

# Retek® TopPlan 10.0



## Release Notes



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- Detailed step by step instructions to recreate.
- Exact error message received.
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## Functional enhancements

Many new enhancements and features have been added to Retek TopPlan 10.0. TopPlan is an internally developed application. The functional and technical enhancements in the 10.0 release of TopPlan expand the overall functionality and usability of the application and are the result of feedback received from pre-sales, services, consultants and clients. There have been functional enhancements in the following areas:

- Stock Ledger Extract
- On-Order Extract
- Stock On Hand Extract
- Multiple Pre-Season Planning Horizons
- Multiple Channel Planning
- Sales
- Markdowns
- BOP Inventory
- Open To Buy
- Average Store
- KeyPlan Reconciliation
- Text Measures
- Plan Versions
- Unit of Measure
- System Administration
- User Defined Time Hierarchies
- Alerts

### Stock Ledger extract

To maintain accurate Gross Margin and Unit planning within TopPlan additional metrics/data points were defined at Retail, Cost and Units that needed to be included in the Stock Ledger Extract from RMS to TopPlan.

Data will now be received at the **SKU**/location/week. Formerly this was defined at the subclass level.

Within RMS, the extracted data comes from the Transaction Data History table (tran\_data\_hist).

Following is the complete list of metrics included in the extract, all of which have corresponding measures in TopPlan:

- Regular Sales Retail
- Regular Sales Cost
- Regular Sales Units
- Promotional Sales Retail
- Promotional Sales Cost
- Promotional Sales Units
- Clearance Sales Retail
- Clearance Sales Cost
- Clearance Sales Units
- Customer Returns Retail
- Customer Returns Cost
- Customer Returns Units
- Markdown Retail Permanent
- Markdown Retail Promotional
- Markdown Retail Clearance
- Markdown Cancel Retail
- Markup Retail
- Markup Cancel Retail
- Employee Discount Retail
- Received Retail
- Received Cost
- Received Units
- Freight Cost
- Return to Vendor Retail
- Return to Vendor Cost
- Return to Vendor Units
- Reclass In Retail
- Reclass In Cost
- Reclass In Units
- Reclass Out Retail
- Reclass Out Cost
- Reclass Out Units



- Transfer In Retail
- Transfer In Cost
- Transfer In Units
- Transfer Out Retail
- Transfer Out Cost
- Transfer Out Units
- Inventory Adjustment Retail
- Inventory Adjustment Cost
- Inventory Adjustment Units
- Cost Variance
- Workroom/Other Cost of Sales Retail
- Cash Discount Retail
- Sales Retail Excluding VAT

**Note:** All sales amounts are Net Sales, net of Customer Returns. In order to calculate Gross Sales, the Customer Return amounts need to be added to the Sales amounts. Additional measures have been created in TopPlan to display the Total Sales Demand, Gross Sales.

Inventory calculations are based off of (Net) Sales. This is not a change.

## On-Order extract

To provide accurate Open To Buy calculations within TopPlan, TopPlan requested the following changes to the RMS on-order extracts:

- On-Order extracted at SKU level
- Include On-Order Units (in addition to On-Order Cost and Retail)
- Provide On-Order in weekly buckets based on the week the order is expected to be received

The following describes in more detail the specific changes and why the change was requested:

Due to the number of tables that need to be queried to extract the on-order information for planning and the amount of calculations involved, this functionality is now encapsulated in its own batch program. Data is written to a table from this on-order extract batch program and the data on this table will be used by onorddnld.pc to create the on-order download file.

Because planning requires the information at the SKU level instead of the subclass level and since on-order units are also required, the extract needs to be modified to account for the new requirements.

As well, the former extract sums the on-order amounts into one bucket and not across multiple weeks based on the order date. This will not fully support the planning process; therefore, modifications are required in order to place the on-order amounts in the appropriate weekly buckets. The order's *open to buy EOW date* will determine the week in which the on-order amounts will be placed. For orders that have a date in the past, the on-order amounts will be placed in the current week.

### Stock On Hand extract

In order to ensure that the Beginning of Season Inventory numbers are in sync between planning and RMS, an additional extract was required in order to extract the retail value, cost value and units of the stock position of all fashion and staple SKU locations. The extract is run on an ad hoc basis.

