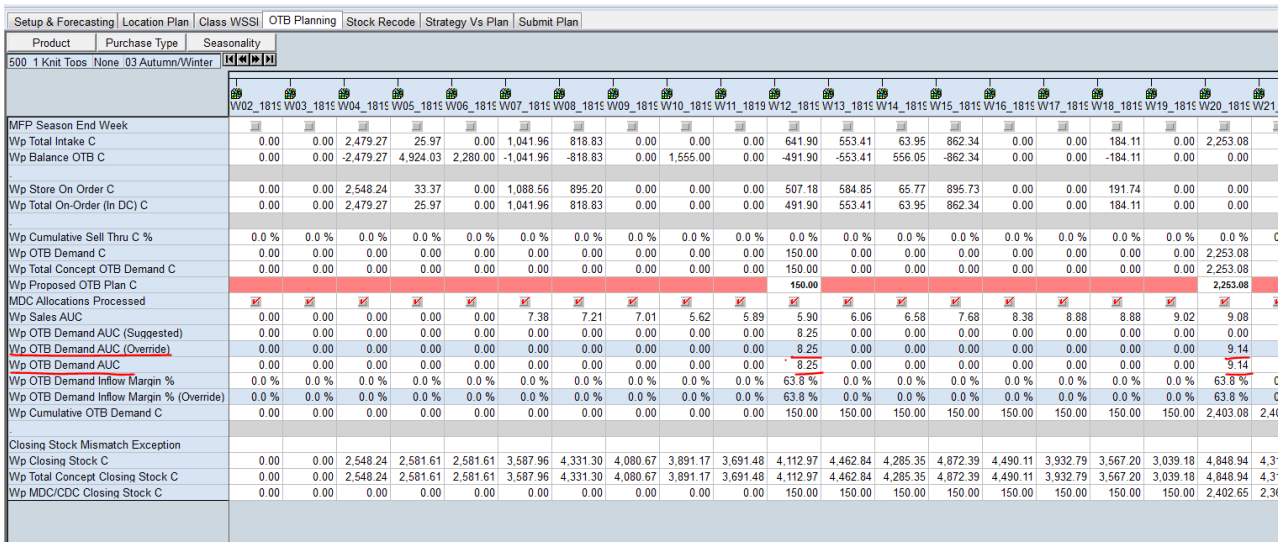


	W02_1819	W03_1819	W04_1819	W05_1819	W06_1819	W07_1819	W08_1819	W09_1819	W10_1819	W11_1819	W12_1819	W13_1819	W14_1819	W15_1819	W16_1819	W17_1819	W18_1819	W19_1819	W20_1819	W21
MFP Season End Week																				
Wp Total Intake C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	641.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	2,253.08	
Wp Balance OTB C	0.00	0.00	-2,479.27	4,924.03	2,280.00	-1,041.96	-818.83	0.00	1,555.00	0.00	-491.90	-553.41	556.05	-862.34	0.00	0.00	-184.11	0.00	0.00	
Wp Store On Order C	0.00	0.00	2,548.24	33.37	0.00	1,088.56	895.20	0.00	0.00	0.00	507.18	584.85	65.77	895.73	0.00	0.00	191.74	0.00	0.00	
Wp Total On-Order (In DC) C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	491.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	0.00	
Wp Cumulative Sell Thru C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,253.08	
Wp Total Concept OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,253.08	
Wp Proposed OTB Plan C											150.00								2,253.08	
MDC Allocations Processed	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	
Wp Sales AUC	0.00	0.00	0.00	0.00	0.00	7.38	7.21	7.01	5.62	5.89	5.90	6.06	6.58	7.68	8.38	8.88	8.88	9.02	9.08	
Wp OTB Demand AUC (Suggested)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Wp OTB Demand AUC (Override)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14	
Wp OTB Demand AUC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14	
Wp OTB Demand Inflow Margin %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	
Wp OTB Demand Inflow Margin % (Override)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	
Wp Cumulative OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,403.08	
Closing Stock Mismatch Exception																				
Wp Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,112.97	4,462.84	4,285.35	4,872.39	4,490.11	3,932.79	3,567.20	3,039.18	4,848.94	
Wp Total Concept Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,112.97	4,462.84	4,285.35	4,872.39	4,490.11	3,932.79	3,567.20	3,039.18	4,848.94	
Wp MDC/CDC Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,402.65	

If the Wp OTB Inflow Margin % is overridden by the user, the system re-calculates the Inflow margin % to each Territory based on the shape defined.

System Suggested Proposed OTB Demand AUC

System will suggest a Proposed OTB Demand AUC based on the Sales Plan Cost and Units of Current Week + 1 to Next Proposed OTB or Season End Week for a Week where Proposed OTB Demand Cost entered. Planners will have the option to override it using the Override Measure



	W02_1819	W03_1819	W04_1819	W05_1819	W06_1819	W07_1819	W08_1819	W09_1819	W10_1819	W11_1819	W12_1819	W13_1819	W14_1819	W15_1819	W16_1819	W17_1819	W18_1819	W19_1819	W20_1819	W21
MFP Season End Week																				
Wp Total Intake C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	641.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	2,253.08	
Wp Balance OTB C	0.00	0.00	-2,479.27	4,924.03	2,280.00	-1,041.96	-818.83	0.00	1,555.00	0.00	-491.90	-553.41	556.05	-862.34	0.00	0.00	-184.11	0.00	0.00	
Wp Store On Order C	0.00	0.00	2,548.24	33.37	0.00	1,088.56	895.20	0.00	0.00	0.00	507.18	584.85	65.77	895.73	0.00	0.00	191.74	0.00	0.00	
Wp Total On-Order (In DC) C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	491.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	0.00	
Wp Cumulative Sell Thru C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,253.08	
Wp Total Concept OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,253.08	
Wp Proposed OTB Plan C											150.00								2,253.08	
MDC Allocations Processed	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	
Wp Sales AUC	0.00	0.00	0.00	0.00	0.00	7.38	7.21	7.01	5.62	5.89	5.90	6.06	6.58	7.68	8.38	8.88	8.88	9.02	9.08	
Wp OTB Demand AUC (Suggested)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Wp OTB Demand AUC (Override)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14	
Wp OTB Demand AUC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14	
Wp OTB Demand Inflow Margin %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	
Wp OTB Demand Inflow Margin % (Override)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	
Wp Cumulative OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,403.08	
Closing Stock Mismatch Exception																				
Wp Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,112.97	4,462.84	4,285.35	4,872.39	4,490.11	3,932.79	3,567.20	3,039.18	4,848.94	
Wp Total Concept Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,112.97	4,462.84	4,285.35	4,872.39	4,490.11	3,932.79	3,567.20	3,039.18	4,848.94	
Wp MDC/CDC Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,402.65	

System Suggested Sales Forecast for Old

A system suggested Sales forecasting for Old Seasonality is available in Location Plan. This automated sales forecasting looks at current Store Opening Stock and based on Last Year Store Spot Cover generates a sales forecast.

Before running the planning action “Sales Forecast for Old” Planners will need to ensure that any New Store or N-LFL Store is mapped. First it Seeds the range before forecasting, this will ensure the availability of Sales Margin and AUC. In case store is missing these values, take from Region, else take from Territory. Also uses Stock Margin % and Stock AUC for OTB Demand Retail and Units calculation in Old.

Store Opening Stock / Last Year Store Spot Cover

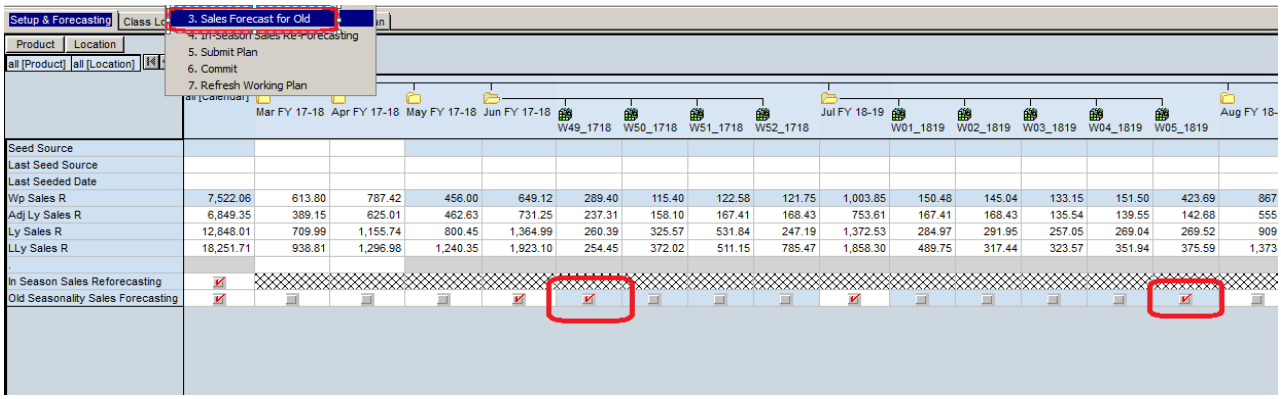
In case no Opening Stock system will stop generating Sales forecast. In case calculated Spot Cover is less than 1 the system sets a default Spot Cover of 26, if the spot cover is between 1 to 3 the system defaults the spot cover to 3 and in case the calculated Spot Cover is greater than or equal to 52, system sets a default Spot Cover of 52.

During this process system also looks at available RDC stock and any RDC Stock Recode to Old and based on the current Sales Shape in Old bucket (current week to Last week based on loaded weeks in workbook) it spreads the stock to Store.

The user must Select the Start Week & End Week to run the forecasting for specified period.

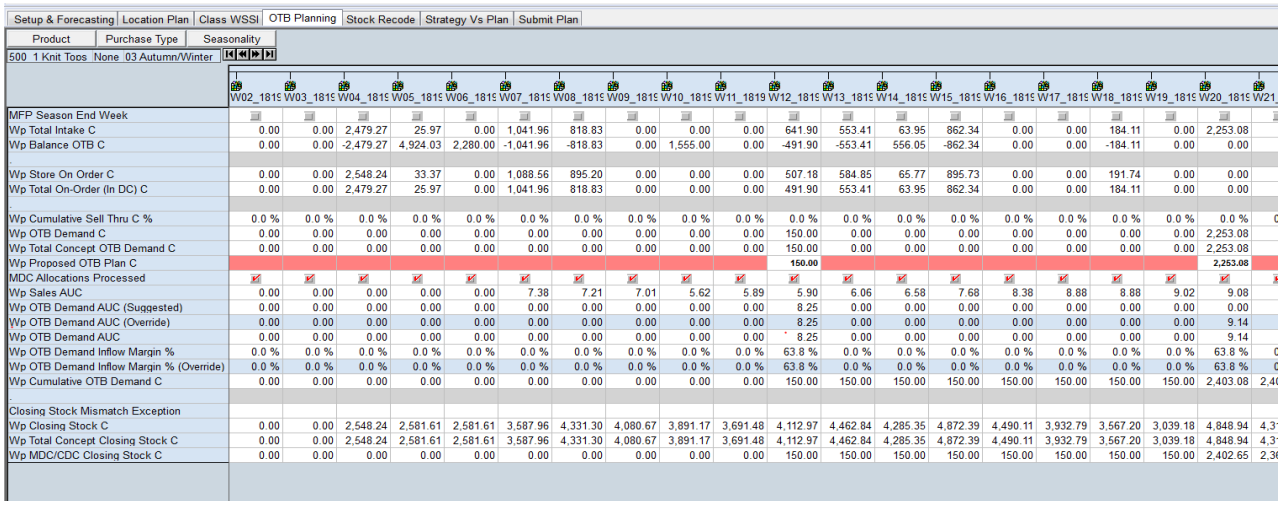
Note – This stock push is only for calculation purpose and it does not allocate the stock. Planning team will need to initiate the stock move accordingly.

