

**Oracle® Retail Merchandise Financial Planning
Cost**
User Guide
Release 12.1

June 2007

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Preface

The Oracle Retail Merchandise Financial Planning Cost User Guide describes the application's user interface and how to navigate through it.

Audience

This document is intended for the users and administrators of Oracle Retail Merchandise Financial Planning Cost. This may include merchandisers, buyers, and business analysts.

Related Documents

For more information, see the following documents:

- Oracle Retail Merchandise Financial Planning Cost Release Notes
- Oracle Retail Merchandise Financial Planning Cost Installation Guide
- Oracle Retail Merchandise Financial Planning Cost User Guide
- Oracle Retail Merchandise Financial Planning Retail User Guide
- Oracle Retail Merchandise Financial Planning Channel Plan User Guide
- Oracle Retail Predictive Application Server documentation

Customer Support

- <https://metalink.oracle.com>

When contacting Customer Support, please provide:

- Product version and program/module name.
- Functional and technical description of the problem (include business impact).
- Detailed step-by-step instructions to recreate.
- Exact error message received.
- Screen shots of each step you take.

Conventions

Navigate: This is a navigate statement. It tells you how to get to the start of the procedure and ends with a screen shot of the starting point and the statement "the Window Name window opens."

Note: This is a note. It is used to call out information that is important, but not necessarily part of the procedure.

This is a code sample
It is used to display examples of code

A hyperlink appears like this.

Introduction

Overview

Oracle Retail Merchandise Financial Planning Cost is part of the Oracle Retail Predictive Planning Suite. Oracle Retail Merchandise Financial Planning Cost provides strategic and financial product planning functions. These functions support industry planning standards for pre-season and in-season processes. Functions and processes that are a part of the Merchandise Financial Planning Cost solution include:

- Setting and passing targets
- Creating a financial plan in a structured method
- Plan reconciliation
- Plan approval
- Plan maintenance
- Re-planning
- Plan monitoring

Merchandise Financial Planning Cost role definition and security control the functions a user may perform.

This chapter discusses a basic planning process and how it has been incorporated into the Merchandise Financial Planning Cost solution.

About Oracle Retail Predictive Planning

Oracle Retail Predictive Planning solutions are flexible applications providing top-down, bottom-up, middle-out functionality for developing, reconciling, and approving plans. Supported by an industry standard process, the Oracle Retail Predictive Planning solutions are scalable to allow planning at many levels of detail, from high-level strategic planning to in-season financial management.

Built on powerful predictive engines, the Oracle Retail Predictive Planning solutions use integrated demand forecasting to provide an accurate view of customer demand with little human intervention. Exception management functions flag affected areas of a plan that a user may not notice when they are managing large amounts of data.

Process for using Oracle Retail Predictive Planning Products

Oracle Retail Predictive Planning supports the planning lifecycle processes from including high-level strategic planning to detailed financial planning. Product and Channel (specifically location) planning components are supported with a pre-season planning process. Product planning is also supported with an in-season planning process. The diagram below illustrates the business process supported by Oracle Retail Predictive Planning.



Merchandise Financial Planning Cost Components and Key Processes

This section introduces Merchandise Financial Planning Cost key components and features. These provide the basis for standard processes and activities that are necessary for a planner to perform their planning functions.

The key components introduced in this section include:

- **Workbooks** – the primary element used in building a plan. A planner will use a workbook to build and maintain their plans throughout the season.
- **Worksheets** – contained within workbooks. The worksheets are displayed in a tab format and contain pre-defined lists of measures. The worksheets are arranged to reflect a standard planning process, allowing a user to work in a logical path to build a plan.
- **Worksheet data** – Saving, Committing, and editing plan data
- **Planning roles** – Each Merchandise Financial Planning Cost user is assigned to a specific role. These roles control the application functions that are available. They play an integral part in how plans are created.
- **Plan versions** – Merchandise Financial Planning Cost functionally provides the capability to have more than one version of the plan. This allows users to track actual data against the original plan, then re-plan the current season and save to a new plan.
- **Plan reconciliation and approvals** – Plan reconciliation is a process used to bring data together from multiple plans or compare two different plans. Plan approval is a built-in application process that allows a planner to submit a plan for approval to a manager, who then can approve or reject it.