The extracted cost will either be the weighted average cost or the last cost depending on the Standard Average Cost Indicator on the system options table and will reflect the extended cost of the stock on hand quantity (that is, SOH \* unit cost). The retail will be the actual current retail, including the clearance retail if the item/location is on clearance. Promotional retails will be ignored. The retail will be the extended retail of the stock on hand quantity (that is, SOH \* unit retail).

### Multiple pre-season planning horizons

The TopPlan System Administrative functionality has been modified to allow multiple pre-season timeframes to be defined. Users can now select from any of the pre-defined timeframes to build a plan workbook for the appropriate time they want to plan for.

This is to accommodate those areas of business within a retail organization must plan their business further out than the defined timeframe that the rest of the organization is planning. Prior TopPlan functionality only allowed one pre-season timeframe to be defined at a time.

### Multiple channel planning

Because many retailers now have more than one channel or storefront from which they do business, developing a merchandise plan at the aggregate corporation level does not fit the needs of the individual channels within the organization. The Sales, Profit, Inventory and/or Marketing strategies and goals often vary greatly from channel to channel.

To provide the capability to create plans for each individual channel, an additional dimension has been added to TopPlan that provides the ability to plan either at the total corporation level or the individual channels.

The three channels that are included:

- Brick and Mortar
- Catalog
- E-Commerce

**Note:** The three aggregate to a Total level.

## Sales

For the Planner Role, TopPlan 10.0 has the capability to plan Sales at an aggregate level and/or by individual Sales Types. TopPlan receives Sales Type data by Sales Type from RMS.

There are three Sales Type measures that have been added to TopPlan:

- Regular Sales
- Promotional Sales
- Clearance Sales

## Markdowns

Have added the capability in both the Manager and Planner Roles to edit (Total) Markdowns at the aggregate level. Previously, only individual Markdown Types could be edited.

Users can edit either the Markdown Retail value or the Markdown %. TopPlan receives data by Markdown Type from RMS.

There are three Markdown Types that exist in TopPlan:

- Promotional Markdowns
- Clearance Markdowns
- Permanent Markdowns

## BOP inventory

### Editable BOP

To provide maximum flexibility when planning Inventories, TopPlan 10.0 offers the ability to plan either BOP Inventories or EOP Inventories. In either case, Projected Receipts are adjusted to accommodate the BOP or EOP edit. Previously only EOP Inventory was editable.

There has been no change to the functionality associated with edits to Projected Receipts or Stock/Sales.

Projected Receipts can also be edited directly. An edit to Projected Receipts increases or decreases EOP Inventories and subsequent BOP and EOP Inventories. An edit to Stock/Sales changes BOP Inventory and Projected Receipts.

### BOPI IMU % and BOP IMU %

To facilitate setting the initial BOPI Cost measure, a BOPI IMU% measure has been added. BOPI Cost can now be set either directly or with the BOPI IMU % measure.

To view the IMU % of the BOP Inventory on an on-going basis across time, an additional read-only measure has been added: BOP IMU %.

### Open To Buy

A philosophical shift is reflected in TopPlan 10.0 with a change to the Open to Buy calculation. In previous TopPlan releases, the premise was that Open to Buy reflected what was available to purchase to maintain the last approved Inventory and Turn Over positions. With the 10.0 release, Open to Buy reflects what is available to purchase to maintain the Total Receipts that have been planned.

The new Open to Buy calculation in TopPlan 10.0 is the difference between Total Receipts less On-Order, Commitments and On Order Cancellations.

### Average Store

TopPlan 10.0 has two Average Store indices:

- Average Store Sales
- Average Store Inventory

Average Store Sales are the Sales generated in the average store. It is the result of Sale divided by the Number of Stores for a given period of time.

Average Store Inventory reflects the EOP Inventory that is available in the average store. It is the result of EOP Inventory divided by the Number of Stores for a given period of time.

### KeyPlan reconciliation

TopPlan 10.0 lays the groundwork for the future integration between TopPlan and KeyPlan. Measures providing visibility to KeyPlan data have been created in TopPlan for key planning indicators: Sales, Markdowns, Receipts, BOP Inventory and Selling Margin. In addition, KeyPlan contribution measures to TopPlan are available.

Once the integration is complete, in a future release, the ability to do a soft reconciliation between the bottom-up unit planning perspective and the top-down financial in one application will be possible.