The Sales Margin % for a Week/Store/Class/Old Seasonality/Purchase Type is less than -99.99% or more than 99.99% will be reset to -99.99% and 99.99% respectively.



Once the Sales Forecasting to Old is completed, the plans needs to get approved by the Location Managers and the same once seeded by Class WSSI can proceed to OTB Planning.

Next, planners need to do the Proposed OTB Planning on Class WSSI by phasing the OTB Demand and plan stock recode. Proposed OTB Plan measure is used to indicate how planner is planning to bring stock to fulfill the sales plan. In case reforecasting/replanning is needed for OTB, first reset the plan and replan again. OTB Demand has a component of Terminal Stock requirement added. Planners need to look at Cumulative Demand on Last Week of the Season to understand Total Demand before Phasing. The Terminal Stock Demand is calculated as Sales Cost * % Top-up requirement set by manager. Continuity and Old buckets are excluded from Terminal Stock Concept. Select the week which needs resetting and input -1 to perform the resetting. Stock recode is used for recoding of stock from one seasonality to another seasonality. In Case of recode to Old or one Seasonality to another Seasonality recode, recoding should be done on the first week after the season has ended in MFP. However, the stock recode in RMS should be done post the season end in MFP. Review the KPIs like Cumulative Sell Thru %, Avg Cover, Reductions to make better decisions. In the current system, the Stock Adjustment for Negative Opening Stock for the first unelapsed week would be automatically adjusted to 0.



Setup & Forecasting | Location Plan | Class WSSI | OTB Planning | Stock Recode | Strategy Vs Plan | Submit Plan

Product | Purchase Type | Seasonality

500 1 Knit Tops None 03 Autumn/Winter

	W02_1819	W03_1819	W04_1819	W05_1819	W06_1819	W07_1819	W08_1819	W09_1819	W10_1819	W11_1819	W12_1819	W13_1819	W14_1819	W15_1819	W16_1819	W17_1819	W18_1819	W19_1819	W20_1819	W21
MFP Season End Week																				
Wp Total Intake C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	641.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	2,253.08	
Wp Balance OTB C	0.00	0.00	-2,479.27	4,924.03	2,280.00	-1,041.96	-818.83	0.00	1,555.00	0.00	-491.90	-553.41	556.05	-862.34	0.00	0.00	-184.11	0.00	0.00	
Wp Store On Order C	0.00	0.00	2,548.24	33.37	0.00	1,088.56	895.20	0.00	0.00	0.00	507.18	584.85	65.77	895.73	0.00	0.00	191.74	0.00	0.00	
Wp Total On-Order (In DC) C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	491.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	0.00	
Wp Cumulative Sell Thru C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	
Wp OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,253.08	
Wp Total Concept OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,253.08	
Wp Proposed OTB Plan C											150.00								2,253.08	
MDC Allocations Processed																				
Wp Sales AUC	0.00	0.00	0.00	0.00	0.00	7.38	7.21	7.01	5.62	5.89	5.90	6.06	6.58	7.68	8.38	8.88	8.88	9.02	9.08	
Wp OTB Demand AUC (Suggested)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Wp OTB Demand AUC (Override)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14	
Wp OTB Demand AUC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14	
Wp OTB Demand Inflow Margin %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	
Wp OTB Demand Inflow Margin % (Override)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	
Wp Cumulative OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,403.08	
Closing Stock Mismatch Exception																				
Wp Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,112.97	4,462.84	4,285.35	4,872.39	4,490.11	3,932.79	3,567.20	3,039.18	4,848.94	
Wp Total Concept Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,112.97	4,462.84	4,285.35	4,872.39	4,490.11	3,932.79	3,567.20	3,039.18	4,848.94	
Wp MDC/CDC Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	2,402.65	

OTB Demand Planning

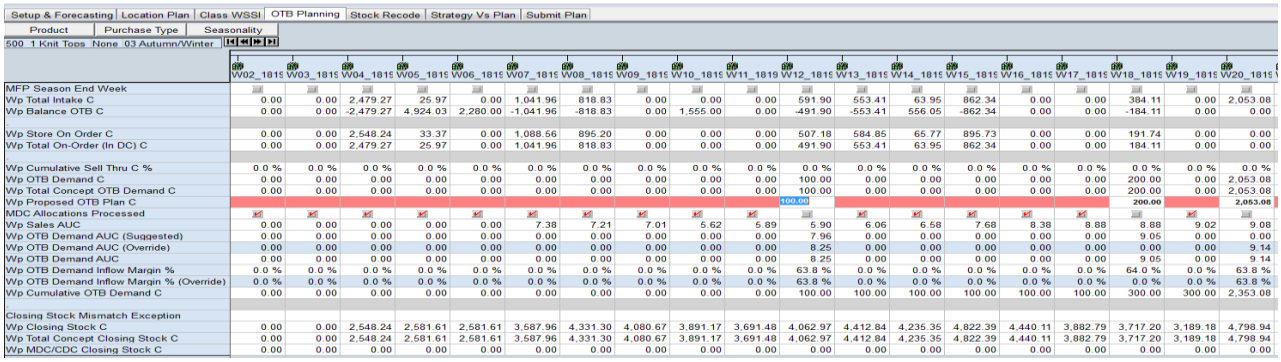
Allocating Proposed OTB to MDC:

Allocate the Proposed OTB based on the OTB Demand Shape of the Weeks it Covers and then re-calculate the Shape of the OTB Demand before the next Proposed OTB.

- System Calculates an Approx. Coverage Weeks of the Proposed OTB.
- Uses the total Demand Shape of these Weeks during Allocating the Proposed OTB to Mega DCs. This will ensure a need-based Allocation.
- Re-calculate the Demand Shape for future weeks based on the Proposed OTB before next Proposal.

Process:

1) Enter all the Proposed OTB's in OTB Planning Tab/Sheet of Class WSSI for the Seasonality.



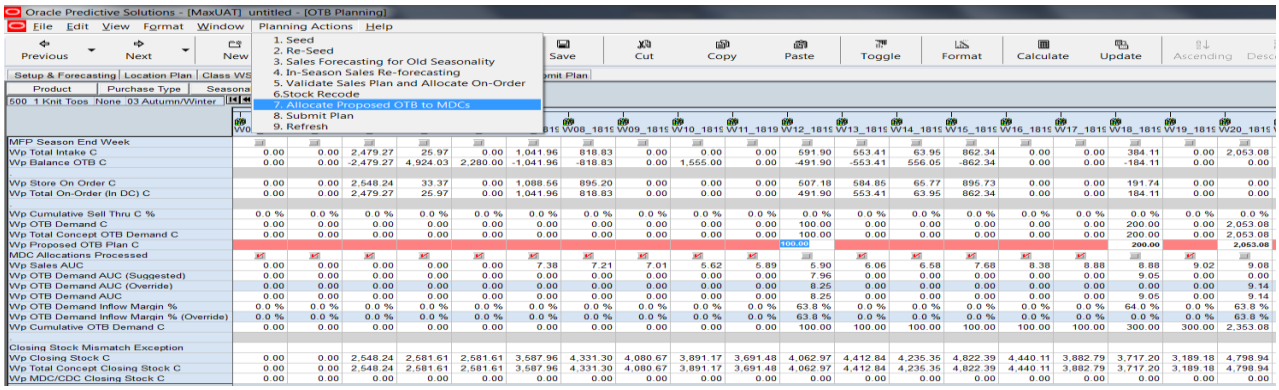
Setup & Forecasting | Location Plan | Class WSSI | OTB Planning | Stock Recode | Strategy Vs Plan | Submit Plan

Product | Purchase Type | Seasonality

500 1 Knit Tops None 03 Autumn/Winter

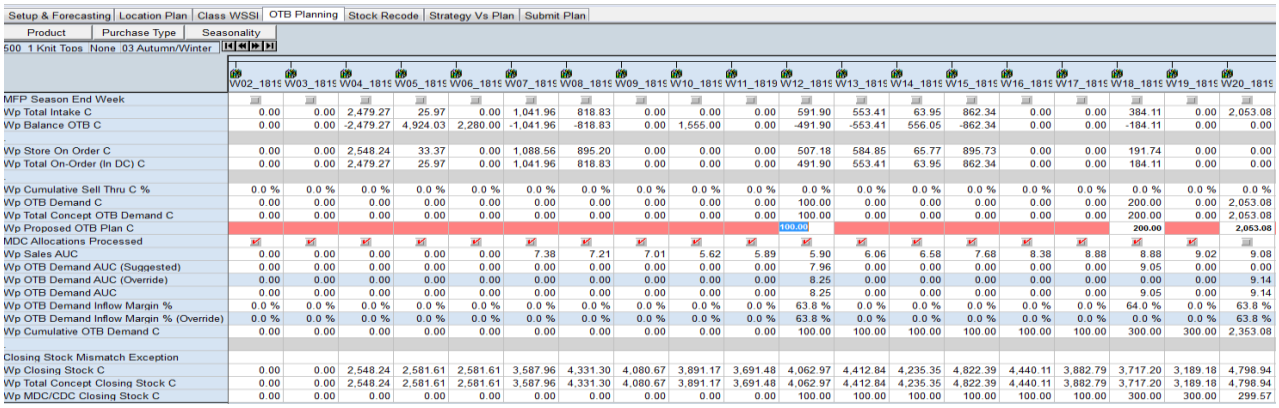
	W02_1819	W03_1819	W04_1819	W05_1819	W06_1819	W07_1819	W08_1819	W09_1819	W10_1819	W11_1819	W12_1819	W13_1819	W14_1819	W15_1819	W16_1819	W17_1819	W18_1819	W19_1819	W20_1819
MFP Season End Week																			
Wp Total Intake C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	591.90	553.41	63.95	862.34	0.00	0.00	384.11	0.00	2,053.08
Wp Balance OTB C	0.00	0.00	-2,479.27	4,924.03	2,280.00	-1,041.96	-818.83	0.00	1,555.00	0.00	-491.90	-553.41	556.05	-862.34	0.00	0.00	-184.11	0.00	0.00
Wp Store On Order C	0.00	0.00	2,548.24	33.37	0.00	1,088.56	895.20	0.00	0.00	0.00	507.18	584.85	65.77	895.73	0.00	0.00	191.74	0.00	0.00
Wp Total On-Order (In DC) C	0.00	0.00	2,479.27	25.97	0.00	1,041.96	818.83	0.00	0.00	0.00	491.90	553.41	63.95	862.34	0.00	0.00	184.11	0.00	0.00
Wp Cumulative Sell Thru C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Wp OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	200.00	0.00	2,053.08
Wp Total Concept OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	200.00	0.00	2,053.08
Wp Proposed OTB Plan C											100.00						200.00		2,053.08
MDC Allocations Processed																			
Wp Sales AUC	0.00	0.00	0.00	0.00	0.00	7.38	7.21	7.01	5.62	5.89	5.90	6.06	6.58	7.68	8.38	8.88	8.88	9.02	9.08
Wp OTB Demand AUC (Suggested)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.96	0.00	0.00	0.00	0.00	0.00	9.05	0.00	0.00
Wp OTB Demand AUC (Override)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9.14
Wp OTB Demand AUC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.25	0.00	0.00	0.00	0.00	0.00	9.05	0.00	9.14
Wp OTB Demand Inflow Margin %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	64.0 %	0.0 %	63.8 %
Wp OTB Demand Inflow Margin % (Override)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	63.8 %
Wp Cumulative OTB Demand C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	100.00	100.00	100.00	100.00	100.00	300.00	300.00	2,353.08
Closing Stock Mismatch Exception																			
Wp Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,062.97	4,412.84	4,235.35	4,822.39	4,440.11	3,882.79	3,717.20	3,189.18	4,798.94
Wp Total Concept Closing Stock C	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,062.97	4,412.84	4,235.35	4,822.39	4,440.11	3,882.79	3,717.20	3,189.18	4,798.94
Wp MDC/CDC Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

2) Run the Planning Action "Allocate or Initialize Proposed OTB to MDCs" to Allocate the Proposed OTB to Mega DCs.



