Oracle® Retail Assortment Planning

User Guide for the RPAS Classic Client

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Preface

This guide describes the Oracle Retail Assortment Planning user interface. It provides detailed instructions for performing the various steps in the assortment planning process.

Audience

This User Guide is for users and administrators of Oracle Retail Assortment Planning. This includes merchandisers, buyers, business analysts, and administrative personnel.

Documentation Accessibility

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Related Documents

For more information, see the following documents in the Oracle Retail Assortment Planning Release 13.2.2.4 documentation set:

- *Oracle Retail Assortment Planning User Guide for the RPAS Fusion Client*
- *Oracle Retail Assortment Planning Installation Guide*
- *Oracle Retail Assortment Planning Implementation Guide*
- *Oracle Retail Assortment Planning Release Notes*

For more information about RPAS and the RPAS Fusion Client, see the RPAS documentation set.

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- Screen shots of each step you take

Review Patch Documentation

When you install the application for the first time, you install either a base release (for example, 13.1) or a later patch release (for example, 13.1.2). If you are installing the base release, additional patch, and bundled hot fix releases, read the documentation for all releases that have occurred since the base release before you begin installation. Documentation for patch and bundled hot fix releases can contain critical information related to the base release, as well as information about code changes since the base release.

Oracle Retail Documentation on the Oracle Technology Network

Documentation is packaged with each Oracle Retail product release. Oracle Retail product documentation is also available on the following Web site:

`http://www.oracle.com/technology/documentation/oracle_retail.html`

(Data Model documents are not available through Oracle Technology Network. These documents are packaged with released code, or you can obtain them through My Oracle Support.)

Documentation should be available on this Web site within a month after a product release.

Conventions

The following text conventions are used in this document:

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

1
Introduction

The assortment plan is used to establish the breadth and depth of the product offering, for store clusters, for a given period. Analysis of past performance such as color effectiveness, styling visualization, in-store placement, and geographic selling are key inputs into building a new assortment.

In creating the new assortment, the user has several options to select products. One option may be to work with a designer to define the products and their attributes. Another option may be to select goods directly from a suppliers' offering. Yet another option may be to repeat a previous product or carry forward an existing product. With any of these options, the ultimate decision must be aligned with the high-level financial targets and key item strategies already in place.

The key to successful assortment planning is flexibility. The business needs drive the process of planning, and help an organization to realize financial profitability.

For a fashion retailer, this flexibility may be utilized to plan assortments at the style and style/color level while managing quantities relevant to minimum prepack size or providing visibility to private label design to effectively manage the product development lifecycle.

Assortment Planning processes vary widely among retailers, but the principle is to work at the level of a class or department for a specific buying period, grouped by store clusters. Assortment Planning facilitates a flexible process of planning assortments for user-defined buying periods with multiple flows at a configurable level of the merchandise hierarchy. The ability to plan the size-level receipt quantities for each store brings significant benefits in downstream execution systems. This is further enhanced by the ability to arrive at optimized prepack quantities for buy quantities.

Assortment Planning aids users in the overall performance of the assortment management process providing integration with the other Oracle planning solutions, including Size Profile Optimization, Item Planning, and Merchandise Financial Planning.

Assortment Planning Business Process

Assortment Planning is a business function that planners perform to decide the appropriate mix of products that maximizes organizational goals: sales, profits, and inventory turn, and so on. This solution addresses the assortment planning process as relevant to fashion retailers and to retailers who manage short lifecycle, long leadtime merchandise.

The challenge is to create fresh and new presentations of merchandise that are appropriate to the end customer by considering store/location, lifestyle, climate, festive seasons, and fashion trends. Retailers usually control budgets by defining one or more buying periods within each season. In order to always present a fresh look, multiple assortments could be planned within a season for shorter time periods. These time periods are referred to as flows in Assortment Planning.

Assortment Planning involves several competing constraints that the planner must consider. The presentation should have a rich mix of products in terms of material, styling, brand, seasonality, and price point. However, all of these choices have to be constrained by the buying budgets and floor space available. In financial terms, the planner usually must make trade-offs. Also, the planner must choose between items that are highly profitable and those that deliver moderate margins but have more predictable and longer lifecycles.

Each store has its unique characteristics and could need a different assortment in a specific size ratio to maximize potential. However, with the number of variables involved in planning and executing assortments, it is good business practice to group stores into a manageable number of clusters and create an assortment plan at the cluster level.

Assortment Planning is usually done at the level of sub-class, class, or department, due to the large number of options that need to be bought. Besides, planners and buyers tend to be specialized in certain merchandise and/or with certain vendors. Assortments are usually planned for a buying period comprising multiple flows or presentations.

Assortment Planning provides a framework of the following steps:

1. **Store Clustering**

   Store Clustering allows the planner to group similar stores based on key performance metrics, space, store attributes, or a combination thereof. All stores within a cluster receive an identical assortment.

2. **Assortment Strategy**

   Assortment Planning suggests the optimal number of options required for the buying period, categorized by vendor, seasonality, and price tier. Additionally, the initial allocation quantities may be determined based on the planned space utilization.

3. **Assortment Creation**

   The planner chooses existing merchandise that is carrying forward or creates new placeholders within the Assortment Planning solution to fulfill the number of options to be carried in each of the flows during the buying period. The placeholders may be a shopping list of items with desired attributes and/or selected carryover items. The planner also assigns each product to a cluster at the step. Based on product parameters that are input by the planner, the initial shopping list also indicates how many units are sold as well as the targeted cost and retail prices. Using the store cluster attributes, the assortment can be further refined and tailored to more granular location needs.

4. **Buy Planning**

   Assortment Planning provides a suggested sales and receipt plan across the weeks in the buying period, based on the summary detail from the previous Assortment Planning step. At this point, the sales and receipt plans can be reconciled to the original assortment strategy at the option/store group/week level and can be compared to the plan created in Merchandise Financial Planning at the sub-class level, class level, or department/channel/week level. After it is approved, the assortment plan may be transmitted to Item Planning and to execution systems.

5. **Optimized Store Allocations**

   This is an optional step. This step lets the planner arrive at the store-level receipt quantities (drops) in terms of prepacks and/or size. This involves breaking up the style-color/week level store receipt into individual sizes and also optimizing the buy quantities based on each store's size profile.

   The pack optimization capability in AP lets the planner pick combinations of prepack configurations and eaches for each style-color. The pack optimization logic within AP optimizes the prepacks allocated in such a way that the store receipts are optimized for each individual receipt-drop and also across the entire buying period.

   Assortment Review

   After having planned the assortment at a class-level, it is valuable to visualize how the presentation looks like at a higher level such as department. This step lets you analyze the assortment of each performance-grade at the level of an entire department.

   Note: There are associated setup data that need to be interfaced or entered manually in Assortment Planning other than the above mentioned core steps.

In addition to these steps, if the assortment analyst is responsible for the planning of prepacks, the Prepack Optimization module can be used. For more details on Prepack Optimization, see *Oracle Retail Size Profile Optimization User Guide for the RPAS Classic Client* or *Oracle Retail Size Profile Optimization User Guide for the RPAS Fusion Client*.

Assortment Planning Process Flow

The following diagram outlines the Assortment Planning process flow.

Figure 1–1 Assortment Planning Process Flow Diagram

Note: For each of the Assortment Planning process flow steps, Assortment Planning contains a related workbook.

Assortment Planning Workbooks

Assortment Planning has three workbook tabs, which contain workbook templates. The three tabs in the Assortment Planning application are as follows:

- Assortment Planning Setup tab
- Assortment Planning tab
- User Administration tab

> **Note:** Refer to the *Oracle Retail Predictive Application Server User Guide for the Classic Client* and *Oracle Retail Predictive Application Server User Guide for the Fusion Client* to see the tasks associated with the User Administration tab.

The Assortment Planning Setup tab has the following workbooks:

- Setup Workbook (establish buying periods, store attributes and so on.)
- Set MFP and Loc Plan Targets Workbook
- Week Sales Curve Profile Maintenance Workbook

The Assortment Planning tab has the following workbooks:

- Store Clustering Workbook
- Assortment Strategy Workbook
- Assortment Creation Workbook
- Buying Plan Workbook
- Optimized Store Allocations Workbook
- Assortment Review Workbook

Planning Actions

Some steps of the Assortment Planning solution require certain planning actions to be executed. They are available under the menu bar as shown below.

Figure 1–2 Planning Actions for Assortment Planning

The Planning Actions available for each of the Assortment Planning steps are as listed below:

- Week Sales Curve Profile Maintenance Workbook
  - Seed Lifecycle Curve 1
- Store Clustering Workbook
  - Set Cluster to Last Committed Version
  - Seed Store from Sister Stores
  - Confirm Store Clusters

- Assortment Strategy Workbook
  - Accept New Cluster Definition
  - Seed from Adj LY and MFP
- Assortment Creation Workbook
  - Accept New Cluster Definition
  - Determine New Items
  - Seed from Like Item
  - Auto-set Assign-to-Cluster
  - Update Placeholder Status
- Buying Plan Workbook
  - Generate Weekly Sales Plan
  - Calculate Receipt Flow
  - Calculate Clearance Sales
  - Round Sales and Receipts
  - Approve to CP
  - Update Store to Cluster Mapping (In Season)
- Optimized Store Allocations Workbook
  - Apply Size Profile
  - Perform Pack Optimization

Procedures for using the planning actions are provided in planning action sections throughout this guide.

2

Setup Workbook

The Setup workbook allows you to perform periodic administrative steps that need to be done to drive some of the critical parts of the Assortment Planning process flow. This workbook always displays all administrative parameters, thus requiring no additional wizard screens.

The Setup workbook contains the following tabs:

- Define Buying Periods Tab
- Define Flows Within Buying Periods Tab
- Define Store Attributes Tab
- Define Strategy/Intent Weights Tab
- Define Price Tiers Tab
- Week Mapping Tab

Setup Workbook Wizard

To open a Setup workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning Setup tab, select **Assortment Setup** and click **OK**.

Figure 2–1 Creating a New Setup Workbook

The Setup workbook is built.

Define Buying Periods Tab

The following sections describe the worksheets available under the Define Buying Periods tab:

- Define Buying Periods Worksheet
- View Buying Periods Worksheet

Define Buying Periods Worksheet

The Define Buying Periods worksheet allows the system administrator to define a set of buying periods in the back-end to be used for each class.

For each available buying period, the administrator can enter a description, the duration, and the start week.

Figure 2–2 Define Buying Periods Worksheet

The following table lists the measures available on this worksheet.

Table 2–1 Define Buying Periods Worksheet Measures

Measure	Description
Buying Period Label	This is an editable text field wherein the planner can describe the different buying phases, which typically is either a season or a subset of seasons.
Buying Period Start Week	The start week of each buying period needs to be selected by clicking the cell in the Buying Period Start Week column and then choosing the desired week from the Select Week window that appears, which is defaulted to the configured week-start-date.
Buying Period Duration (Weeks)	This measure allows the planner to define the duration of each buying period, typically six to twenty-six weeks.
Buying Period End Week	The end week displayed has been calculated based on the start week and number of duration weeks.
Buying Period Error Check	Checks that buying periods do not overlap, meaning that the duration of a period should not be such that the end date is greater that the start date of the following period.

View Buying Periods Worksheet

The View Buying Periods worksheet allows you to view the buying periods in a graphical manner across weeks. There is a check box at each intersection of buying periods and weeks that indicates the duration of each buying period. Note that this worksheet reflects the changes made on the previous worksheet, Define Buying Periods, and is read-only.

Figure 2–3 View Buying Periods Worksheet

The following table lists the measures available on this worksheet.

Table 2–2 View Buying Periods Worksheet Measures

Measure	Description
View Valid Buying Period Weeks	This is a read-only measure that displays the effect of the Define Buying Period worksheet.

Define Flows Within Buying Periods Tab

The following sections describe the worksheets available under the Define Flows Within Buying Periods tab:

- Define Flows Worksheet
- View Flows Worksheet

Define Flows Worksheet

The Define Flows worksheet allows the planner to define flows for each class within each of the buying periods defined on the Define Buying Periods tab. Four flows per buying period are defined in the configuration. If you want to use fewer flows, then all extra flows should be set to a duration of zero (0) weeks.

Note: Subsequent steps of the Assortment Planning process flow, such as Assortment Strategy, cannot be completed before flows are defined.

Figure 2–4 Define Flows Worksheet

	Flow Label	Flow Start Week	Flow Duration (Weeks)	Flow End Week	Flow Error Check
Buying Period 06 - Flow 1	Summer 2009 Flow 1	04/25/2009	4	05/16/2009	
Buying Period 06 - Flow 2	Summer 2009 Flow 2	05/23/2009	4	06/13/2009	
Buying Period 06 - Flow 3	Summer 2009 Flow 3	06/20/2009	5	07/18/2009	
Buying Period 06 - Flow 4					
Buying Period 07 - Flow 1		07/25/2009	13	10/17/2009	
Buying Period 07 - Flow 2					
Buying Period 07 - Flow 3					
Buying Period 07 - Flow 4					
Buying Period 08 - Flow 1		10/24/2009	13	01/16/2010	
Buying Period 08 - Flow 2					
Buying Period 08 - Flow 3					
Buying Period 08 - Flow 4					

The following table lists the measures available on this worksheet.

Table 2–3 Define Flows Worksheet Measures

Measure	Description
Flow Label	This is an editable text field wherein you can describe the different buying phases, which typically is either a season or a subset of seasons.
Flow Start Week	The start week of each flow needs to be selected from the list, which is defaulted to the configured week-start-date.
Flow Duration (Weeks)	The Flow Duration (Weeks) measure is used to define the duration for each flow within the buying period, typically 3-13 weeks; this calculates the week start date and end date of that flow, based on the buying period duration.
Flow End Week	The end week displayed has been calculated based on the start week and number of weeks.

Table 2–3 (Cont.) Define Flows Worksheet Measures

Measure	Description
Flow Error Check	The Flow Error Check measure checks that the flow descriptions are unique within a class and buying period, that flows do not overlap, and that the total duration of all flows within a buying period match that of the buying period. If flow validations are violated, changes to the workbook are not allowed to be committed for the flows in question. **Note**: If the flow is invalid (and is hence not committed) then no mapping of data from week to flow happens for those flows.

View Flows Worksheet

The View Flows worksheet allows you to view the flows as they have been defined on the previous worksheet, Define Flows, in a graphical manner.

Figure 2–5 View Flows Worksheet

The following table lists the measures available on this worksheet.

Table 2–4 View Flows Measures

Measure	Description
View Valid Flow Weeks	This is a read-only measure that displays the effect of the Define Flows worksheet.

To view the flows in a graphical manner, click the **Toggle** button on the menu bar.

Figure 2–6 View Flows Worksheet Graphical View

Define Store Attributes Tab

The following sections describe the worksheets available under the Define Store Attributes tab:

- Define Attribute Values Worksheet
- Select Store Attributes Worksheet
- View Store Open and Close Dates Worksheet
- Define Store Space Worksheet

Define Attribute Values Worksheet

The Define Attribute Values worksheet contains a list of available store attributes and the values available for each attribute. The number of attributes (climate, lifestyle, and so on) that can be maintained is fixed since it was determined in the hierarchy load. For each store attribute, there are seven available positions to match the number of cluster hierarchy positions.

Note: Position 8 should not be used.

Figure 2–7 Define Attribute Values Worksheet

	Climate	Lifestyle	Region	Store Format	Store Size	Store Status
Position 01	Cold	Classic	Southeast	Mall	Small	Existing
Position 02	Moderate	Contempora	Northeast	Free Standin	Medium	New
Position 03	Warm	Other	Southwest	Kiosk	Large	Placeholder
Position 04	Hot	Placeholder	Canada	Outlet	Extra Large	
Position 05	Resort		Northwest	Other	Kiosk	
Position 06	Other		Mexico	Placeholder		
Position 07	Placeholder		Other			
Position 08	N/A	N/A	N/A	N/A	N/A	N/A

The following table lists the measures available on this worksheet.

Table 2–5 Define Attribute Values Measures

Measure	Description
Str Attrib Value Label	This measure allows the planner to set the values for each attribute for each position within the store attribute. The planner can maintain all possible store attribute values, which you may use for store clustering.

Select Store Attributes Worksheet

The Select Store Attributes worksheet allows the user to view and maintain static attribute values for each store as set in the previous worksheet, Define Attribute Values. These attribute values are fed into the solution at the store level, or they are manually entered and can be edited for each store and attribute from a drop-down list created from the defined positions in the previous step.

Figure 2–8 Select Store Attributes Worksheet

The following table lists the measures available on this worksheet.

Table 2–6 Select Store Attributes Worksheet Measures

Measure	Description
Store Attribute	The Store Attribute measure displays the attribute values for each store attribute. These values should be interfaced into Assortment Planning. You may change these values in the Store Attribute measure. If no value is assigned to a certain attribute of a store, it is assigned a value of N/A.

View Store Open and Close Dates Worksheet

The View Store Open and Close Dates worksheet allows the user to see when a given store is opening or closing. This worksheet is just for reference and is therefore read-only.

Figure 2–9 View Store Open and Close Dates Worksheet

Table 2–7 View Store Open and Close Dates Worksheet Measures

Measure	Description
Str Closing Date	The date that the store closes. This value is loaded through flat file and cannot be edited.
Str Opening Date	The date that the store opens. This value is loaded through flat file and cannot be edited.

Define Store Space Worksheet

The Define Store Space worksheet is used to input the store space if it was not loaded through a flat file.

Figure 2–10 Define Store Space Worksheet

Table 2–8 Define Store Space Worksheet Measures

Measure	Description
Store Space U	The unit of measure for the Store Space U can be defined by the retailer. Usually it represents the number of linear feet or meters available in the store. This measure should be entered at the class level, not the store or department level.

Define Strategy/Intent Weights Tab

The Define Strategy/Intent Weights tab allows you to maintain weights for different roles and intents. The Strategy/Intent logic uses a combination of sales and Gross Margin (GM) metrics to be used in store ranking (for clustering) and item ranking (for assortment creation).

The following sections describe the worksheets available under the Define Strategy/Intent Weights tab:

- Strategy/Intent Default Weights Worksheet
- Assign Strategy/Intent Worksheet

Strategy/Intent Default Weights Worksheet

The Strategy/Intent Default Weights worksheet contains a set of five metrics and their values for all available Strategy/Intents. The fixed set of seven positions available for Strategy/Intent can be defined in the hierarchy load. Note that all values are displayed in percentages, and may be edited. Weights are normalized to 100% when the workbook is committed and when the workbook is refreshed after a commit.

Figure 2–11 Strategy/Intent Default Weights Worksheet

Strategy/ Intent Default Weights

Measure

	Strategy / Intent Label	Default Weight Sls Rtl	Default Weight Sls U	Default Weight Sls AUR	Default Weight GM Rtl	Default Weight GM %
Strategy / Intent 1	Dominant / Maintain	50.0%	20.0%		30.0%	
Strategy / Intent 2	Dominant / Grow		90.0%		10.0%	
Strategy / Intent 3	Dominant / Optimize		60.0%		40.0%	
Strategy / Intent 4			100.0%			
Strategy / Intent 5			100.0%			
Strategy / Intent 6			100.0%			
Strategy / Intent 7			100.0%			
Strategy / Intent 8			100.0%			

Role/ Intent

The following table lists the measures available on this worksheet.

Table 2–9 Strategy/Intent Default Weights Worksheet Measures

Measure	Description
Strategy/Intent Label	The user-defined label for each of the Strategy/Intents.
Default Weight Sls U	The weight assigned to Sales Units in store ranking and item ranking, for each strategy.
Default Weight Sls AUR	The weight assigned to Sales AUR in store ranking and item ranking, for each strategy.
Default Weight Sls Rtl	The weight assigned to Sales Retail in store ranking and item ranking, for each strategy.
Default Weight GM Rtl	The weight assigned to Gross Margin in store ranking and item ranking, for each strategy.
Default Weight GM%	The weight assigned to Gross Margin percentage in store ranking and item ranking, for each strategy.

Assign Strategy/Intent Worksheet

The Assign Strategy/Intent worksheet is used to assign the Strategy/Intents as defined in the previous worksheet, Strategy/Intent Default Weights. This worksheet displays all available classes and allows the assignment of a Strategy/Intent for each class/channel intersection from a list of values. Additionally, this worksheet displays the weights each metric would be assigned based on the Strategy/Intent; these weights are read-only. Note that the only way to change the weights for each channel/class intersection is to choose a different Strategy/Intent on the Strategy/Intent Default Weights worksheet.

Figure 2–12 Assign Strategy/Intent Worksheet

The following table lists the measures available on this worksheet.

Table 2–10 Assign Strategy/Intent Worksheet Measures

Measure	Description
Strategy/Intent	The Strategy/Intent assigned to this class.
Pre-Defined Weight Sls Rtl	The weight assigned to Sales Retail for this class, based on strategy.
Pre-Defined Weight Sls U	The weight assigned to Sales Units for this class, based on strategy.
Pre-Defined Weight Sls AUR	The weight assigned to AUR for this class, based on strategy.
Pre-Defined Weight GM Rtl	The weight assigned to Gross Margin for this class, based on strategy.
Pre-Defined Weight GM %	The weight assigned to Gross Margin percentage for this class, based on strategy.

Define Price Tiers Tab

The following section describes the worksheet available under the Define Price Tiers tab:

- Define Price Tiers Worksheet

Define Price Tiers Worksheet

The Define Price Tiers worksheet allows you to define three price tiers for each class: Good, Better, and Best.

Figure 2–13 Define Price Tiers Worksheet

The following table lists the measures available on this worksheet.

Table 2–11 Define Price Tiers Worksheet Measures

Measures	Description
Price Tier Label	The Price Tier Label allows the user to define the names for the price tiers for each class; special characters such as periods and parenthesis are not allowed.
Lower Price Tier Boundary	The Lower Price Tier Boundary measure is defined as zero (0) for the Good tier. The lower boundary for other tiers is copied from the upper boundary of the previous tier. This measure is read-only and prevents overlaps between boundaries.
Upper Price Tier Boundary	The upper limit for each price tier specified for each class. Any item that has a price higher than this should be classified under the next highest price tier.

Week Mapping Tab

The following section describes the worksheet available under the Week Mapping tab:

- Week Mapping Worksheet

Week Mapping Worksheet

The Week Mapping worksheet is used to map the history week to be used for comparison to each of the weeks being planned. This mapping is required to be able to plan for events that fall on different dates in different years.

An adjusted LY (last year) can be used to shift seasonal curves from one year to the next. For example, a holiday can have a significant impact on business, and if its season starts in March one year and April the next, then the April weeks in TY (this year) can be mapped to the March weeks of LY to provide a better seasonal curve of the expected business.

The changes made on this worksheet may be reflected in any workbook that compares TY data with LY data.

Figure 2–14 Week Mapping Worksheet

Week Mapping

			Week ID	Adj LY Week Map
Q1 FY2007	Feb FY2007	2/10/2007	W01_2007	W01_2008
		2/17/2007	W02_2007	W02_2008
		2/24/2007	W03_2007	W03_2008
		3/3/2007	W04_2007	W04_2008
	Mar FY2007	3/10/2007	W05_2007	W05_2008
		3/17/2007	W06_2007	W06_2008
		3/24/2007	W07_2007	W07_2008
		3/31/2007	W08_2007	W08_2008
		4/7/2007	W09_2007	W09_2008
	Apr FY2007	4/14/2007	W10_2007	W10_2008
		4/21/2007	W11_2007	W11_2008
		4/28/2007	W12_2007	W12_2008
		5/5/2007	W13_2007	W13_2008
Q2 FY2007	May FY2007	5/12/2007	W14_2007	W14_2008
		5/19/2007	W15_2007	W15_2008
		5/26/2007	W16_2007	W16_2008
		6/2/2007	W17_2007	W17_2008

Calendar

When using this mapping, data is copied from the week found in the week ID measure to the week in the Adj LY Week Map measure. If a one-to-many mapping is desired, then more than one week ID can populate a cell in the Adj LY Week Map measure. To create a one-to-many mapping, space separate the IDs.

The following table lists the measures available on this worksheet.

Table 2–12 Week Mapping Worksheet Measures

Measure	Description
Adj LY Week Map	The Adj LY Week Map measure represents the week ID to which each of these weeks in the Week ID maps. When using this mapping, data is copied from the week found in the Week ID measure to the week in the Adj LY Week Map measure. If a one-to-many mapping is desired, then more than one Week ID can populate a cell in the Adj LY Week Map measure. Simply space separate the IDs. The values of Adj LY Week Map may be assigned through data load; if not, then the administrator should perform a one-time setup exercise. One suggested shortcut for this exercise is to copy the Week ID column, offset it by one year, and copy it into the Adj LY Week Map measure value.
Week ID	The Week ID measure displays the week ID for each of the weeks along the calendar hierarchy axis.

3

Set MFP and Loc Plan Targets Workbook

The Set MFP and Loc Plan Targets workbook is used to review Oracle Retail Merchandise Financial Planning (MFP) targets and location plan targets in the Assortment Planning process. These targets are typically interfaced through a data-feed from an external system such as MFP. Targets may also be entered or edited manually within Assortment Planning. The manual method may be necessary in a case where a MFP solution is not being used.

Note that inputting location plan targets is optional and is applicable to retailers who want to integrate a location planning solution.

The Set MFP and Loc Plan Targets workbook contains the following tabs:

- Set MFP Targets Tab
- Set Location Plan Targets Tab

Set MFP and Loc Plan Targets Wizard

To open a Set MFP and Loc Plan Targets workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning Setup tab, select **Set MFP and Loc Plan Targets** and click **OK**.

Figure 3–1 Creating a New Set MFP and Loc Plan Targets Workbook

3. The Set MFP and Loc Plan Targets Wizard appears. In the Select Products area of the wizard, select the merchandise levels for which MFP targets has to be reviewed or maintained, and click **Next**.

Figure 3–2 Set MFP and Loc Plan Targets Workbook Wizard - Select Products Screen

4. In the Select Periods area of the Set MFP and Loc Plan Targets wizard, select the time periods you want to examine and click **Finish**.

Figure 3–3 Set MFP and Loc Plan Targets Workbook Wizard - Select Periods Screen

The Set MFP and Loc Plan Targets workbook is built.

Set MFP Targets Tab

The following section describes the worksheet available under the Set MFP Targets tab:

- Set MFP Targets Worksheet

Set MFP Targets Worksheet

The Set MFP Targets worksheet displays the metrics and measures required to set MFP targets in Assortment Planning at the channel/class/week level. You can review or set MFP targets for each channel within a class, down to the week level, across different buying periods and seasons.

Note that any changes to the numbers in the Set MFP Targets worksheet needs to be verified in the Assortment Strategy and Buy Plan workbooks for each of the channels.