For more information on application functions, see RPAS Online Help or the RPAS 12.1 User Guide.

Workbooks

A Merchandise Financial Planning Cost user accomplishes multiple planning tasks using workbooks. A workbook is a user-defined data subset (of a master database) that includes selected hierarchical dimensions. These workbooks consist of worksheets and graphical charts that are used for planning, viewing, and analyzing business measures. Workbooks organize related planning information and divide levels of user responsibility. This framework allows a user to easily view, create, modify, and store data sets that are common to repeated tasks.

A workbook structure consists of the following elements:

- Product levels and members - for example, Department, Class, Sub-Class for Men's Sweater Department
- Time levels and members - for example, Season, Month, Week for Spring 2004 Season
- Location levels and members - for example, these members may reflect multiple channels within an organization at their aggregate level such as total Brick & Mortar divisions, Catalog and /or e-Commerce. In the ChannelPlan workbooks the members might be Region, District, Store for North America- East Coast
- Plan versions - for example, Working Plan (Wp), Original Plan (Op), Current Plan (Cp), and Last Year (Ly)
- Measures and corresponding business rules - for example, Sales, Receipts, Markdowns, Inventory

For more on Product, Time, and Location hierarchies, see RPAS Online Help or the RPAS 12.1 User Guide.

Workbooks can be built automatically, via a batch process, or manually using the Planning Workbook wizard. Each workbook contains the planning windows, measures, and business rules needed for a complete plan.

Data in a workbook can be displayed using both multi-dimensional spreadsheets and charts. The data can be viewed at a detailed level or at an aggregate level, with the ease of a mouse click.

For descriptions of the Oracle Retail Merchandise Financial Planning Cost workbooks, see the remaining chapters of this user guide. For more information on manipulating data in the worksheets, see RPAS Online Help or the RPAS 12.1 User Guide.

Worksheets

Planning worksheets are multi-dimensional spreadsheets that provide users with views of the data contained in a workbook. Oracle Retail Predictive Planning comes with a series of built-in worksheets that support an industry standard business process. Each worksheet can contain its own unique product, time, and metric information. This approach enables users across an organization to use a standard planning process.

Worksheets can be customized for each user. Rotating, pivoting, and format functions allow a user to create individual views within a worksheet. Each user may also display the data in a graphical format by using the charting function.

For descriptions of the Oracle Retail Merchandise Financial Planning Cost worksheets, see Chapters 2 and 3. Measure calculations are discussed in Chapter 4, and a comprehensive list of Merchandise Financial Planning Cost measures is available in Chapter 5. For more information on manipulating data in the worksheets, see RPAS Online Help or the RPAS 12.1 User Guide.

Editing Worksheet Data

Users may edit data at many levels of each hierarchy (product, location, time). If the data is modified at an aggregate level (a level with one or more lower levels beneath it), the modifications are distributed to the lower levels within the hierarchy. This function is called spreading. If data is modified at a level that has a higher level above it (parent), the data changes are reflected in those higher levels. This is known as aggregation.

Users edit and enter data in the worksheets. The solution's business rules are implemented throughout the worksheets to ensure consistent edit behavior regardless of where (on which worksheet) the edit is performed.

Measure Aggregation and Spreading

Each measure that is used in the Merchandise Financial Planning Cost solution is assigned a default aggregation and spreading behavior. A measure's aggregation method controls how data is calculated at aggregate levels of the hierarchy, such as month or department. A measure's spread method controls how data is spread to lower levels of a hierarchy when the user enters data at an aggregate level. Below is a list of relevant aggregation and spread methods that are used in Merchandise Financial Planning Retail. For a complete list of aggregation and spread methods supported by RPAS, please refer the RPAS 12.1 Configuration Tools User Guide.