3) In case initializing the Proposed OTB Run the same Planning Action to Initialize the Allocations to Mega DCs.

4) Proposed OTB entered & Allocations to MDCs done



Note: To help Planners an Alert called “MDC Allocations Processed” measure has been introduced just after the Wp Proposed OTB Plan C measure. All cells ticked indicates MDC Allocations after the last Proposed OTB is done, if the tick is missing then the cell indicates MDC Allocations after the last Proposed OTB is pending. Also, if there are more than 30 Proposed Otb’s on the loaded workbook then the user will have to run the Planning action more than once.

Post updating the OTB Demand review the plans. Once ready submit it for approval. Cumulative OTB Demand C used to see the total demand for the season by looking at the last week of the season. Season End Week indicates when a season is going to end in MFP. MFP also shows the OTB plan converted into FOB and US Dollars.

Sales plan between WSSIs and Location Plans are always synchronized. OTB Demand and Closing stock are calculated in Location Plan and WSSI. Also, while seeding if there is any negative history, the system will make it 0.

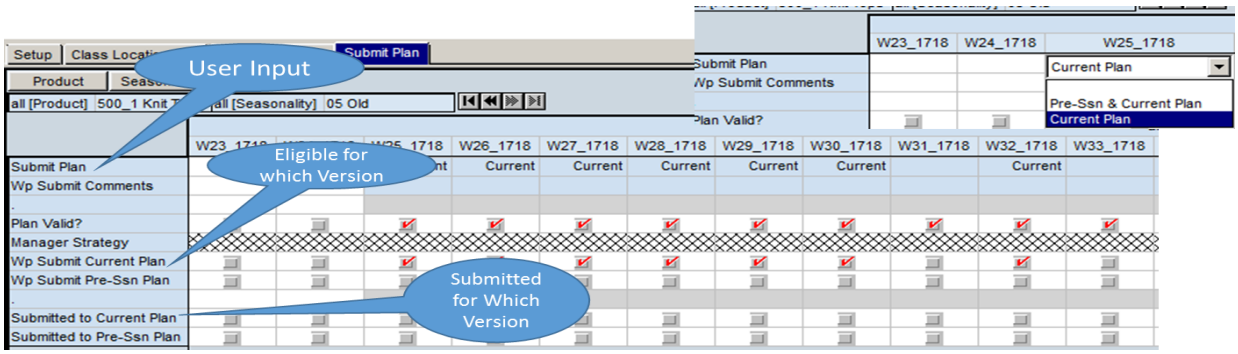
The Closing Stock calculation also includes the Total Order (In DC) in the calculation. The Total On-Order (In DC) is based on the orders raised in the system and the Pre-Orders. Pre-Order (In DC) is an editable field where users can enter the orders which are already committed with Supplier but are still not raised in the system. Once the Cost is entered the value for Wp Pre-Order (In DC) AUC should be inputted to calculate the Wp Pre-Order (In DC) U.

The users can check the Validation profile in the Location Plan before submission of the plans to see the measures which will help them to correct their plans.

The Submit Plan measure is a as picklist with List of Values (Pre-Ssn & Current Plan, Current Plan). For Seasons (Spring, Summer & Autumn/Winter or Spring/Summer and Autumn/Winter) System will check if its currently in progress, if yes then it won’t allow submit of Pre-Ssn Plan even if you select Pre-Ssn & Current Plan option. Also, it will now give visibility of which versions are eligible for submit and finally it shows which versions are submitted.

- ✓ Submit for Current Plan is eligible if either of the option selected and there are no plans waiting for approval & Plan is Valid.

- ✓ Submit for Pre-Ssn Plan is eligible if Pre-Ssn & Current Plan option is selected and currently it's not in-progress (excluding Continuity and Old seasonality) and there are no plans waiting for approval & Plan is Valid & Manager Strategy is available.



Adjustment of Actual Negative Closing Stock (Adjustment to Opening Stock)

The system currently adjusts the negative Opening stock for the first unelapsed week to 0 for CDC, RDC and Store.

Proposed OTB Plan adjustment based on the on-order

In pre-season when we start raising orders system will automatically adjust the Proposed OTB Plan based on the orders placed or any Pre-Orders planned.

Since OTB is part of closing stock calculation along with future orders, this will cause inflated closing stock when orders are being placed. MFP will adjust proposed OTB Plan based on on-order to overcome this with the following changes.

a. Use the Current Plan Total Intake C as a reference for Adjustment/Re-calculation of Wp Proposed OTB Demand C.

b. Take the cumulative total of the season instead of Week on Week for Current Plan Intake C, On-Order & Proposed OTB for Adjustment/Re-Calculation of Proposed OTB. This will ensure that if a Proposed OTB of 5000 is spread across 2/3 weeks, system will still initialize a value of 5000 across the weeks instead of current method of Adjusting only the week for which proposed OTB was planned.

c. Show the Balance OTB as Current Plan OTB Demand C - Total On-Order currently system show the Wp OTB Demand C as a balance.

<u>Example: -</u>

Pre-Season										
	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Total On-Order C	0	0	0	0	0	0	0	0	0	0
Cum Total On-Order C	0	0	0	0	0	0	0	0	0	0
Proposed OTB Demand C	200				100			100		
Current Plan Total Intake C	200				100			100		
Cum Current Plan Total Intake C	200	200	200	200	300	300	300	400	400	400

Orders Started to Arrive

Iteration 1

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Total On-Order C	100	70	50	0	0	0	0	0	0	0
Cum Total On-Order C	100	170	220	220	220	220	220	220	220	220
Proposed OTB Demand C	-1				80			100		
Current Plan Total Intake C	200				100			100		
Cum Current Plan Total Intake C	200	200	200	200	300	300	300	400	400	400

Iteration 2

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Total On-Order C	100	70	50	0	100	20	0	0	0	0
Cum Total On-Order C	100	170	220	220	320	340	340	340	340	340
Proposed OTB Demand C	-1				-1			60		
Current Plan Total Intake C	200				100			100		
Cum Current Plan Total Intake C	200	200	200	200	300	300	300	400	400	400

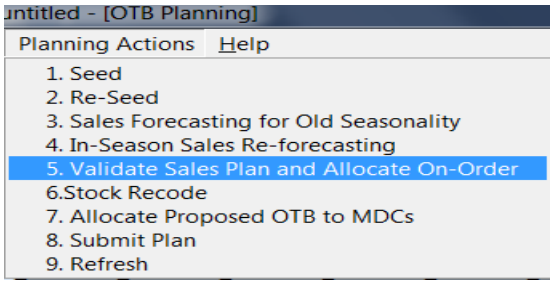
Note: - The Latest On-order is synchronized only on every Sunday, though the data is loaded in the application every day.

Spread of Proposed OTB to MDC/CDC, RDC & Stores

- Total Proposed OTB is spread to MDC/CDC based on Demand/Sales Shape.
- Total Proposed OTB is also spread to RDCs and Stores to shows the indicative distribution of Proposed OTB.
- New Measures Called MDC/CDC Proposed OTB Plan C, RDC Proposed OTB Plan C & Store Proposed OTB Plan C is introduced to display the Proposed OTB at each level.

Spread the On Order to Stores

- RDC & MDC/CDC On Order will now be spread to Stores based on Demand/Sales Shape of Stores.
- While Spreading the MDC/CDC On Order to Store, System will add the Landing Cost Factor of that Territory.
- Every Sunday Morning Post loading of RMS On Order, System will automatically spread it to Stores based on the committed Demand Shape.
- In Case Sales Reforecasting is done during the week, Planners will need to run the Planning Action “Validate Sales Plan and Allocate On-Order” to ensure that the RDC, MDC/CDC On Order Spread based on the latest Demand shape.



Units/Retail Calculation in Location Plan

Once planned in WSSI, MFP automatically takes this information to Location Plan and using the landing cost factors calculates the OTB Units, Retail and Closing Stock Units at CDC, RDC and Store Level. The calculated Margin % or AUCs are used to calculated units and retail in LP.

OTB Demand AUC and OTB Inflow Margin % Calculation

Territory	LCF	WSSI OTB AUC	RDC OTB Dmd C	RDC OTB Dmd with LCF	Receipts Ratio	RDC OTB Dmd AUC
MX - Bahrain	1.2		5.44	6.528		10.29
MX - Dammam - KSA	1.2		34.28	41.136		10.29
MX - Egypt	1.55		0	0		0.00
MX - Iraq	0		0	0		0.00
MX - Jeddah - KSA	1.2		92.26	110.712		10.29
MX - Jordan	1.4	10.32	6.94	9.716	0.830758807	12.00
MX - Kuwait	1.2		44.72	53.664		10.29
MX - Lebanon	1.25		2.7	3.375		10.72
MX - Oman	1.2		22.68	27.216		10.29
MX - Qatar	1.2		27.41	32.892		10.29
MX - Riyadh - KSA	1.2		104.68	125.616		10.29
MX - United Arab Emirates	1.2		68.43	82.116		10.29
Total			**409.54**	**492.971**		

Ratio (For OTB Demand) = RDC OTB Demand C @ all Location / (RDC OTB Demand C * LCF)

Ratio (Closing Stock) = Total Territory Closing Stock C @ all Location / (Total Territory Closing Stock * LCF)

RDC OTB Dmd AUC = WSSI OTB AUC * LCF * Ratio (For OTB Demand)

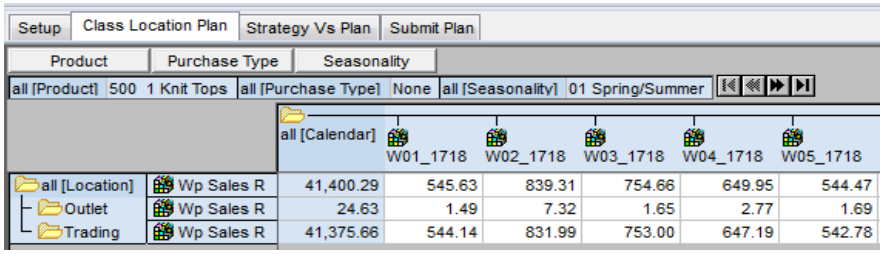
Closing Stock AUC Calculation

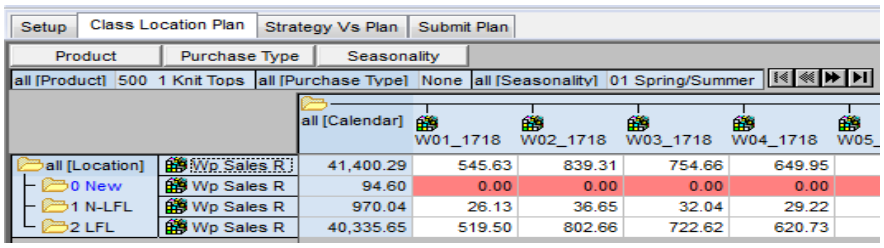
Territory	LCF	WSSI Cls Stk AUC	Tert Cls Stk C	Tert Cls Stk with LCF	Cls Stk Ratio	Tert Cls Stk AUC
MX - Bahrain	1.15	30	213915.386	246002.6939	0.857320184	29.58
MX - Dammam - KSA	1.2		505147.4562	606176.9475		30.86
MX - Egypt	1.6		103967.6364	166348.2182		41.15
MX - Iraq	0		0	0		0.00
MX - Jeddah - KSA	1.11		994264.8935	1103634.032		28.55
MX - Jordan	1.25		92232.13634	115290.1704		32.15
MX - Kuwait	1.25		394404.6412	493005.8014		32.15
MX - Lebanon	1.22		101361.7813	123661.3732		31.38
MX - Oman	1.13		380981.9945	430509.6538		29.06
MX - Qatar	1.18		357576.227	421939.9478		30.35
MX - Riyadh - KSA	1.14		1166736.75	1330079.895		29.32
MX - United Arab Emirates	1.16		1349114.981	1564973.378		29.83
Total			**5659703.884**	**6601622.111**		