Figure 3–4 Set MFP Targets Worksheet

Set MFP Targets

Product | Cluster | Measure

4000 Casual Brick & Mortar

	MFP CP Sls U	MFP CP Sls AUR	MFP CP Sls Rtl	MFP CP Rec U	MFP CP Rec AUR	MFP CP Rec Rtl	MFP CP Rec Cost	MFP CP Rec MU %	MFP CP Gross Margin Rtl	MFP CP Gross Margin %
01/24/2009	4,782	$45.00	$215.2	5,948	$45.00	$267.7	$160.6	40.0%	$129.1	60.0%
01/31/2009	5,318	$45.00	$239.3	4,942	$45.00	$222.4	$133.4	40.0%	$143.6	60.0%
02/07/2009	5,473	$45.00	$246.3	6,554	$45.00	$294.9	$177.0	40.0%	$147.8	60.0%
02/14/2009	6,034	$45.00	$271.5	6,493	$45.00	$292.2	$175.3	40.0%	$162.9	60.0%
02/21/2009	5,285	$45.00	$237.8	5,175	$45.00	$232.9	$139.7	40.0%	$142.7	60.0%
02/28/2009	4,123	$45.00	$185.5	4,542	$45.00	$204.4	$122.6	40.0%	$111.3	60.0%
03/07/2009	5,933	$45.00	$267.0	5,815	$45.00	$261.7	$157.0	40.0%	$160.2	60.0%
03/14/2009	5,539	$45.00	$249.3	5,832	$45.00	$262.4	$157.5	40.0%	$149.6	60.0%
03/21/2009	5,295	45.00	$238.3	3,587	$45.00	$161.4	$96.8	40.0%	$143.0	60.0%
03/28/2009	4,789	$45.00	$215.5	6,387	$45.00	$287.4	$172.4	40.0%	$129.3	60.0%
04/04/2009	3,855	$45.00	$173.5	6,005	$45.00	$270.2	$162.1	40.0%	$104.1	60.0%
04/11/2009	3,345	$45.00	$150.5	4,965	$45.00	$223.4	$134.1	40.0%	$90.3	60.0%
04/18/2009	5,376	$45.00	$241.9	5,612	$45.00	$252.5	$151.5	40.0%	$145.2	60.0%
04/25/2009	5,776	$45.00	$259.9	4,144	$45.00	$186.5	$111.9	40.0%	$156.0	60.0%
05/02/2009	5,191	$45.00	$233.6	6,216	$45.00	$279.7	$167.8	40.0%	$140.2	60.0%
05/09/2009	3,506	$45.00	$157.8	5,628	$45.00	$253.3	$152.0	40.0%	$94.7	60.0%
05/16/2009	5,728	$45.00	$257.8	3,769	$45.00	$169.6	$101.8	40.0%	$154.7	60.0%

Calendar

The table given below lists the measures available on this worksheet. All of these measures are derived from the approved Bottom-Up Plans in MFP.

Table 3–1 Set MFP Targets Worksheet Measures

Measure	Description
MFP CP Sls U	Planned Sales Units, aggregated at each channel.
MFP CP Sls AUR	Average Unit Retail.
MFP CP Sls Rtl	Planned Sales Retail Value, aggregated at each channel.
MFP CP Rec U	Planned Receipt Units for this duration, aggregated to the channel.
MFP CP Rec AUR	Average Unit Retail of the merchandise being received in this duration, aggregated for the channel.
MFP CP Rec Rtl	Retail Value of the receipts planned for this period, aggregated to channel.
MFP CP Rec Cost	Cost Value of the receipts planned for this period, aggregated to channel.

Table 3–1 (Cont.) Set MFP Targets Worksheet Measures

Measure	Description
MFP CP Rec MU %	Receipt Markup for the merchandise being received in this duration, aggregated to the channel.
MFP CP Gross Margin Rtl	Planned Gross Margin Value for this duration.
MFP CP Gross Margin %	Planned Gross Margin percentage for this duration.

Set Location Plan Targets Tab

The following section describes the worksheet available under the Set Location Plan Targets tab:

- Set Loc Plan Targets Worksheet

Set Loc Plan Targets Worksheet

The Set Loc Plan Targets worksheet displays the metrics and measures required to set location targets in Assortment Planning at the store/class/week level.

Figure 3–5 Set Loc Plan Targets Worksheet

	Loc Pln Sls U	Loc Pln Sls Rtl	Loc Pln Gross Margin Rtl
01/24/2009	33	$1.5	$0.9
01/31/2009	65	$2.9	$1.8
02/07/2009	39	$1.8	$1.1
02/14/2009	62	$2.8	$1.7
02/21/2009	67	$3.0	$1.8
02/28/2009	43	$1.9	$1.2
03/07/2009	38	$1.7	$1.0
03/14/2009			
03/21/2009	51	$2.3	$1.4
03/28/2009	65	$2.9	$1.8
04/04/2009	62	$2.8	$1.7
04/11/2009	58	$2.6	$1.6
04/18/2009	75	$3.4	$2.0
04/25/2009	64	$2.9	$1.7
05/02/2009	36	$1.6	$1.0
05/09/2009	49	$2.2	$1.3
05/16/2009	58	$2.6	$1.6

The following table lists the measures available on this worksheet.

Table 3–2 Set Loc Plan Targets Worksheet Measures

Measure	Description
Loc Pln Gross Margin Rtl	Planned Gross Margin value for each store.
Loc Pln Sls Rtl	Planned Sales value for each store.
Loc Pln Sls U	Planned Sales Units for each store.

4

Week Sales Curve Profile Maintenance Workbook

The Week Sales Curve Profile Maintenance workbook is used to define a library of lifecycle curves that are to be used in Buy Plan creation. Lifecycle curves must be maintained for each class. Curves for each class can be brought into this workbook from an external system.

To shift and resize the default curves to specific buying periods when new curve positions are added or curve values are loaded through a measure load, use the Week Sales Curve Maintenance workbook. There you can make the necessary edits and commit the workbook.

> **Note:** The Week Sales Curve Profile Maintenance workbook must be built, modified, and committed before working with the Buy Plan workbook. Two measures in the Buy Plan workbook, Selected Reg Curve and Selected Clr Curve, are dependent upon what is entered and committed in the Week Sales Curve Profile Maintenance workbook.

The Week Sales Curve Profile Maintenance workbook contains the Maintain Curve Profiles Tab.

Week Sales Curve Profile Maintenance Wizard

To open a Week Sales Curve Profile Maintenance workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning Setup tab, select **Week Sales Curve Profile Maintenance** and click **OK**.

Figure 4–1 Creating a New Week Sales Curve Profile Maintenance Workbook

3. The Week Sales Curve Profile Maintenance Wizard appears. In the Select Products area of the wizard, select the class you want to examine and click **Next**.

Figure 4–2 Week Sales Curve Profile Maintenance Workbook Wizard - Select Products Screen

The Week Sales Curve Profile Maintenance workbook is built.

Maintain Curve Profiles Tab

The following sections describe the worksheets available under the Maintain Curve Profiles tab:

- Curve Labels and Seed Source Worksheet
- Maintain Curve Profiles Worksheet
- Resulting Buying Period Curves Worksheet

Curve Labels and Seed Source Worksheet

The Curve Labels and Seed Source worksheet is used to define the labels for the respective sales curves. These labels appear in the Selected Reg Curve and Selected Clr Curve measures in the Buying Plan workbook. The other purpose of this worksheet is to allow the user to select the data source to be used for establishing the curve values in Curve 1. This is explained in greater detail in the Seeding Curve 1 section.

Figure 4–3 Curve Labels and Seed Source Worksheet

	Sls Curve (Default) Label	Curve 1 Seed Src	Nbr of Weeks @ Reg Price	Nbr of Weeks @ Clearance
all [Curve Library]	?	MFP Plan	11	4
Lifecycle Curve 01	Unshifted Reg Curve		0	0
Lifecycle Curve 02	Unshifted Clr Curve		0	0
Lifecycle Curve 03	Regular / NOS		7	3
Lifecycle Curve 04	Begin of Lifecycle		11	4
Lifecycle Curve 05	Middle of Lifecycle		6	2
Lifecycle Curve 06	End of Lifecycle		4	2
Lifecycle Curve 07	Clearance Curve 1		4	2
Lifecycle Curve 08	Clearance Curve 2		3	1

Curves 3 - *8*

Note: The number of curves are configurable.

Curves 3 - *8* are stretched or shortened to fit the buying period. For example, when a series of percentages is entered for Curve 3, the curve is stretched or shortened in length if necessary to fit the number of weeks for a given buying period.

Curves 3 - 8, defined in the Week Sales Curve Profile Maintenance workbook, are used from their start week to their end week. These curves are useful if your merchandise has a tendency to sell as in this example— the first 4 weeks always demonstrate increasing sales, the next 3 weeks resemble a plateau, and the next 5 weeks have a tapering effect. For example, t-shirts may show an increasing trend for the first 4 weeks, plateau for 3 weeks, and then taper off for the next 5 weeks. For a buying period that has the same duration as the defined curve, the sales percentages of the effective curve matches that of the defined curve.

If the buying period is longer than the defined curve, the effective curve is computed by stretching the defined curve. For example, a Buying Plan with 24 weeks has 8 weeks of increasing sales, 6 weeks of plateau, and 8 weeks of declining sales. The sales percentages for each week is calculated so that the shape of the effective curve is the same as the original defined curve.

Similarly, if the buying period is shorter than the defined duration of the curve, the curve is shortened and sales percentages computed by Assortment Planning.

Curves 1 and 2

Curve 1 and Curve 2 are treated differently from other curves in two aspects.

- Curves are not stretched or shortened in length to fit the length of the buying period.
- No matter the length of the buying period, the distribution of the lifecycle curve over the buying period weeks is retained.

In other words, for these two curves only, a curve value for a given week of year (for instance, week 11) is mapped as is (subject to normalization to achieve a total of 100% across the buying period).

Curve 1 is intended for Regular Sales and Curve 2 is intended for Clearance Sales.

Curves 1 and 2 are defined with a certain sales percentage that represents share of total sales in that week. The effective sales curve is built specific to a buying period to be used in the Buy Plan workbook.

Second, Curves 1 and 2 are treated differently from the perspective of sales plan. There they exhibit behavior that is related to the calendar week. These curves are defined to show how an item sells in the weeks of a given month. For example, if a curve is defined for winter wear, it shows increasing sales during the fall and peak during winter, and then it tapers off during spring and eventually have negligible or no sales during summer. When this curve is used in any of the buying periods, the section of the defined curve that falls within this buying period is considered the effective curve. It is then normalized so that the total adds up to 100.

For example, if one of these curves is used for the fall Buying Plan, it shows sales increasing each week. If it is used in spring, it shows a declining trend.

Curves 1 and 2 also show that certain weeks (such as Easter, Thanksgiving, Back to School, Christmas) have high sales for most departments.

Curve 1 and 2 are very useful for seasonal merchandise while the other curves are relevant for products that have a definite lifecycle curve irrespective of when they are launched.

The difference between curves 1 and 2, and all the other curves is visible in the Resulting Buying Period Curves worksheet. There, curves 1 and 2 resemble a segment of the curve as seen in the Maintain Curve Profiles worksheet with a span matching the calendar weeks of the buying period. Curves 3 - *8* resemble the curve in Maintain Curve Profiles worksheet, but stretched or shortened to match the duration of the buying period.

Seeding Curve 1

The Curve Labels and Seed Source worksheet allows the user to select the data source to be used for establishing the curve values in Curve 1. Since Curve 1 is used to plan the seasonal merchandise of each class, the shape of the curve should be determined based on the characteristics of each class. The three options for determining the shape of Curve 1 are Forecast, Location Plan, and MFP Plan.

This measure works in conjunction with the Seed Lifecycle Curve 1 option in the Planning Actions menu.

To select the seed source for Curve 1:

1. In the Curve Labels and Seed Source worksheet, click the cell in the Curve 1 Seed Src column.
2. From the list, select **Forecast**, **MFP Plan**, or **Loc Plan**. You should ensure that the data required for each of these options is available — Forecast, MFP or Location Plan.

Figure 4–4 Seeding Curve 1

3. In the Planning Actions menu, select **Seed Lifecycle Curve 1**.

After choosing the source and executing the planning action, the curve is populated based on the appropriate source.

Maintain Curve Profiles Worksheet

The Maintain Curve Profiles worksheet is used to define the distribution over weeks for a limited set of sales curves for each class. Note that weights do not need to add up to 100%: when these curves are applied to the sales curve, the values are normalized in the calculation.

There is a Sales Curve measure that should be defined by the user. Two lifecycle curves are applied in the Buying Plan workbook, one for the regular price selling mode, and one for the clearance period. Curve labels help the planner assign a suitable name that represents the selling cycle, which is useful in the sales flow planning.

Figure 4–5 Maintain Curve Profiles Worksheet

	Week 01	Week 02	Week 03	Week 04	Week 05	Week 06	Week 07	Week 08	Week 09	Week 10	Week 11	Week 12	Week 13	Week 14	Week 15
Lifecycle Curve 01															
Lifecycle Curve 02															
Lifecycle Curve 03	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%					
Lifecycle Curve 04	1.6%	3.2%	5.2%	10.2%	10.0%	9.3%	8.5%	7.7%	7.2%	6.9%	6.3%	6.3%	6.1%	5.9%	5.3%
Lifecycle Curve 05	14.3%	11.6%	11.6%	11.6%	13.4%	12.5%	12.5%	12.5%							
Lifecycle Curve 06	37.0%	28.3%	18.5%	10.9%	4.3%	1.1%									
Lifecycle Curve 07	31.2%	25.8%	19.4%	14.0%	7.5%	2.2%									
Lifecycle Curve 08	40.8%	30.6%	20.4%	8.2%											

Use the **Toggle** toolbar button to be able to see the graphical view of the curve profiles.

Figure 4–6 Maintain Curve Profiles Worksheet - Graph View

Resulting Buying Period Curves Worksheet

The Resulting Buying Period Curves worksheet is used to display the lifecycle curves as a distribution over the actual weeks for each buying period for the class. If the length of the buying period does not match that of the lifecycle curve (with exception to curves 1 and 2), the percentage distribution over weeks is extrapolated and normalized to 100% using the shift and resize logic.

Figure 4–7 Resulting Buying Period Curves Worksheet

Resulting Buying Period Curves

Buying Period: Spring 2008 | Product: 4000 Casual | Measure: Sls Curve % | Calendar

	2/9/2008	2/16/2008	2/23/2008	3/1/2008	3/8/2008	3/15/2008	3/22/2008	3/29/2008	4/5/2008	4/12/2008	4/19/2008	4/26/2008	5/3/2008
Lifecycle Curve 01	8.0%	8.3%	9.1%	8.0%	6.2%	9.0%	8.4%	8.0%	7.2%	5.8%	5.1%	8.1%	8.7%
Lifecycle Curve 02													
Lifecycle Curve 03	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%
Lifecycle Curve 04	2.1%	3.8%	8.0%	12.3%	11.0%	10.1%	9.0%	8.4%	7.8%	7.3%	7.2%	6.9%	6.3%
Lifecycle Curve 05	8.8%	7.8%	7.0%	7.1%	7.2%	7.2%	8.0%	8.2%	7.7%	7.7%	7.7%	7.7%	7.8%
Lifecycle Curve 06	19.2%	16.4%	14.8%	12.3%	10.0%	8.3%	6.1%	5.0%	2.9%	2.0%	1.0%	0.6%	1.4%
Lifecycle Curve 07	15.8%	13.9%	13.1%	11.4%	10.0%	8.8%	7.4%	6.4%	4.4%	3.5%	1.9%	1.1%	2.4%
Lifecycle Curve 08	15.9%	12.1%	9.4%	11.8%	10.1%	6.6%	7.5%	7.3%	4.1%	3.0%	3.2%	3.2%	5.8%

Curve Library

5

Store Clustering Workbook

The Store Clustering workbook allows Assortment Planning to create store clusters within the template without having to depend on external systems.

Store Clustering is a business process where the planner classifies their store base into multiple groups of stores that are similar in performance, space, or other additional attributes. Note that the option to cluster based on space within Assortment Planning is available only if space measures maintained for the class are all numeric and can be loaded into the solution.

Figure 5–1 Clustering Process

The Store Clustering workbook contains the following tabs:

- Getting Started Tab
- Store Analysis Tab
- Cluster Analysis Tab

Planning Actions

The following planning actions are available in the Store Clustering workbook from the Planning Actions menu:

- **Set Cluster to Last Committed Version**

  This action resets the selection in the Cluster Selection Criteria worksheet to the values set in the last committed version of the workbook. This action also recalculates the WP Store Cluster in the Store Performance worksheet and recalculates the measures in the Cluster Results worksheet.

- **Seed Store from Sister Stores**

For all of the stores that have the Seed from Sister-Stores check box selected, the performance measures (Sales Retail, Sales Units, and Gross Margin Retail) from that of the sister stores are updated. This action also reclassifies the cluster to which these stores belong. Typically, this action would be taken to change a store from a Z-Cluster to a valid performance group for a new store, or to correct a store with poor history.

- **Confirm Store Clusters**

  The Confirm Store Clusters action performs a prerange function that simplifies the wizard selection in the next step of the Assortment Planning process, Assortment Strategy.

  This action determines which classes, buying periods, and clusters are available in the Assortment Strategy workbook, based on which class/buying period combinations have been clustered and which clusters contain stores for those class/buying period combinations.

  This action also performs the standard workbook commit, meaning that all data is committed from the workbook to the domain. To avoid confusion, the standard commit menu is disabled, thus reminding the user to use the Confirm Store Clusters option.

Store Clustering Workbook Wizard

To open a Store Clustering workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning tab, select **Store Clustering** and click **OK**.

Figure 5–2 Creating a New Store Clustering Workbook

3. The Store Clustering Wizard appears. In the Select a Single Product area of the Store Clustering Wizard, select the class to perform clustering on and click **Next**. Clustering is specific to a single class.

Figure 5–3 Store Clustering Workbook Wizard - Select a Single Product Screen

4. In the Select a Buying Period area of the wizard, select the buying period to perform clustering on and click **Next**. Clustering is specific to a single buying period.

Figure 5–4 Store Clustering Workbook Wizard - Select a Buying Period Screen

5. In the Select the Source for the Performance Based Clustering area of the workbook, select the cluster source you want to use. The choice of Forecast, Plan, or History on this wizard screen determines what the performance values in the Store Clustering workbook is based upon.

> **Note:** The Forecast option is available only if item forecasts are interfaced to Assortment Planning from an external system such as Oracle Retail Demand Forecasting.

Click **Next**.

Figure 5–5 Store Clustering Workbook Wizard - Select the Source for the Performance Based Clustering Screen

6. The Store Clustering Wizard with the Select Time Periods is displayed. Depending on the source selected on the previous wizard screen, the set of periods displayed here is either the history periods (if History is selected as the source) or future weeks (if Forecast or plan is selected). Select the time period you want to use as the basis to perform clustering, and click **Finish**.

Figure 5–6 Store Clustering Workbook Wizard - Select Time Periods Screen

The Store Clustering workbook is built.

Getting Started Tab

The following section describes the worksheet available under the View Weights tab:

- Set and Review Weights Worksheet
- Cluster Selection Criteria Worksheet

Set and Review Weights Worksheet

The Set and Review Weights worksheet allows the planner to perform the following, as applicable to performance clustering (not space clustering):

- View the Strategy/Intent results defined in the Setup workbook. And the resultant weights for each of the performance measures.
- Override the weights assigned in order to change the performance weights used to calculate the Combined Performance Index to Average.

The weight of metrics might vary for a given class for different buying periods to give the planner flexibility in determining the clusters for each buying period.

This worksheet defaults the Strategy/Intent defined for the Brick & Mortar channel for the selected buying period and the related weights. The planner is able to edit the weights for any and all of the metrics provided; however, Strategy/Intent may not be edited on this worksheet.

> **Note:** The total sum of the weights assigned to all the metrics should be 100%; if the weights do not sum to be 100%, they are re-normalized upon the next commit and refresh.

The planner can override the weights on this worksheet in order to influence the store clustering for this assortment. Making overrides only applies to this assortment and does not impact the default weights assigned to this strategy or to the class.

Figure 5–7 Set and Review Weights Worksheet

The following table lists the measures available on this worksheet.

Table 5–1 Set and Review Weights Worksheet Measures

Measure	Description
Strategy/Intent	The strategy assigned to this class, as defined in the Administration Setup step.
TY Pre-Defined Based Weight Sls Rtl	The default weight for Sales Retail based on the selected Strategy/Intent.
TY Pre-Defined Based Weight Sls U	The default weight for Sales Unit based on the selected Strategy/Intent.
TY Pre-Defined Based Weight Sls AUR	The default weight for Sales Average Unit Retail based on the selected Strategy/Intent.
TY Pre-Defined Based Weight GM Rtl	The default weight for Gross Margin Retail based on the selected Strategy/Intent.
TY Pre-Defined Based Weight GM %	The default weight for Gross Margin Retail based on the selected Strategy/Intent.
WP Weight Sls U	The weight assigned to Sales Units in store ranking.
WP Weight Sls AUR	The weight assigned to Sales AUR in store ranking.
WP Weight Sls Rtl	The weight assigned to Sales Retail in store ranking.
WP Weight GM Rtl	The weight assigned to Sales Units in store ranking.
WP Weight GM %	The weight assigned to Sales Units in store ranking.

Cluster Selection Criteria Worksheet

The Cluster Selection Criteria worksheet allows the planner to select additional store attributes that can further break down a performance group. A maximum of two attributes may be chosen in addition to performance. These attributes can be chosen from the menu shown below.

Note: There is no validation to ensure that the same attribute is not selected at both levels; however, the second selected attribute is ignored if it is the same as the first.

If you chose Space as one of the attributes, it is always the first of the two attributes.

Planning Actions - Set Cluster to Last Committed Version

To reset the two selected values to those in the previously committed version, select the **Set Cluster to Last Committed Version** option in the Planning Actions menu.. Note that performing this action could potentially change the cluster assignment of each store.

Figure 5–8 Cluster Selection Criteria Worksheet

Table 5–2 Cluster Selection Criteria Worksheet Measures

Measure	Description
Cluster Attrib 1 Selection	This is the first optional subdivision of the performance clusters.
Cluster Attrib 2 Selection	This is the second optional subdivision of the performance clusters.

Store Analysis Tab

The worksheets on the Store Analysis tab are used to determine the clusters for each store.

The following sections describe the worksheets available under the Store Analysis tab:

- Define Performance Clusters Worksheet
- Define Space Clusters Worksheet
- Store Performance Worksheet

Define Performance Clusters Worksheet

On the Define Performance Clusters worksheet, you can choose the algorithm used for performance grading. The default algorithm is Breakpoint, but you can select a check box to switch to using the Bang! algorithm.

You can select the number of clusters to be used, the maximum of which is five. The number of performance clusters used impacts the number of performance groups to be created with either algorithm.

Figure 5–9 Define Performance Clusters Worksheet

Note: If you want to create store clusters not entirely based on performance, such as Space or Climate, you may do so by setting the number of performance clusters to 1.

Breakpoint Algorithm

Stores are classified into performance groups and space groups based on the boundaries of the Combined Index to Average.

The Breakpoint algorithm splits all the stores into clusters that have equal intervals. The upper boundary of the highest performance group is always the maximum of the Combined Index to Average of Stores.

Bang Algorithm

The Bang Algorithm involves the following:

- Creating many centroids for each cluster based on the number of clusters you want.
- Based on each store's performance numbers, assign a cluster to the store. With this, we have a set of clusters with stores attached to them.

- The algorithm then checks the centroid to see if there is a better position for the centroid that gives a better assignment of stores to each cluster.
- The above process is repeated until the result of each iteration is better than the previous one.
- After it is not possible to further optimize, the resultant clusters are returned for review.

Two clusters, Other 1 and Other 2, are used to classify any individual stores that need to be treated as a special cluster, for example, flagship stores that are significantly larger than others. Stores falling into this category have to be manually assigned to these performance groups and space groups.

Another cluster, Z, is defined to hold stores that should not be placed under any valid cluster. The Z cluster contains stores that are closed or are yet to be opened, during the buying period being examined.

Table 5–3 Define Performance Clusters Worksheet Measures

Measure	Description
Use Bang! Algorithm	Enabling this check box selects the Bang! algorithm for use in performance grading.
Max Nbr of Perf Grps	The number of system-determined clusters cannot be defined higher than five. When using the Breakpoint algorithm, the number of performance groups generated by the system should always match the maximum specified in this measure.
New Perf Grp Label	Enter a new label description to override the previous performance group label.
Lower Breakpoint Boundary	The lower boundary of the next higher performance group should recalculate when the upper boundary is edited for a lower cluster. This should not impact other performance groups.
Upper Breakpoint Boundary	The upper boundary of each performance group. When the upper boundary is edited, the lower boundary of the next performance group should recalculate.
SC Str Cnt	The number of stores in a cluster. SC Str Cnt recalculates when **Use Bang! Algorithm** is selected or deselected, and/or when the **Calculate** button is clicked. SC Str Cnt at all clusters should always match the total number of stores defined in the system.

Define Space Clusters Worksheet

In the Define Space Clusters worksheet, you can choose either the Breakpoint or the Bang! algorithm to be used for space clustering. Breakpoint is the default algorithm, but you can select the check box to use the Bang! algorithm instead.

> **Note:** The Define Space Clusters worksheet is available only if space measures maintained for the class are all numeric.

Figure 5–10 Define Space Clusters Worksheet

Breakpoint Algorithm

When using the Breakpoint algorithm, stores are classified into space clusters based on the boundaries of Space Index to Average.

The following table lists the measures available on this worksheet.

Table 5–4 Define Space Clusters Worksheet Measures

Measure	Description
Use Bang! Algorithm	Use this check box to select whether to use Breakpoint or Bang! algorithm.
Max Nbr of Space Grps U	The maximum number of space groups that are assigned by the planning action.
New Space Grp Label	User-specified labels for each of the clusters, such as Large, Medium, Small.
Lower Space Breakpoint Boundary	The lower boundary of each of the space clusters.
Upper Space Breakpoint Boundary	The upper boundary of each of the space clusters.
Str Cnt	The number of stores contained in each of the clusters based on the breakpoints or the Bang! algorithm.

Bang Algorithm

The Bang algorithm uses centroids to classify stores into space clusters. For more information on how Bang Algorithm works, refer to Bang Algorithm.

Store Performance Worksheet

The Store Performance worksheet allows you to perform performance analysis, sister store assignment, and cluster assignment.

Performance Analysis

On the Store Performance worksheet, you can view:

- The actual performance of each store in the source data period as a list of metrics.
- The Index to Average for each performance metric, the Combined Index-to Average, and the Space-Index-to-Average.
- The performance group and space cluster in which each store would fall, based on the algorithm and additional attributes selected on previous worksheets.

Sister Store Assignment

The Store Performance worksheet allows you to perform clustering based on a sister store for stores that have insufficient or unreliable history.

You may need to assign a sister store to new or remodeled stores. If a store cannot be mapped directly to one sister store, you may define a combination of up to three different sister stores, with weights for each.

There is a Volume Adjustment provision that allows you to define that a store would perform at a certain percent of the sister stores.

Planning Action- Seed Store from Sister Stores To populate the performance measures for the store from sister stores based on the weights and volume adjustment, select **Seed Store from Sister-Stores** from the Planning Actions menu.

Cluster Assignment

The Store Performance worksheet allows you to view performance classification for each of the algorithms per store.

You may manually assign a specific performance cluster or space cluster for any individual store. For example, a store that fell in the B-Grade may be assigned to A-Grade if the planner wishes.