Aggregation Methods

Aggregation (Agg) Methods	Result	Types of Measures
Total	Values are summed up the hierarchy dimensions.	Value or Unit measures such as Sales, Markdowns, and Receipts.
Recalc	Value is recalculated at aggregate levels based on its rule calculation.	% measures such as GM R %, Markdown %, Customer Returns %; also other calculated measures such as TO, Forward Cover.
PST – Period Start Total	Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the 1 st child period's value belonging to the aggregate parent.	Beginning of Period Inventory (BOP).
PET – Period End Total	Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the last child period's value belonging to the aggregate parent.	End of Period Inventory (EOP).
AMBG	All values within and across hierarchies are equal otherwise a "?" is displayed at aggregate levels.	Used by informational text measures such as "Event Information" or pick list "Approve/Reject".

Aggregation (Agg) Methods	Result	Types of Measures
B_AND	For Boolean types only referring to situations that are either “true” or “false”. Value is “on” or “true” at an aggregate level if all values within a hierarchy level are “on”.	Boolean (check box) “Submit”.

Spread Methods

Spread Methods	Result	Types of measures
Proportional	Typically used in conjunction with Total Agg Type. Value is spread proportionally to the child dimensions when a value is entered at an aggregate level.	Value or Unit measures such as Sales, Markdowns, and Receipts.
None	The result of the edit is passed to another measure. The spread method for the measure that inherits the edit is used to spread the new value to the child dimensions. For example, an edit to Wp Sales var Ly R% at an aggregate level (Month) results first in the Sales R value being recalculated at the Month level, reflecting the edited percent increase over Ly Sales R; then the new Sales R value is spread to the week level proportionally. Finally, the Wp Sales var to LY R% is recalculated at the week level.	Variance measures such as Wp Sales var to Ly R%, Wp Mkd var to Op R%.
PS (Period Start)	For edits at an aggregate level, the edited value is placed into the first logical child dimension beneath the level of the edit, for example, an edit to BOP Inv at the Month level will spread the edited BOP Inv value to the first week reporting to the Month.	
PE (Period End)	For edits at an aggregate level, the edited value is placed into the last logical child dimension beneath the level of the edit. For example, an edit to EOP Inv at the Month level will spread the edited EOP Inv value to the last week reporting to the Month.	Typically used in conjunction with EOP Inv, Avg Inv.

When editing cells at an aggregate hierarchy level, the default spread method for a measure can be overridden by typing a numeric value into the cell followed by an “r” (replicate), “e” (even), “d” (delta) or “p” (proportional).

Overriding Default Spread Methods

A measure's default spread method can be overridden on a data entry by using the override spread method function. The default spread method is overridden for that specific data edit and is not permanently changed. To use an alternate spread method, enter a number in a data cell at an aggregate level followed by an r, e, p, or d. This will apply the Replicate, Even, Proportional, or Delta distribution function to spread that number to the lowest level.

Note: Save information in the workbook before trying these features. If you are not comfortable with the results, simply use the Edit – Revert command to undo the changes. The Revert command will reset the workbook back to its state after that last SAVE was issued.

Explanation of Spread Types

Assume the following hierarchy and values are in place:

	February	Week1	Week2	Week3	Week4
Department1	570	155	170	100	145
Class1	120	20	20	40	40
Class2	100	25	25	25	25
Class3	200	100	50	20	30
Class4	150	10	75	15	50

- **Replicate** – Copies the entered value to all cells below the aggregate dimension. This method can be used for measures that have an aggregation method of Total or Recalc.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 50r for Feb/Department1, the values at every intersection of week and class belonging to Feb/Department1 are changed to 50. The aggregate total is then recalculated as the sum of the lower-level cells, 800. See results below.