RDC Cls Stk AUC = WSSI Cls Stk AUC * LCF * Ratio (Closing Stock)

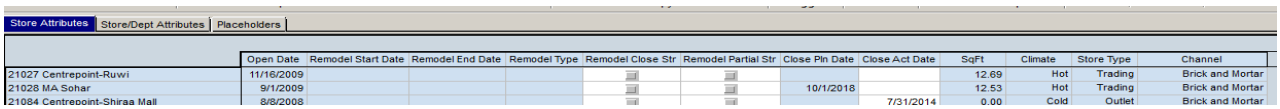
Alternate Aggregation in Location Plan

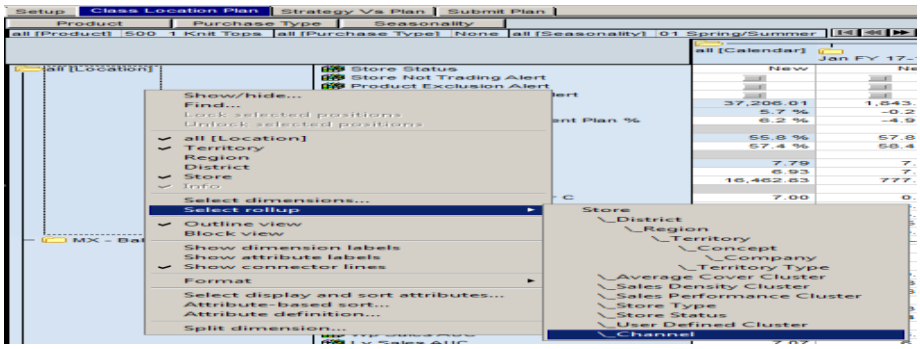
Location Plan will now have three additional dynamic aggregation Store Type, Store Status and Channel available in the workbook. Planners will be able to aggregate all the locations based on the selected aggregation.

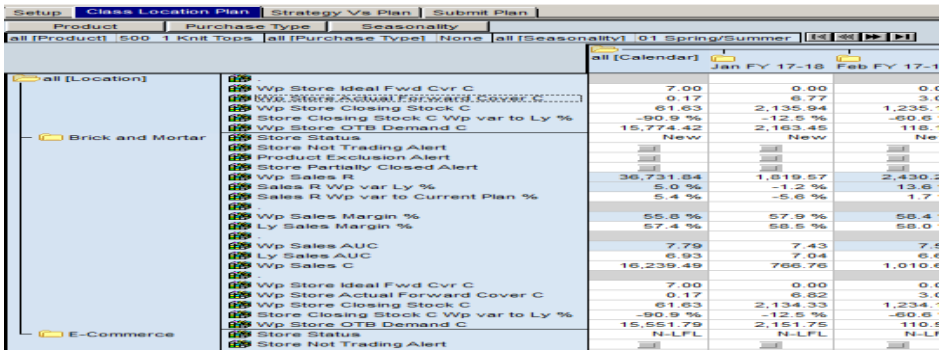




The setup for Store Type and Channel must be done by the Concept Administrator in the Store Maintenance Workbook.

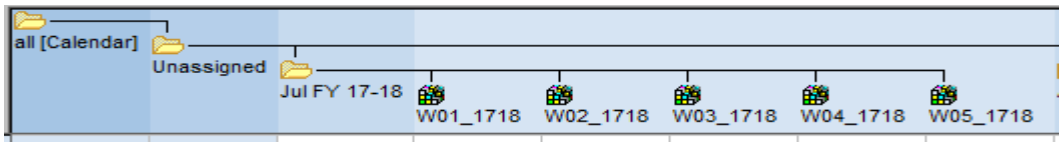






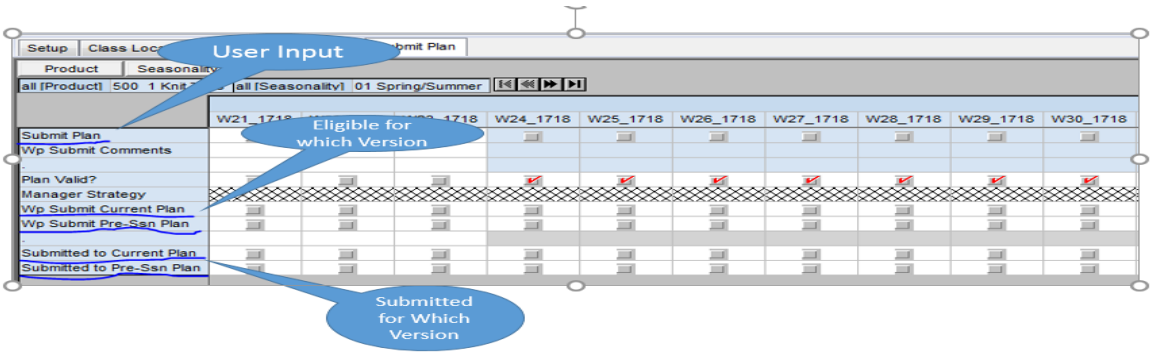
Season Rollup

Planner will be able to roll up the weeks to months to Seasons post the setup has been done by the Concept Administrator



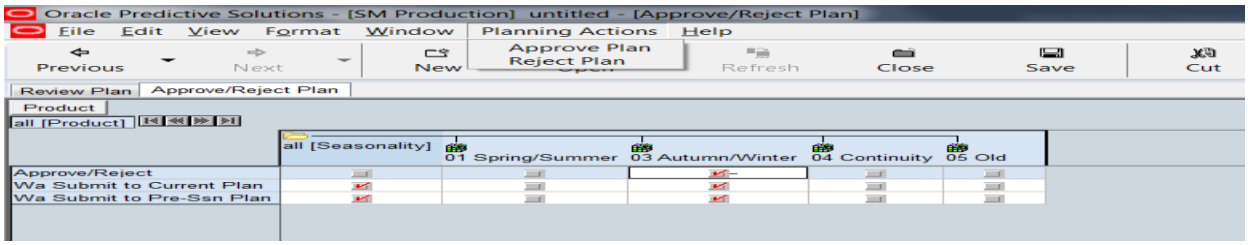
Current Plan & Pre-Ssn Plan Versions Creation

To help planners, System will determine whether a Current Plan needs to be submitted or both Current Plan & Pre-Ssn Plan. This is determined based on which seasonality is currently in progress at that point in time. System will submit both Pre-Ssn and Current Plan for Continuity and Old. For the current Season the system submits on Current Plan



PreSsn/Current Plan Approval

Post the plans are submitted by the planner, the manager will be able to approve/reject the plans from the Manager Approval workbook.



PreSsn/Current Plan Approval

Note: - The manager approval workbook is populated with the submitted classes every hour from morning 8:00 A.M to evening 7:00 P.M post the batch run which runs every hour.

1.7 In-Season Planning

The main objective during in-season is to review the performance against the plan and take proactive measures to maximize sales, reduce markdowns and end the season with acceptable closing stock levels. Below diagram depicts the in-season planning process.

The performance can be reviewed either at Location level or Total level. Also, the reforecasting can be done at either level. Post reforecasting the plan should be submitted for approval to generate new current plan. Concepts should agree on a review and approval cycle (minimum 2 weeks and maximum 4 weeks) to ensure periodic and continuous in-season review and reforecasting of plans based on the current performance.

In-Season Sales Re-Forecasting: -

On running the Planning Action "In-Season Sales Re-Forecasting" the system will

1) Generate a Unconstrainted Sales Demand Forecast for next 8 weeks for Currently in-progress season and Continuity based on the performance of a Store/Class for last 4 weeks.

2) Generate a Closing Stock Constrained Sales Forecast for Demand Suppression weeks when the MDC/CDC Closing Stock is Negative.

Step 1: Sales Reforecasting

A simple Store/Class Performance based Sales Forecasting algorithm is implemented to suggest next 8 weeks Sales Retail based on variance between Current Plan and Actual Performance of last 4 elapsed weeks.

Constraints:

1. It requires 4 Weeks of Actual Sales. No forecasting if the number of elapsed weeks from RMS season start is less than 4.

2. Only Season in Progress (RMS Season) + Continuity.

3. Uses the Current Plan Version of Sales R (Before Overriding with Actuals)

4. Forecast 8 weeks or End of Season

5. Uses Current Plan Sales R as a source for re-forecasting future.

6. The Forecasting Factor is bounded by a tolerance factor defaulted to 30% which enables a upper and lower bound limit between 130% to 70%. This tolerance level is editable & can be amended for a concept by contacting MFP LMIT Planning team.

7. The reforecasting won't happen if there is no current plan.

8. E-commerce stores are excluded from reforecasting

Forecasting Algorithm

Reforecasting Factor = Last 4 Weeks Total Actual Sales R / Last 4 Weeks Total Current Plan Sales R

New Reforecasted Sales R = Current Plan Sales R * Reforecasting Factor

all [Product]	XXX_1 Tops												
		W31_1718	W32_1718	W33_1718	W34_1718	Reforecasting Factor	W35_1718	W36_1718	W37_1718	W38_1718	W39_1718	W40_1718	W41_1718	W42_1718
21027 Centrepoint-Ruwi	Wp Sales R	5.95	4.18	2.62	6.42	99%	4.15	4.07	7.07	9.77	7.31	6.12	6.19	7.97
21027 Centrepoint-Ruwi	Current Plan Sales R	3.93	4.36	3.88	7.12		4.18	4.1	7.11	9.83	7.36	6.16	6.23	8.02
21028 MA Sohar	Wp Sales R	4.45	3.61	2.7	4.87	132%	4.13	5.08	7.80	14.91	10.91	7.66	3.47	9.35
21028 MA Sohar	Current Plan Sales R	2.23	2.01	2.17	5.4		3.18	3.91	6	11.47	8.39	5.89	2.67	7.19
60029 MA City Centre	Wp Sales R	14.36	11.87	7.55	11.44	74%	11.17	8.12	9.29	17.72	17.97	15.44	15.59	19.37
60029 MA City Centre	Current Plan Sales R	17.92	17.72	8.87	16.44		15.06	10.95	12.52	23.89	24.22	20.81	21.01	26.11
60225 MX - Ibri	Wp Sales R	3.09	1.33	1.09	3.11	152%	2.93	2.46	3.21	8.09	7.01	4.60	4.17	4.64
60225 MX - Ibri	Current Plan Sales R	1.27	1.16	0.85	2.4		2.25	1.89	2.47	6.22	5.39	3.54	3.21	3.57
60236 MX - Barka	Wp Sales R	7.31	5.04	2.52	8.79	114%	7.49	6.48	7.87	21.35	13.41	9.96	9.97	13.53
60236 MX - Barka	Current Plan Sales R	4.47	4.95	2.66	8.7		6.58	5.69	6.91	18.75	11.78	8.75	8.76	11.88
60246 MX - Alkhuwair Oasis	Wp Sales R	3.65	2.1	1.72	3.89	67%	3.36	2.35	3.82	6.83	7.30	6.13	5.66	7.37
60246 MX - Alkhuwair Oasis	Current Plan Sales R	3.18	4.41	3.85	5.43		4.8	3.36	5.45	9.76	10.43	8.75	8.09	10.53
60270 MX - MGM Ghubra	Wp Sales R	1.06	1.05	0.27	1.06	0%	6.16	3.85	5.1	10.76	8.61	7.61	5.99	5.88
60270 MX - MGM Ghubra	Current Plan Sales R	0	0	0	0		0	0	0	0	0	0	0	0

Note – Planners will have the ability to amend this Reforecasting Factor if needed.