Figure 5–11 Store Performance Worksheet

Store Performance

Measure

	Sister Store 1	Sister Store 1 Weight %	Seed from Sister Store(s)	TY Sls Rtl	TY Gross Margin Rtl	Combined Ir	Perf Grp (Bang!)	Perf Grp (B	Adj Perf Grp	Space Index U Ratio	Space Group Bang	Space Group Breakpoint	Adj Spc Grp	Cluster Label
1000 Charlotte		100.0%		$59.1	$29.3	1.01	B	B		1.16	Medium	Large		B / Large / Hot
1001 Atlanta		100.0%		$60.0	$30.1	0.97	C	C		0.98	Large	Medium		C / Medium / Hot
1002 Dallas		100.0%		$58.0	$29.0	0.97	C	C		1.12	Medium	Large		C / Large / Hot
1003 Boston		100.0%		$61.7	$30.8	1.05	A	A		1.12	Medium	Large		A / Large / Cold
1004 New York		100.0%		$61.1	$30.1	1.02	A	B		0.90	Small	Small		A / Small / Cold
1005 Philadelphia		100.0%		$58.1	$28.9	1.01	B	B		0.95	Large	Medium		B / Medium / Cold
1006 Chicago		100.0%		$59.7	$30.0	1.00	B	B		0.97	Large	Medium		B / Medium / Cold
1007 Minneapolis		100.0%		$60.1	$29.9	1.04	A	A		1.08	Medium	Large		A / Large / Cold
1008 St. Louis		100.0%		$57.6	$28.9	1.00	B	B		1.15	Medium	Large		B / Large / Hot
1009 Albuquerque		100.0%		$58.1	$28.7	1.00	B	B		0.83	Small	Small		B / Small / Hot
1010 Los Angeles		100.0%		$61.0	$30.3	1.02	B	B		0.95	Large	Medium		B / Medium / Hot
1011 Ottawa		100.0%		$59.2	$29.5	1.01	B	B		0.89	Small	Small		B / Small / Cold
1012 Toronto		100.0%		$56.8	$28.1	0.94	C	C		1.16	Medium	Large		C / Large / Cold
1013 Montreal		100.0%		$62.0	$31.2	1.02	A	B		0.99	Large	Medium		A / Medium / Cold
1014 Quebec City		100.0%		$56.4	$27.6	0.97	C	C		1.01	Large	Medium		C / Medium / Cold
1015 Sydney		100.0%		$58.1	$29.4	0.97	C	C		1.08	Medium	Large		C / Large / Other

Location

The following table lists the measures available on this worksheet.

Table 5–5 Store Performance Worksheet Measures

Measure	Description
Sister Store 1	Used to select the store that serves as the sister store for an individual store. Up to three stores can be used as sources. To select a sister store, click the cell and then choose the store from the **Select Store** window that appears.
Sister Store 1 Weight %	The sister store source weight as a percentage.
Seed from Sister Stores	This check box is used each time the planner wishes to copy the performance measures of sister stores to an individual store.
TY Sls Rtl	Total Sales Retail based on Source data.
TY Gross Margin Rtl	Total Gross Margin based on Source data.
Combined Index to Avg U Ratio	The combined Index to Average, based on weights and Index to Averages for Sls Rtl, Sls Units, Sls AUR, POS GM Rtl, and POS GM %. The Combined Index values work with the breakpoints to determine the performance group to which the store belongs.
Perf Grp (Bang!)	The performance group each store would fall under if Bang! algorithm was selected.
Perf Grp (Breakpoint)	The performance group each store would fall under if the Breakpoint algorithm was selected.
Adj Perf Grp	Shows the performance group if the planner manually overrides the cluster assignment of individual stores.
Space Index U Ratio	Score of each store based on space available. The Space Index values work with the breakpoints to determine the space group to which the store belongs.
Space Group Bang	The space group each store would fall under if Bang! algorithm was selected.
Space Group Breakpoint	The space group each store would fall under if the Breakpoint algorithm was selected.
Adj Spc Grp	Shows the space group if the planner manually overrode cluster assignment of individual stores.
Cluster Label	The complete cluster label for each store, based on the choices made above.

Cluster Analysis Tab

The following section describes the worksheet available under the Cluster Analysis tab:

- Cluster Results Worksheet

Cluster Results Worksheet

The Cluster Results worksheet allows the planner to analyze the clusters created on previous worksheets. It displays the Wp performance measures based on the source used for clustering: actual history, forecast, or location plan. This worksheet also serves to indicate how the clustering then impacts the Assortment Plan.

The Cluster Results worksheet is entirely read-only, although metrics may be rolled up at the cluster level to ensure that the clustering is aligned with the higher level plans. Note that dimension splitting can be used on this worksheet to analyze the clusters based on any of the store attributes.

Figure 5–12 Cluster Results Worksheet

Cluster Results

Product | Buying Period | Measure

4000 Casual Buying Period 6

		SC Str Cnt	WP Sls Rtl	WP Sls U	WP Sls AUR	WP GM Rtl	WP GM %	WP APS Sls Rtl	WP APS Sls U	WP APS GM Rtl
A / Medium / Cold	8	8	$493.2	8,667	$56.90	$245.0	49.7%	$61.6	1,083	$30.6
A / Medium / Hot	4	4	$248.3	4,374	$56.76	$123.5	49.7%	$62.1	1,094	$30.9
A / Small / Cold	9	9	$555.4	9,818	$56.56	$278.2	50.1%	$61.7	1,091	$30.9
A / Small / Hot	6	6	$368.3	6,515	$56.54	$183.4	49.8%	$61.4	1,086	$30.6
A / Small / Resort	3	3	$188.3	3,336	$56.46	$93.1	49.4%	$62.8	1,112	$31.0
A / Large / Cold	13	13	$798.7	14,289	$55.90	$396.7	49.7%	$61.4	1,099	$30.5
A / Large / Hot	7	7	$431.3	7,636	$56.48	$214.4	49.7%	$61.6	1,091	$30.6
A / Large / Resort	2	2	$121.6	2,182	$55.73	$61.1	50.2%	$60.8	1,091	$30.5
A / Large / Other	1	1	$61.4	1,072	$57.27	$31.1	50.6%	$61.4	1,072	$31.1
A / Large / Placeholder	1	1	$61.4	1,114	$55.10	$30.8	50.1%	$61.4	1,114	$30.8
B / Medium / Cold	8	8	$473.8	8,461	$56.00	$235.7	49.7%	$59.2	1,058	$29.5
B / Medium / Hot	9	9	$530.0	9,504	$55.77	$264.6	49.9%	$58.9	1,056	$29.4
B / Medium / Resort	4	4	$235.3	4,221	$55.75	$118.7	50.4%	$58.8	1,055	$29.7
B / Small / Cold	15	15	$885.2	15,835	$55.90	$440.3	49.7%	$59.0	1,056	$29.4
B / Small / Hot	9	9	$529.7	9,507	$55.72	$263.4	49.7%	$58.9	1,056	$29.3
B / Small / Resort	4	4	$240.2	4,216	$56.98	$118.4	49.3%	$60.1	1,054	$29.6
B / Large / Cold	16	16	$947.8	16,873	$56.17	$468.2	49.4%	$59.2	1,055	$29.3
B / Large / Hot	8	8	$477.6	8,476	$56.34	$238.1	49.9%	$59.7	1,060	$29.8
B / Large / Resort	5	5	$299.0	5,322	$56.18	$148.7	49.7%	$59.8	1,064	$29.7
B / Large / Other	2	2	$116.6	2,091	$55.78	$58.3	50.0%	$58.3	1,046	$29.2
B / Large / Placeholder	1	1	$59.3	1,052	$56.34	$29.0	48.8%	$59.3	1,052	$29.0
C / Medium / Cold	17	17	$967.3	17,335	$55.80	$482.0	49.8%	$56.9	1,020	$28.4
C / Medium / Hot	7	7	$403.5	7,142	$56.50	$202.0	50.1%	$57.6	1,020	$28.9
C / Medium / Resort	1	1	$58.8	1,031	$57.04	$29.2	49.6%	$58.8	1,031	$29.2
C / Small / Cold	12	12	$681.5	12,173	$55.99	$338.6	49.7%	$56.8	1,014	$28.2
C / Small / Hot	5	5	$287.6	5,109	$56.29	$145.0	50.4%	$57.5	1,022	$29.0
C / Small / Resort	2	2	$116.1	2,038	$56.98	$58.0	50.0%	$58.1	1,019	$29.0
C / Large / Cold	8	8	$460.7	8,116	$56.76	$228.0	49.5%	$57.6	1,015	$28.5
C / Large / Hot	8	8	$458.0	8,105	$56.51	$228.3	49.8%	$57.3	1,013	$28.5
C / Large / Resort	3	3	$173.4	3,044	$56.97	$87.2	50.3%	$57.8	1,015	$29.1

Cluster

The following table lists the measures available on this worksheet.

Table 5–6 Cluster Results Worksheet Measures

Measure	Description
SC Str Cnt	The total number of stores in each cluster.
WP Sls Rtl	Total Sales Retail based on source data.
WP Sls U	Total Sales Retail for the cluster.
WP Sls AUR	Average Unit Retail based on source data.

Table 5–6 (Cont.) Cluster Results Worksheet Measures

Measure	Description
WP GM Rtl	Gross Margin Retail for the cluster.
WP GM %	Gross Margin percent for the cluster.
WP APS Sls Rtl	Sales Retail Average per store.
WP APS Sls U	Sales Units Average per store.
WP APS GM Rtl	Gross Margin Retail Average per store.

6

Assortment Strategy Workbook

The Assortment Strategy workbook allows the planner to plan the breadth and depth of options for each buying period per class. Assortment Strategy is based on the planned rate of sale, number of stores, and number of weeks for each flow within the buying period. The output of Assortment Strategy workbook is the number of options required for each flow within a buying period and class. These options need to be available for each vendor per cluster, per seasonality, per price tier.

The Strategic Option Planning Process is shown in the diagram given below:

Figure 6–1 Strategic Option Planning Process

The Assortment Strategy Workbook contains the following tabs:

- View and Accept Store Clusters Tab
- Review MFP Targets Tab
- Analyze History Tab
- Determine Number of Options Tab

Planning Actions

The following planning actions are available in the Assortment Strategy workbook from the **Planning Actions** menu:

- **Accept New Cluster Definition**

  This action updates the working cluster definitions in the Assortment Strategy workbook with those created in the Store Clustering workbook.

- **Seed from Adj LY and MFP**

  This action seeds Sales Retail, Sales Units, and Gross Margin Retail in the **Calculate Number of Options** windows by using the Location Plan as is or by using the MFP spread according to the LY as a basis for proportionality. As a result of this seeding, the calculation for the number of options is begun or updated.

Assortment Strategy Wizard

To open an Assortment Strategy workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning tab, select **Assortment Strategy** and click **OK**.

Figure 6–2 Creating a new Assortment Strategy Workbook

3. The Assortment Strategy Wizard appears. In the Select a Class area of the wizard, the classes displayed for selection are populated based on the clustering being completed. Select the class you want to examine and click **Next**.

> **Note:** This wizard shows the assortments for which the store clusters have been confirmed in the previous step.

Figure 6–3 Assortment Strategy Wizard - Select a Class Screen

4. In the Select a Buying Period area of the Assortment Strategy Wizard, the buying periods displayed for selection are populated based on the store clustering process step being completed. Select the buying period based on the store clusters that have been confirmed in the previous activity and click **Finish**.

Figure 6–4 Assortment Strategy Workbook Wizard - Select a Buying Period Screen

The Assortment Strategy workbook is built.

View and Accept Store Clusters Tab

The following sections describe the worksheets available under the View and Accept Store Clusters tab:

- View and Accept Store Clusters Worksheet
- Impact of Accepting New Cluster Definition Worksheet

View and Accept Store Clusters Worksheet

The View and Accept Store Clusters worksheet displays the complete list of all stores, along with their cluster classification as defined in the Store Clustering workbook and the Assortment Strategy workbook.

When you access this workbook for the first time for an assortment, the values for the AS Cluster Label measure is blank; you have to accept clusters in order to proceed. Subsequently, if the store clustering has changed based on performance, you may choose to either accept the new clusters or retain the original assignments.

Figure 6–5 View and Accept Store Clusters Worksheet

View and Accept Store Clusters

Measure

	Cluster Label	AS Cluster Label	Updated Store Clustering Map Available
1003 Boston	A / Free Standing /	B / Large / Hot	✓
1004 New York	A / Free Standing /	C / Medium / Hot	✓
1005 Philadelphia	A / Free Standing /	C / Large / Hot	✓
1006 Chicago	A / Free Standing /	A / Large / Cold	✓
1007 Minneapolis	B / Free Standing /	B / Small / Cold	✓
1008 St. Louis	A / Mall /	B / Medium / Cold	✓
1009 Albuquerque	B / Free Standing /	B / Medium / Cold	✓
1010 Los Angeles	B / Mall /	A / Large / Cold	✓
1011 Ottawa	B / Free Standing /	B / Large / Hot	✓
1012 Toronto	A / Mall /	B / Small / Hot	✓
1013 Montreal	B / Free Standing /	B / Medium / Hot	✓
1014 Quebec City	B / Mall /	B / Small / Cold	✓
1015 Sydney	C / Mall /	C / Large / Cold	✓
1016 Oceania Outlet	C / Free Standing /	B / Medium / Cold	✓
1017 Melbourne	B / Free Standing /	C / Medium / Cold	✓
1018 Auckland	A / Free Standing /	C / Large / Other	✓
1021 Placeholder #1	C / Placeholder /	B / Large / Other	✓
1022 Placeholder #2	A / Placeholder /	B / Large / Other	✓

Location

The following table lists the measures available on this worksheet.

Table 6–1 View and Accept Store Clusters Worksheet Measures

Measure	Description
Cluster Label	Cluster label of each store based on the current value in the Store Clustering workbook.
AS Cluster Label	Cluster label of each store being used in this workbook.
Updated Store Clustering Map Available	Indicates whether each of the stores' cluster assignments differs from that in the Store Clustering workbook.

Impact of Accepting New Cluster Definition Worksheet

The Impact of Accepting New Cluster Definition worksheet displays, for each assortment strategy cluster, what the impact on these clusters would be if the new SC store clusters were brought in to the Assortment Strategy workbook.

This worksheet displays the label and store count, aggregated at the assortment strategy cluster level, according to the store clustering workbook and the Assortment Strategy workbook.

Figure 6–6 Impact of Accepting New Cluster Definition Worksheet

Impact of Accepting New Cluster Definition

Buying Period: Summer 2009 | Measure

	SC Cluster Label	SC Str Cnt	AS Cluster Label	AS Str Cnt	Cluster Changed
A / Large / Hot	A / Large / Hot	3	A / Large / Hot	3	Cluster Components changed
A / Large / Resort	A / Large / Resort	1	A / Large / Resort	1	Cluster Components changed
A / Large / Placeholder	A / Large / Placeholc	1	A / Large / Placeholder	1	Cluster Components changed
B / Medium / Cold	B / Medium / Cold	16	B / Medium / Cold	16	Cluster Components changed
B / Medium / Hot	B / Medium / Hot	13	B / Medium / Hot	13	Cluster Components changed
B / Medium / Resort	B / Medium / Resort	4	B / Medium / Resort	4	Cluster Components changed
B / Small / Cold	B / Small / Cold	20	B / Small / Cold	20	Cluster Components changed
B / Small / Hot	B / Small / Hot	13	B / Small / Hot	13	Cluster Components changed
B / Small / Resort	B / Small / Resort	4	B / Small / Resort	4	Cluster Components changed
B / Large / Cold	B / Large / Cold	21	B / Large / Cold	21	Cluster Components changed
B / Large / Hot	B / Large / Hot	12	B / Large / Hot	12	Cluster Components changed
B / Large / Resort	B / Large / Resort	7	B / Large / Resort	7	Cluster Components changed
B / Large / Other	B / Large / Other	3	B / Large / Other	3	Cluster Components changed
B / Large / Placeholder	B / Large / Placeholc	1	B / Large / Placeholder	1	Cluster Components changed
C / Medium / Cold	C / Medium / Cold	16	C / Medium / Cold	16	Cluster Components changed
C / Medium / Hot	C / Medium / Hot	6	C / Medium / Hot	6	Cluster Components changed
C / Medium / Resort	C / Medium / Resort	1	C / Medium / Resort	1	Cluster Components changed
C / Small / Cold	C / Small / Cold	12	C / Small / Cold	12	Cluster Components changed
C / Small / Hot	C / Small / Hot	5	C / Small / Hot	5	Cluster Components changed
C / Small / Resort	C / Small / Resort	2	C / Small / Resort	2	Cluster Components changed
C / Large / Cold	C / Large / Cold	7	C / Large / Cold	7	Cluster Components changed
C / Large / Hot	C / Large / Hot	8	C / Large / Hot	8	No Change
C / Large / Resort	C / Large / Resort	2	C / Large / Resort	2	No Change
C / Large / Other	C / Large / Other	1	C / Large / Other	1	No Change
Catalog	Catalog	1	Catalog	1	No Change
e-commerce	e-commerce	1	e-commerce	1	No Change

Cluster

The following table lists the measures available on this worksheet.

Table 6–2 Impact of Accepting New Cluster Definition Worksheet Measures

Measure	Description
SC Cluster Label	The cluster label aggregated at the Assortment Strategy cluster level, according to the Store Clustering workbook.
SC Str Cnt	The store count aggregated at the Assortment Strategy cluster level, according to the Store Clustering workbook.
AS Cluster Label	The cluster label aggregated at the Assortment Strategy cluster level, according to the Assortment Strategy workbook.
AS Str Cnt	The store count aggregated at the Assortment Strategy cluster level, according to the Assortment Strategy workbook.
Cluster Changed	Displays the impact of accepting the new store clusters on the Assortment Strategy workbook.

Planning Action- Accept New Cluster Definition

Once you have viewed the stores and their clusters, you can accept the changes by selecting **Accept New Cluster Definition** from the Planning Actions menu. After the cluster has been accepted, the value for Wp Store Cluster is set to the same value as SC Store Cluster, and the flag is cleared.

Review MFP Targets Tab

The following section describes the worksheet available under the Review MFP Targets tab:

- Review Merchandise Financial Plan By Channel Worksheet
- Review Location Plan By Channel Worksheet

Review Merchandise Financial Plan By Channel Worksheet

The Review Merchandise Financial Plan By Channel worksheet displays the MFP targets, aggregated at each cluster for all weeks in each flow. This worksheet is meant for review only. No changes to MFP targets can be made here.

Figure 6–7 Review Merchandise Financial Plan By Channel Worksheet

	MFP Sls Rtl	MFP Sls U	MFP Sls AUR	MFP Gross Margin Rtl	MFP Gross Margin %
Brick & Mortar	$909.0	20,201	$45.00	$545.4	60.0%
Catalog	$1,009.9	22,442	$45.00	$605.9	60.0%
e-commerce	$855.8	19,017	$45.00	$513.5	60.0%

The following table lists the measures available on this worksheet. Each of these measures represents the MFP targets for this buying period, for the plan level (typically the specific class).

Table 6–3 Review Merchandise Financial Plan by Channel Worksheet

Measure	Description
MFP Sls U	Target Sales Units as per MFP.
MFP Sls Rtl	Target Sales Value (Retail) as per MFP.
MFP Sls AUR	Target Sales AUR as per MFP.
MFP Gross Margin Rtl	Target Gross Margin as per MFP.
MFP Gross Margin %	Target Gross Margin percent as per MFP.

Review Location Plan By Channel Worksheet

The Review Location Plan By Channel worksheet displays the location plan targets, aggregated at each cluster for all weeks in the buying period. This worksheet is meant for review-only. No changes to location plan targets can be made here.

Figure 6–8 Review Location Plan By Channel Worksheet

		Loc Pln Sls Rtl	Loc Pln Sls U	Loc Pln GM Rtl
all [Cluster]	B / Small / Hot	$92.4	2,054	$55.5
	B / Small / Resort	$19.2	426	$11.5
	B / Large / Cold	$147.2	3,271	$88.3
	B / Large / Hot	$102.6	2,279	$61.5
	B / Large / Resort	$57.4	1,275	$34.4
	B / Large / Other	$27.2	604	$16.3
	B / Large / Placeholder	$5.4	119	$3.2
	C / Medium / Cold	$122.3	2,717	$73.4
	C / Medium / Hot	$49.7	1,104	$29.8
	C / Medium / Resort	$11.4	254	$6.9
	C / Small / Cold	$85.2	1,894	$51.1
	C / Small / Hot	$39.9	886	$23.9
	C / Small / Resort	$17.1	379	$10.2
	C / Large / Cold	$60.1	1,335	$36.0
	C / Large / Hot	$65.7	1,459	$39.4
	C / Large / Resort	$17.6	390	$10.5
	C / Large / Other	$7.5	166	$4.5
	Catalog	$8.5	188	$5.1
	e-commerce	$11.5	256	$6.9

The following table lists the measures available on this worksheet.

Table 6–4 Review Location Plan by Channel Worksheet Measures

Measure	Description
Loc Pln Sls Rtl	Target Sales Value (Retail) as per location plan.
Loc Pln Sls U	Target Sales Units as per location plan.
Loc Pln GM Rtl	Target Gross Margin as per location plan.

Analyze History Tab

The following sections describe the worksheets available under the Analyze History tab:

- Analyze History Worksheet
- Analyze History-Vendor Worksheet
- Analyze History-Price Tier Worksheet
- Analyze History-Seasonality Worksheet

Analyze History Worksheet

The Analyze History worksheet displays the historical performance at cluster/vendor/seasonality/price tier for the comparable LY weeks, for each of the flows within the buying period for the selected class. This step is only for analysis of history. Historical data cannot be edited.

The clusters used in this worksheet are based on the Assortment Strategy Wp cluster; for example, if in the working plan, the Atlanta store belongs to A / South-East the performance of the Atlanta store would be counted into A / South-East in the Analyze History worksheet. It does not matter which cluster this store belonged to in LY; LY's assortment plan could have used different clustering criteria. In case a sister store assignment is used in clustering, the history of the sister stores is used to populate the LY values for those stores receiving a mapped value.

The LY data for the Analyze History worksheet is obtained based on the week mapping defined for each week, per flow. Additionally, the LY performance of all the weeks in the current buying period is retrieved and aggregated per store.

Store performance is aggregated for each cluster based on the list of stores in each cluster.

Figure 6–9 Analyze History Worksheet

		Adj LY Str Cnt	Adj LY Sls Rtl	Adj LY Sls U	Adj LY Sls AUR	Adj LY Item Cnt	Adj LY Rate of Sale U	Adj LY Gross Margin Rtl	Adj LY Gross Margin %
Basic	1 Good	1	$0.2	9	$20.00	1	2.3	$0.1	72.3%
	2 Better	1	$1.7	35	$48.85	3	2.9	$0.9	52.2%
Fashion	1 Good	1	$0.1	7	$20.00	1	1.8	$0.1	36.8%
	2 Better	1	$2.7	49	$54.48	4	3.1	$1.3	50.5%
Seasonal Basic	1 Good	1	$0.2	12	$20.00	1	3.0	$0.1	45.0%
	2 Better	1	$1.9	35	$52.99	3	2.9	$1.0	56.5%

The following table lists the measures available on this worksheet.

Table 6–5 Analyze History Worksheet Measures

Measure	Description
Adj LY Sls U	Sales in Units for the mapped weeks of last year (LY), aggregated by store clusters and performance group.
Adj LY Str Cnt	Number of stores in the LY weeks for the flow under consideration.
Adj LY Item Cnt	Number of items that had active sales in the LY weeks for the flow under consideration.
Adj LY Rate of Sale U	Based on adjusted LY Rate of Sale Unit.
Adj LY Sls Rtl	Sales in dollars for the mapped LY weeks, aggregated by cluster and performance group.
Adj LY Sls AUR	Average Unit Retail during the LY weeks at cluster or performance group.
Adj LY Gross Margin Rtl	Based on adjusted last year's Gross Margin Retail.
Adj LY Gross Margin %	Based on adjusted last year's Gross Margin percent.

Analyze History-Vendor Worksheet

The Analyze History-Vendor worksheet is a pre-aggregated view of the Analyze History worksheet- based on the vendor. This serves as an attribute analysis interface based on vendor. Similarly, subsequent sections have pre-aggregated views on price-tier and seasonality. This displays the historical performance of the vendor for the comparable LY weeks, for each of the flows within the buying period for the selected class.

Figure 6–10 Analyze History - Vendor Worksheet

	Adj LY Str Cnt	Adj LY Sls Rtl	Adj LY Sls U	Adj LY Sls AUR	Adj LY Item Cnt	Adj LY Rate of Sale U	Adj LY Gross Margin Rtl	Adj LY Gross Margin %
10008 Bostonian	1	$6.8	147	$46.22	13	2.6	$3.6	52.6%
33333 Cole-Haan	1	$9.8	90	$108.95	8	2.9	$5.0	51.0%
91007 Ely Bauer	1	$1.9	95	$19.99	8	3.0	$0.8	44.5%

Table 6–6 Analyze History - Vendor Worksheet Measures

Measure	Description
Adj LY Sls U	Sales in Units for the mapped weeks of last year (LY), aggregated by store clusters and performance group.
Adj LY Str Cnt	Number of stores in the LY weeks for the flow under consideration.
Adj LY Item Cnt	Number of items that had active sales in the LY weeks for the flow under consideration.
Adj LY Rate of Sale U	Based on adjusted LY Rate of Sale Unit.
Adj LY Sls Rtl	Sales in dollars for the mapped LY weeks, aggregated by cluster and performance group.
Adj LY Sls AUR	Average Unit Retail during the LY weeks at cluster or performance group.
Adj LY Gross Margin Rtl	Based on adjusted last year's Gross Margin Retail.
Adj LY Gross Margin %	Based on adjusted last year's Gross Margin percent.

Analyze History-Price Tier Worksheet

The Analyze History-Price Tier worksheet is a pre-aggregated view of the Analyze History worksheet- based on the price tier. This serves as an attribute analysis interface based on price tier. This displays the historical performance of the price tier for the comparable LY weeks, for each of the flows within the buying period for the selected class.

Figure 6–11 Analyze History - Price Tier Worksheet

	Adj LY Str Cnt	Adj LY Sls Rtl	Adj LY Sls U	Adj LY Sls AUR	Adj LY Item Cnt	Adj LY Rate of Sale U	Adj LY Gross Margin Rtl	Adj LY Gross Margin %
1 Good	1	$2.5	123	$19.99	11	2.7	$1.1	46.2%
2 Better	1	$6.2	119	$52.38	10	3.0	$3.3	52.7%
3 Best	1	$9.8	90	$108.95	8	2.9	$5.0	51.0%

Table 6–7 Analyze History - Price Tier Worksheet Measures

Measure	Description
Adj LY Sls U	Sales in Units for the mapped weeks of last year (LY), aggregated by store clusters and performance group.
Adj LY Str Cnt	Number of stores in the LY weeks for the flow under consideration.
Adj LY Item Cnt	Number of items that had active sales in the LY weeks for the flow under consideration.
Adj LY Rate of Sale U	Based on adjusted LY Rate of Sale Unit.
Adj LY Sls Rtl	Sales in dollars for the mapped LY weeks, aggregated by cluster and performance group.
Adj LY Sls AUR	Average Unit Retail during the LY weeks at cluster or performance group.
Adj LY Gross Margin Rtl	Based on adjusted last year's Gross Margin Retail.
Adj LY Gross Margin %	Based on adjusted last year's Gross Margin percent.