	February	Week1	Week2	Week3	Week4
Department1	800	200	200	200	200
Class1	200	50	50	50	50
Class2	200	50	50	50	50
Class3	200	50	50	50	50
Class4	200	50	50	50	50

- **Even** – Divides the entered value evenly to all cells below the aggregate dimension. This method can be used for measures that have an aggregation method of Total or Recalc.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 600e for Feb/Department1, the value at every intersection of week and class belonging to Feb/Department1 changes to 37.5. The aggregate total is then recalculated as the sum of the lower-level cells, 600. See results below

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

- **Proportional** – Spread the difference between the original and entered value to all cells below the aggregate dimension based on that cell's percent contribution to the original value in the edited cell. This method can be used for value or unit measures that have an aggregation method of Total.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 1140p for Feb/Department1, the value for every intersection of week and class belonging to Feb/Department1 doubles (the % contribution of the base cell to the aggregate remains unchanged). See results below.

	February	Week1	Week2	Week3	Week4
Department1	1140	310	340	200	290
Class1	240	40	40	80	80
Class2	200	50	50	50	50
Class3	400	200	100	40	60
Class4	300	20	150	30	100

- **Delta** – Spread the difference between the original and entered value evenly to all cells below the aggregate dimension. This method can be used for value or unit measures that have an aggregation method of Total.

If a value is entered at more than one aggregate dimension (such as aggregate product and time), then the value is copied to ALL lower-level base cells below the aggregate time and product.

Example:

Enter 670d for Feb/Department1, the value for every intersection of week and class belonging to Feb/Department1 increases by the same value, 100/16 or 6.25.

	February	Week1	Week2	Week3	Week4
Department1	670	155	170	100	145
Class1	120	26.25	26.25	46.25	46.25
Class2	100	31.25	31.25	31.25	31.25
Class3	200	106.25	56.25	26.25	36.25
Class4	150	16.25	81.25	21.25	56.25

Saving Worksheet Data

Two options are available to ensure that data is saved during the planning process.

- **Save** – Data is saved to a user database and does not affect the master database. This allows you to manipulate details and evaluate the impact of the changes without changing the master data. Any data saved via the Save option is saved to a local copy of the database (usually your computer or network folder). Other users are not able to view the saved data by default. You may save the workbook with “global access” enabling others to view your local workbook.
- **Commit** – Data is saved to the master database. Data (including changed) is accessible to all users once their workbooks are rebuilt or refreshed.

There are two methods for retrieving updated data from the master database to a local workbook:

- **Refresh** – A user can use the Refresh option to retrieve data from the master database to an existing workbook. A user may retrieve data for all measures in a workbook or select specific measures.
- **Build** – A user may build a new workbook manually. As an alternative for building a workbook manually, a Merchandise Financial Planning Cost administrator can run a batch process (delivered with Merchandise Financial Planning Cost) to automatically build a new workbook.

For more information about editing data, saving changes, aggregation, and spreading; see RPAS Online Help or the RPAS 12.1 User Guide.

Planning Roles

Planning roles serve these purposes:

- They identify the organizational level at which planning occurs.
- They set the product level at which that role will plan.
- They set the time period at which that role will plan.

Each role is part of a bottom-up and/or a top-down process. See the reference chart below. The role’s base intersection defines the lowest level of time and product to which that role will have access when building a plan. The planning role defines the range of planning responsibilities and also controls the measures shown in planning worksheets and those measures’ accessibility.

While the planning roles can be customized during implementation, a standard set of planning roles is supplied with Merchandise Financial Planning Cost:

- Executive (Ex)
- Manager (Mg)
- Planner (Pl)

The range of planning and the role relationships for these roles are as follows:

Role	Base Intersection	Range of Planning	Lowest-Level Time Period	Bottom-up Rule	Top-down Rule
Executive (ex)	Group/month	Company – group	Month	Manager	None
Manager (mg)	Department/ week	Group – department	Week	Planner	Executive
Planner (pl)	Subclass/week	Department - subclass	Week	Keyplan planner	Manager

Plan Versions

The strategic and financial planning processes supported by Merchandise Financial Planning Cost use plan versions to designate different plan types that are used throughout the planning horizon. These version names and their abbreviations are used frequently in planning worksheets, for example, to distinguish measures.