Step 2: Stock Constrainted Reforecasting

Once the Sales Reforecasting is done (Step 1), system will look at the Demand Suppression Weeks & any Week with MDC/CDC negative Closing Stock will be reforecasted to bring the Sales within the available Stock. Adjust Sales based on the Territory Closing Stock for demand suppression weeks, If Territory Stock is zero kill all the store demand else reduce based on Territory Closing Stock and Store Demand Shape when MDC/CDC Closing Stock Negative. A minor amendment is done in the functionality as below.

1.8 Appendix

1.8.1 Important Calculations

Measure Type	Calculation
Margin	Retail – Cost
Margin %	(Retail – Cost) / Retail
Average Unit Cost	Retail / Cost
Average Unit Retail	Retail / Units
Ideal Closing Stock	Stock required to full fill sales plan for the Ideal Forward Cover Weeks
Closing Stock (Total & Store)	Opening Stock + OTB Demand – Sales + Stock Recode + Total On-Order (In DC) + Pre-Order

Closing Stock (RDC & CDC)	Opening Stock + OTB Demand – Store OTB Demand/CDC OTB Demand + Stock Recode
Ideal OTB Demand	Ideal Closing Stock – (Opening Stock – Last week Cumulative Terminal Stock) + Sales C+ Terminal Stock – Total On-Order (In DC). Can be negative
OTB Demand	If OTB Demand Override Exists Then Override, If Ideal OTB Demand Negative Then Zero Else Ideal OTB Demand
Opening Stock	Closing Stock of Last Week
Balance Order	Current Plan OTB Demand C - Total On-Order
Planner Plan Valid	1) If Product is excluded then Sales Retail, Sales Cost and Sales Unit should be 0 2) If the location is Outlet or Warehouse then Sales Retail, Sales Cost and Sales Unit should be 0 3) If Seasonality is Old and Sales Retail, Sales Cost and Sales Unit is greater than 0 then - MDC/CDC Closing Stock should be greater or equal to 0 **AND** - Wp Closing Stock Cost and WP Total Closing Stock Cost should be equal (Total Stock in Location Plan & WSSI) 4) If the Seasonality is not Old then and Sales Retail, Sales Cost and Sales Unit is greater than 0 then - Sales Margin % should be greater or equal to 0 AND - MDC/CDC Closing Stock should be greater or equal to 0 **AND** - Store Closing Stock Cost, Store Closing Stock Unit, RDC Closing Stock Cost & RDC Closing Stock Unit should be greater or equal to 0 **AND** - Wp Closing Stock Cost and WP Total Closing Stock Cost should be equal (Total Stock in Location Plan & WSSI) **AND** - RDC OTB Demand Retail, RDC OTB Demand Cost, RDC OTB Demand Units, RDC OTB Demand Inflow Margin % all of them should be 0 **OR** - RDC OTB Demand Retail, RDC OTB Demand Cost, RDC OTB Demand Units, RDC OTB Demand Inflow Margin % all of them should be greater than 0
Manager Plan Valid	1) If Product is excluded, then Sales Retail and Sales Cost should be 0 2) If the Seasonality is not Old • Sales Retail, Sales Cost and OTB Demand Cost all are equal 0 **OR** • Sales Retail and Sales Cost all are equal 0 and if OTB Demand Cost is not 0 then OTB Demand Inflow

	Margin % should not be 0 **OR** • Sales Retail is greater than 0 then Sales Margin should be greater than 0, OTB Demand Cost should be 0 and Closing Stock should greater or equal to 0 **OR** • Sales Retail is greater than 0 then Sales Margin should be greater than 0 and if OTB Demand Cost is greater than 0 then OTB Demand Inflow Margin should be greater than 0 and Closing Stock should be greater or equal to 0 **OR** 3) If the Seasonality is Old • Sales Retail and Sales Cost are equal 0 **OR** • Sales Retail, Sales Cost and Closing Stock Cost should be greater than 0
OTB Planning	Values should be present for the measures OTB Demand AUC, OTB Demand Inflow Margin % for the Reconciliation week
Actual Forward Cover	Current Closing Stock Covering x number of weeks of forecasted Sales Refer section 1.8.9 section for more details
Cumulative Sell Thru %	Cumulative Sales Cost / (Season's Opening Stock + Season's Total OTB + Season's Intake), for Continuity Cumulative Sales Cost / (Season's Opening Stock + Season's Total OTB + Season's Intake + Stock Recode to OLD), for OLD Cumulative Sales Cost / (Season's Opening Stock + Stock Recode to OLD)
Average Cover	Average of Closing Stock / Average of Sales, if result is greater than 99, set to 99
Wp Reductions	Elapsed Period = Sales R * Closing Stk Margin % - Sales Margin Value Unelapsed Period = Sales R * Closing Stk Margin % [last available elapsed week] - Sales Margin Value
Ly Reductions	Ly Sales R * Ly Closing Stk Margin % - Ly Sales Margin Value
Cumulative Sales Margin %	(Season's Total Sales R – Season's Total Sales C) / Season's Total Sales R
Recode Error	The cell is highlighted in red due to failure of one of the below checks • Closing Stock Cost & Units greater than Zero • Total WSSI & Location Closing Stock is equal.

	• Each Store Closing Stock is greater than Zero. • Each RDC Closing Stock is greater than Zero. • MDC/CDC Closing Stock is greater than Zero.

1.8.2 Measure Naming Acronyms

Acronyms	Description
R	Retail
C	Cost
U	Units
AUC	Average Unit Cost
AUR	Average Unit Retail
LFL	Like for Like
N-LFL	Non-Like for like
Ttl	Total
Cont	Contribution
Adj	Adjusted/Adjustments
Wp	Working Plan
Wa	Waiting Approval
Ly	Last Year
Adj Ly	Adjusted Last Year
LLy	Last to Last Year
Fwd Cvr	Forward Cover
Pre-Ssn Plan	Pre-Season Plan
Ty	This Year
Mgr Stgy.	Manager Strategy
Reg	Regular
Pro/Promo	Promotions
Clr	Clearance
BOP	Beginning of Period

Inv	Inventory
Bal	Balance
Avg	Average
Exec Stgy	Executive Strategy
OTB	Open to Buy
MA	Moving Annual

1.8.3 Details of Planning Actions

Process	Workbook	Planning Action	Description
Pre-Season Planning	Location Strategy	Seed	Seeds the selected weeks with Adj Ly Sales Performance. Simultaneously it seeds Manager Stgy Sales Retail, Cost & Units as well.
		Validate Plan & Publish	Zeroes out the plans for excluded stores and excluded classes for unelapsed week & publish the plan for location planners.
		Refresh	Loads the latest historical sales details onto the workbook.
Pre-Season Planning/In-Season Planning	Location Plan /Class WSSI	Seed	Seeds the selected weeks with Selected Sales Performance option. Simultaneously it seeds WSSI Sales Retail, Cost & Units as well. Will not work if the selected weeks were already seeded earlier.
		Re-Seed	Seeds the selected weeks with Selected Sales Performance option. Simultaneously it seeds WSSI Sales Retail, Cost & Units as well.
		Sales Forecast to Old Seaonality	Generate the Sales Forecast to OLD Seasonality based on the available Sales Margin % and Sales AUC
		In-Season Sales Re-Forecasting	Sales Reforecasting for the locations which has varied Wp Vs Cp Sales R in the last 4 elapsed weeks for In-Season and Continuity for the next 8 weeks post which Stock Constrained reforecasting is done if the CDC Stock is negative.
		Validate and Submit Plan	Validates the plan and submits the current Working Plan for review and approval to manager. The intermediate version created is called Waiting Approval
		Refresh	This Planning Action Refreshes the workbook with last committed data.

Pre-Season Planning	Pre-Ssn Plan Reconciliation to Finance Budget	Seed with Adj. Last Year	Seeds the workbook with Adj LY Data
		Seed with Actuals	Seeds the workbook with the Actuals
		Reconcile to Adj. Cognos Budget	Reconciles the Pre-Ssn plan with the Cognos Budget
		Update Pre-Ssn Plan	Will commit the Pre-SSn plan to database.
		Refresh	Refreshes the Workbook with the data from the database.
365 Days	Store Addition	Add RMS Stores	Submits store for addition to MFP location control table in ER.
365 Days	Store Maintenance	Place Holder Request	Requesting for creation of dummy stores in batch.
	Planning Locs & Product Excls	Process and Commit	This will remove sales from any location/class which has been planned for future period and commit the workbook
Pre-Season Planning/In-Season Planning	Class WSSI	Stock Recode	This will recode the entire stock from the current seasonality to selected seasonality
		Validate Sales Plan and Allocate On-Order	Zeroes out plans for any excluded classes for the unelapsed weeks & then Allocates the RDC/CDC/MDC On Order to Stores based on the latest Store Demand Shape. This Should be executed every time a Sales Re-forecasting is done to ensure that the Stores has On Order allocation based on the latest demand shape.
		Allocate Proposed OTB to MDC's	Allocation the Proposed OTB to MDCs. This planning action processes 30 Proposed OTB at a time. So, in case more than 30 Proposed OTB planned this planning action should be run again.
		Submit Plan	Submits the current Working Plan for review and approval to manager. The intermediate version created is called Waiting Approval.
Pre-Season Planning	Executive Strategy	Seed	Seeds the Months/Group if there is no committed Plan with Adj Ly/Ly/LLY based on the first available data.
		Refresh	Refreshes the Workbook with the data from the database.
365 Days	Hierarchy Reclassification	Request for Plan Data Reclassification	Requests for running the batch processes to move the plans based on the mapping.
Pre-Season Planning/In-Season Planning	Territory WSSI	Refresh	Refreshes the Workbook with the data from the database.

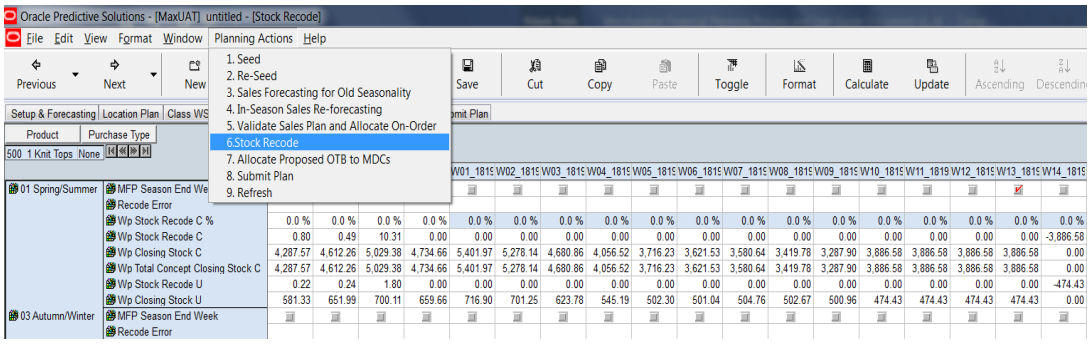
Pre-Season Planning/In-Season Planning	PreSsn/Current Plan Approval	Approve Plan	Approves the submitted plan and creates the requested version of plan (Pre-Season Plan or Current Plan)
		Reject Plan	Rejects the submitted plan.
Pre-Season Planning/In-Season Planning	Location Plan Approval	Approve Plan	Approves the submitted plan and creates the requested version of plan
		Reject Plan	Rejects the submitted plan.
Pre-Season Planning	Manager Strategy	Seed	Seeds the selected weeks with Adj Ly Sales Performance. Simultaneously it seeds Location Stgy Sales Retail as well.
		Validate Plan Publish Strategy	Validates the plan and ublishes the Manager Strategy to Planners
		Stock Recode (Input Based Exception)	This will recode the stock from the existing seasonality to the required seasonality based on the user input
		Stock Recode to Old (Auto)	This will recode the entire stock from the current seasonality to old seasonality post Stock Reset
		Reset Recode	This will reset the stock recode which was done earlier
		Refresh	Loads the latest historical sales details onto the workbook. It also loads the latest estimated in-stock OTB Demand.
Pre-Season Planning/In-Season Planning	Dept WSSI	Refresh	Loads the last committed data on the workbook.
Pre-Season Planning/In-Season Planning	Pre-Season Setup	Run Clustering	Generate Stores Clustering based on the selected parameters.
		Update Store Clustering	This will override the existing store clustering with the user defined cluster.
		Process Store Ideal Forward Cover	Post entering the Ideal Forward Covers at the Performance Group level, this planning action will spread the forward cover values to individual stores
365 Days	User Management	Reset Password	Resets the password of a user
		Update Access	Updates department access for the users.