Analyze History-Seasonality Worksheet

The Analyze History-Seasonality worksheet is a pre-aggregated view of the Analyze History worksheet- based on the seasonality. This serves as an attribute analysis interface based on seasonality. This displays the historical performance of the price tier for the comparable LY weeks, for each of the flows within the buying period for the selected class.

Figure 6–12 Analyze History - Seasonality Worksheet

	Adj LY Str Cnt	Adj LY Sls Rtl	Adj LY Sls U	Adj LY Sls AUR	Adj LY Item Cnt	Adj LY Rate of Sale U	Adj LY Gross Margin Rtl	Adj LY Gross Margin %
Basic	1	$5.5	107	$51.30	9	2.9	$2.9	53.4%
Fashion	1	$6.2	109	$57.30	10	2.6	$2.8	45.0%
Seasonal Basic	1	$6.8	116	$58.30	10	2.9	$3.7	54.4%

Table 6–8 Analyze History - Seasonality Worksheet Measures

Measure	Description
Adj LY Sls U	Sales in Units for the mapped weeks of last year (LY), aggregated by store clusters and performance group.
Adj LY Str Cnt	Number of stores in the LY weeks for the flow under consideration.
Adj LY Item Cnt	Number of items that had active sales in the LY weeks for the flow under consideration.
Adj LY Rate of Sale U	Based on adjusted LY Rate of Sale Unit.
Adj LY Sls Rtl	Sales in dollars for the mapped LY weeks, aggregated by cluster and performance group.
Adj LY Sls AUR	Average Unit Retail during the LY weeks at cluster or performance group.
Adj LY Gross Margin Rtl	Based on adjusted last year's Gross Margin Retail.
Adj LY Gross Margin %	Based on adjusted last year's Gross Margin percent.

Determine Number of Options Tab

The following sections describe the worksheets available under the Determine Number of Options tab:

- Option Planning Per Flow At Cluster Using Space (Step 1) Worksheet
- Option Planning Per Flow At Cluster/Vendor/Seasonality/Price-Tier (Step 2) Worksheet
- Use Space to Determine Number of Options Worksheet

Option Planning Per Flow At Cluster Using Space (Step 1) Worksheet

The Option Planning Per Flow At Cluster Using Space (Step 1) worksheet allows you to arrive at a number of option recommendations per cluster that take into account the space available as a constraint. This is an optional step.

This step can be leveraged if you possess accurate information of class-level allocation of space at each of your stores. This step is relevant only for Brick and Mortar stores since space is not a consideration for non-store channels such as e-commerce and catalog.

This worksheet is divided into sections to let you analyze different aspects of the assortment. The sections are as follows:

1. The application displays the store counts and space available per cluster. Enter the Option Facings per Ft and Facings per Option measures to arrive at the number of options that will be on sale at any point in time in each cluster. Enter the Weeks on Sale to arrive at the total number of options required per cluster. The Weeks on Sale defaults to the flow duration. It should be less than or equal to the flow duration. Enter the Depth to determine the inventory available on the store floor at any point in time.
2. The next section allows you to analyze the performance you need to achieve to meet the MFP targets, specifically in terms of Rate of Sale.
3. You can override the planned Rate of Sale and AUR. This creates the planned Sales in Units Retail. You can analyze the Sales per Linear Ft. This is shown in the figure below.
4. The last section allows you to compute the Initial Allocation per Cluster based on the Forward Cover.

The result of this worksheet is the number of options required per cluster for each of the defined flows.

The Initial Allocation% measure is used to determine the initial receipt buy quantity in the Buying Plan workbook. However, this approach is only used if the Nbr of Options measure in the Step 2 worksheet was calculated using the space approach.

Planning Action- Seed from Adj LY and MFP

The **Planning Actions - Seed from Adj LY and MFP** option in the Planning Actions menu should be used to initiate the seeding process by which values are populated systemically into this worksheet first from Adj LY to establish the proportional relationships among the clusters. Then, the MFP targets for sales units and sales retail are systemically spread down to each cluster. Both steps occur when this planning action is activated.

If location plan targets are available as specified earlier, they are used to initiate values in the worksheet for sales units and sales retail.

Figure 6–13 Option Planning Per Flow At Cluster Using Space (Step 1) Worksheet

Option Planning Per Flow At Cluster Using Space (Step 1)

Buying Period | Product | Measure

summer1 4000 Casual

	Ttl Space	AS Str Cnt	APS Space	Option Facings Per Ft	Total	Facings Per Option	In-Store Options	Line Life /Weeks On Sale	Nbr Of Options	Depth	Avg Floor Inventory U	Avg Floor Inventory Rtl	MFP (or LP) Target Grade Total Sales U	vWkly APS Sls U	Tgt Rate of Sale	MFP (or LP) Target Grade Total Sales Rtl	Target AUR	vWkly Sls $ per Linear Ft	Override Rate of Sale	Override Grade Total Sales U	Override AUR	Override Grade Total Sales Rtl	Override vWkly APS Sls U	Override vWkly Sls $ per Linear Ft	Forw
A / Free Standing /	2,623	30	87	1.00	87	1	87	5	88	1	87	$3.9	7,221	48	0.6	$324.9	$45.00	$24.8	0.6	7,268	$45.00	$327.1	48	$24.9	6
A / Mall /	3,089	36	86	1.00	86	1	86	5	86	1	86	$3.9	8,317	46	0.5	$374.3	$45.00	$24.2	0.5	8,336	$45.00	$375.1	46	$24.3	5
B / Free Standing /	3,994	47	85	1.00	85	1	85	5	85	1	85	$3.8	9,465	40	0.5	$425.9	$45.00	$21.3	0.5	9,467	$45.00	$426.0	40	$21.3	4
B / Mall /	4,979	59	84	1.00	84	1	84	5	85	1	84	$3.8	12,478	42	0.5	$561.5	$45.00	$22.6	0.5	12,568	$45.00	$565.6	43	$22.7	6
B / Placeholder /	96	1	96	1.00	96	1	96	5	96	1	96	$4.3	214	43	0.4	$9.6	$45.00	$20.1	0.4	214	$45.00	$9.6	43	$20.1	5
C / Free Standing /	1,031	12	86	1.00	86	1	86	5	86	1	86	$3.9	2,130	36	0.4	$95.8	$45.00	$18.6	0.4	2,132	$45.00	$95.9	36	$18.6	4
C / Mall /	1,115	13	86	1.00	86	1	86	5	86	1	86	$3.9	2,372	36	0.4	$106.7	$45.00	$19.1	0.4	2,378	$45.00	$107.0	37	$19.2	6
C / Placeholder /	95	1	95	1.00	95	1	95	5	95	1	95	$4.3	167	33	0.4	$7.5	$45.00	$15.8	0.4	167	$45.00	$7.5	33	$15.8	5
Catalog		1		1.00		1		5		1			239	48		$10.8	$45.00				$45.00				4
e-commerce		1		1.00		1		5		1			256	51		$11.5	$45.00				$45.00				

Cluster

The following table lists the measures available on this worksheet, which correspond to each cluster for each of the defined flows.

Table 6–9 Option Planning (Step 1) Worksheet Measures

Measure	Description
Ttl Space	The total space per store.
AS Str Cnt	The number of stores in the cluster.
APS Space	The average space available per store in this cluster.
Option Facings Per Ft	The number of options to be displayed per foot for this cluster. If you plan to display two options per foot of display space, enter 2. If you want to display one option in two feet, enter 0.5.
Total Facings Available	The total number of facings available at each store.
Facings Per Option	The number of facings that are allocated to each option for this cluster.
In-Store Options	The number of options on display at any time.
Line Life/Weeks On Sale	The average number of weeks each of the options is on sale during this flow. This should not be higher than the duration of the flow.
Nbr of Options	The planned number of options required for each cluster for the flow, based on the calculations in this worksheet.
Depth	The number of units displayed per facing. Also known as the depth of units displayed.
Avg Floor Inventory U	The number of units on display on the selling floor at any point in time.
Avg Floor Inventory Rtl	The retail value of the average floor inventory.
MFP (or LP) Target Grade Total Sales U	The target Sales Units as per the Merchandise Financial Plan or Location Plan.

Table 6–9 (Cont.) Option Planning (Step 1) Worksheet Measures

Measure	Description
Wkly APS Sls U	The target Sales Units per average store within each cluster.
Target Rate of Sale	The Rate of Sale required in order to meet the MFP Sales Unit targets.
MFP (or LP) Target Grade Total Sales Rtl	The target Sales Retail value as per the Merchandise Financial Plan or Location Plan.
Target AUR	The Average Unit Retail required in order to meet the MFP Sls Rtl targets.
Wkly Sls $ per Linear Ft	Sales amount per foot, based on MFP targets and space constraints.
Override Rate of Sale	The Rate of Sale that the planner believes is possible. This is seeded to Step 2.
Override Grade Total Sales U	The total Sales Units of the cluster based on the user-entered Rate of Sale.
Override AUR	The sales Average Unit Retail that the planner believes is possible.
Override Grade Total Sales Rtl	The total sales amount of the cluster based on the user-entered Rate of Sale and AUR.
Override Wkly APS Sls U	Average Weekly Sales Units per store for the cluster.
Override Wkly Sls $ per Linear Ft	The sales amount per foot based on the override inputs.
Forward Cover U	The average cover in number of weeks of sales that needs to be in inventory.
Override Avg Store Inventory	The inventory at the store at any point in time.
Initial Allocation U	The minimum quantity required in inventory per option so that the store stock and cover requirements are met.
APS Sls per Option U	The total number of units that each option sells during this flow.
Initial Allocation U %	The percent of total sales (buy quantity) that is required for initial allocation. This measure is available in the Buy Planning workbook for receipt planning.

Option Planning Per Flow At Cluster/Vendor/Seasonality/Price-Tier (Step 2) Worksheet

The Option Planning Per Flow At Cluster/Vendor/Seasonality/Price-Tier (Step 2) worksheet is used to define the Assortment Strategy workbook measures for the buying period and class (Sales U, Rtl, AUR, and Rate of Sale), and thereby derive the number of options required for each cluster. The number of options is planned for each flow at the vendor/seasonality/price tier intersection, and then further classified into new versus carry over.

This worksheet provides two choices to arrive at the number of options decision:

1. Use the output of the Determine Number of Options (Step 1) worksheet to further break down the number of options to vendor/seasonality/price tier based on the LY contributions of vendor, price tier, and seasonality.
2. Use LY history to initialize MFP or Location Plan sales targets at cluster/vendor/seasonality/price tier for each flow period, which yields a number of options.

You can edit any of the following Wp sales values at cluster/vendor/seasonality/price tier to perform a what-if: Sales U, Sales Retail, Rate of Sale, or Sales AUR. The objective is to arrive at the number of options, which is calculated based on all of the above metrics.

This worksheet provides the planner with the ability to perform option planning at any level from class and cluster or lower. Additionally, the planner has the ability to compare the result of option planning based on space measures and without space measures.

Nbr Of Options Using Space Measure

The choice of whether space is used as a factor in Assortment Strategy applies for the entire assortment. You cannot choose space for one flow and then ignore it for the next. If you have used space as a factor in Assortment Strategy, the Nbr Of Options using Space measure is always in sync with the previous worksheet. The number of options as calculated in the previous worksheet at the cluster level is spread down to the vendor/seasonality/price tier level based on the contribution of Sales Units in LY. If you have not used space as a factor in clustering, then you should ignore the Nbr Of Options using Space measure.

This calculation also uses a Number of Weeks measure that represents weeks-on-sale for each vendor/seasonality/price tier combination for a specific cluster and flow. If space is used, then the Line Life measure from the Step 1 worksheet provides the number of weeks. Otherwise, the length of the flow is used.

All the measures in this worksheet may be entered at a higher level (or ALL) of hierarchy and replicated using a REPL rule.

Calculations for Number of Options When Using Space

1. The first step is to compute the number of options displayed at any point in time - this depends on Facings-per-Feet, Facings-per-Option and Space (use average per store since all stores within the cluster are considered identical).
   - Facings-per-Feet - This is based on the fittings used for this class of merchandise - how many facings can be offered of this fitting based on the available display space.
   - Facings-per-Option - This is how many facings you want to allocate for each of your options that is to be on display.
2. When factored with the line-life (number of weeks each option is on sale), you can determine the total number of options required for the entire flow.
   - If the line-life is the same as the flow duration, the result of this step would result in the same number of options as the previous step.
   - Shorter the line-life, more the total number of options required for the entire flow duration.
   - Line-life can never be more than the flow-duration- because this step is about planning for each flow.

Store Stock Measures These measures allow you to visualize the amount of inventory that is on the shelves at any point in time - in units and retail value; this is based on the units displayed per facing and the depth of display.

Measures Related to MFP or LP Targets Use these targets to review the following metrics in order to ensure alignment with financial targets that should be achieved.

- Wkly APS Sls U - The weekly average-per-store Sales in Units.
- Target Rate of Sale - This is the Rate of Sale required in order to achieve the above Sales Units.
- Average Unit Retail based on the MFP Targets of Unit and Value Sales.
- Wkly Sls $ per Lin Ft - this is the Sales value per Linear Ft that is achieved, based on the Wkly APS Sales and the Total-Space Available Per Store.

Measures Based on Space Calculation Whereas the previous measures showed the target performance measures required to meet MFP Targets, these measures allow you to arrive at the Rate of Sale and AUR that are planned.

- RoS impacts the Total Sls Units of each Cluster and AUR impacts the Total Sls Value.
- These planned values of RoS and AUR actually define the options calculations in subsequent steps.
- The Weekly APS Sls Units and Wkly Sales Value Per Line Ft are available to evaluate the assortment.

Calculations for Number of Options When Not Using Space

Number of Options = Wp AS Sls U / (Number of Stores * Number of Weeks-on-Sale * RoS)

Wp AS Sls U: This is the Assortment Strategy Sales Units. This is the Sls U planned in the Asst Strategy workbook - for the Cluster at Vendor/Seasonality/Price-Tier/Flow.

- If Location Plan is available, MFP (Channel) targets are ignored. The LP Sls U is at Store / Week; Wp AS Sls U is taken as sum(Cp LP Sls U) for all stores in the cluster, for the flow, spread to vendor/seasonality/price-tier, based on the same Sales-contribution% as Adj LY.
- If Location Plan is available, MFP (Channel) targets are used as follows:

  MPF Sls U is at channel/week.

  Wp AS Sls U is taken as Cp MFP Sls U for the flow, spread to cluster/vendor/seasonality/price-tier based on the current-cluster, assuming the same Sales-contribution% as Adj LY.

  Seeding happens when the workbook is built. From that point, the Sls U is editable and impacts the number of options and number of stores.
- Number of stores: This is the number of stores in each cluster - includes Perf-Grade + 2 optional attributes. This is not editable.
- The number of Weeks-on-Sale - Same as the flow duration, not editable.
- RoS: Rate of Sale, Unit Sales planned per Option per Store per Week. Seeded from RoS of Adj LY, when the workbook is built. Then it is editable, and impacts the number of options.

- The number of options as calculated above are automatically rounded to the nearest integer, as shown in the table below.

Table 6–10 Options Rounded to the Nearest Integer- Example

	Wp AS Sales U	Number of Stores	Weeks on Sale	ROS	Number of Options
Grade A1	10100	7	8	6	30
Grade A2	4655	3	8	7	28
Grade A3	10195	10	8	5	25
Grade B1	9575	15	8	4	20
Grade B2	8980	16	8	4	18
Grade B3	9705	12	8	6	17
Grade B4	12805	19	8	5	17
Grade B5	23980	68	8	3	15
Grade B6	30535	68	8	4	14
Grade C1	5625	12	8	5	11
Grade C2	30925	66	8	6	10
Grade C3	26750	50	8	7	9
Grade C4	18465	67	8	4	8
Grade D1	21100	67	8	5	8
Grade D2	2305	10	8	4	7
Grade D3	4065	11	8	7	6
Grade D4	4490	25	8	4	5
Grade D5	15500	68	8	6	4

Planning Action- Seed from Adj LY and MFP

To seed the Rate of Sale values in the Option Planning Per Flow At Cluster/Vendor/Seasonality/Price-Tier (Step 2) worksheet for the first time, select **Seed from Adj LY and MFP** from the Planning Actions menu.

This action takes the MFP targets at the channel level (Sales U, Sales Rtl, and GM Rtl) and spreads them to each cluster/vendor/seasonality/price tier intersection based on Adj LY weeks. Each intersection is assumed to have the same contribution as it did LY. If a Location Plan is available, it is used in place of the MFP/LY approach.

The Rate of Sale for the Wp is initialized with the LY Rate of Sale for each cluster/vendor/seasonality/price tier intersection. Sales AUR, POS GM %, and Nbr of Options are calculated based on the number of options.

This calculation also uses a number of weeks measure that represents weeks-on-sales for each vendor/seasonality/price tier combination for a specific cluster and flow. It is independent of the flow duration and may be edited manually. By default, it equals the flow length, though it ultimately should not.

All the measures in this worksheet may be entered at a higher level (or ALL) of hierarchy and replicated using a REPL rule.

Figure 6–14 Option Planning Per Flow At Cluster / Vendor / Seasonality / Price-Tier (Step 2) Worksheet

Option Planning Per Flow At Cluster / Vendor / Seasonality / Price-Tier (Step 2)

Buying Period | Product | Cluster | Measure

Buying Period 06 - Flow 1 10008 Bostonian A / Mall / 36

		WP Sls Rtl using Space	WP Sls U using Space	WP Sls AUR using Space	Rate of Sale using Space	Nbr Of Options using Space	WP Sls Rtl w/out using Space	WP Sls U w/out using Space	WP Sls AUR w/out using Space	Rate of Sale w/out using Space	Nbr Of Options w/out using Space	WP Sls Rtl	WP Sls U	WP Sls AUR	Rate of Sale	Nbr Of Options	New %	New Options	Carry Over U
Basic	1 Good	$4.6	291	$15.93	0.5	3	$4.4	277	$15.93	2.7	1	$4.6	291	$15.93	0.5	3	2.0%		3
	2 Better	$35.9	872	$41.14	0.5	9	$36.3	882	$41.14	2.8	2	$35.9	872	$41.14	0.5	9	3.0%		9
Fashion	1 Good	$4.6	291	$15.93	0.5	3	$4.6	291	$15.93	2.8	1	$4.6	291	$15.93	0.5	3	1.0%		3
	2 Better	$48.6	1,163	$41.75	0.5	12	$47.0	1,125	$41.75	2.7	2	$48.6	1,163	$41.75	0.5	12	2.5%		12
Seasonal Basic	1 Good	$4.6	291	$15.93	0.5	3	$4.9	305	$15.93	3.0	1	$4.6	291	$15.93	0.5	3	1.8%		3
	2 Better	$38.2	872	$43.82	0.5	9	$36.9	842	$43.82	2.7	2	$38.2	872	$43.82	0.5	9	2.0%		9

Seasonality | Price Tier

The following table lists the measures available on this worksheet.

Table 6–11 Option Planning (Step 2) Worksheet Measures

Measure	Description
WP Sls cont All Price Tiers Rtl %	The price tier's Percent Contribution to all price tiers, based on Sales Retail.
WP Sls Cont All Seasonalities Rtl %	The seasonality's Percent Contribution to all seasonalities, based on Sales Retail.
WP Sls Rtl using Space	Total sales in retail at each intersection, based on the Number of Options using Space and the Rate of Sale using Space.
WP Sls U using Space	Total sales in retail at each intersection, based on the Sales Units using Space and the Sales Average Unit Retail using Space.
WP Sls AUR using Space	The Sales Average Unit Retail, equal to the Sales Average Unit Retail w/out using Space.
WP Sls Rtl w/out using Space	Total sales in retail at each intersection, initially seeded by Seed from Adj LY and MFP custom menu and editable thereafter.
WP Sls U w/out using Space	Total sales in units at each intersection, initially seeded by Seed from Adj LY and MFP custom menu and editable thereafter.
WP Sls AUR w/out using Space	The Sales Average Unit Retail, based on WP Sls Rtl w/out using Space and WP Sls U w/out using Space.
WP Sls Rtl	Total sales in retail at each intersection, where the value depends on whether Space is used.
WP Sls U	Total sales in units at each level, where the value depends on whether Space is used.
WP Sls AUR	Average Unit Retail at each intersection, based on the Sales Units and Sales Value planned in this worksheet.
Rate of Sale using Space	The Rate of Sale for each cluster for the flow when using the Space approach (spread from Step 1).
Rate of Sale w/out using space	The Rate of Sale for each cluster for the flow when not using Space.
Rate of Sale	Average Rate of Sale - Units / week - for each of the options at this level. This should be available at vendor/seasonality/price tier level for each cluster for each flow. The value depends on whether Space is used.
Nbr Of Options using Space	The number of options needed at each level when using Space.
Nbr Of Options w/out using Space	The number of options needed at each level when not using Space.

Table 6–11 (Cont.) Option Planning (Step 2) Worksheet Measures

Measure	Description
Nbr Of Options	Based on the planner's choice of whether to use Space, this is the chosen number of options at each level, that is used in subsequent calculations. This corresponds to one of the values above, depending on whether the Space approach is used.
New %	Use this measure to define the percentage of assortment that the new items bought for this assortment. The number of options as derived above are split into new and carry over.
New Options	The number of new options needed in this assortment based on the New %.
Carry Over U	The number of carry over options needed in this assortment based on the New %.

Use Space to Determine Number of Options Worksheet

This worksheet is used to specify whether space should be used as a factor for calculating the number of options.

Figure 6–15 Use Space to Determine Number of Options Worksheet

The following table lists the measures available on this worksheet.

Table 6–12 Use Space to Determine Number of Options Worksheet Measures

Measure	Description
Use Space to Calc Option	Select this check box to use Space as a factor for calculating the number of options. If not checked, the number of options is calculated based on the MFP targets only, without considering the space constraints.

7

Assortment Creation Workbook

The Assortment Creation workbook is used to build the assortment by selecting eligible options and assigning them to each cluster. You can use Dynamic Position Maintenance (DPM) to create sufficient placeholders to fill in the number of options as derived in the Assortment Strategy workbook, or you could carry over some active styles into the buying period being planned.

The Assortment Creation workbook contains the following tabs:

- Review Assortment Strategy Decisions Tab
- View Weights Tab
- Describe and Plan Items Tab
- View Actual Performance at Cluster Tab
- Review Assortment Tab

Planning Actions

The following planning actions are available in the Assortment Creation workbook from the Planning Actions menu:

- **Accept New Cluster Definition**

  This action updates the working cluster definitions in the Assortment Creation workbook with those used in the Assortment Strategy workbook.

- **Determine New Items**

  If an item does not have sales history, it should be labeled new. The planner can manually check the New Item measure to indicate that an item should be considered new, or the planner can run the Determine New Items custom menu option, which marks an item as new if it has a Sales Unit value of 0 across all flows and clusters.

  > **Note:** If an item is seeded from a like item, it is considered new only based on its own history. The seeded values are ignored when classifying items as new.

- **Seed from Like Item**

  This action updates the TY version Sales Retail, Sales Units, Gross Margin Retail, and Gross Margin % measures for any item with those of the like item if one has been assigned.

- **Auto-set Assign to Cluster**

  This action automatically selects items for an assortment based on each item's performance rank. For each cluster, this action selects the items with the highest rank in order to meet the objectives as set in Assortment Strategy workbook. This action identifies the optimal set of options for each vendor/seasonality/price tier combination for each of the flows.

- **Update Placeholder Status**

  This action ensures that newly created placeholder items have the correct status (placeholder, active, and so on). The Update Placeholder Status planning action affects the appearance of placeholder positions in both the Assortment Creation and Buying Plan workbooks.

  > **Note:** If no new placeholders were created within the workbook, then you can use the standard Commit Now option in the File menu. However, if new placeholder positions were created in the workbook, then you must use the Update Placeholder Status planning action to commit the workbook and update the status of the placeholder positions.

Assortment Creation Wizard

To open an Assortment Creation workbook, perform the following steps:

1. From the **File** menu, select **New,** or click the **New** button.
2. On the Assortment Planning tab, select **Assortment Creation** and click **OK**.

Figure 7–1 Creating a New Assortment Creation Workbook

3. In the Select Item Statuses of the Assortment Creation Wizard, you can define which set of existing items is brought into the Assortment Creation workbook based on item status. In this step of the wizard, you could add all of your active or inactive items. Select the item statuses you want to examine, and click **Next**. If you have added Placeholder items in the assortment, you should include them here so that you can plan your Buy quantities.

Figure 7–2 Assortment Creation Wizard - Select Item Status(es) Screen

4. In the Select a Product area of the screen, you can further refine the selection made in the previous step of the wizard. You may choose on this screen to not bring some items into Assortment Creation. Select the products you want to examine, and click **Next**.

> **Note:** Products shown in blue are products serving as placeholder positions, meaning that the positions have not been formally fed through a hierarchy file.

Figure 7–3 Assortment Creation Workbook Wizard - Select a Product Screen

5. In the Select a Buying Period area of the wizard, select the buying period for which you want to plan. Click **Next**.

Figure 7–4 Assortment Creation Workbook Wizard - Select a Buying Period Screen

6. The Select Periods - Assortment Creation Wizard screen is displayed. Select the time period to be used for performance analysis. This should typically be either the same period LY or the months preceding the buying period for which you are planning. Click **Finish**.

Figure 7–5 Assortment Creation Workbook Wizard - Select Time Period s

The Assortment Creation workbook is built.

Review Assortment Strategy Decisions Tab

The Review Assortment Strategy Decisions tab displays clustering information and assortment strategy decisions for options required at each cluster/vendor/seasonality/price tier for each flow.

The following sections describe the worksheets available under the Review Assortment Strategy Decision tab:

- View and Accept Store Clusters Worksheet
- Impact of Accepting New Cluster Definition Worksheet
- Review Assortment Strategy Per Flow Worksheet

View and Accept Store Clusters Worksheet

When the Assortment Creation workbook is built for the first time for any assortment, the AC Cluster Label measure values are blank. To create store clusters within this workbook, you should accept store clusters. Next, if stores have moved from one cluster to another, they are highlighted in this worksheet. You may choose to either accept the new clusters or to continue working with those used previously.

Figure 7–6 View and Accept Store Clusters Worksheet

View and Accept Store Clusters

Measure

	AS Cluster Label	AC Cluster Label	Updated AS Cluster Map Available
1186 Augusta	B / Large / Hot	B / Large / Hot	
1187 Watertown	B / Large / Cold	B / Large / Cold	
1188 Buffalo	B / Medium / Cold	B / Medium / Cold	
1189 Youngstown	C / Medium / Cold	C / Medium / Cold	
1190 Harrisburg	B / Small / Cold	B / Small / Cold	
1191 Concord	B / Small / Cold	B / Small / Cold	
1192 Bangor	B / Large / Cold	B / Large / Cold	
1193 Indianapolis	B / Small / Cold	B / Small / Cold	
1194 Jefferson City	B / Small / Cold	B / Small / Cold	
1195 Eau Claire	C / Small / Cold	C / Small / Cold	
1196 Marquette	B / Large / Cold	B / Large / Cold	
1197 Pierre	B / Small / Cold	B / Small / Cold	
1198 Anchorage	C / Large / Cold	C / Large / Cold	
1199 Honolulu	A / Large / Resort	A / Large / Resor	
1200 Maui	B / Large / Resort	B / Large / Resor	
8888 Catalog	catalog	catalog	
9999 eCommerce	e-commerce	e-commerce	

Location

The following table lists the measures available on this worksheet.