## Text measures

TopPlan 10.0 provides Text measures for users to record comments and notes for future use within the application regarding promotional events, the thought process that determined a plan and comments as actuals posted in-season. The four text measures are:

- Event Text
- Sales Text
- Inventory Text
- Profitability Text

## Plan versions

When the approval process in TopPlan was streamlined in the last release of TopPlan, the Manager and Executive lost visibility to the Original Plan and the Executive lost visibility to the plan submitted for approval. In TopPlan 10.0, two new Plan Versions give the Executive and Manager Roles visibility to the Planners plan submitted, Waiting for Approval and the Original Plan once it has been approved. The new plan versions are:

- SWa – Summary Waiting for Approval
- SOp – Summary Original Plan

These two versions are in addition to the Summary Current Plan (SCp) version.

## Unit of measure

The Unit of Measure “V” and “V %” representing Retail Values and Retail Percentages in former TopPlan releases has been changed to “R” and “R %” in TopPlan 10.0.

This change to “R” and “R %” representing “Retail” makes the visible Unit of Measure consistent with the underlying code notation of the same and is easier to distinguish between references to Retail and Cost when both are referred to as “values” on occasion.

Following are the primary Unit of Measures used in TopPlan 10.0:

- Retail Values – R, Rp
- Cost Values – C, Cp
- Units – U, Up
- Text

## System Administration

Three application System Administration functions exist in TopPlan 10.0:

- Plan Administration
- Store Count Definition
- Synchronize BOP and EOP

### Plan Administration

Plan Administration consists of several Wizards that allow the System Administrator to define, delete or seed defined planning time horizons. The specific functions that are allows:

- Re-define an existing In-Season Time Horizon
- Define a new Pre-Season Time Horizon
- Edit an existing Pre-Season Time Horizon
- Delete a pre-defined Pre-Season
- Seed Data for a defined Pre-Season

### Store Count Definition

The System Administrator sets the Number of Stores measure that is visible in the Manager and Planner Roles with the Store Count Definition function.

A special workbook is built after Product, Time and Channel have been selected. The specific Store Counts can be entered at any level of the product and/or time hierarchies. Once committed, the store counts are visible to the Manager and Planner in their Number of Stores measure.

The Number of Stores measure is used in the calculation of Average Store Sales and Average Store Inventory.

### Synchronize BOP and EOP

This function automatically over-rides the BOP Inventory in the initial period within a selected Pre-Season time horizon with the last committed EOP Inventory from the previous week.

## User Defined Time Hierarchies

TopPlan 10.0 has several pre-defined alternate time hierarchies:

- Easter
- Mother's Day
- Father's Day
- Back To School
- Holiday

The specific weeks associated with each of these alternate times can be set and re-set by the System Administrator.

## Alerts

In TopPlan 10.0, several pre-defined Alerts have been defined:

- Wp Sales R > Ly Sales R by X% AND Wp EOP Inv R > Ly EOP Inv R by Y%
- Wp Sales R > Ly Sales R by X% AND Wp Gross Margin R < Ly Gross Margin R by Y%
- Wp Sales R > SCp Sales R by X% AND Wp EOP Inv R < SCp EOP Inv R by Y%
- Wp Sales R < SCp Sales R by X% AND Wp EOP Inv R > SCp EOP Inv R by Y%
- Wp EOP Inv R < 0
- Wp Total Receipts < 0

## Performance enhancements

### RPAS

Upgrades to RPAS provide the following improved performance within TopPlan:

- Faster Workbook Save
- Faster Workbook Open and Close

### TopPlan

In the application itself, TopPlan 10.0 provides faster Seeding of Data Pre-Season due to a greatly reduced number of measures defined to be automatically seeded.

The following measures are automatically seeded:

- Sales
- Markdowns
- Projected Receipts
- Shrink %

## Technical enhancements

TopPlan 10.0 has two areas of Technical Enhancements:

- The Addition of a Location Hierarchy enabling Multiple Channel Planning
- Providing the Ability to define and plan multiple Pre-Seasons Time Horizons

Both have been described in detail in the TopPlan 10.0 Functional Enhancement section of this document.

## Integration enhancements

The scope of Retek 10 was to duplicate the integration that exists in Retek 9.0 between TopPlan, RMS and RDW.