1.8.6 Stock Recode

After finishing the OTB Plan and Reconciliation and committing the Location Plan and Class WSSI workbooks we do the Stock Recode in the Class WSSI. The planner can either recode the entire stock to Old or part of it to other Seasonality and the rest of it to Old.

a) Stock Recode to Old

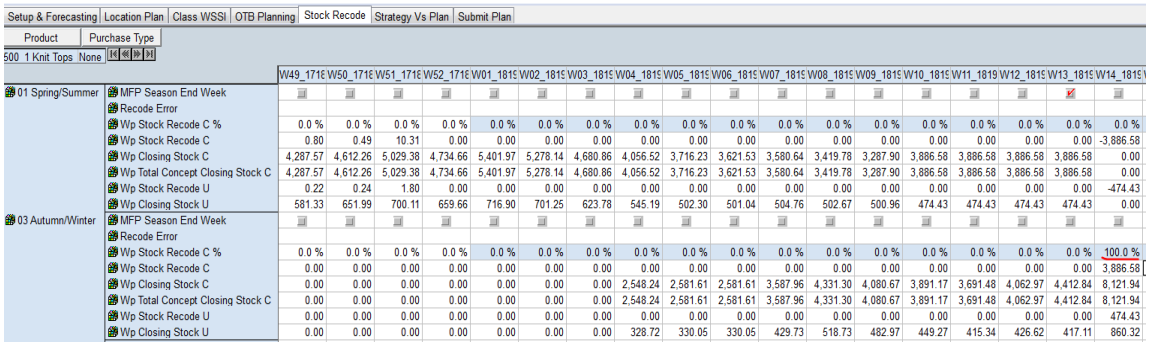
If the planner needs to recode the entire stock to Old Seasonality, he/she should run the Planning Action "**Stock Recode**". This will reset all the stock recodes done earlier and will move the stock from every season after the end week to the Old Seasonality automatically.



Stock Recode

b) Manual Recode (From One to Another Seasonality)

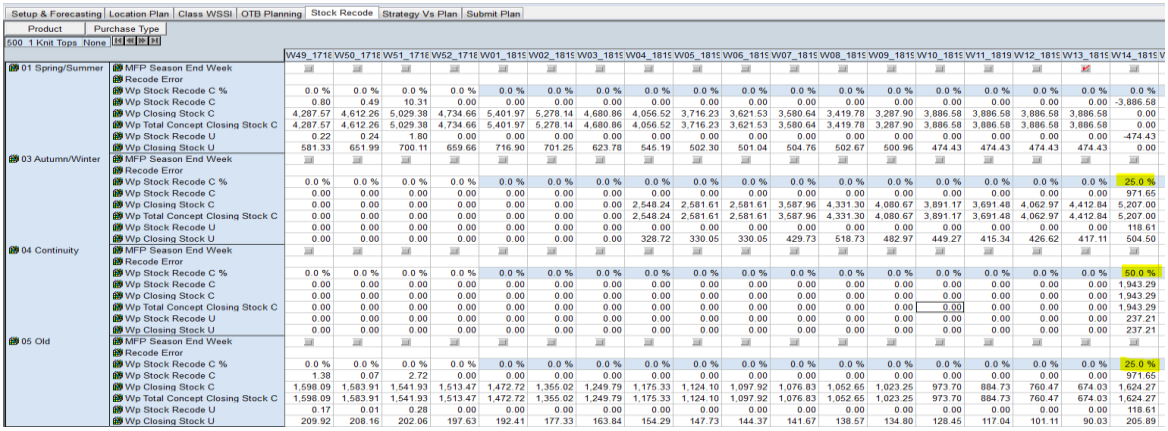
If the planner need to recode the entire stock to next Season or Continuity, the planner needs to go to the first week post the season ends in MFP, enter the Stock Recode Percent (%) & Run the Planning Action "**Stock Recode**".



Stock Recode

c) Manual Recode (From One to Many Seasonalities)

If the planner need to recode the entire stock to multiple Seasonalities, the planner needs to go to the first week post the season ends in MFP, enter the Stock Recode Percent (%) & Run the Planning Action "**Stock Recode**".



		W49_1718	W50_1718	W51_1718	W52_1718	W01_1819	W02_1819	W03_1819	W04_1819	W05_1819	W06_1819	W07_1819	W08_1819	W09_1819	W10_1819	W11_1819	W12_1819	W13_1819	W14_1819
01 Spring/Summer	MFP Season End Week																		
	Recode Error																		
	Wp Stock Recode C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
	Wp Stock Recode C	0.80	0.49	10.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-3,886.58
	Wp Closing Stock C	4,287.57	4,612.26	5,029.38	4,734.66	5,401.97	5,278.14	4,680.86	4,056.52	3,716.23	3,621.53	3,580.64	3,419.78	3,287.90	3,886.58	3,886.58	3,886.58	3,886.58	0.00
	Wp Total Concept Closing Stock C	4,287.57	4,612.26	5,029.38	4,734.66	5,401.97	5,278.14	4,680.86	4,056.52	3,716.23	3,621.53	3,580.64	3,419.78	3,287.90	3,886.58	3,886.58	3,886.58	3,886.58	0.00
	Wp Stock Recode U	0.22	0.24	1.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-474.43
	Wp Closing Stock U	581.33	651.99	700.11	659.66	716.90	701.25	623.78	545.19	502.30	501.04	504.76	502.67	500.96	474.43	474.43	474.43	474.43	0.00
03 Autumn/Winter	MFP Season End Week																		
	Recode Error																		
	Wp Stock Recode C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	25.0 %
	Wp Stock Recode C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	971.65
	Wp Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,062.97	4,412.84	5,207.00
	Wp Total Concept Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,548.24	2,581.61	2,581.61	3,587.96	4,331.30	4,080.67	3,891.17	3,691.48	4,062.97	4,412.84	5,207.00
	Wp Stock Recode U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	118.61
	Wp Closing Stock U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	328.72	330.05	330.05	429.73	518.73	482.97	449.27	415.34	426.62	417.11	504.50
04 Continuity	MFP Season End Week																		
	Recode Error																		
	Wp Stock Recode C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	50.0 %
	Wp Stock Recode C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,943.29
	Wp Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,943.29
	Wp Total Concept Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,943.29
	Wp Stock Recode U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	237.21
	Wp Closing Stock U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	237.21
05 Old	MFP Season End Week																		
	Recode Error																		
	Wp Stock Recode C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	25.0 %
	Wp Stock Recode C	1.38	0.07	2.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	971.65
	Wp Closing Stock C	1,598.09	1,583.91	1,541.93	1,513.47	1,472.72	1,355.02	1,249.79	1,175.33	1,124.10	1,097.92	1,076.83	1,052.65	1,023.25	973.70	884.73	760.47	674.03	1,624.27
	Wp Total Concept Closing Stock C	1,598.09	1,583.91	1,541.93	1,513.47	1,472.72	1,355.02	1,249.79	1,175.33	1,124.10	1,097.92	1,076.83	1,052.65	1,023.25	973.70	884.73	760.47	674.03	1,624.27
	Wp Stock Recode U	0.17	0.01	0.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	118.61
	Wp Closing Stock U	209.92	208.16	202.06	197.63	192.41	177.33	163.84	154.29	147.73	144.37	141.67	138.57	134.80	128.45	117.04	101.11	90.03	205.89

Stock Recode

d) Manual Recode (From Continuity to Old Seasonality)

If the planner need to recode the stock to Old, the planner needs to go to the week and enter the Stock Recode Percent (%) & Run the Planning Action "**Stock Recode**".

	Wp Closing Stock U	0.00	328.72	330.05	330.05	429.73	518.73	482.97	449.27	415.34	426.62	417.11	504.50	505.26	459.67
04 Continuity	MFP Season End Week														
	Recode Error														
	Wp Stock Recode C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	75.0 %	0.0 %	0.0 %
	Wp Stock Recode C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,914.94	0.00	-291.49
	Wp Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,914.94	2,914.94	2,623.44
	Wp Total Concept Closing Stock C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,914.94	2,914.94	2,623.44
	Wp Stock Recode U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	355.82	0.00	-35.58
	Wp Closing Stock U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	355.82	355.82	320.24
05 Old	MFP Season End Week														
	Recode Error														
	Wp Stock Recode C %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	10.0
	Wp Stock Recode C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	291.49
	Wp Closing Stock C	1,249.79	1,175.33	1,124.10	1,097.92	1,076.83	1,052.65	1,023.25	973.70	884.73	760.47	674.03	652.62	630.21	900.79
	Wp Total Concept Closing Stock C	1,249.79	1,175.33	1,124.10	1,097.92	1,076.83	1,052.65	1,023.25	973.70	884.73	760.47	674.03	652.62	630.21	900.79
	Wp Stock Recode U	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.58
	Wp Closing Stock U	163.84	154.29	147.73	144.37	141.67	138.57	134.80	128.45	117.04	101.11	90.03	87.28	84.41	117.31

Stock Recode

Note:

1) The stock recode in RMS should be done post the season end in MFP. Also, in the current design the Store Plan, RDC Plan and MDC/CDC Plan worksheets have been merged into a single worksheet.

2) The planner doesn't have to refresh and commit Location plan post Stock recode as it will be done online on Class WSSI. The appropriate planning need to be run post each stock recode i.e. if you intend to do a recode from Spring to Summer, enter the input and run the appropriate planning action, after that if you intend to do a recode from Spring to Old, enter the input and run the appropriate planning action. However, the time taken for process will be more than earlier as the calculations are done online in Class WSSI.