Table 7–1 View and Accept Store Clusters Worksheet Measures

Measure	Description
AS Cluster Label	Cluster label for each store as per the Assortment Strategy workbook.
AC Cluster Label	Cluster label for each store as per the Assortment Creation workbook.
Updated AS Cluster Map Available	Indicator to show if there is a change in cluster for each store.

Impact of Accepting New Cluster Definition Worksheet

Figure 7–7 Impact of Accepting New Cluster Definition Worksheet

Impact of Accepting New Cluster Definition

Buying Period | Measure

Buying Period 6

	AS Cluster Label	AS Str Cnt	AC Cluster Label	AC Str Cnt	Cluster Changed
B / Large / Hot	B / Large / Hot	12	B / Large / Hot	12	
B / Large / Resort	B / Large / Resort	7	B / Large / Resort	7	
B / Large / Other	B / Large / Other	3	B / Large / Other	3	
B / Large / Placeholder	B / Large / Placeholder	1	B / Large / Placeholder	1	
C / Medium / Cold	C / Medium / Cold	16	C / Medium / Cold	16	
C / Medium / Hot	C / Medium / Hot	6	C / Medium / Hot	6	
C / Medium / Resort	C / Medium / Resort	1	C / Medium / Resort	1	
C / Small / Cold	C / Small / Cold	12	C / Small / Cold	12	
C / Small / Hot	C / Small / Hot	5	C / Small / Hot	5	
C / Small / Resort	C / Small / Resort	2	C / Small / Resort	2	
C / Large / Cold	C / Large / Cold	7	C / Large / Cold	7	
C / Large / Hot	C / Large / Hot	8	C / Large / Hot	8	
C / Large / Resort	C / Large / Resort	2	C / Large / Resort	2	
C / Large / Other	C / Large / Other	1	C / Large / Other	1	
Catalog	Catalog	1	Catalog	1	
e-commerce	e-commerce	1	e-commerce	1	

Cluster

The following table lists the measures available on this worksheet.

Table 7–2 Impact of Accepting New Cluster Definition Worksheet Measures

Measure	Description
AS Cluster Label	The cluster name assigned in the Assortment Strategy workbook.
AS Str Cnt	The number of stores in each cluster as assigned in the Assortment Strategy workbook.
AC Cluster Label	The cluster name assigned in the Assortment Creation workbook.
AC Str Cnt	The number of stores in each cluster as assigned in the Assortment Creation workbook.
Cluster Changed	Indicator to show if there is any change in a particular cluster, based on number of stores contained in it.

Review Assortment Strategy Per Flow Worksheet

On the Review Assortment Strategy per Flow worksheet, you may review the option planning decisions made in Assortment Strategy workbook. These are the targets for the Assortment Creation workbook, and may be used for reconciliation against targets.

Figure 7–8 Review Assortment Strategy per Flow Worksheet

The following table lists the measures available on this worksheet.

Table 7–3 Review Assortment Strategy per Flow Worksheet Measures

Measure	Description
Carry Over U	The target number of carry over options as per the Assortment Strategy workbook.
Nbr of Options	The target number of options required as per the Assortment Strategy workbook.
New%	The target percentage of new options as per the Assortment Strategy workbook.
New Options	The target number of new options as per the Assortment Strategy workbook.

View Weights Tab

The following section describes the worksheet available under the View Weights tab:

- Set and View Weights Worksheet

Set and View Weights Worksheet

The View Weights worksheet displays the strategy/intent for each of the channels and the weights for each of the MFP metrics. On this worksheet, you can view and edit weights to be used for item ranking within the Assortment Creation workbook.

Overriding the weights helps you to drive this assortment, but it does not change the default assignments for this class.

The revised weight percentages are used for item ranking in this Assortment Creation workbook and is a factor in the Assign to Cluster recommendation.

Figure 7–9 Set and View Weights Worksheet

	Brick & Mortar	Catalog	e-commerce
Strategy / Intent	Dominant / Grow	Dominant / Optimize	Dominant / Maintain
Pre-Defined Weight Sls Rtl			50.0%
Pre-Defined Weight Sls U	90.0%	60.0%	20.0%
Pre-Defined Weight Sls AUR			
Pre-Defined Weight GM Rtl	10.0%	40.0%	30.0%
Pre-Defined Weight GM %			
WP Weight Sls U	90.0%	60.0%	20.0%
WP Weight Sls Rtl			50.0%
WP Weight Sls AUR			
WP Weight GM Rtl	10.0%	40.0%	30.0%
WP Weight GM %			

The following table lists the measures available on this worksheet.

Table 7–4 Set and View Weights Worksheet Measures

Measure	Description
Strategy/ Intent	The default Strategy assigned for each of the channels for the class being planned for.
Pre-Defined Weight Sls Rtl	The default weight for Sales Retail based on the chosen strategy/intent for the store.
Pre-Defined Weight Sls U	The default weight for Sales Unit based on the chosen strategy/intent for the store.
Pre-Defined Weight Sls AUR	The default weight for Sales Average Unit Retail based on the chosen strategy/intent for the store.
Pre-Defined Weight GM Rtl	The default weight for Gross Margin Retail based on the chosen strategy/intent for the store.
Pre-defined Weight GM %	The default weight for Gross Margin Percent based on the chosen strategy/intent for the store.
WP Weight Sls U	The weight assigned to Sales Units in item ranking.
WP Weight Sls Rtl	The weight assigned to Sales Value in item ranking.
WP Weight Sls AUR	The weight assigned to Sales AUR in item ranking.

Table 7–4 (Cont.) Set and View Weights Worksheet Measures

Measure	Description
WP Weight GM Rtl	The weight assigned to Gross Margin in item ranking.
WP Weight GM %	The weight assigned to Gross Margin % in item ranking.

Describe and Plan Items Tab

On the Describe and Plan items tab, you can define the items that are to be carried in each cluster.

The following sections describe the worksheets available under the Describe and Plan items tab:

- Flow Eligibility Worksheet
- Define Item Attributes Worksheet
- Plan Item Performance Per Flow Worksheet
- Reconcile to Assortment Strategy Worksheet

Flow Eligibility Worksheet

The Flow Eligibility worksheet allows the user to define the first flow in which the item should be eligible for sale. By default, an item is assumed to be first eligible for sale in the first flow of the buying period and to be on sale at the regular price for the duration of the buying period. If you change the first eligible flow for an item, a validation is performed to ensure that the sum of weeks at regular price and weeks at the clearance price do not total more than the sum of weeks of the eligible flows. The user can only edit one of the three measures at a time.

For example, if you planned an item to start selling in Flow2, you should mark the first eligible flow for this item to be Flow2. Then the Tgt Nbr of weeks is automatically recalculated so that it matches the rest of the buying period starting from Flow2.

The Flow Eligibility worksheet sets up an ideal scenario which may or may not be met. For example, suppose the buying period has 3 flows, with respective lengths of 4 weeks, 4 weeks, and 5 weeks. Now, suppose you set the First Eligible Flow to Flow 2, and then set Tgt Nbr of Wks Reg and Tgt Nbr Wks Clr as 6 and 3, respectively. This is allowable since 6 + 3 = 9, and the sum of flows of 2 and 3 is also 9 weeks. When the Auto Assign to Cluster step is performed, suppose that the style-color is only selected for flow 3. Since flow 3 has only 5 weeks, then we cannot support 6 weeks at regular price and 3 weeks at clearance price. In this case, the behavior is to break down the 5 weeks on sale according to the ratio of Tgt Nbr Wks Reg and Tgt Nbr Wks Clr. This would lead to 3 weeks at regular price and 2 weeks at clearance price. To override this behavior, simply edit the Tgt Nbr of Wks measures and hit calculate to establish the actual numbers of weeks at regular and clearance price.

Figure 7–10 Flow Eligibility Worksheet

	First Eligible Flow	Tgt Nbr of Weeks @ Reg Price U	Tgt Nbr of Weeks @ Clearance U
0000001 Suede Loafer Black	Summer 2009 Flow 1	6	3
0000002 Suede Loafer Tobacco	Summer 2009 Flow 1	6	3
1000000 Suede Loafer Brown	Summer 2009 Flow 1	6	3
1000001 Suede Loafer Black	Summer 2009 Flow 1	6	3
1000002 Suede Loafer Tobacco	Summer 2009 Flow 1	6	3
200001 Leather Loafer	Summer 2009 Flow 1	6	3
1000003 Leather Loafer Tobacco	Summer 2009 Flow 1	6	3
1000004 Leather Loafer Black	Summer 2009 Flow 1	6	3
1000005 Leather Loafer Brown	Summer 2009 Flow 1	6	3
200002 Leather Tassel Loafer	Summer 2009 Flow 1	6	3
1000006 Leather Tassel Loafer Black	Summer 2009 Flow 1	6	3
1000007 Leather Tassel Loafer Brown	Summer 2009 Flow 1	6	3
200003 Leather Penny Loafer	Summer 2009 Flow 1	6	3
1000008 Leather Penny Loafer Black	Summer 2009 Flow 1	6	3

Table 7–5 Flow Eligibility Worksheet Measures

Measure	Description
First Eligible Flow	The first flow in the buying period for which style/color can be sold.
Tgt Nbr of Weeks @ Reg Price U	The number of weeks an item is on sale at regular price within the buying period. If an item is not assigned for a given eligible flow, then the target number of weeks may not be met.
Tgt Nbr of Weeks @ Clearance U	The number of weeks an item is on sale at clearance price within the buying period. If an item is not assigned for a given eligible flow, then the target number of weeks may not be met.

Define Item Attributes Worksheet

The Define Item Attributes worksheet is used to define all the attributes for each item in the buying period for which you are planning. This worksheet displays static attributes of each option in the assortment, such as fabric, color, style, seasonality, price tier, and size range, along with the cost and price attributes. You can maintain a regular price and one clearance price for the selling price. Additionally, you can maintain the cost price separately for the regular price cycle as well as the clearance cycle. This allows for incorporating any expected vendor support during the clearance cycle.

The Price Tier and Seasonality measures in this workbook can only be used for the placeholder positions, not the established (formalized) positions. Established positions should have the seasonality information loaded through the flat file and the price tier information loaded from a weekly calculation based on the most recent prices. The Price Tier and Seasonality measures are editable for placeholders items since this information would not have been available at the time the placeholders were created.

Carry Over Items

For any formalized items (including items that are carried over from a previous buying period), price and cost attributes are also brought into this worksheet and need to be confirmed for the current buying period.

Other attributes such as fabric, color, style, seasonality, and price tier are also copied over from actuals, including size range. These attributes are editable in this worksheet, but typically should be edited only for placeholder items. Size ranges defined for this class are available in a list selection for each style/color.

In addition to price and cost, the regular and clearance prices are also brought into this worksheet and need to be confirmed for the current buying period.

The lifecycle within this buying period also needs to be defined as Weeks @ Reg Price and Weeks @ Clearance. Lifecycle can also be derived from the values set in the Plan Item Performance worksheet.

Planning Action- Determine New Items

The **Determine New Items** option in the Planning Actions menu checks each item and determines which are the new items. It is based on whether history exists for each of the items at any of the stores. If no history exists, then those items are marked as new and all others are considered carryover. This measure is then used to differentiate which of these items should be considered in the assortment as a fresh item versus carryover items.

Adding Placeholder Items

Placeholder items are those for which confirmed style ID, attribute, price, and other information was not available when the assortment planning was performed, such as at six to nine months before the start of the buying period. The RPAS feature Dynamic Position Management (DPM) is used to add, modify, or delete placeholder items to be used in the assortment. Vendor and class are defined as part of DPM and cannot be edited from within the Define Item Attributes worksheet. All attributes for placeholder items, such as fabric, color, style, seasonality, price tier, size range, price, cost, and lifecycle, need to be defined for each placeholder item. Seasonality and Price-Tier need to be selected from a fixed list of values; all other attributes may be entered freely.

DPM allows you to add positions to the workbooks dynamically. Placeholders can be added, modified, or deleted at any time, and placeholder items can be formalized at any later time when relevant information becomes available.

For more information on DPM, please refer to the *Oracle Retail Predictive Application Server User Guide for the Classic Client* or the *Oracle Retail Predictive Application Server User Guide for the Fusion Client*.

Like Item Definition

A Like Item menu, displaying a list of formalized items brought into this workbook, is used to define an item as the like item for any of the items being planned. Once a like item is selected, you must use the **Seed from Like Item** option from the Planning Actions menu before this definition can be used.

Planning Action- Seed from Like Item

The **Seed from Like Item** option from the Planning Actions menu copies the performance of like items to the items in the Working Plan for each of the options where the **Seed** check box is selected. This impacts the performance data in the Actual

Performance worksheet, specifically the Sls U, Sls Rtl, GM Rtl, GM %, AUR and Active Str Cnt measures.

> **Note:** After the planning action is executed, the check box is automatically reset.

Formalizing Placeholder Items

Placeholder items need to be formalized through the RPAS back-end utility called updateDPMPositionStatus if you want to track the in-season performance of your assortment. Formalizing should only be performed after setting the style position name to be the same as that of the new style being defined. Placeholder items have to be formalized on the day before any actual data of the actual item is brought in to the workbook. If placeholders are not formalized before the actual data is brought in, it may not be possible to ever do it in the future.

Planning Action- Update Placeholder Status

The **Update Placeholder Status** option in the Planning Actions menu ensures that the newly created placeholder items have the correct status (placeholder, active, and so on). This has nothing to do with the RPAS DPM status (formal vs. informal), which can only be managed by the back-end utility updateDPMPositionStatus. The Update Placeholder Status planning action affects the appearance of placeholder positions in both the Assortment Creation and Buying Plan workbooks.

If no new the placeholders were created within the workbook, then commit the workbook. However, if new placeholder positions were created in the workbook, then you must use the Update Placeholder Status option to commit the workbook and update the status of the placeholder positions.

Figure 7–11 Define Item Attributes Worksheet

Define Item Attributes

	Color	Fabric	Seasonality	Price Tier	Like Item	Seed Data	Seed Item Attributes	Size Range	Mkdn %	FP Rtl Prc $	Clr Rtl Prc $	FP Cost Prc $	Clr Cost Prc $
4000 Casual	?	?	?	?	?			Men's Shc	70.0%	$57.44	$17.23	$25.85	$11.49
30000 Loafers	?	?	?	Better [30 < 70]	?			Men's Shc	70.0%	$39.40	$11.82	$17.74	$7.88
200000 Suede Loafer	?	Suede	?	Better [30 < 70]	?			Men's Shc	70.0%	$41.66	$12.50	$18.75	$8.33
0000000 Suede Loafer Brown	Brown	Suede	Fashion	Better [30 < 70]	1000000 Si			Men's Shc					
0000001 Suede Loafer Black	Black	Suede	sonal Basic	Better [30 < 70]	1000001 Si			Men's Shc					
0000002 Suede Loafer Tobacco	Tobacc	Suede	Basic	Better [30 < 70]	1000002 Si			Men's Shc					
1000000 Suede Loafer Brown	Brown	Suede	Fashion	Better [30 < 70]				Men's Shc	70.0%	$39.99	$12.00	$18.00	$8.00
1000001 Suede Loafer Black	Black	Suede	sonal Basic	Better [30 < 70]				Men's Shc	70.0%	$44.99	$13.50	$20.25	$9.00
1000002 Suede Loafer Tobacco	Tobacc	Suede	Basic	Better [30 < 70]				Men's Shc	70.0%	$39.99	$12.00	$18.00	$8.00
200001 Leather Loafer	?	Leather	?	Better [30 < 70]				Men's Shc	70.0%	$51.66	$15.50	$23.25	$10.33
1000003 Leather Loafer Tobacco	Tobacc	Leather	Fashion	Better [30 < 70]				Men's Shc	70.0%	$49.99	$15.00	$22.50	$10.00
1000004 Leather Loafer Black	Black	Leather	sonal Basic	Better [30 < 70]				Men's Shc	70.0%	$54.99	$16.50	$24.75	$11.00
1000005 Leather Loafer Brown	Brown	Leather	Basic	Better [30 < 70]				Men's Shc	70.0%	$49.99	$15.00	$22.50	$10.00
200002 Leather Tassel Loafer	Brown	Leather	?	Better [30 < 70]				Men's Shc	70.0%	$62.49	$18.75	$28.13	$12.50
1000006 Leather Tassel Loafer Black	Black	Leather	Fashion	Better [30 < 70]				Men's Shc	70.0%	$59.99	$18.00	$27.00	$12.00
1000007 Leather Tassel Loafer Brown	Brown	Leather	sonal Basic	Better [30 < 70]				Men's Shc	70.0%	$64.99	$19.50	$29.25	$13.00
200003 Leather Penny Loafer	Light Br	Leather	?	Better [30 < 70]				Men's Shc	70.0%	$62.49	$18.75	$28.13	$12.50
1000008 Leather Penny Loafer Black	Black	Leather	Basic	Better [30 < 70]				Men's Shc	70.0%	$64.99	$19.50	$29.25	$13.00
1000009 Leather Penny Loafer Lt Brown	Light Br	Leather	Fashion	Better [30 < 70]				Men's Shc	70.0%	$59.99	$18.00	$27.00	$12.00
300004 Leather Fringed Loafer	?	Leather	?	Good [< 30]				Men's Shc	70.0%	$19.99	$6.00	$9.00	$4.00

The following table lists the measures available on this worksheet.

Table 7–6 Define Item Attributes Worksheet Measures

Measure	Description
Price Tier	The price tier of each option. For placeholder items, select the price tier from the list.

Table 7–6 (Cont.) Define Item Attributes Worksheet Measures

Measure	Description
Seasonality	The seasonality of each option. For placeholder items, select the seasonality from the list of available values: Basic, Fashion, and Seasonal.
Size Range	The size range to which the item belongs. For placeholder items, select the size range from the list of all valid size ranges for this class. **Note**: The size range must be entered to apply size profiles in the Size Profile workbook.
Color	The color of the item.
Fabric	The fabric type of the item.
Like Item	Provides a list of available like items to assign to each option.
New Item	This check box is selected for items that were calculated from the Determine New Items planning action. The user can also select items to be considered new by selecting this check box.
Seed	Indicator for the Seed Like Item planning action to copy the performance measures of the like item for each planned option.
FP Rtl Prc $	The Retail Price (unit) of the item during the Regular Price period.
Mdkn %	Discount from Regular Price to Clearance (seeded from Assortment Strategy workbook).
Clr Rtl Prc $	Price in Retail during Clearance.
FP Cost Prc %	The Cost Price (unit) of the item during the Regular Price period.
Clr Cost Prc $	The Cost Price (unit) of the item during the Clearance period.
First Eligible Flow	The first flow in the buying period for which the style/color can be sold.
Tgt Nbr of Weeks @ Reg Price	Number of weeks the item is expected to sell at regular price (entered).
Tgt Nbr of Weeks @ Clearance	Number of weeks the item is expected to sell at clearance price.

Plan Item Performance Per Flow Worksheet

The Plan Item Performance Per Flow worksheet is used to plan the performance for each of the items for the assortment. On this worksheet the following are defined: the number of weeks each item sells in each of the flows, the number of weeks each option sells in the regular lifecycle, and the number of weeks each option sells in the clearance lifecycle. Additionally, Rate of Sale is defined for both the regular price and clearance periods. Thus, you can define the complete performance planned for the flow, for the assortment, and for each of the individual options contained in it.

If a given option is meant to be carried in multiple flows within the buying period, you should review the Assign To Cluster decisions for each of the flows. You should also review the number of weeks at regular price and clearance for each of the flows; typically, the first flow is entirely regular price and the last flow has some clearance weeks.

Plan Item Lifecycle at Each Cluster

At the cluster level, you may edit the rate of sale for each of the items, separately for regular price and for clearance sales for each of the flows. This would update the sales units for each cluster at regular price and clearance. Sales Retail, GM Retail, and GM % are calculated at each cluster. Based on the clusters to which each item is assigned, this impacts the total performance of the item, as viewable on the Define Item Attributes worksheet.

The following worksheet demonstrates how you may be able to work with a single item assigned for several clusters in a given flow. You may also pivot this view to see all the items assigned to a single cluster, which provides you with the ability to view the width of the assortment at each cluster.

Figure 7–12 Plan Item Performance Per Flow Worksheet

Plan Item Performance Per Flow

Buying Period | Cluster | Measure

all [Buying Period] A / Medium / Cold

	Mandatory	Sys Rec Assign To Cluster	Nbr of Weeks @ Reg Price	Nbr of Weeks @ Clearance	Avg Rate of Sls	Avg Rate of Sale U	WP Reg Sls U	FP Sell Thru %	WP Clr Sls U	WP Ttl Sls U	WP Reg Sls Rtl	WP Clr Sls Rtl	WP Ttl Sls Rtl	WP Gross Margin Rtl	WP Gross Margin %	Assign To Cluster
200000 Suede Loafer		✓	4	2	18.1	18.8	312	63.8%	177	489	$7.2	$1.6	$8.8	$4.5	51.1%	✓
0000000 Suede Loafer Brown		✓	3	1	18.0	18.0	54	75.0%	18	72						✓
0000001 Suede Loafer Black		✓	3	1	14.0	14.0	42	75.0%	14	56						✓
0000002 Suede Loafer Tobacco		✓	3	1	12.0	12.0	36	75.0%	12	48						✓
1000000 Suede Loafer Brown		✓	3	2	26.5	26.5	80	60.0%	53	133	$3.2	$0.6	$3.8	$2.0	51.4%	✓
1000001 Suede Loafer Black								0.0%								
1000002 Suede Loafer Tobacco		✓	6	3	19.1	20.0	101	55.7%	80	180	$4.0	$1.0	$5.0	$2.5	50.8%	✓
200001 Leather Loafer		✓	6	3	31.4	31.9	181	63.0%	106	287	$9.9	$1.7	$11.7	$6.0	51.7%	✓
1000003 Leather Loafer Tobacco								0.0%								
1000004 Leather Loafer Black		✓	6	3	31.4	31.9	181	63.0%	106	287	$9.9	$1.7	$11.7	$6.0	51.7%	✓
1000005 Leather Loafer Brown								0.0%								
200002 Leather Tassel Loafer		✓	6	3	20.8	21.9	231	58.4%	164	395	$14.4	$3.1	$17.5	$8.9	51.2%	✓
1000006 Leather Tassel Loafer Black		✓	6	3	20.9	21.5	120	61.8%	74	194	$7.2	$1.3	$8.5	$4.4	51.6%	✓
1000007 Leather Tassel Loafer Brown		✓	6	3	20.8	22.4	111	55.1%	90	201	$7.2	$1.8	$9.0	$4.6	50.7%	✓
200003 Leather Penny Loafer		✓	5	3	25.9	26.0	230	63.2%	134	364	$14.2	$2.5	$16.7	$8.6	51.8%	✓
1000008 Leather Penny Loafer Black		✓	3	2	27.3	27.3	82	60.0%	55	137	$5.3	$1.1	$6.4	$3.3	51.4%	✓
1000009 Leather Penny Loafer Lt Brown		✓	6	3	25.1	25.3	148	65.1%	80	228	$8.9	$1.4	$10.3	$5.4	52.0%	✓

Product

The following table lists the measures available on this worksheet. All of these measures are applicable to a specific cluster and flow; these should be maintained for each of the defined flows.

Table 7–7 Plan Item Performance Per Flow Worksheet Measures

Measure	Description
Mandatory	Use this measure to assign the item as a mandatory item for this cluster. Note: The item must be eligible for the given flow for the Mandatory flag to be respected.
Sys Rec Assign To Cluster	Indicates the planning action recommended this item to be assigned for this cluster.
Nbr of Weeks @ Reg Price	Number of weeks this item is expected to sell at regular price within this cluster for this flow.
Nbr of Weeks @ Clearance	Number of weeks this item is expected to sell at clearance within this cluster for this flow.
Avg Rate of Sls @ Reg Price	Units per store per week the item is expected to sell at regular price.
Avg Rate of Sls @ Clearance	Units per store per week the item is expected to sell at clearance.
Avg Rate of Sale	The average rate of sale for the item.
Avg Rate of Sale U	The calculated average Rate of Sale for the item.

Table 7–7 (Cont.) Plan Item Performance Per Flow Worksheet Measures

Measure	Description
WP Reg Sls U	Total Units the item is expected to sell at regular price, based on the number of weeks on sale and the Rate of Sale.
WP Clr Sls U	Total Units the item is expected to sell at clearance.
WP Ttl Sls U	Total Units the item is expected to sell during the lifecycle.
WP Reg Sls Rtl	Total Sales Value for the item at regular price, based on the planned Unit Sales and the regular price.
WP Clr Sls Rtl	Total Sales Value for the item at clearance, based on the planned Unit Sales and the regular price.
WP Ttl Sls Rtl	Total Sales Retail for the item during the entire flow, including regular price and clearance.
WP Gross Margin Rtl	Total GM in Retail for the item during this flow, including regular price and clearance.
WP Gross Margin %	GM % for the item during this flow, including regular price and clearance. This is based on the GM Rtl and the Sales Rtl.
Assign to Cluster	Indicates which options have been assigned to each of the clusters. You can manually adjust this measure, but ensure that all the flows for which the item is assigned are consecutive and that the item's flow eligibility setting still adheres to the actual assigned flows.

Reconcile to Assortment Strategy Worksheet

This worksheet allows you to compare the actual results in the Assortment Creation workbook to the expected results from the Assortment Strategy workbook. This is especially useful for comparing the actual number of options to the expected number of options.

Figure 7–13 Reconcile to Assortment Strategy Worksheet

The following table lists the measures available on this worksheet.

Table 7–8 Reconcile to Assortment Strategy Worksheet Measures

Measure	Description
AC Number of Total Options diff to Strat Options	The difference in number of total options between the Assortment Creation and Assortment Strategy plans.

Table 7–8 (Cont.) Reconcile to Assortment Strategy Worksheet Measures

Measure	Description
AC Number of New Options diff to Strat Options	The difference in number of new options between the Assortment Creation and Assortment Strategy plans.
AC Number of Carry Over Options diff to Strat Options	The difference in number of carry over options between the Assortment Creation and Assortment Strategy plans.
Nbr of Options	The total number of options required for each cluster in the flow, based on Assortment Strategy.
AC Total Options	The number of total items assigned to each cluster in the flow.
New Options	The total number of new options required for each cluster in the flow, based on the Assortment Strategy.
AC New Options	The number of new items assigned to the cluster in the flow.
Carry Over U	The total number of carry over options required for each cluster in the flow, based on the Assortment Strategy.
AC Carry Over Options	The number of carry over items assigned to the cluster in the flow.