In Retek 10, we are sharing data. TopPlan is importing Product and Location Hierarchy information from RMS via the RIB ETL to RPAS. The Calendar Hierarchy, which was formerly imported from RMS will now need to be generated in RPAS.

In Retek 10, many of the batch programs from RMS to RPAS were updated; however the purpose/function of the programs remain the same.

In Retek 10, only slight changes were required to support the batch exports of data from RPAS to RMS.



## Assumptions

- The RPAS calendar generator will be required to support automated calendar hierarchy creation. This is in lieu of the calendar hierarchy upload that was formerly used.
- Product Hierarchy - There will no longer be separate extracts for staple skus vs fashion styles/skus. One interface based on new item master for Retek 10.0.
- Product Hierarchy and RMS data file feeds - A base implementation of RMS supports a 19-digit item number; however the data model allows for a 25-character item number for custom implementations. TopPlan 10.0 and RDF 10.0 only support a 24-character item number. If the integration program that imports item numbers encounters a 25-character item number, it will truncate the last 5 characters for input purposes and add 5 spaces back when the information is exported. This would need to be considered for custom implementations.
- Product Hierarchy and RMS data file feeds - A base implementation of RMS would support digits and dashes as valid characters within the item number. TopPlan 10.0 and RDF 10.0 RPAS technology do not support dashes as valid characters. The integration program that imports item numbers into RPAS map dashes (-) to underscores (\_) for item numbers and then handle the reverse mapping on the export. If RMS was customized to support additional characters or formats, this integration would need to be reviewed.
- Product Hierarchy - Although new item master supports multiple item differentiator types including color, size, flavor, scent and pattern, only color and size are supported for the integration from RMS 10.0 to TopPlan 10.0 and RDF 10.0.
- Product Hierarchy and RMS data file feeds - Differentiator identification fields may contain special characters that RPAS does not support. Therefore, No DIFF\_IDNT field will have more than 6 of its 10 characters be characters that cannot be accepted by Acumate. For example, a diff ID of \*\*\*\*\*ABC would not be permitted.
- Product Hierarchy - The New RMS 10.0 Item Master contains flexible levels that can be assigned by product. The RMS 10.0 integration to TopPlan 10.0 and RDF 10.0 only sends transaction level items and assumes everything is tracked at the sku level. References to the style number and style description are stored at the sku level.
  - SKU: IF Item Level = Transaction Level AND (Transaction Level = 1 OR 2)
  - STYLE: IF Item Level < Transaction Level AND (Item Level = 1 AND Transaction Level = 2), use style reference information.
  - DUMMY STYLE = IF Item Level = Transaction Level AND Transaction Level = 1, use dummy style reference information
    - Other level combinations (UPCs) are disregarded by the integration program.

- Datefile1 generated from TopPlan including dates applicable to historical or weekly loads is used as input to Stock Ledger files and On-Order data from RMS to TopPlan. This will be out of scope for 10.0. If required, it will need to be configured at implementation for 10.0 clients by Retek Services.

## **Interface with Retek Predictive Planning**

Retek Merchandising System 9.0 (RMS) interfaces Retek Predictive Planning 9.0 (RPP) in support of open-to-buy (OTB) planning. The customer can choose to send RPP stock ledger data at the subclass/location/week level either for the most current week or for a historical period. The following RMS batch programs support this interface:

- forgnld.pc
- fwgnld.pc
- fmednlds.pc
- fmednldf.pc
- ftmednld.pc
- onordext.pc
- stlgdnld.pc
- prepost.pc, with the argument `onordext_pre()`
- otbupld.pc

## Known issues

### TopPlan

**Issue:** BOP/EOP edits and their effect on Receipts

**Solution:** Need to remove the 'policing' of edits and prevention of negative Receipts. Also, BOP/EOP need to have default spreads of 'none' to ensure that edits shift receipts at the level of the edit.

### RPAS

- Values that are not exactly zero (0) display a scientific notation.
- If a workbook has been created prior to the most recent data-load and the workbook has NOT been refreshed, the possibility exists that if the workbook is committed, actual data that has been loaded since the workbook has been built will be overwritten.
- The resolution will involve potentially two things:
  - A date sanity check to insure that only non-elapsd times/forward time periods are committed.
  - That in-season workbooks are automatically re-built after a data load.