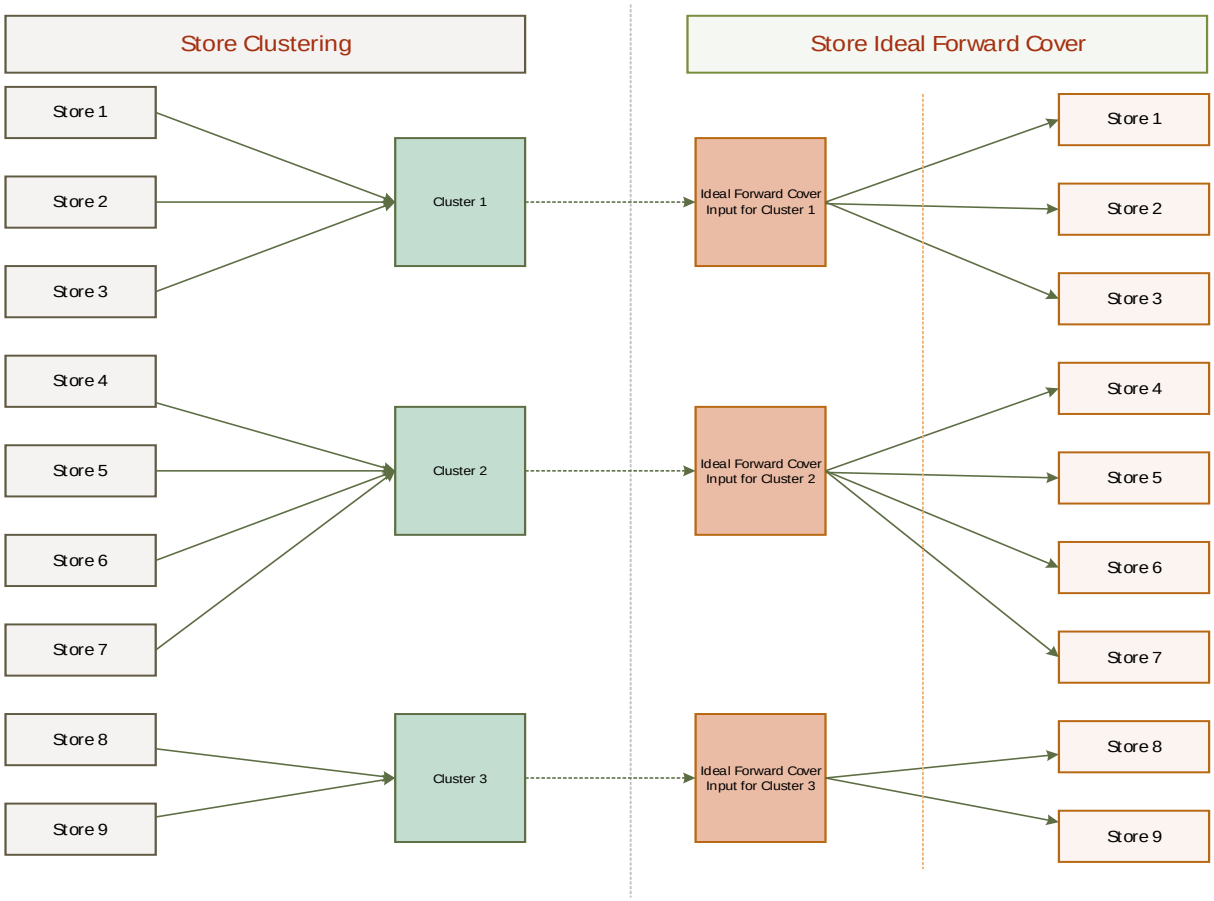
3) System checks the the WSSI Total Stock and Location Total Stock is same before doing the recode. Also Recode does not run when Closing Stock Cost or Unit is negative.

4) For Stock Recode from Continuity to Old, the recode cannot be done on the Season end or immediately post any MFP Season end. It must be either done before or after 2 weeks of the season end.

5) A measure, **Recode Error** has been added which informs the user of any error such as Closing Stock Cost or Unit is negative or Total Closing Stock across WSSI and Location Plan are not same, or any location has a negative Closing Stock.

1.8.7 Store Cluster to Store Ideal Forward Cover

The store clustering is initially done based on the defined type of clustering for the selected week range and post the clusters are decided. The user inputs the forward cover for all the clusters. Once the forward covers are inputted based on the cluster, the forward covers spread to the individual stores. The spread from cluster to store is done instantly post the Planning action is run.



Store Forward Cover setting based on Clusters

1.8.8 Actual Forward Cover Calculation

The actual forward cover is calculated as Current Closing Stock Covering x number of weeks of forecasted Sales

In case system does not calculate Forward Cover due to non-visibility of enough Future Sales covering the Closing Stock, system calculates Spot Cover for these weeks.

Example:

Scenario 1: If the workbook has enough calendar weeks loaded for the system to consider the future sales the Forward Cover is calculated correctly

Seasonality	Measures	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
SS	Cls Stk C	9000	8000	7000	6000	5000	4000	3000	2000	1000	0
	Sales C	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000
	Actual Fwd Cvr C	9	8	7	6	5	4	3	2	1	0

Scenario 2: If the workbook does not have enough calendar weeks loaded for the system to consider the future sales the Forward Cover is calculated as spot cover

Seasonality	Measures	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
SS	Cls Stk C	10000	9000	8000	7000	6000	5000	4000	3000	2000	1000
	Sales C	1000	2000	1000	1000	1000	1000	1000	1000	1000	1000
	Actual Fwd Cvr C	9	4.5	8	7	6	5	4	3	2	1

1.8.9 Breakpoint Algorithm

MFP uses the Break Point Algorithm to define the break points for calculating the clusters. If the stores for your class do not belong to the range defined by the system. MFP will assign the stores in the clusters according to the ranges. Hence, the user will not be able to see all the clusters defined by concept.

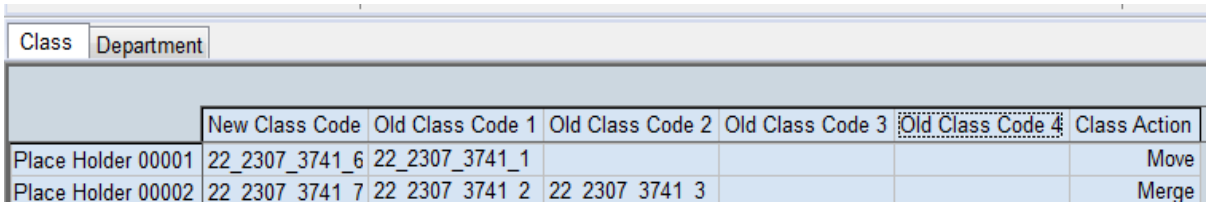
Ex: - Max Value is 99, Min value is 1. The total number of clusters are 10 then the Break points are 99/10 = 9.9

	PG10	**PG09**	**PG08**	**PG07**	**PG06**	**PG05**	**PG04**	**PG03**	**PG02**	**PG01**
Max	9.9	19.8	29.7	39.6	49.5	59.4	69.3	79.2	89.1	99
Min	1	10	19.9	29.8	39.7	49.6	59.5	69.4	79.3	89.2

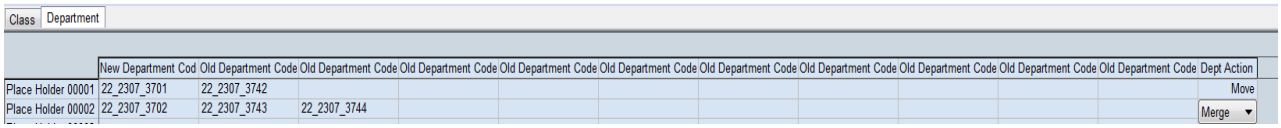
Stores	**Index to Average**	PG10(9.9)	PG09 (19.8)	PG08 (29.7)	PG07 (39.6)	PG06 (49.5)	PG05 (59.4)	PG04 (69.3)	PG03 (79.2)	PG02 (89.1)	PG01 (99)
Store 1	1										
Store 2	45										
Store 3	89										
Store 4	99										

1.8.10 Plan Data Reclassification Steps

Plan Data Reclassification is done when the data reclassification is happening at either Class level or Department level. This will either merge or move the planned data from the old class/department to the new class/department. This process is carried out by the LMIT team post the mapping data is provided by the concept. The below screenshots indicate the format of the mapping data to be provided.



Class Data



Department Data

The format should be *ConceptCode_GroupCode_DeptCode_ClassCode* for Class details and *ConceptCode_GroupCode_DeptCode* for Department details

Ex: - 22_2307_3741_6 for class & 22_2307_3701 for department.

The Class details is used for reclassification of all the valid Wp, Current Plan and Pre-Ssn Plan measures in the Class WSSI, Location Plan and Dept WSSI. The department details are used for reclassification of all the Manager Wp, Manager Strategy and Location Strategy measures. The department details must be updated only if there is a reclassification happening at department level.

The following checks must be completed by the concept before requesting the LMIT for starting the reclassification process.

Pre-Requisites by Concept Team

1) The mapping data should be updated for both classes and departments (if applicable) correctly with the Action (Move/Merge) to be taken.

2) Mapping should be one to one or many to one but cannot be one to many and the actions must be move for one to one and merge for many to one.

3) There should not be duplicates in New Class Code/ New Department Code.

4) There should not be duplicates in Old Class Code/ Old Department Code.

5) Class Action/Department Action should not be left empty.

6) The new product hierarchy should not have any Old Class Code/ Old Department Code.

7) The old product hierarchy should not have any New Class Code/ New Department Code.

8) There should not be any spaces post Class Codes/Department Codes.

9) Once the mapping is completed the Planning Action **"Request for Plan Data Reclassification"**

10) There should not be any pending Wa's for either Planner or Manager.

Post all the above steps are completed the concept must notify the LMIT team to complete the reclassification process.

Once the reclassification is completed by LMIT team. The following steps must be completed by Concept

Post-Steps by Concept Team

1) The Product Exclusions if any for the new classes/departments must be updated by the Concept Administrator.

2) Store Clustering must be completed for the New Class.

3) Ideal Forward Covers must be updated for the new classes by planners in Ideal Forward Covers workbook and ideal forward covers for new departments must be updated by the managers in Manager Strategy workbook.

4) The Terminal Stock % On Total Demand must be updated by the planners for all the new classes.

5) The Location Plan must be committed for all the classes (Entire Concept) before loading the Class WSSI.

6) The measure Wp OTB Demand Inflow Margin % (Strategy) must be updated by the planners in Class WSSI for the new Classes in the Strategic KPIs tab.

1.8.11 Step by Step Planning Process

1. Executive Strategy
    a. Seeding
    b. Reforecast the Strategy
    c. Commit the workbook
2. Location Strategy
    a. Seeding
    b. Review and Set Location Strategy
3.Setup the store clusters
    a. Setup total number of clusters
    b. Run Clustering
    c. Review the store clusters
    d. Override the clusters if needed
4. Setup Ideal forward covers.
    a. Setup Store Ideal Forward Cover
    b. Setup RDC Ideal Forward Cover
    c. Setup MDC/CDC Ideal Forward Cover
5. Manager Strategy
    a. Seeding
    b. Review and Set Sales Targets
    c. Set OTB Demand
    d. Stock Recode
    e. Submit the Targets
6. Executive Strategy
    a. Review Manager Strategy
    b. Approve/Reject Manager Strategy
7. Location Plan (With Location Planners) /Class WSSI (No Location Planners)
    a. Seeding
    b. Review and reforecast Sales @ Class/Store/Seasonality/Week level
    c. Review and reforecast Sales @ Class /Seasonality/Week level if needed (No Location Planners)

d. Commit the workbook

8. Dept WSSI

a. Review and reforecast Sales @ Dept /Seasonality/Week level if needed

b. Commit the workbook

9. Class WSSI

a. OTB Planning

b. Commit the workbook

10. Class WSSI

a. Stock Recode

b. Commit the workbook

11. Location Plan/Class WSSI

a. Review the Stock Recode impact on Store/RDC

b. Sales forecast to Old

c. Submit Plans

12. PreSsn/Current Plan Approval

a. Review the Planners plan

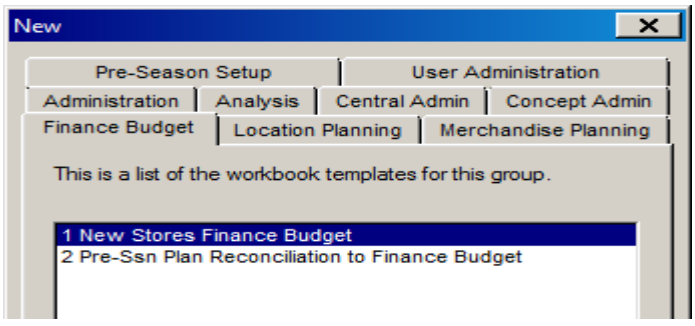
b. Approve/Reject Plan

13. Location Plan/Class WSSI

a. Review the approved versions

1.8.12 Finance Budget for New Stores

Since ER does not hold the budgets for new locations MFP has the feature to load the budgets for new stores. New Stores Finance Budget Workbook available under Finance Budget tab is used to load the budgets for the new location. Planning Head to nominate a member of planning team to complete this activity.