View Actual Performance at Cluster Tab

The following section describes the worksheet available under the View Actual Performance @ Cluster tab:

- Item Ranking Worksheet
- Reconcile to Assortment Strategy Worksheet
- Actual Performance Worksheet

Item Ranking Worksheet

This worksheet allows the user to see how an item ranks within a given vendor based on a weighted index to average. The weights are defined in the View Weights tab. The indices are based on the TY performance measures in the Item Ranking worksheet. Rankings are by seasonality, price tier, cluster, and flow.

Figure 7–14 Item Ranking Worksheet

		TY Sls Index to Avg Rtl	TY Sls Index to Avg U	TY Sls Index to Avg AUR	TY GM Index to Avg Rtl	TY GM Index to Avg %	TY Comb'd Index to Avg U	TY CO Item Rank U	TY New Item Rank U
10008 Bostonian	0000000 Suede Loafer Brown								
	0000001 Suede Loafer Black								
	0000002 Suede Loafer Tobacco								
	0000026 Rugged Outback Wheat Waterproof Brown								
	1000026 Rugged Outback Wheat Waterproof Boot Brown	1.00	1.00	1.00	1.00	1.00	1.00	1	
91007 Ely Bauer	1000010 Leather Fringed Loafer Black								
	1000011 Leather Fringed Loafer Brown	0.99	0.99	1.00	0.83	0.84	0.97	3	
	1000012 Leather Fringed Loafer Tobacco								
	1000013 Leather Mocassin Brown								
	1000014 Leather Mocassin Black	1.01	1.01	1.00	0.92	0.91	1.00	2	
	1000015 Leather Mocassin Tobacco								
	1000016 Stretch Loafer Blue								
	1000017 Stretch Loafer Black	1.00	1.00	1.00	1.25	1.25	1.02	1	

The following table lists the measures available on this worksheet.

Table 7–9 Item Ranking Worksheet Measures

Measure	Description
TY Sls Index to Avg Rtl	The index to average Sales Retail.
TY Sls Index to Avg U	The index to average Sales Units.
TY Sls Index to Avg AUR	The index to average Sales Average Unit Retail.
TY GM Index to Avg Rtl	The index to average Gross Margin Retail.
TY GM Index to Avg %	The index to average Gross Margin Percent.
TY Comb'd Index to Avg U	Combined score of each item based on the weights for each channel.
TY Item Rank U	Ranking for this item within this cluster based on the combined index of performance measures.

Reconcile to Assortment Strategy Worksheet

This worksheet allows the user to compare the actual results in the Assortment Creation workbook to the expected results from the Assortment Strategy workbook. This is especially useful for comparing the actual number of options to the expected number of options.

Figure 7–15 Reconcile to Assortment Strategy Worksheet

The following table lists the measures available on this worksheet.

Table 7–10 Reconcile to Assortment Strategy Worksheet Measures

Measure	Description
AC Number of Total Options diff to Strat Options	The difference in number of total options between the Assortment Creation and Assortment Strategy plans.
AC Number of New Options diff to Strat Options	The difference in number of new options between the Assortment Creation and Assortment Strategy plans.
AC Number of Carry Over Options diff to Strat Options	The difference in number of carry over options between the Assortment Creation and Assortment Strategy plans.
Nbr of Options	The total number of options required for each cluster in the flow, based on Assortment Strategy.
AC Total Options	The number of total items assigned to each cluster in the flow.
New Options	The total number of new options required for each cluster in the flow, based on the Assortment Strategy.
AC New Options	The number of new items assigned to the cluster in the flow.
Carry Over U	The total number of carry over options required for each cluster in the flow, based on the Assortment Strategy.
AC Carry Over Options	The number of carry over items assigned to the cluster in the flow.

Actual Performance Worksheet

The Actual Performance worksheet is used to analyze the actual performance of each item that drives the Assign to Cluster decisions.

This worksheet displays the list of options available for this assortment, and includes formalized items as well as placeholders added to this class.

All the metrics in this worksheet are read-only. You may use this worksheet to manually override the Assign to Cluster recommendation from the system.

Planning Action- Auto-Set Assign to Cluster Status

The Auto-Set Assign to Cluster option in the Planning Actions menu provides recommendations based on the item rank within each intersection.

The selection of options is based on item ranking, which in turn is based on combined Index to Average - Sales Retail, Sales U, Sales AUR, Gross Margin Retail, and Gross Margin % measures. Rankings are evaluated for each price tier and for seasonalities, taking into account the targets as determined in the Assortment Strategy workbook.

The combined Index-to-Average, and hence the item ranking for placeholders are based on the like items assigned.

You may manually set certain items as mandatory by enabling the Mandatory check box, which forces the item to be added to the assortment. This results in some items moving from an Assign recommendation to a Not-Assign recommendation, so that the total count matches the assortment strategy objective of number of options.

In order to meet the assortment strategy targets, this calculation uses only items marked as new to fill the number of new items and carry over items for the number of carry over items for each flow, as per the Assortment Strategy workbook.

This calculation attempts to assign options for each flow, and the action ensures that the item is assigned to continuous flows, which can result in a disparity between the expected number of items assigned and the actual number assigned. In the event that you have an insufficient number of options to meet targets, you may have to add more placeholder items. You can either execute this planning action again or manually assign placeholders to fill the gaps in the assortment.

Figure 7–16 Actual Performance Worksheet

		TY Sls Avg Per Str/Wk Rtl	TY Sls Avg Per Str/Wk U	TY Sls Avg Per Str/Wk AUR	TY GM Avg Per Str/Wk Rtl	TY GM Avg Per Str/Wk %	Mandatory	Sys Rec Assign To Cluster	Assign To Cluster
0000000 Suede Loafer Brown	A	$0.4	9	$39.99	$0.3	74.1%		✓	✓
	B	$0.4	9	$39.99	$0.3	74.1%			
	C	$0.4	9	$39.99	$0.3	74.1%			
	Catalog	$0.4	11	$39.99	$0.3	74.1%			
	e-commerce	$0.4	9	$39.99	$0.3	74.1%			
0000001 Suede Loafer Black	A	$0.5	10	$44.99	$0.3	74.2%		✓	✓
	B	$0.4	9	$44.99	$0.3	74.2%			
	C	$0.4	9	$44.99	$0.3	74.2%			
	Catalog	$0.5	11	$44.99	$0.4	74.2%			
	e-commerce	$0.5	11	$44.99	$0.4	74.2%			
0000002 Suede Loafer Tobacco	A	$0.4	10	$39.99	$0.2	62.5%		✓	✓
	B	$0.4	9	$39.99	$0.2	62.5%			
	C	$0.3	9	$39.99	$0.2	62.5%			
	Catalog	$0.4	9	$39.99	$0.2	62.5%			
	e-commerce	$0.3	8	$39.99	$0.2	62.5%			
0000026 Rugged Outback Wheat Waterproof Boot Brown	A	$0.2	10	$20.00	$0.1	72.3%			
	B	$0.2	9	$20.00	$0.1	72.3%			
	C	$0.2	8	$20.00	$0.1	72.3%			
	Catalog	$0.2	10	$20.00	$0.1	72.3%			
	e-commerce	$0.2	9	$20.00	$0.1	72.3%			
0000027 Commuter Boot Black	A	$0.2	10	$20.00	$0.1	36.8%			
	B	$0.2	9	$20.00	$0.1	36.8%			

The following table lists the measures available on this worksheet.

Table 7–11 Actual Performance Worksheet Measures

Measure	Description
TY Sls Avg Per Str/Wk U	Sales Units of this item expressed as an Average Per Store within the cluster.
TY Sls Avg Per Str/Wk AUR	The Sales AUR of this item across all the stores in the cluster.

Table 7–11 (Cont.) Actual Performance Worksheet Measures

Measure	Description
TY Sls Avg Per Str/Wk Rtl	Sales Retail of this item expressed as an Average Per Store within the cluster.
TY GM Avg Per Str/Wk Rtl	The historical Average Per Store and Week Gross Margin Retail.
TY GM Avg Per Str/Wk %	The historical Average Per Store and Week Gross Margin percent.
Assign To Cluster	Indicator that shows this item has been assigned to certain clusters. Besides setting the Mandatory option, the planner can also manually assign any of the items to any of the clusters using this check box.
Mandatory	Indicator that the planner used to force this item to be assigned to certain clusters.
Sys Rec Assign To Cluster	Indicator that the planning action recommended this item to be assigned to certain clusters. This could have been based on the Item Ranking and/or based on the Mandatory assignment described above.

Review Assortment Tab

The Review Assortment tab is used to review the breadth of the assortment by reviewing different attributes and also to compare the assortment with the strategic objectives as defined in the Assortment Strategy workbook.

The following sections describe the worksheets available under the Review Assortment tab:

- Review Assortment Wedge Worksheet
- Attribute Analysis Worksheet
- Reconcile to Assortment Strategy Worksheet
- Reconcile to Assortment Strategy (Graph) Worksheet

Review Assortment Wedge Worksheet

The Review Assortment Wedge worksheet allows you to view the item eligibility (or ranging) across clusters. You can view options assigned to each cluster as well as the planned Sales Units, Sales Value, and other measures for each of the flows. This helps you evaluate the breadth and depth of the assortment before finalizing it. You can manually make changes to the assortment while viewing this worksheet.

Figure 7–17 Review Assortment Wedge Worksheet

		Mandatory	Sys Rec Assign To Cluster	Assign To Cluster	First Eligible Flow	Nbr of Weeks @ Reg Price	Nbr of Weeks @ Clearance	Avg Rate of Sls	Avg Rate of Sale U	WP Reg Sls U	WP Clr Sls U	WP Ttl Sls U	WP Reg Sls Rtl	WP Clr Sls Rtl	WP Ttl Sls Rtl	WP Gross Margin Rtl	WP Gross Margin %
1000000 Suede Loafer Brown	A		✓	✓		4		2.8	0.9	83		83	$3.3		$3.3	$1.8	55.0%
	B		✓	✓		4		2.8	1.2	1,120		1,120	$44.8		$44.8	$24.6	55.0%
	C		✓	✓		4		2.8	1.3	441		441	$17.6		$17.6	$9.7	55.0%
	Catalog							3.4									
	e-commerce							3.0									
1000001 Suede Loafer Black	A		✓	✓		4		2.8	1.2	218		218	$9.8		$9.8	$5.4	55.0%
	B		✓	✓		4		2.8	1.3	768		768	$34.5		$34.5	$19.0	55.0%
	C		✓	✓		4	1	2.7	1.1	412	3	414	$18.5	$0.0	$18.6	$10.2	54.9%
	Catalog		✓	✓		4		3.1	1.4	12		12	$0.6		$0.6	$0.3	55.0%
	e-commerce		✓	✓		4		3.6	1.6	15		15	$0.7		$0.7	$0.4	55.0%
1000002 Suede Loafer Tobacco	A		✓	✓		4		4.9	1.5	210		210	$8.4		$8.4	$4.6	55.0%
	B		✓	✓		4	1	2.7	1.2	751	74	825	$30.0	$0.9	$30.9	$16.8	54.4%
	C		✓	✓		4		2.8	1.1	360		360	$14.4		$14.4	$7.9	55.0%
	Catalog		✓	✓		4		2.8	1.3	11		11	$0.5		$0.5	$0.2	55.0%
	e-commerce							2.8									
1000003 Leather Loafer Tobacco	A		✓	✓		4		2.8	1.2	57		57	$2.8		$2.8	$1.6	55.0%
	B		✓	✓		4		2.8	0.9	162		162	$8.1		$8.1	$4.5	55.0%
	C		✓	✓		4		2.8	1.1	123		123	$6.1		$6.1	$3.4	55.0%
	Catalog		✓	✓		4		3.4	1.5	14		14	$0.7		$0.7	$0.4	55.0%
	e-commerce		✓	✓		3	1	3.0	3.0	9	3	12	$0.4	$0.0	$0.5	$0.3	53.0%
1000004 Leather Loafer Black	A		✓	✓		4		2.8	1.1	144		144	$7.9		$7.9	$4.3	55.0%
	B		✓	✓		4	1	2.8	1.1	328	52	380	$18.0	$0.9	$18.9	$10.2	54.0%
	C		✓	✓		4	1	2.7	1.5	421	42	463	$23.1	$0.7	$23.8	$13.0	54.4%
	Catalog							3.1									
	e-commerce							3.6									
1000005 Leather Loafer Brown	A		✓	✓		4		2.9	1.3	54		54	$2.7		$2.7	$1.5	55.0%
	B		✓	✓		4		2.7	0.3	30		30	$1.5		$1.5	$0.8	55.0%
	C		✓	✓		3	1	2.8	2.1	238	50	288	$11.9	$0.8	$12.6	$6.8	53.7%
	Catalog							2.8									
	e-commerce		✓	✓		4		2.8	1.3	11		11	$0.6		$0.6	$0.3	55.0%

The following table lists the measures available on this worksheet.

Table 7–12 Review Assortment Wedge Worksheet Measures

Measure	Description
Assign To Cluster	Indicates that the item belongs to the assortment for the given cluster and flow.
Avg Rate of Sale U	The calculated average Rate of Sale of the item.

Table 7–12 (Cont.) Review Assortment Wedge Worksheet Measures

Measure	Description
Avg Rate of Sls @ Clearance	The expected average Rate of Sale for the item at clearance price.
Avg Rate of Sls @ Reg Price	The expected average Rate of Sale for the item at regular price.
First Eligible Flow	The first flow in the buying period for which the style/color can be sold.
Mandatory	Indicates that the item must be assigned to the cluster and flow when the Auto-set Assign to Cluster option from the Planning Actions menu is run.
Nbr of Weeks @ Clearance	The number of weeks an item is on sale at clearance price within the given flow.
Nbr of Weeks @ Reg Price	The number of weeks an item is on sale at regular price within the given flow.
Sys Rec Assign To Cluster	Indicates that the item is selected for assignment to the cluster and flow by the Auto-set Assign to Cluster option in the Planning Actions menu.
WP Clr Sls Rtl	The clearance Sales Retail for the given cluster and flow.
WP Clr Sls U	The clearance Sales Units for the given cluster and flow.
WP Gross Margin %	The Gross Margin percent for the given cluster and flow.
WP Gross Margin Rtl	The Gross Margin Retail for the given cluster and flow.
WP Reg Sls Rtl	The regular Sales Retail for the given cluster and flow.
WP Reg Sls U	The regular Sales Units for the given cluster and flow.
WP Ttl Sls Rtl	The total Sales Retail for the given cluster and flow.
WP Ttl Sls U	The total Sales Units for the given cluster and flow.

Attribute Analysis Worksheet

The Attribute Analysis worksheet is used to slice and dice the performance metrics to review the assortment.

In this worksheet, you may take advantage of the dimension splitting feature that lets you analyze the assortment in different ways. For example, if the assortment planning until this point had been using the cluster/vendor/seasonality/price tier as its basis, you may now want to break it up and analyze the assortment further based on other attributes such as fabric, color, silhouette, and so on.

Figure 7–18 Attribute Analysis Worksheet

In addition to the default layout of this worksheet, you can use dimension splitting to analyze the assortment in multiple different ways.

The following table lists the measures available on this worksheet. This worksheet is organized by clusters and options for each of the flows.

Table 7–13 Attribute Analysis Worksheet Measures

Measure	Description
AC Total Options	The number of total items assigned to each cluster in the flow.
Sys Rec Assign To Cluster	Indicates that the item is selected for assignment to this cluster and flow by the Auto-Set Assign to Cluster option in the Planning Actions menu.
TY Gross Margin %	Gross Margin as percentage of Sales Rtl at this intersection.
TY Gross Margin Rtl	Total Sales - Total Cost of the item at this intersection.
TY Item Cnt U	The historical number of total items in the cluster.

Table 7–13 (Cont.) Attribute Analysis Worksheet Measures

Measure	Description
TY Item Rank U	The ranking of the item based on the Combined Index to Average within its vendor for the current, price tier, seasonality, and cluster.
TY Sls AUR	The historical sales Average Unit Retail.
TY Sls Rtl	The historical Sales Retail.
TY Sls U	The historical Sales Units.
WP Gross Margin %	Gross Margin % planned for this cluster, from this option.
WP Gross Margin Rtl	Total Gross Margin planned for this cluster, from this option.
WP Sls AUR	Total Sales AUR planned for this cluster, from this option.
WP Ttl Sls Rtl	Total Sales Retail planned for this cluster, from this option.
WP Ttl Sls U	Total Sales Units planned for this cluster, from this option.

Reconcile to Assortment Strategy Worksheet

The Reconcile to Assortment Strategy worksheet is used to compare the current assortment to the one defined in the Assortment Strategy workbook. If the assortment is exactly aligned to the Assortment Strategy workbook, the difference in count is zero. You can review the difference and choose to leave it that way.

It is recommended that you use exception formatting to highlight negative differences as well as positive differences. You can also use exception formatting on the Wp Item Count measure to highlight gaps (Item Count = 0) in the assortment as well as being over-assorted.

When you have reviewed this worksheet, you can return to the Plan Item Performance worksheet if you need to make changes to the assignments for each cluster and flow.

Figure 7–19 Reconcile to Assortment Strategy Worksheet

The following table lists the measures available on this worksheet.

Table 7–14 Reconcile to Assortment Strategy Worksheet Measures

Measure	Description
New Options	The total number of new options required for each cluster in the flow, based on Assortment Strategy.
Carry Over U	The total number of carry over options assigned to the cluster for this flow, based on Assortment Strategy.
Nbr of Options	The total number of options assigned to the cluster for this flow, including new and carry over, based on Assortment Strategy.

Table 7–14 (Cont.) Reconcile to Assortment Strategy Worksheet Measures

Measure	Description
AC Number of Total Options diff to Strat Options	The difference in number of total options between the Assortment Creation and Assortment Strategy plans.
AC New Options	The number of new items assigned to the cluster for the flow.
AC Number of New Options diff to Strat Options	The difference in number of new options between the Assortment Creation and Assortment Strategy plans.
AC Carry Over Options	The number of carry over items assigned to the cluster for this flow.
AC Number of Carry Over Options diff to Strat Options	The difference in number of carry over options between the Assortment Creation and Assortment Strategy plans.
AC Total Options	The number of total items assigned to each cluster in the flow.

Reconcile to Assortment Strategy (Graph) Worksheet

The Reconcile to Assortment Strategy (Graph) worksheet is used to compare the current assortment to the one defined in the Assortment Strategy workbook in a graphical view.

Figure 7–20 Reconcile to Assortment Strategy (Graph) Worksheet

Planning Action- Update Placeholder Status

This action ensures that newly created placeholder items have the correct status (placeholder, active, and so on). The Update Placeholder Status planning action affects the appearance of placeholder positions in both the Assortment Creation and Buying Plan activities.

Note: If no new placeholders were created within the activity, then you can use the standard Commit option in the File menu. However, if new placeholder positions were created in the activity, then you must use the Update Placeholder Status planning action to commit the activity and update the status of the placeholder positions.

8

Buying Plan Workbook

The Buying Plan workbook supports the buy planning process starting from the list of options per cluster derived in the Assortment Creation workbook. The output of this workbook is a sales and receipt plan by channel/week that can be used to initiate the item planning process and a receipt plan by store/week for each option.

Assortment Planning provides the ability to compute the SKU-level sales flow and receipt flow as described in the Size Profiling workbook.

Optionally, sales plans and/or receipt plans may be exported to execution systems at the option level after the buy plan has been approved to the Current Plan (Cp).

Figure 8–1 Buy Planning Process Flow for Pre-Season

In season, the Buying Plan workbook can be used for the following:

- Accept new cluster definitions due to stores shifting clusters.
- Compare sales to the demand forecast from an external system such as Oracle Retail Demand Forecasting.
- Identify open-to-receive opportunities.

> **Note:** The Assortment Planning solution is expected to provide only basic In Season analysis. The recommended for In Season analysis is Oracle Retail Item Planning.

The Buying Plan workbook contains the following tabs:

- Describe and Plan Items Tab
- Item Plan by Week/Cluster Tab
- Reconciliation and Analysis Tab

- Approve to CP Tab
- Accept New Store to Cluster Mapping (In Season) Tab

Planning Actions

The following planning actions are available in the Buying Plan workbook from the Planning Actions menu:

- **Generate Weekly Sales Plan**

  This action calculates sales units for each of the weeks in the Buying Plan based on a selected sales curve, the start selling week, and on the sum of regular and clearance sales units for the given buying period.

- **Calculate Receipt Flow**

  This action calculates receipts by week based on the sales plan and receipts, presentation parameters such as Minimum Presentation Stock, Safety Stock, Packsize, Delivery Frequency, and Receipt Lead Time.

- **Round Sales and Receipts**

  This action rounds sales units and receipts units to the nearest multiple of the item's pack size. This is only necessary if the generated Sales and Receipt values have been manually edited.

- **Approve to Cp**

  This action marks the entire assortment as approved. Internally, it populates the Cp versions of Sales U, Sales Retail, Gross Margin, Retail, and so on, with the current Wp counterparts. After the plan is approved to Cp, the outputs may then be exported to external systems such as Allocation and Item Planning.

- **Update Store to Cluster Mapping (In Season)**

  This action updates the existing clusters within the Buy Planning workbook based on the latest cluster assignments. Subsequent calculations of Sales and Receipts flow is based on the new cluster definitions.

Buying Plan Wizard

To open a Buying Plan workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning Setup tab, select **Buying Plan** and click **OK**.

Figure 8–2 Creating a New Buying Plan Workbook

3. The Buying Plan Workbook Wizard appears. In the Select a Product area of the screen, select the products you want to examine. This step of the wizard brings up the list of options selected for this assortment. At this point, any of the options that are assigned to any one of the clusters for any one flow is brought in to the Buy Plan workbook, including formalized and placeholder items. Select the products you want to examine and click **Next**.

Figure 8–3 Buying Plan Workbook Wizard - Select a Product Screen

4. The Select a Buying Period screen appears. Select the period you want to create the Buy Plan for, and click **Finish**.

Figure 8–4 Buying Plan Workbook Wizard - Select a Buying Period Screen

The Buying Plan workbook is built.

Describe and Plan Items Tab

The Describe and Plan Items tab contains worksheets that help you to define the lifecycle parameters for each item at the cluster level, which drive the sales flow and the receipt flow calculations.

The following sections describe the worksheets available under the Describe and Plan Items tab:

- Flow Eligibility Worksheet
- Define Item Attributes Worksheet
- Plan Item Performance Per Flow Worksheet
- Review Available Week Curves Worksheet
- Reconcile to Assortment Strategy Worksheet

Note: The first four worksheets are similar to what's available in the Assortment Creation workbook. This step gives the planner the ability to (at a later time) refine the assortment further without having to re-do the assortment-creation step all over again.

Flow Eligibility Worksheet

The Flow Eligibility worksheet allows the user to define the first flow in which the item should be eligible for sale. This worksheet is similar to the Flow Eligibility worksheet present in Assortment Creation workbook, except that the user can define the specific week for the first flow in this worksheet. This functionality is not available in the in the Assortment Creation workbook.

By default, an item is assumed to be first eligible for sale in the first flow of the buying period and to be on sale at the regular price for the duration of the buying period. If you change the first eligible flow for an item, a validation is performed to ensure that the sum of weeks at regular price and weeks at the clearance price do not total more than the sum of weeks of the eligible flows. The user can only edit one of the three measures at a time.

Figure 8–5 Flow Eligibility Worksheet

	First Eligible Flow	Tgt Nbr of Weeks @ Reg Price U	Tgt Nbr of Weeks @ Clearance U
0000000 Suede Loafer Brown	Summer 2009 Flow 1	6	3
0000001 Suede Loafer Black	Summer 2009 Flow 1	6	3
0000002 Suede Loafer Tobacco	Summer 2009 Flow 1	6	3
0000026 Rugged Outback Wheat Waterproof Boot Brown	Summer 2009 Flow 1	6	3
0000027 Commuter Boot Black	Summer 2009 Flow 1	6	3
0000028 Commuter Boot Dk Brown	Summer 2009 Flow 1	6	3
1000000 Suede Loafer Brown	Summer 2009 Flow 1	6	3
1000001 Suede Loafer Black	Summer 2009 Flow 1	6	3
1000002 Suede Loafer Tobacco	Summer 2009 Flow 1	6	3
1000003 Leather Loafer Tobacco	Summer 2009 Flow 1	6	3
1000004 Leather Loafer Black	Summer 2009 Flow 1	6	3
1000005 Leather Loafer Brown	Summer 2009 Flow 1	6	3
1000006 Leather Tassel Loafer Black	Summer 2009 Flow 1	6	3
1000007 Leather Tassel Loafer Brown	Summer 2009 Flow 1	6	3
1000008 Leather Penny Loafer Black	Summer 2009 Flow 1	6	3
1000009 Leather Penny Loafer Lt Brown	Summer 2009 Flow 1	6	3
1000010 Leather Fringed Loafer Black	Summer 2009 Flow 1	3	2

The following table lists the measures available on this worksheet.

Table 8–1 Flow Eligibility Worksheet Measures

Measure	Description
First Eligible Flow	The first flow in the buying period for which style/color can be sold.
Tgt Nbr of Weeks @ Reg Price U	The number of weeks an item is on sale at regular price within the buying period. If an item is not assigned for a given eligible flow, then the target number of weeks may not be met.
Tgt Nbr of Weeks @ Clearance U	The target number of weeks an item is on sale at clearance price within the buying period. If an item is not assigned for a given flow, then the target number of weeks may not be met.

Define Item Attributes Worksheet

The Define Item Attributes worksheet is used to define item attributes that drive the weekly sales and receipt flow. This worksheet is built with the list of options from the Assortment Planning workbook.

Lifecycle parameters need to be entered in this worksheet for every option that are carried during this buying period. Selling Start-Week is seeded from the first flow to which each option is assigned. You may override this by selecting from a list of values that contains each of the weeks in the buying period. If the start date is selected as one week before the start of the buying period, the calculation treats it as if the start sell date is the start of the buying period.

Planning Action- Generate Weekly Sales Plan

The Generate Weekly Sales Plan option in the Planning Actions menu creates the sales flow based on the lifecycle curves selected.

Note that the check box for Seed Weekly Sales measure must be selected prior to running this custom menu option.

If you were introducing new items that cannot be mapped to a like item, you may use standard lifecycle curves to seed the Sales flow. It is possible to select one lifecycle curve from the curve library for this class and buying period by selecting at an aggregate level.

If a like item has been defined in the Assortment Creation workbook, the same is imported at the time of workbook creation. If a like item mapping is used, the sales curve of the like item from LY is used as the basis for the Sales Curve.

The selected curves define how sales is distributed over time. The volume of sales is derived based on the number of weeks each option is on sale at Regular Price and at Clearance.

If an item is to be seeded, meaning that the Seed Sales boolean is checked, but no sales curves have been assigned and the item does not have an assigned like item, then the item's LY curve is used for seeding.

This calculation starts with the Sales Units for the Regular Price Sales and Clearance Sales at each of the clusters. It then breaks down the total sales for each lifecycle into weeks based on the selected Week Curves from the Curve Library or from the selected item. Sales and Receipts are assumed to be equal for each Store within each cluster. This should only compute the Sales Plan for future weeks, while In Season.