The plan versions that are visible to Merchandise Financial Planning Cost users depend on the users' planning roles, and are as follows:

Plan Version	Planner	Manager	Executive
Working Plan (Wp)	X	X	X
Last Year (Ly)	X	X	X
Forecast (FrcPr, FrcIn)	X	X	X
Target (Tgt) *	X	X	X
Original Plan (Op)	X	X	X
Current Plan (Cp)	X	X	X
Waiting for Approval (Wa)	X	X	

Planner has access to the target passed from the Manager. The Manager has access to the target passed from the Executive, as well as their published targets. The Executive has visibility to his own published targets.

The following sections describe each plan version in more detail.

Working Plan (Wp)

- The plan version that is editable for a particular pre-season or in-season period. This plan version is used initially to develop and revise plans.
- This plan version is used to develop and revise plan data.
- Actual data values are loaded into the Wp (and Cp) version for all elapsed time periods.

Last Year (Ly)

- A plan version that provides a reference to last year's actual historical data.

Forecast (FrcPr, FrcIn)

- The plan versions that provides reference to the Pre-Season and In-Season Demand sales forecasts. They are automatically generated and updated from Oracle Retail Demand Forecasting (RDF).

Target (Tgt)

- Target measures contain values set by a "higher" role that are then passed to a "lower" role. For example, the Manager receives a Target plan version from the Executive, and the Planner receives a Target plan version from the Manager.
- Targets are created by the role via the "Publish Targets" process, which is initiated by the user. Once the data is committed to the database, those targets become available to the next lower role.

Waiting for Approval (Wa)

- A plan that is awaiting approval by the planner's manager in a superior role. The planner submits their plan for approval, which copies the plan data from the Wp version to the Wa version.
- The Manager and Planner access the same Wa version. The planner role owns this version, and the Manager reads from this version to populate measures. The Wa version is read-only for both roles.
- If the plan is approved, a Waiting for Approval plan is promoted to either the Original Plan (Op) version or Current Plan (Cp).
- If the plan is rejected, the Working Plan (Wp) version is not promoted to Original Plan or Current Plan. Needed adjustments are made before the plan is resubmitted for approval.

Original Plan (Op)

- A pre-season plan that has been approved and promoted from Waiting for Approval (Wa) to Original Plan (Op) version.
- The Planner's plan is the only plan that is approved and becomes the Original Plan.
- All Roles have visibility to the OP version measures.

Current Plan (Cp)

- An in-season plan that has been approved and promoted from Waiting for Approval (Wa) to Current Plan (Cp) version.
- The Planner's plan is the only plan that is approved and becomes the Original Plan.
- All Roles have visibility to the CP version measures.
- Actual data values are loaded into the Cp (and Wp) version for all elapsed time periods.

Plan Reconciliation

The goal of plan reconciliation, an important step of the financial planning process, is to achieve a single, unified plan that all contributing parties have reviewed and approved. As planners generate plans, they move through a reconciliation phase, and on to the plan approval phase.

Seeding the Plan

Seeding is a process that populates certain data elements/measures with data from either an external system, or a previous year's Merchandise Financial Planning Cost plan. Seeding facilitates the ability to create a plan by providing seasonal curves across time and relationships between products and locations. Once edits are made to a Working Plan measure that has been seeded, the new edit will spread to lower hierarchical members based on the data that has already been seeded, maintaining the seasonal curves and relationships between products and locations.

Generally, planners rely on two types of data, Actual (for pre-season planning, this is Last Year data) and Forecast. Actual data is historical information. Forecast data is scientifically projected based on certain rules, functions, and algorithms and attempts to estimate certain key data elements. Both Actual and Forecast data is gathered or generated by other systems such as, Oracle Retail Merchandising System (RMS) or Oracle Retail Demand Forecasting, and fed into Merchandise Financial Planning Cost via an interface program.