New Stores Finance Budget

Location

New store

	Finance Initial Sales Budget R	Finance Initial Sales Budget C	Finance Adjusted Sales Budget R	Finance Adjusted Sales Budget C
W01_1718	100.00	50.00	110.00	60.00

1.8.13 Pre-Season Plan Reconciliation with Finance Budget

This is an Optional Process and concept can decide not to do this. This functionality reconciles the Pre-Ssn Plan with Finance Budget at top level of Store/Week. This is managed by Planning Head & performed only when All Classes Pre-Season Plan approved for the Period (weeks). Before starting the reconciliation, process Concept Admin will need to lock all the weeks (Lock Pre-Ssn Plan) for all Classes. Steps are as follows…

a. Load the workbook Pre-Ssn Plan Reconciliation to Finance Budget.

b. Seed Elapsed weeks (Optional) in case Pre-Ssn Plan not generated.

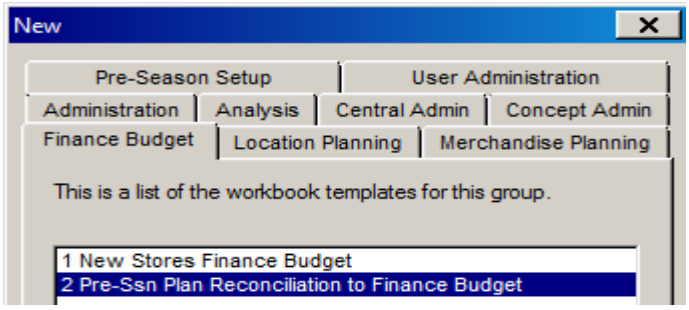
c. Reconcile Pre-Ssn Plan with Finance Latest Adj. Budget (Planning Action).

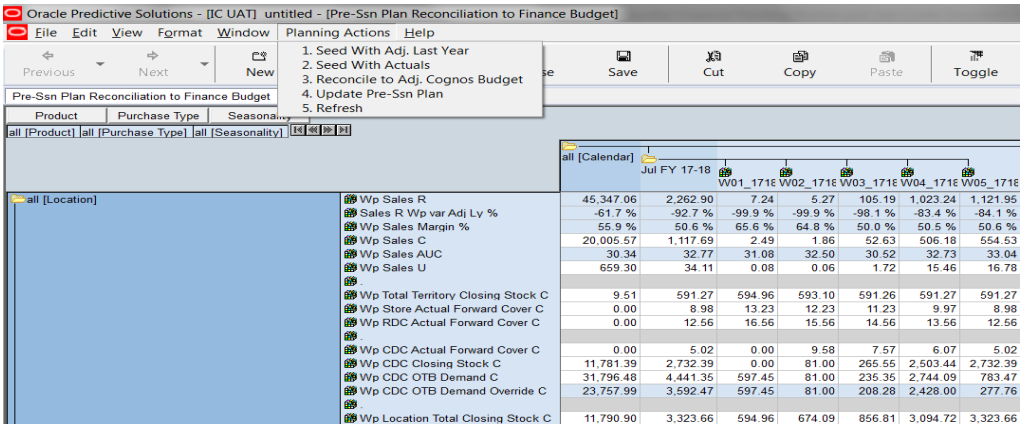
d. Review the MDC/CDC demand and Adjust if any.

e. Update Pre-Ssn Plan to commit the changes (Planning Action).

Only Pre-Ssn Sales Retail, Cost & Units and MDC/CDC Demand/Closing Stock Cost is committed in database post running the planning action Update Pre-Ssn Plan.

Working Plan Version is loaded with Pre-Ssn Plan in the workbook. The Working plan in this workbook does not interface with any other workbook neither it's saved in database.





1.8.14 Frequently Asked Questions

1. Why can't I see all the clusters defined by my concept for my department?

   MFP uses the Break Point Algorithm to define the break points for calculating the clusters. If the stores for your class do not belong to the range defined by the system. MFP will assign the stores in the clusters according to the ranges. Hence, the user will not be able to see all the clusters defined by concept.

   Ex: - Max Value is 99, Min value is 1. The total number of clusters are 10 then the Break points are 99/10 = 9.9

	PG10	PG09	PG08	PG07	PG06	PG05	PG04	PG03	PG02	PG01
Max	9.9	19.8	29.7	39.6	49.5	59.4	69.3	79.2	89.1	99
Min	1	10	19.9	29.8	39.7	49.6	59.5	69.4	79.3	89.2

Stores	Index to Average	PG10(9.9)	PG09 (19.8)	PG08 (29.7)	PG07 (39.6)	PG06 (49.5)	PG05 (59.4)	PG04 (69.3)	PG03 (79.2)	PG02 (89.1)	PG01 (99)
Store 1	1										
Store 2	45										
Store 3	89										
Store 4	99										

2. When should I set my Ideal Forward Covers from?

   The planner should set the Ideal forward covers from the week they will be planning their first Intake else the system would start generating early demand which might not be correct.

3. Why are the Sales in WSSI and Location Plan not matching?

   The reasons for Sales not matching across WSSI and Location Plan are

   - Post the Location Plan being committed the user should Refresh the WSSI and vice versa.

   - The user has Planned Sales in stores which are excluded later. If this is the case, the planner must run the Planning action **"Zero out Closed Stores/Excluded Classes"** commit the Location Plan workbook and refresh the WSSI.

4. Why is my MDC/CDC Closing Stock Negative?

   The reasons for the MDC/CDC Closing Stock becoming negative are

   - The planner has not planned required Intake to satisfy RDC Demand. So, the planner should go to WSSI and plan the Intake in Wp Proposed OTB Plan C and commit the workbook.

   - System is not generating MDC/CDC Demand due to the Demand Suppression Weeks. The planner in this case has planned sales more than the Intake he/she is getting. Hence, they need to reduce the Sales in the Territory which is generating RDC OTB Demand. Also, if needed the planner must check the Stores in territory which is generating Sales more than the Stock.

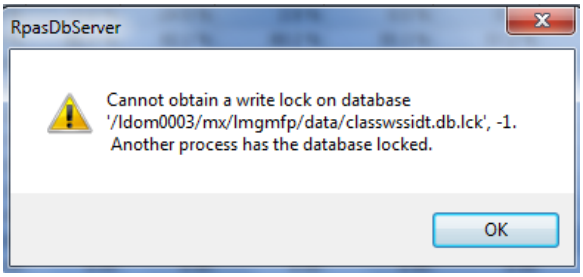
5. Why is my Sell Thru % 0 for future period?

   Sell Thru % has as a dependency of future weeks to be loaded in the workbook to show correct calculation.

6. Why is my Plan Invalid?

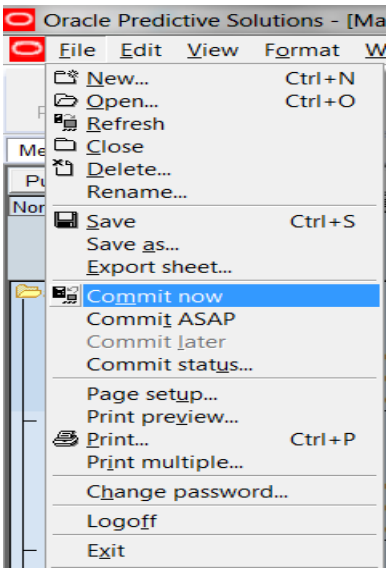
Please refer to the section **1.8.1** and refer to the measures Planner Plan Valid or Manager Plan Valid based on your role.

7. Why is the system throwing db lock error like the one shown in screenshot?



The database for MFP is central and every time a user is either exporting the data/committing the workbook/loading a new workbook/performing any planning action the database is locked, so if any other user parallel wants to perform any action the system will wait a while for the lock to be released. If the lock is not released the system throws the above error. It is suggested that the user waits for a while if he/she gets the error and perform the action again. It is always recommended to use Commit ASAP.

8. What is the difference between Commit now & Commit ASAP?

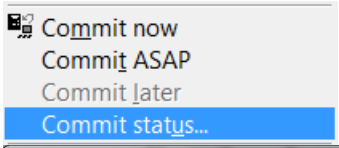


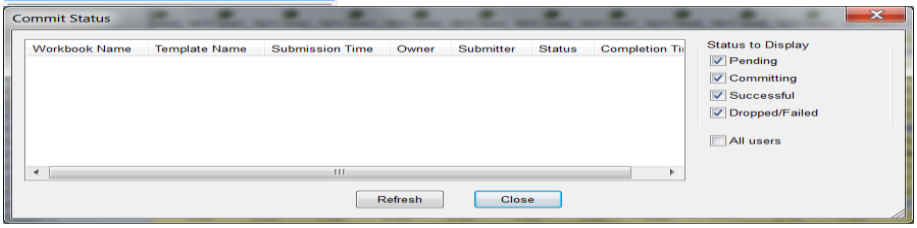
Commit now

Commit now action will try to commit the data onto database immediately post the action is run. The risk of running Commit now is if any other user is trying to perform any action as listen in FAQ 9 the system will throw an error with database lock.

Commit ASAP

Unlike Commit now the Commit ASAP action will try to put the Commit action in queue and will commit the data onto database when the database is free and thereby avoiding any database locks. The user can check the status of commit post Commit ASAP by selecting the Commit status





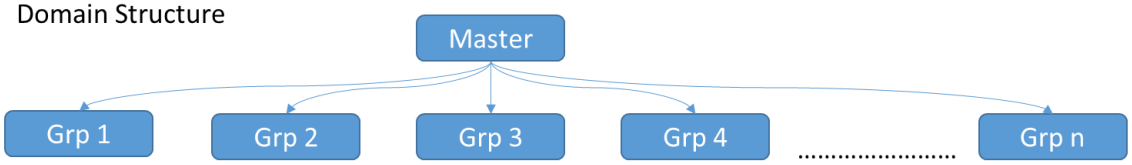
9. What is the difference between Seed & Re-Seed?

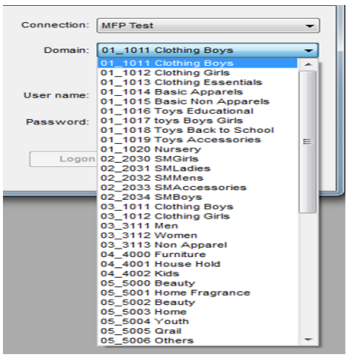
   When the Planner is Seeding the Week/Store/Seasonality/Purchase Type/Class for the first time we should use Seed option. If the Planner wants to override already seeded weeks we should use Re-Seed as the system does not allow the planner to run the planning action Seed.

1.8.15 Domain Structure

To ease the database lock situations. This is moving away from centralized database at concept level to centralized database at group level.

Domain Structure





Role	Domain
Planning Head	Master
Merch Planning Manager	Master/Group
Location Planning Manager	Master
Location Planner	Master
Merch Planner	Group
Concept Admin	Master