Planning Action- Calculate Receipt Flow

The Calculate Receipt Flow option in the Planning Actions menu creates the Receipt Flow based on the Sales Flow, receipt parameters (safety stock, presentation stock, delivery frequency, lead time, and so on), and the Initial Allocation % (only if space was used to determine the number of options in Assortment Strategy).

Figure 8–6 Define Item Attributes Worksheet

Define Item Attributes

	Selling Start Week	Tgt Nbr of Weeks @ Reg Price U	Tgt Nbr of Weeks @ Clearance U	Like Item	Selected Sls Curve	Presentation Min Qty	Pre-Pack Size	Seed Weekly Sales	Flow Receipts	First Eligible Flow
0000000 Suede Loafer Brown	04/25/2009	6	3	1000000 Suede Loafer Brown	Regular / NOS		1			Summer 2009 Flow 1
0000001 Suede Loafer Black	04/25/2009	6	3	1000001 Suede Loafer Black	Regular / NOS		1			Summer 2009 Flow 1
0000002 Suede Loafer Tobacco	04/25/2009	6	3	1000002 Suede Loafer Tobacco	Regular / NOS		1			Summer 2009 Flow 1
0000026 Rugged Outback Wheat Waterproof Boot Brown		6	3	1000026 Rugged Outback Wheat	Regular / NOS		1			Summer 2009 Flow 1
0000027 Commuter Boot Black		6	3	1000027 Commuter Boot Black	Regular / NOS		1			Summer 2009 Flow 1
0000028 Commuter Boot Dk Brown		6	3	1000028 Commuter Boot Dk Brov	Regular / NOS		1			Summer 2009 Flow 1
1000000 Suede Loafer Brown	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000001 Suede Loafer Black	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000002 Suede Loafer Tobacco	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000003 Leather Loafer Tobacco	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000004 Leather Loafer Black	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000005 Leather Loafer Brown	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000006 Leather Tassel Loafer Black	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000007 Leather Tassel Loafer Brown	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000008 Leather Penny Loafer Black	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000009 Leather Penny Loafer Lt Brown	?	6	3		Regular / NOS		1			Summer 2009 Flow 1
1000010 Leather Fringed Loafer Black	04/25/2009	3	2		Regular / NOS		1			Summer 2009 Flow 1
1000011 Leather Fringed Loafer Brown	?	3	2		Regular / NOS		1			Summer 2009 Flow 1
1000012 Leather Fringed Loafer Tobacco	04/25/2009	3	2		Regular / NOS		1			Summer 2009 Flow 1
1000013 Leather Moccasin Brown	?	3	2		Regular / NOS		1			Summer 2009 Flow 1

The following table lists the measures available on this worksheet.

Table 8–2 Define Item Attributes Worksheet Measure

Measure	Description
Selling Start Week	The week at which each of the options go on sale for this buying period. If you assign a Start-sell date for the option, the same is used as the Start-sell date for the option at each of the clusters.
Tgt Nbr of Weeks @ Reg Price U	Planned number of weeks for each option at regular price, for the entire buying period across all flows.
Tgt Nbr of Weeks @ Clearance U	Planned number of weeks for each option at clearance, for the entire buying period across all flows.
Like Item	Like item assigned in Assortment Creation, which may be overridden here in this worksheet.
Selected Sls Curve	Use this option to select one of the available lifecycle curves for the Regular Sales duration. This curve is then be used to spread the regular price sales for the entire buying period into the planned weeks at regular price.
Presentation Min Qty	The number of units of each option that must be on display at any point in time till the option enters its exit date.
Prepack Size	The minimum pack size the option is bought at. This attribute is used to ensure the receipt flows planned are achievable.
Seed Weekly Sales	Use this check box to identify the options whose sales flow need to be derived based on selected curves. For the calculation to happen, use the planning action.

Table 8–2 (Cont.) Define Item Attributes Worksheet Measure

Measure	Description
Flow Receipts	Use this check box to identify the options whose receipt flow needs to be derived based on Sales Flow and the Presentation / Receipt parameters. For the calculation to happen, use the planning action.
First Eligible Flow	The first flow in the buying period for which the style/color can be sold.

Plan Item Performance Per Flow Worksheet

The Plan Item Performance Per Flow worksheet is used to refine the item performance at each cluster before determining the receipt flow within the buying period for which you are planning.

The following lifecycle parameters may be further edited in this worksheet at the cluster level:

- Selling Start Week, Nbr of Weeks @ Reg Price, and Nbr of Weeks @ Clearance.
- The lifecycle curve for the Regular Price and Clearance lifecycles.
- Full Price Sell Thru %. This parameter represents what percentage of the entire Buy Plan is expected to sell at full price. The remainder is sold at clearance.

The following delivery and presentation parameters need to be defined in this worksheet at the cluster level:

- **Presentation Minimum**

  The quantity that each Store should receive in addition to the predicted Sales between successive store deliveries.

- **Delivery Frequency (Weeks)**

  The frequency in which deliveries is made from the delivery center to stores, defined in weeks.

- **Safety Stock (Weeks)**

  If Safety Stock (Weeks) is defined as 2 weeks, sales of the first 2 weeks following the next store receipt are added to the receipt quantities.

- **Receipt Lead Time**

  The lead time from the delivery center to stores is defined in weeks. Lead times should be equal for all stores in a cluster.

Planning Action- Calculate Receipt Flow

The **Calculate Receipt Flow** option in the Planning Actions menu creates the Receipt Flow based on the Sales Flow, receipt parameters (safety stock, presentation stock, delivery frequency, lead time, and so on), and the Initial Allocation % (only if space was used to determine the number of options in Assortment Strategy.

Planning Action- Round Sales and Receipts

The Round Sales and Receipts option in the Planning Actions menu rounds all the Sales Units and Receipt Units at each store/week/option to the nearest multiple of pack size as necessary.

Figure 8–7 Plan Item Performance Per Flow Worksheet

Plan Item Performance Per Flow

Buying Period | Cluster | Product

Summer 2009 .A / Medium / Cold

	all [Product]									
	10008_4000 Bostonian / Casual									
	0000000 Suede Loafer Brown	0000001 Suede Loafer Black	0000002 Suede Loafer Tobacco	0000026 Rugged Outback Wheat Waterproof Boot Brown	0000027 Commuter Boot Black	0000028 Commuter Boot Dk Brown	1000000 Suede Loafer Brown	1000001 Suede Loafer Black	1000002 Suede Loafer Tobacco	1000003 Leather Loafer Tobacco
Assign To Cluster	☑	☑	☑	☐	☐	☐	☑	☐	☑	☐
Avg Rate of Sls	18.0	14.0	12.0				26.5		19.1	
Nbr of Weeks @ Reg Price	3	3	3				3		6	
WP Reg Sls U	54	42	36				80		101	
WP Reg Sls Rtl	$2.2	$1.9	$1.4				$3.2		$4.0	
Mkdn %										
Nbr of Weeks @ Clearance	1	1	1				2		3	
FP Sell Thru %	75.0%	75.0%	75.0%	0.0%	0.0%	0.0%	60.0%	0.0%	55.7%	0.0%
WP Clr Sls U	18	14	12				53		80	
WP Ttl Sls U	72	56	48				133		180	
WP Sls AUR										
WP Ttl Sls Rtl	$2.4	$2.1	$1.6				$3.8		$5.0	
WP Gross Margin Rtl	$1.3	$1.1	$0.8				$2.0		$2.5	
WP Gross Margin %	53.0%	53.0%	53.0%				51.4%		50.8%	
Selling Start Week	04/25/2009	04/25/2009	04/25/2009				06/20/2009		04/25/2009	
Selected Sls Curve	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS	Regular / NOS
Delivery Frequency (Weeks)	1	1	1	1	1	1	1	1	1	1
Presentation Min Qty										
Rec Lead Time (0 to 2 Weeks)	1	1	1	1	1	1	1	1	1	1
Safety Stock (Weeks)										
WP Rec Sell Thru U %	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Initial Allocation U %										

Measure

The following table lists the measures available on this worksheet. This worksheet is defined for each option for the entire buying period. The item's lifecycle and performance parameters may be defined individually per cluster.

Table 8–3 Plan Item Performance Per Flow Worksheet Measures

Measure	Description
Assign to Cluster	Indicates if this option is assigned to this cluster for any one of the flows.
Avg Rate of Sls @ Reg Price	Average units per store per week the item is expected to sell at regular price.
Nbr of Weeks @ Reg Price	Number of weeks the item is expected to sell at regular price.
WP Reg Sls U	Total units the item is expected to sell at regular price.
WP Reg Sls Rtl	Total sales in retail for the item while at regular price.
FP Sell Thru %	Percentage of the total sales quantity (also the buy quantity) that is sold at regular price.
Mkdn %	The average markdown percentage when the item moves to clearance period.
Avg Rate of Sls @ Clearance	Average units per store per week the item is expected to sell at clearance.
Nbr of Weeks @ Clearance	Number of weeks the item is expected to sell at clearance price.
WP Clr Sls U	Total units the item is expected to sell at clearance.
WP Ttl Sls U	Total units the item is expected to sell during entire lifecycle.
WP Sls AUR	Average Sales AUR of each option in this cluster for the buying period.

Table 8–3 (Cont.) Plan Item Performance Per Flow Worksheet Measures

Measure	Description
WP Ttl Sls Rtl	Total sales in retail for the item during the lifecycle.
WP Gross Margin Rtl	Gross Margin Retail for the item during lifecycle.
WP Gross Margin %	Gross Margin as a percentage of Sls Rtl.
Selling Start Week	The week at which each of the options go on sale for this buying period. If you assign a Start-sell date for the option, the same is used as the Start-sell date for the option at each of the clusters.
Selected Sls Curve	Use this option to select one of the available lifecycle curves for the Regular Sales duration. This curve is then be used to spread the regular price sales for the entire buying period into the planned weeks at regular price.
Delivery Frequency (Weeks)	For options that are delivered to stores more than once during this buying period, use this to define the frequency. It should be a multiple of weeks.
Presentation Min Qty	The minimum quantity that should be on display at the stores. The Receipt Flow calculation uses this value to add units to each receipt in addition to the Just in Time requirement.
Rec Lead Time (0 to 2 Weeks)	The duration taken for goods to be shipped from a central delivery center to each store. This value can be defined per cluster. If you are planning for Direct To Store deliveries, you can assign this value to zero.
Safety Safety Stock (Weeks)	Safety Stock is used in the Receipt Flow calculation in order to provide stores with sufficient inventory to hedge against variances in delivery lead time and against over-performing sales. Safety stock is defined in weeks; if Safety Stock is defined as 2, the Receipt Flow tries to allocate additional inventory sufficient for 2 weeks after the next store receipt.
Initial Allocation U %	This measure is the percentage of total planned sales that is intended to be pushed to a store in the very first receipt; the remainder goes into warehouse holdback. You can use this to easily define that 70% of your buy needs to be allocated in the first push. This measure is fed from Assortment Strategy and can be overridden. It is only applicable if space was used in calculating the number of options.

Reconcile to Assortment Strategy Worksheet

This worksheet allows the user to compare the actual results in the Assortment Creation workbook to the expected results from the Assortment Strategy workbook. This is especially useful for comparing the actual number of options to the expected number of options.

Figure 8–8 Reconcile to Assortment Strategy Worksheet

Table 8–4 Reconcile To Assortment Strategy Worksheet Measure

Measure	Definition
AC Number of Total Options diff to Strat Options	The difference in number of total options between the Assortment Creation and Assortment Strategy plans.
AC Number of New Options diff to Strat Options	The difference in number of new options between the Assortment Creation and Assortment Strategy plans.
AC Number of Carry Over Options diff to Strat Options	The difference in number of carry over options between the Assortment Creation and Assortment Strategy plans.
Nbr of Options	The total number of options required for each cluster in the flow, based on Assortment Strategy.
AC Total Options	The number of total items assigned to each cluster in the flow.
New Options	The total number of new options required for each cluster in the flow, based on the Assortment Strategy.
AC New Options	The number of new items assigned to the cluster in the flow.
Carry Over U	The target number of carry over options as per the Assortment Strategy workbook.
AC Carry Over Options	The number of carry over items assigned to the cluster in the flow.

Review Available Week Curves Worksheet

The Review Available Week Curves worksheet is used to review the library of curves available for this buying period and curve so that they can be used in the Define Item Attributes and Plan Item Performance worksheets. This worksheet is read-only.

Figure 8–9 Review Available Week Curves Worksheet

Review Available Week Curves

Buying Period | Measure | Calendar

Summer 2009 | Sls Curve %

	04/25/2009	05/02/2009	05/09/2009	05/16/2009	05/23/2009	05/30/2009	06/06/2009	06/13/2009	06/20/2009	06/27/2009	07/04/2009	07/11/2009	07/18/2009
Unshifted Reg Curve	9.1%	8.3%	6.7%	8.0%	6.8%	7.7%	6.8%	8.5%	8.0%	7.4%	6.1%	7.5%	9.2%
Unshifted Clr Curve													
Regular / NOS	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%	7.7%
Begin of Lifecycle	2.1%	3.8%	8.0%	12.3%	11.0%	10.1%	9.0%	8.4%	7.8%	7.3%	7.2%	6.9%	6.3%
Middle of Lifecycle	8.8%	7.8%	7.0%	7.1%	7.2%	7.2%	8.0%	8.2%	7.7%	7.7%	7.7%	7.7%	7.8%
End of Lifecycle	19.2%	16.4%	14.8%	12.3%	10.0%	8.3%	6.1%	5.0%	2.9%	2.0%	1.0%	0.6%	1.4%
Clearance Curve 1	15.8%	13.9%	13.1%	11.4%	10.0%	8.8%	7.4%	6.4%	4.4%	3.5%	1.9%	1.1%	2.4%
Clearance Curve 2	15.9%	12.1%	9.4%	11.8%	10.1%	6.6%	7.5%	7.3%	4.1%	3.0%	3.2%	3.2%	5.8%

Curve Library

Item Plan by Week/Cluster Tab

The following section describes the worksheet available under the Item Plan by Week/Cluster tab:

- Sales, Price and Receipt Planning Worksheet

Sales, Price and Receipt Planning Worksheet

The Sales, Price and Receipt Planning worksheet is used to view the item plan for a single item within a cluster for each of the weeks within the Working Plan. This worksheet may be used after you have derived the Sales Flow and Receipt Flow as defined earlier in the workbook. This worksheet may also be used In Season to compare actual performance with the approved Cp (Current Plan).

Figure 8–10 Sales, Price and Receipt Planning Worksheet

Sales, Price and Receipt Planning

Buying Period | Cluster | Product | Measure

Summer 2009 A / Medium / Cold | 0000000 Suede Loafer Brown

	Selected Reg Sls Curve %	Selected Clr Sls Curve %	Fcst Sls U	vWP Sls var Fcst U %	vWP Sls U	vWP APS Sls U	vWP BOP Inv U	vWP Rec U	vWP EOP Inv U	vWP Rec Avg Per Str U	vWP Sls Rtl	vWP Sls AUR	vWP Perm Price Change %	vWP Perm Price Change Rtl	vWP Perm Mkd Rtl	vWP Perm Price Rtl
all [Calendar]	33.5%				70	70.0		70		70.0	$2.8	$39.99	70.0%	$12.00		$39.99
04/25/2009	33.5%				20	20.0		20		20.0	$0.8	$39.99				$39.99
05/02/2009	33.3%				30	30.0		30		30.0	$1.2	$39.99				$39.99
05/09/2009	33.3%				20	20.0		20		20.0	$0.8	$39.99				$39.99
05/16/2009													70.0%	$12.00		$12.00
05/23/2009																$12.00
05/30/2009																$12.00
06/06/2009																$12.00
06/13/2009																$12.00
06/20/2009																$12.00
06/27/2009																$12.00
07/04/2009																$12.00
07/11/2009																$12.00
07/18/2009																$12.00

Calendar

The following table lists the measures available on this worksheet. This worksheet is organized by option and cluster for the entire buying period.

Table 8–5 Sales, Price and Receipt Planning Worksheet Measures

Measure	Description
Selected Reg Sls Curve %	The percentage of regular price sales in this week.
Selected Clr Sls Curve %	The percentage of clearance sales in this week.
Fcst Sls U	The forecasted Sales Units of this option within this cluster.
WP Sls var Fcst U %	The variance between the planned sales values and the forecasted Sales Units.
WP Sls U	Weekly Sales in Units of this option, for the entire cluster.
WP APS Sls U	Weekly Sales in Units of this option, per store within the cluster.
WP BOP Inv U	The inventory at the beginning of each week, totaled for the cluster. BOP stands for Beginning of Period.
WP Rec U	Weekly Receipt Units of this option, for the entire cluster.
WP EOP Inv U	The inventory at the end of each week, totaled for the cluster. EOP stands for End of Period.
WP Rec Avg Per Str U	Weekly Receipt Units of this option, per store within the cluster.
WP Sls Rtl	Weekly Sales Retail of this option, for the entire cluster.
WP Sls AUR	Average retail price for sales in each week.
WP Perm Price Change Rtl	The difference between the Permanent Price Rtl for the current week when compared to the Permanent Price Rtl for the previous week.
WP Perm Price Change %	Percentage off on previous price if a price change falls in a given week.
WP Perm Mkd Rtl	The markdown value in case there is a planned clearance markdown in this week for this option at the stores in this cluster.
WP Perm Price Rtl	Permanent Price that is planned for a given week

Reconciliation and Analysis Tab

The worksheets on the Reconciliation and Analysis tab are used to reconcile the Wp to the MFP before it can be approved to the Cp.

The following sections describe the worksheets available under the Reconciliation and Analysis tab:

- Plan Review and Attribute Analysis Worksheet
- Review MFP Targets Worksheet

Review MFP Targets Worksheet

The Review MFP Targets worksheet is used to review the Wp against MFP targets at the channel/week level, and to make any adjustments if necessary. You can use this worksheet to adjust any of the measures (Sales, Receipts, Gross Margin) in order to meet MFP targets for each week. Or you can choose to accept the variances in individual weeks so long as the overall targets are being met.

Figure 8–11 Review MFP Targets Worksheet

	MFP CP Sls Rtl	WP Sls Rtl	WP Sls var MFP CP Rtl %	MFP CP Sls U	WP Sls U	WP Sls var MFP CP U %	MFP CP Rec U	WP Rec U	WP Rec var MFP CP U %	MFP CP Gross Margin Rtl	MFP CP Gross Margin %	WP Gross Margin Rtl	WP Gross Margin %	WP GM var MFP CP Rtl %
Brick & Mortar	$259.9		-100.0%	5,776	5,050	-12.6%	4,144	5,050	21.9%	$156.0	60.0%			-100.0%
Catalog	$260.1		-100.0%	5,780	34	-99.4%	5,889	34	-99.4%	$156.1	60.0%			-100.0%
e-commerce	$264.9		-100.0%	5,887	36	-99.4%	5,867	36	-99.4%	$158.9	60.0%			-100.0%

The following table lists the measures available on this worksheet.

Table 8–6 Review MFP Targets Worksheet Measures

Measure	Description
WP Sls U	Total Sales Units by week for the channel, as per the Wp.
WP Sls Rtl	Total Sales Rtl by week for the channel, as per the Wp.
WP Rec U	Total Receipt U nits by week for the channel, as per the Wp.
WP Gross Margin Rtl	Gross Margin in dollars by week for the channel, as per the Wp.
WP Gross Margin %	Gross Margin % for week at the channel, as per the Wp.
MFP CP Sls U	Total Sales Units by week for the channel, as per MFP targets.
MFP CP Sls Rtl	Total Sales Rtl by week for the channel, as per the MFP targets.
MFP CP Rec U	Total Receipt Units by week for the channel, as per the MFP targets.
MFP CP Gross Margin Rtl	Gross Margin in dollars by week for the channel, as per the MFP targets.
MFP CP Gross Margin %	Gross Margin % for week at the channel, as per the MFP targets.
WP Sls var MFP CP U %	Difference in Sales Units per week between Wp and MFP.
WP Sls var MFP CP Rtl %	Difference in Sales Retail per week between Wp and MFP.
WP Rec var MFP CP U %	Difference in Receipt Units per week between Wp and MFP.

Table 8–6 (Cont.) Review MFP Targets Worksheet Measures

Measure	Description
WP GM var MFP CP Rtl %	Difference in Gross Margin Retail per week between Wp and MFP.

Plan Review and Attribute Analysis Worksheet

The Plan Review and Attribute Analysis worksheet is used to review the Wp at different aggregation levels and intersections by using dimension splitting and to compare to the Assortment Strategy.

You can perform dimension splitting on this worksheet to analyze the buy plan using other attributes such as fabric, color, silhouette, and so on.

Figure 8–12 Plan Review and Attribute Analysis Worksheet

		WP Item Cnt	WP Sls U	WP Sls AUR	WP Sls Rtl	WP Gross Margin Rtl	WP Gross Margin %	WP Sls var AS U %	WP Sls var AS Rtl %	WP GM var AS Rtl %
Basic	1 Good	1	300	$14.40	$4.3	$2.2	51.4%	1300.8%	1161.1%	638.0%
	2 Better	3	350	$37.62	$13.2	$7.0	52.8%	605.4%	553.3%	441.5%
	3 Best									
Fashion	1 Good	1	240	$16.50	$4.0	$2.1	53.0%	1346.0%	1397.5%	1677.2%
	2 Better	4	550	$42.72	$23.5	$12.3	52.5%	677.7%	666.8%	546.3%
	3 Best									
Seasonal Basic	1 Good	1	210	$14.00	$2.9	$1.5	51.0%	970.5%	837.1%	777.1%
	2 Better	3	560	$41.73	$23.4	$12.0	51.4%	771.6%	734.1%	552.1%
	3 Best									

The following table lists the measures available on this worksheet.

Table 8–7 Plan Review and Attribute Analysis Worksheet Measures

Measure	Description
WP Item Cnt	Number of options assigned to each cluster as per the Wp.
WP Sls U	Total Sales U by week for the channel, as per Wp.
WP Sls AUR	Average Unit Retail by week for the channel, as per Wp.
WP Sls Rtl	Total Sales Rtl by week for the channel, as per Wp.
WP Gross Margin Rtl	Total Gross Margin Rtl by week for the channel, as per Wp.
WP Gross Margin %	Gross Margin % by week for the channel, as per Wp.
WP Sls var AS U %	Difference in Sales Units between Wp and Assortment Strategy.
WP Sls var AS Rtl %	Variance in Sales Retail between Wp and Assortment Strategy.
WP GM var AS Rtl %	Variance in Gross Margin between Wp and Assortment Strategy.

Approve to CP Tab

The following section describes the worksheet available under the Approve to CP tab:

- Approve to Current Plan Worksheet

Approve to Current Plan Worksheet

The Approve to Current Plan worksheet is used to submit the Wp as the approved Cp.

Planning Action- Approve to CP

In order to approve the plan, you must enable the check box in the WP Approve measure and run the Approve to CP option in the Planning Actions menu. This marks the plan as approved and all values in Wp are copied over to the Cp version. Only when it is approved to Cp, it is available for interface with external solutions that could consume this input.

Figure 8–13 Approve to Current Plan Worksheet

The following table lists the measures available on this worksheet.

Table 8–8 Approve to Current Plan Worksheet Measures

Measure	Description
WP Approve	Select this option to approve the plan. To completely approve the plan, select the **Approve to CP** option in the Planning Actions menu.
WP Approval Comment	Approval comment added by an approver before submitting the plan to Cp.
CP Approved By	Name of the user who approved the latest version of Cp.
CP Approved Comment	Approval comment added by the approver.
CP Approved Date	Date the latest version of Cp was approved.

Accept New Store to Cluster Mapping (In Season) Tab

The Accept New Store to Cluster Mapping (In Season) tab is used while In Season so that any changes to the store clustering can be brought into the Wp (working plan) and used to drive subsequent In Season management. The functionality on this tab is similar to that in the Assortment Strategy and Assortment Creation workbooks.

The following sections describe the worksheets available under the Accept New Store to Cluster Mapping (In Season) tab:

- Accept New Store to Cluster Mapping Worksheet
- Impact of Accepting New Cluster Definition Worksheet

Planning Actions

The following planning actions are available:

Planning Action- Generate Weekly Sales Plan

The Generate Weekly Sales Plan option computes the weekly sales plan based on the total Sales Units and the lifecycle curve selected at each cluster.

The selected lifecycle curves define the distribution of sales as a percentage over weeks. This calculation spreads the total Sales Units over the lifecycle based on the curves. The curves may have been based on a different item, from a library of curves, or on its own history.

The following points describe the escalation logic for the Sales curve to be used for each item:

- If a Like Item is chosen, use the Sales curve of the Like Item.
- Else, a curve is chosen from the library for Reg Price and Clearance Cycles.
- Else, look for the style's own history. If that history does not exist, then evenly split the style-color's Sales plan across its expected selling weeks.

Planning Action- Calculate Receipt Flow

This Receipt Plan calculation used in the Calculate Receipt Flow action takes the Sales Plan per cluster and calculates the Store Receipts required to service the sales.

Planning Action- Round Sales and Receipts

The Sales Plan and Receipt Plan calculations performed in previous steps may have been edited since they were calculated. Thus, the Sales/Receipts at a store level may not be realistic and may need to be corrected.

The Round Sales and Receipts custom menu option rounds off all the Sales and Receipts per store to integers, considering the number of stores per cluster and, in the case of the Receipt Plan, the pre pack size. Receipts in each week/store cluster are rounded to be a multiple of Prepack size X Store count.

Planning Action- Approve to CP

In the context of the Buying Plan solution, the Cp (current plan) is the version of the plan that can be interfaced with the external ecosystem of the enterprise so that they can make use of the planned metrics. The Approve to CP action sets set the Wp to be the Cp which is treated as approved.

Planning Action- Update Store to Cluster Mapping (In Season)

The Update Store to Cluster Mapping (In Season) action updates the cluster definition of all stores based on actual performance, or on change in clustering criteria in the Store Clustering workbook.

Accept New Store to Cluster Mapping Worksheet

The Accept New Store to Cluster Mapping worksheet displays the results of the Store Clustering workbook and the Assortment Creation workbook. You can use this worksheet to reassign the store clusters for buy planning and subsequently update the Sales and Receipt Plans.

Figure 8–14 Accept New Store to Cluster Mapping Worksheet

The following table lists the measures available on this worksheet.

Table 8–9 Accept New Store to Cluster Mapping Worksheet Measures

Measure	Description
Cluster Label	Cluster label as per the Wp version of the Buying Plan.
Updated Store Clustering Map Available	This check box indicates whether there is a difference in cluster assignment between the Store Clustering workbook and the Buying Plan workbook.
AS Cluster Label	Cluster label as per the current version of the Assortment Strategy workbook.
Updated AS Cluster Map Available	This check box indicates whether there is a difference in Cluster assignment between the Assortment Creation workbook and the Buying Plan workbook.
WP Update Clusters From	If you want to update the clusters in Buying Plan, you can use this to choose whether to use the clusters in Store Clustering or in Assortment Creation.
AC Cluster Label	Cluster label as per the current version of the Assortment Creation, in case it has been updated since.