Plan Approval

In Merchandise Financial Planning Cost, the Manager and Planner roles participate in the plan approval process. Additional roles may be added to the process, if required.

The planner uses the Approval worksheet to submit plans to the manager for approval. The planner also uses this worksheet to view the status of their submitted plans. The manager will use their approval worksheet to approve or reject the submitted plans.

Submit for approval functionality is available through a custom menu option named Merchandise Financial Planning Cost. Under this menu, the "Submit for approval" option allows a user to submit the plan and move the data to the Wa version. This process also automatically commits the data to the database.

For more about plan approval, see "Approval Worksheet" in Chapter 3 – Financial Planning.

Publishing Targets

In Merchandise Financial Planning Cost, the Manager and Executive roles may set target values for key measures. Each role then makes these targets available to the role below them in the planning process.

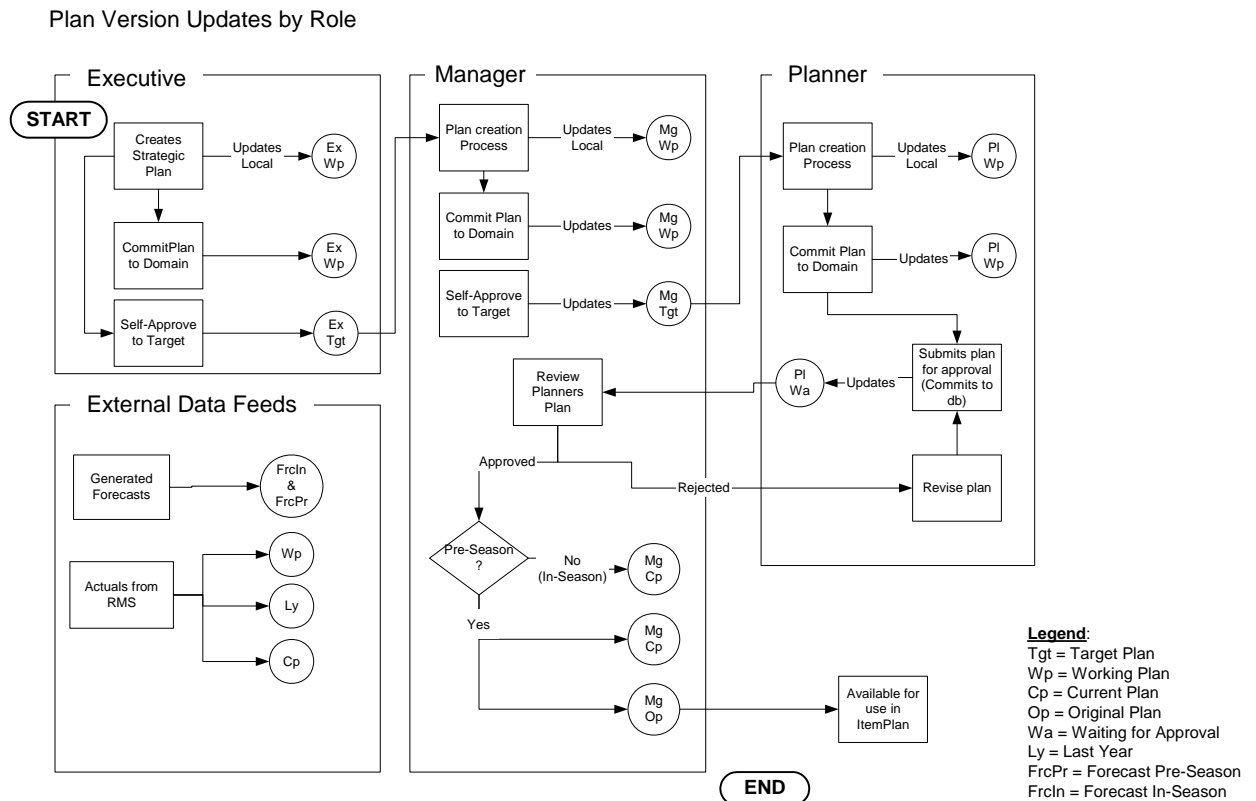
Executives create their plan and will use their Publish worksheet to update their target measures with the data in their plan. The data is committed to the database automatically when they invoke the “Publish” custom menu. Then managers have access to these target values in their workbooks.