Impact of Accepting New Cluster Definition Worksheet

The Impact of Accepting New Cluster Definition worksheet displays the store clustering and its impact at cluster level on three dimensions: Working Plan, the Store Clustering workbook, and Assortment Strategy.

Figure 8–15 Impact of Accepting New Cluster Definition Worksheet

Impact of Accepting New Cluster Definition

Buying Period | Measure

Buying Period 6

	SC Cluster Label	SC Str Cnt	AS Cluster Label	AS Str Cnt	AC Cluster Label	AC Str Cnt	Cluster Changed
A / Att 1-1 / Att 2-1	A / Medium / Cold	1	A / Medium / Colc	1	A / Medium / Cold	1	No Change
A / Att 1-1 / Att 2-4	A / Medium / Hot	1	A / Medium / Hot	1	A / Medium / Hot	1	No Change
A / Att 1-2 / Att 2-1	A / Small / Cold	4	A / Small / Cold	4	A / Small / Cold	4	No Change
A / Att 1-2 / Att 2-4	A / Small / Hot	2	A / Small / Hot	2	A / Small / Hot	2	No Change
A / Att 1-2 / Att 2-5	A / Small / Resort	3	A / Small / Resort	3	A / Small / Resort	3	No Change
A / Att 1-NA / Att 2-1	A / Large / Cold	9	A / Large / Cold	9	A / Large / Cold	9	No Change
A / Att 1-NA / Att 2-4	A / Large / Hot	3	A / Large / Hot	3	A / Large / Hot	3	No Change
A / Att 1-NA / Att 2-5	A / Large / Resort	1	A / Large / Resor	1	A / Large / Resort	1	No Change
A / Att 1-NA / Att 2-7	A / Large / Placeholder	1	A / Large / Placel	1	A / Large / Placeholder	1	No Change
B / Att 1-1 / Att 2-1	B / Medium / Cold	16	B / Medium / Cold	16	B / Medium / Cold	16	No Change
B / Att 1-1 / Att 2-4	B / Medium / Hot	13	B / Medium / Hot	13	B / Medium / Hot	13	No Change
B / Att 1-1 / Att 2-5	B / Medium / Resort	4	B / Medium / Res	4	B / Medium / Resort	4	No Change
B / Att 1-2 / Att 2-1	B / Small / Cold	20	B / Small / Cold	20	B / Small / Cold	20	No Change
B / Att 1-2 / Att 2-4	B / Small / Hot	13	B / Small / Hot	13	B / Small / Hot	13	No Change
B / Att 1-2 / Att 2-5	B / Small / Resort	4	B / Small / Resort	4	B / Small / Resort	4	No Change
B / Att 1-NA / Att 2-1	B / Large / Cold	21	B / Large / Cold	21	B / Large / Cold	21	No Change
B / Att 1-NA / Att 2-4	B / Large / Hot	12	B / Large / Hot	12	B / Large / Hot	12	No Change
B / Att 1-NA / Att 2-5	B / Large / Resort	7	B / Large / Resor	7	B / Large / Resort	7	No Change
B / Att 1-NA / Att 2-6	B / Large / Other	3	B / Large / Other	3	B / Large / Other	3	No Change

Cluster

The following table lists the measures available on this worksheet.

Table 8–10 Impact of Accepting New Cluster Definition Worksheet Measures

Measure	Description
SC Cluster Label	Cluster label as per the current version of the Store Clustering workbook.
SC Str Cnt	Store counts per cluster as per the Store Clustering workbook.
AS Cluster Label	Cluster label as per the current version of the Assortment Strategy.
AS Str Cnt	Store counts per cluster as per the Assortment Strategy workbook.
AC Cluster Label	Cluster label as per the current version of the Assortment Creation workbook.
AC Str Cnt	Store counts per cluster as per the Assortment Creation workbook.
Cluster Changed	Indicates whether store cluster assignment has changed for the cluster as a whole.

9

Optimized Store Allocations Workbook

The Optimized Store Allocations workbook provides the ability to view the planned Receipt quantities at the level of each Store and also break them down to style/color/size and prepack combinations. This workbook should be used if you intend to get the optimized results for store-allocations in terms of sizes and prepacks. This workbook uses the Store size profiles and Prepack configurations together with the planned receipt quantities.

> **Note:** If the Assortment Analyst is responsible for determining the prepack configurations, the built-in Prepack Optimization module can be used.
>
> If the Size Profile Analyst is responsible for prepack optimization, the Assortment Analyst can utilize the approved prepack configurations from Size Profile Optimization. For more details on the Prepack Optimization module, see *Oracle Retail Size Profile Optimization User Guide for the RPAS Classic Client* or the *Oracle Retail Size Profile Optimization User Guide for the RPAS Fusion Client*.

This workbook can be used if you want Assortment Planning to feed the size level receipts directly into a purchasing or an allocation solution.

The Optimized Store Allocations workbook contains the following tabs:

- Size Profiling Tab
- Receipts by Size Tab
- Prepack Definitions Tab
- Review Prepack Results Tab

Planning Actions

The following planning actions are available in the Optimized Store Allocations workbook from the Planning Actions menu:

- **Apply Size Profile**

  This action calculates the approved Assortment Planning Size Profile Receipts Units at the SKU (style/color/size) level with the proportional spread of the Cp (current plan) Receipts U (which are at the style/color level), based on the Size Profile curve.

- **Perform Prepack Optimization**

This action computes the Prepack Optimization for the planned receipts for the selected stores. This identifies the stores for which the Pack Optimization check box is selected, and calls the Special Expression to determine the PrePack quantities based on the Planned Receipt Units.

Optimized Store Allocations Wizard

To open a Optimized Store Allocations workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning tab, select **Optimized Store Allocations** and click **OK**.

Figure 9–1 Creating a New Optimized Store Allocations Workbook

3. The Optimized Store Allocation Wizard - Select a Product screen appears. This screen displays the list of classes for which the Buy Plans are created.

   Select the class you want to examine and click **Next**.

Figure 9–2 Optimized Store Allocation Wizard - Select a Product Screen

4. The Optimized Store Allocation Wizard - Select Buy Periods screen appears. This screen displays the list of Buying Periods for which Buy Plans are created. For these Buy Plans, you can now proceed to create size-level optimized allocations.

   Select the Buy Period you want to examine and click **Next**.

Figure 9–3 Optimized Store Allocation Wizard - Select All Buy Periods Screen

5. The Optimized Store Allocation Wizard - Select Size Range screen appears. Select from all the available size ranges and click **Next**.

Figure 9–4 Optimized Store Allocation Wizard - Select Size Range Screen

6. The Optimized Store Allocations - Select a Size Profile screen appears. You can choose the currently approved size profile or any of the archived versions for optimizing allocations.

   Select a size profile and click **Finish**.

Figure 9–5 Optimized Store Allocation Wizard - Select a Size Profile window

   This step is useful where you have different size profiles available based on different selling seasons.

The Optimized Store Allocations workbook is built.

Size Profiling Tab

The following section describes the worksheets available under the Size Profiling tab:

- View Size Profiles Worksheet
- View and Assign Attribute Codes and Size Ranges Worksheet

View Size Profiles Worksheet

The View Size Profiles worksheet is used to view the size profile for the selected size range and buying period, as received from an external system such as Oracle Retail Size Profile Optimization.

This worksheet displays each Store's size profiles based on the selected Product attribute and Size Range code. The example illustrates the ability to leverage different size profiles for a given store, one for basic merchandise and another for the Fall 2006 collection.

Figure 9–6 View Size Profiles Worksheet

The following table lists the measures available on this worksheet.

Table 9–1 View Size Profiles Worksheet Measures

Measure	Description
TY Size Profile U %	The size distribution for the store for the given size range.
Size Profile Escalation Level	It is the level at which the Size Profile was approved. SPO uses statistical parameters to determine the size profile at the lowest level where a reliable profile is observed. It can be as low as store / sub-class. In case a reliable profile is not available at this level, SPO automatically tries to escalate to higher levels of hierarchy as configured by the user. This process is continued till at some level SPO is able to find a reliable profile. The level at which the escalation stopped is the Size Profile Escalation Level.

View and Assign Attribute Codes and Size Ranges Worksheet

The View and Accept Attribute Codes and Size Ranges worksheet is used to view and/or edit the attribute code and size range of each item to be used for the PrePack Optimization. The attribute code and size range in turn drives the PrePack configurations available for each of the stores.

The Attribute Code Override measure takes precedence over the Loaded Attribute Code measure when the size profile is assigned to the item in question. If no override exists, then the loaded attribute code is used. If no loaded attribute code exists, then the item does not receive any receipts since no code exists to tie the item to the appropriate size profile.

The size range for the item could have been set in the Define Item Attributes worksheet of the Assortment Creation workbook, but if it was not, it must be set in this worksheet in order for the item to be eligible for a given prepack since the prepacks are tied to a size range.

Figure 9–7 View and Assign Attribute Codes and Size Ranges Worksheet

View and Assign Attribute Codes and Size Ranges

Measure

	Loaded Attribute Code	Attribute Code Override	Size Range
0000000 Suede Loafer Brown		dark color basic	Men's Shoes
0000001 Suede Loafer Black		dark color basic	Men's Shoes
0000002 Suede Loafer Tobacco		dark color basic	Men's Shoes
0000026 Rugged Outback Wheat Waterproof Boot Brown		dark color fall 2008	Men's Shoes
0000027 Commuter Boot Black		dark color fall 2008	Men's Shoes
0000028 Commuter Boot Dk Brown		dark color fall 2008	Men's Shoes
1000000 Suede Loafer Brown	dark color basic		Men's Shoes
1000001 Suede Loafer Black	dark color basic		Men's Shoes
1000002 Suede Loafer Tobacco	dark color basic		Men's Shoes
1000003 Leather Loafer Tobacco	dark color fall 2008		Men's Shoes
1000004 Leather Loafer Black	dark color fall 2008		Men's Shoes
1000005 Leather Loafer Brown	dark color fall 2008		Men's Shoes
1000006 Leather Tassel Loafer Black	dark color fall 2008	*dark color basic*	Men's Shoes
1000007 Leather Tassel Loafer Brown	dark color fall 2008	*dark color basic*	Men's Shoes
1000008 Leather Penny Loafer Black	dark color fall 2008	*light color fall 2008*	Men's Shoes
1000009 Leather Penny Loafer Lt Brown	dark color fall 2008	ight color spring 2008	Men's Shoes
1000010 Leather Fringed Loafer Black	dark color fall 2008		Men's Shoes
1000011 Leather Fringed Loafer Brown	dark color fall 2008		Men's Shoes

Product

The following table lists the measures available on this worksheet.

Table 9–2 View and Assign Attribute Codes Worksheet Measures

Measure	Description
Loaded Attribute Code	The item's attribute code, defined through a flat file data load. This field is blank for placeholder items. For placeholder items, you must enter the attribute code manually so that it picks up the accurate size profile.
Attribute Code Override	The attribute code to be used for the item, provided that the loaded code is unavailable or is undesired.
Size Range	The size range to which the item belongs. This is for information only and cannot be edited here.

Receipts by Size Tab

The following sections describe the worksheets available under the Receipts by Size tab:

- Review Buy Plan CP Receipts Worksheet
- Receipts by Size Worksheet

Review Buy Plan CP Receipts Worksheet

The Review Buy Plan CP Receipts worksheet contains the receipts per option per store on a week-to-week basis, as calculated in the Receipt Flow Calculation and subsequently approved. This worksheet is read-only.

Figure 9–8 Review Buy Plan CP Receipts Worksheet

Review Buy Plan CP Receipts

Measure | Buying Period | Calendar | Product

CP Rec U Buying Period 6 04/25/2009

	1000000 Suede Loafer Brown	1000001 Suede Loafer Black	1000002 Suede Loafer Tobacco	1000003 Leather Loafer Tobacco	1000004 Leather Loafer Black	1000005 Leather Loafer Brown	1000006 Leather Tassel Loafer Black	1000007 Leather Tassel Loafer Brown	1000008 Leather Penny Loafer Black	1000009 Leather Penny Loafer Lt Brown	1000010 Leather Fringed Loafer Black
1000 Charlotte	2	2	2		2				2	2	1
1001 Atlanta		1	2				2	1	1	2	1
1002 Dallas	2	2	2			2		2		2	
1003 Boston		2	2		2		2		1	2	1
1004 New York	2		1		1			2	2	2	1
1005 Philadelphia	2	2							2	2	1
1006 Chicago	2	2							2	2	1
1007 Minneapolis		2	2		2		2		1	2	1
1008 St. Louis	2	2	2		2				2	2	1
1009 Albuquerque	2	2							1	2	1
1010 Los Angeles		2	2	2				2	2	2	1
1011 Ottawa	2		1		1			2	2	2	1
1012 Toronto			2	2	2			3	3	2	1
1013 Montreal	2	2							2	2	1
1014 Quebec City	2	2			1	1			2	2	1
1015 Sydney		2		2	2				3		3

Location

The following table lists the measure available on this worksheet.

Table 9–3 Review Buy Plan CP Receipts Worksheet Measures

Measure	Description
CP Rec U	Receipt Units for the option (style/color) at each of the stores for the given receipt week.

Receipts by Size Worksheet

The Receipts by Size worksheet displays the receipts of each style/color, broken down to sizes based on the Size Profile of each store.

Planning Action- Apply Size Profile

The Receipts by Size worksheet shows the size-level receipts of each style/color at each store/week. The size level quantities are computed from the Store's Size Profile when the Apply Size Profile action in the Planning Actions menu is executed. This calculation applies the contribution of each size per the store's size profile.

Size level quantities are always integer. Hence, all values are rounded to the nearest integer. Note that rounding could result in a deviation from the planned receipt quantities, which you should review.

Figure 9–9 Receipts by Size Worksheet

	6	6.5	7	7.5	8	8.5	9	9.5	10	10.5	11	11.5	12	13	14	15	16
0000028 Commuter Boot Dk Brown																	
1000000 Suede Loafer Brown				1	1		1	1	1	1	1	1	1	1	1		
1000001 Suede Loafer Black				1	1			1	1	1	1	1		1	1		
1000002 Suede Loafer Tobacco				1	1	1		1	1	1	1	1		1	1		
1000003 Leather Loafer Tobacco																	
1000004 Leather Loafer Black				1	1	1		1	1	1	1	1		1	1		
1000005 Leather Loafer Brown																	
1000006 Leather Tassel Loafer Black																	
1000007 Leather Tassel Loafer Brown																	
1000008 Leather Penny Loafer Black				1	1	1		1	1	1	1	1		1	1		

The following table lists the measures available on this worksheet.

Table 9–4 Receipts by Size Worksheet Measures

Measure	Description
WP Rec U	Receipt Units for the option (style/color/size) at each of the stores for the given receipt week.

Prepack Definitions Tab

The following sections describe the worksheets available under the Prepack Definitions tab:

- Prepack Eligibility Worksheet
- Selected Prepack Definitions Worksheet
- Store Optimization Worksheet

Prepack Eligibility Worksheet

The Prepack Eligibility worksheet displays a checkbox that denotes the items that are eligible for prepacks. This worksheet is for review only and is not editable. The Prepack Eligibility worksheet has the following features:

- This eligibility has been auto-assigned based on the prepacks approved in the Prepack Optimization module.
- The eligibilty could be based on either individual item-level prepacks, class, or subclass-level prepacks.
- In case of class or subclass-level prepacks, each item is automatically assigned to specific prepacks.

Figure 9–10 Prepack Eligibility Worksheet

In the case of complex prepacks, multiple style-color items will be eligible for a Prepack ID.

Figure 9–11 Prepack Eligibility Worksheet- Complex Pack

Selected Prepack Definitions Worksheet

The Selected Prepack Definitions worksheet provides size level details of each prepack brought into this workbook for allocation optimization.

Figure 9–12 Selected Prepack Definitions Worksheet

While Figure 9–12 displays the Selected Prepack Definitions worksheet at the Style-Color level, Figure 9–13 displays the worksheet at the Complex Pack level.

Figure 9–13 Selected Prepack Definitions Worksheet- Complex Packs

Store Optimization Worksheet

The Store Optimization worksheet displays the stores that are to be part of the optimization. The Optimize Into Prepack checkbox indicates the stores that are to be part of the current optimization.

Note: The optimization step considers all items and all eligible prepacks. In order to reduce the load on the optimization step, it is important to break up the optimization request to a subset of the stores. The size of the subset should be smaller in case your assortment has a large number of items, sizes, or prepacks.

Figure 9–14 Store Optimization Worksheet

Review Prepack Results Tab

The Review Prepack Results tab contains the following worksheets:

- Receipts by Pack Worksheet
- Loose Receipts (Eaches) Worksheet
- Comparison to Expected Receipts Worksheet

Receipts by Pack Worksheet

This worksheet displays the receipts units as captured in packs by the optimization engine.

Figure 9–15 Receipts by Pack Worksheet

	all [Calendar]	04/25/2009	05/02/2009	05/09/2009	05/16/2009	05/23/2009	05/30/2009
1036 Pocatello	0	0	0	0	0	0	0
1037 Idaho Falls	0	0	0	0	0	0	0
1038 Walla Walla	0	0	0	0	0	0	0
1039 Everett	0	0	0	0	0	0	0
1040 Sun Valley	0	0	0	0	0	0	0
1055 Mankato	6	1	0	1	0	1	3
1149 Cheyenne	0	0	0	0	0	0	0
1150 Boulder	0	0	0	0	0	0	0
1151 Vail	0	0	0	0	0	0	0
1152 Monroe	0	0	0	0	0	0	0
1153 Apache	0	0	0	0	0	0	0

Loose Receipts (Eaches) Worksheet

This worksheet displays the single unit receipts in units based on optimization into prepacks.

Figure 9–16 Loose Receipts (Eaches) Worksheet

	all [Size]	6	6.5	7	7.5	8	8.5	9	9.5	10	10.5	11	11.5	12	13	14	15	16
04/25/2009	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
05/02/2009	200	0	0	0	0	0	0	0	0	0	100	100	0	0	0	0	0	0
05/09/2009	500	0	0	0	0	0	0	100	100	100	0	0	100	100	0	0	0	0
05/16/2009	300	0	0	0	0	0	100	0	0	0	100	100	0	0	0	0	0	0
05/23/2009	200	0	0	0	0	100	0	0	0	0	0	0	0	0	100	0	0	0
05/30/2009	1,000	0	0	0	100	0	100	100	100	100	100	100	100	100	0	100	0	0
06/06/2009	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
06/13/2009	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
06/20/2009	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Comparison to Expected Receipts Worksheet

This worksheet displays the units as per the approved plan, size profile percent of the store, the required quantity based on store profile, the actual receipts using packs, and the variance between the optimized receipts, and the expected receipts.

Figure 9–17 Comparison to Expected Receipts Worksheet

		CP Rec U	Store Size Profile %	Required Qty U	Pack Optimized Rec U	Fit %	Under %	Over %
1000000 Suede Loafer Brown	all [Size]	200%		2.00	0	0.0%	100.0%	0.0%
	7.5			0.07	0	0.0%	100.0%	0.0%
	8			0.09	0	0.0%	100.0%	0.0%
	8.5			0.13	0	0.0%	100.0%	0.0%
	9			0.18	0	0.0%	100.0%	0.0%
	9.5			0.22	0	0.0%	100.0%	0.0%
	10			0.22	0	0.0%	100.0%	0.0%
	10.5			0.24	0	0.0%	100.0%	0.0%
	11			0.27	0	0.0%	100.0%	0.0%
	11.5			0.22	0	0.0%	100.0%	0.0%
	12			0.18	0	0.0%	100.0%	0.0%
	13			0.09	0	0.0%	100.0%	0.0%
	14			0.07	0	0.0%	100.0%	0.0%
1000001 Suede Loafer Black	all [Size]	200%		2.00	0	0.0%	100.0%	0.0%
	7.5			0.07	0	0.0%	100.0%	0.0%
	8			0.09	0	0.0%	100.0%	0.0%
	8.5			0.13	0	0.0%	100.0%	0.0%
	9			0.18	0	0.0%	100.0%	0.0%
	9.5			0.22	0	0.0%	100.0%	0.0%
	10			0.22	0	0.0%	100.0%	0.0%
	10.5			0.24	0	0.0%	100.0%	0.0%
	11			0.27	0	0.0%	100.0%	0.0%
	11.5			0.22	0	0.0%	100.0%	0.0%
	12			0.18	0	0.0%	100.0%	0.0%
	13			0.09	0	0.0%	100.0%	0.0%
	14			0.07	0	0.0%	100.0%	0.0%

Table 9–5 Comparison to Expected Receipts Measures

Measures	Description
CP Rec U	Current Plan (Approved Plan) Receipt Units.
Store Size Profile %	Store Size Profile percentage.
Required Qty U	Required Qty Based on Size Profile.
Pack Optimized Rec U	Actual Receipts Using Packs.
Fit %	Ratio of Optimized Receipts to Expected Receipts.
Under %	Percent Variance of Optimized Receipts to Expected Receipts, if a shortage occurred. For each SKU/ Store/Receipt-week, when viewed at higher levels of aggregation on any of the three hierarchies, this value shows the maximum Under% at lower intersections.
Over %	Percent Variance of Optimized Receipts to Expected Receipts, if an overage occurred. For each SKU/ Store/Receipt-week, when viewed at higher levels of aggregation on any of the three hierarchies, this value shows the maximum Over% at lower intersections.

10

Assortment Review Workbook

The Assortment Review workbook is used to analyze a larger assortment based on several class-level assortments. This gives you a clear picture of the higher level assortment for the entire department or even division.

The Review Assortment workbook contains the Assortment Review Tab.

Assortment Review Wizard

To open an Assortment Review workbook, perform the following steps:

1. From the **File** menu, select **New** or click the **New** button.
2. On the Assortment Planning tab, select **Assortment Review**, and click **OK**.

Figure 10–1 Creating a New Assortment Review Workbook

3. The Assortment Review Workbook Wizard is displayed. In the Select a Buying Period area of the wizard, buying periods are displayed. Select the buying period for which you want to plan, and click **Next**.

Figure 10–2 Assortment Review Workbook Wizard - Select a Buying Period Screen

4. In the Select Products area of the wizard, you can choose any number of classes to review the larger assortment across all of these classes. Also, your selections can cross more than one class. Select the products you want to examine, and click **Next**.

Figure 10–3 Assortment Review Workbook Wizard - Select Products Screen

Note: Products shown in blue are products serving as placeholder positions, meaning that the positions have not been formally fed through a hierarchy file.

5. The Select Time Periods screen displays the time period to be used for performance analysis. This should typically be either the same period LY or the months preceding the buying period for which you are planning. Click **Finish**.

Figure 10–4 Assortment Review Workbook Wizard - Select Time Periods Screen

The Assortment workbook is built.

Assortment Review Tab

The Review Assortment tab displays the items assigned to the assortment (Assign to Cluster measures), their past performance (TY measures) and planned performance (WP measures).

The following section describe the Assortment Review Worksheet available under the Review Assortment tab:

Assortment Review Worksheet

The Assortment Review worksheet provides a view of each item's past performance (based on the time periods selected during the workbook build) and a view of its expected performance. If an item is not part of the assortment mix (that is, its Assign to Cluster value is false), then it does not have a plan.

Figure 10–5 Assortment Review Worksheet

	TY Str Cnt	TY Gross Margin Rtl	TY Gross Margin %	TY Sls AUR	TY Sls U	TY Sls Rtl	WP Ttl Sls U	WP Ttl Sls Rtl	WP Sls AUR	WP Gross Margin Rtl	WP Gross Margin %	Assign To Cluster
100 Men's Footwear	25	$558.2	55.7%	$41.94	23,878	$1,001.4	2,829	$104.8	$37.05	$57.3	54.6%	
0000000 Suede Loafer Brown	25	$26.8	74.1%	$39.99	906	$36.2	72					
0000001 Suede Loafer Black	25	$34.1	74.2%	$44.99	1,021	$45.9	56					
0000002 Suede Loafer Tobacco	25	$24.0	62.5%	$39.99	962	$38.5	48					
0000026 Rugged Outback Wheat Waterproof Boot Brown	25	$14.0	72.3%	$20.00	967	$19.3						
0000027 Commuter Boot Black	25	$7.1	36.8%	$20.00	965	$19.3						
0000028 Commuter Boot Dk Brown	25	$8.4	45.0%	$20.00	939	$18.8						
1000000 Suede Loafer Brown	25	$39.3	74.1%	$39.99	1,327	$53.1	83	$3.3	$39.99	$1.8	55.0%	
1000001 Suede Loafer Black	25	$47.7	74.2%	$44.99	1,430	$64.3	218	$9.8	$44.99	$5.4	55.0%	
1000002 Suede Loafer Tobacco	25	$34.7	62.5%	$39.99	1,390	$55.6	172	$6.9	$39.99	$3.8	55.0%	
1000003 Leather Loafer Tobacco	25	$28.2	41.3%	$49.99	1,366	$68.3	57	$2.8	$49.99	$1.6	55.0%	
1000004 Leather Loafer Black	25	$37.3	47.8%	$54.99	1,418	$78.0	144	$7.9	$54.99	$4.3	55.0%	
1000005 Leather Loafer Brown	25	$24.4	34.9%	$49.99	1,396	$69.8	54	$2.7	$49.99	$1.5	55.0%	
1000006 Leather Tassel Loafer Black	25	$30.6	36.6%	$59.99	1,391	$83.4	216	$12.9	$59.99	$7.1	55.0%	
1000007 Leather Tassel Loafer Brown	25	$41.7	44.5%	$64.99	1,440	$93.6	120	$7.8	$64.99	$4.3	55.0%	
1000008 Leather Penny Loafer Black	25	$52.5	57.7%	$64.99	1,400	$91.0	272	$17.7	$64.99	$9.7	55.0%	
1000009 Leather Penny Loafer Lt Brown	25	$57.0	68.9%	$59.99	1,378	$82.7	272	$16.2	$59.58	$8.9	54.9%	
1000010 Leather Fringed Loafer Black	25	$22.9	78.3%	$19.99	1,465	$29.3	381	$6.3	$16.49	$3.3	53.0%	
1000011 Leather Fringed Loafer Brown	25	$7.1	25.8%	$19.99	1,371	$27.4	314	$4.8	$15.15	$2.5	52.0%	

The following table lists the measures available on this worksheet:

Table 10–1 View and Accept Store Clusters Worksheet Measures

Measure	Description
TY Str Cnt U	The number of stores in which the style-color is selling within the given Performance Group.
TY Gross Margin Rtl	Total Sales - Total Cost of the item at this intersection.
TY Gross Margin %	Gross Margin as percentage of Sales Rtl at this intersection.
TY Sls AUR	The historical sales Average Unit Retail.
TY Sls Rtl	The historical Sales Retail.
TY Sls U	The historical Sales Units.
WP Ttl Sls U	Total Sales Units planned for this cluster, from this option.
WP Ttl Sls Rtl	Total Sales Retail planned for this cluster, from this option.
WP Sls AUR	Total Sales AUR planned for this cluster, from this option.
WP Gross Margin Rtl	Total Gross Margin planned for this cluster, from this option.
WP Gross Margin %	Gross Margin % planned for this cluster, from this option.
Assign To Cluster	Indicates that the style-color belongs to the assortment mix for the performance group and flow currently shown.