Managers create their targets in the same method as the Executive. Managers create their plan and use their Approval worksheet to update their target measures with the data in their plan. The manager’s approval worksheet has two windows displayed, one for publishing targets and the other for approving plans. The manager’s target data is committed to the database automatically when they invoke the “Publish” custom menu. Then planners have access to these target values in their workbooks.

For more about plan approval, see “Approval Worksheet” in Chapter 3 – Financial Planning.

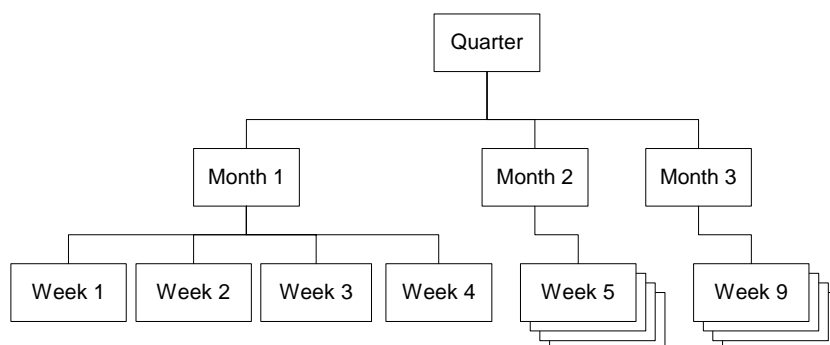
Plan Versions, Roles and Process Flows

The following diagram shows how the different Merchandise Financial Planning Cost processes and activities affect or update each plan version.



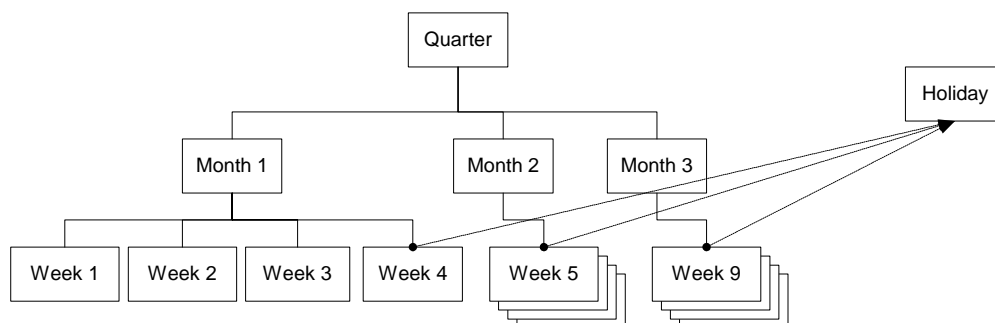
Alternate Hierarchies

When Oracle Retail Predictive Solutions are installed, implementation scripts define the dimensions and hierarchical structures specific to your organization. For example, the system can be built to recognize that weeks roll up into months, that months roll up into quarters. The following diagram shows standard time hierarchy:



However, it may be necessary to define time periods based on an alternate roll-up design to suit a particular business need. Arbitrary periods in the time hierarchy can be grouped together for use in functions such as planning, forecasting, and measure analysis. These user-defined groupings act as normal dimensional levels; that is, they allow data aggregation from the lower to the higher levels of the hierarchy, and allow spreading from the higher to the lower levels of the hierarchy. For example, an Easter holiday period may consist of 2 weeks of February and 2 weeks of March.

Another example is a dimension, in this case called Holiday, made up of specific weeks surrounding all the holiday periods in the year. In the diagram below, the alternate time hierarchy, Holiday consists of Week 4, Week 5, and Week 9. When the Holiday time period is displayed in a workbook, the user will see these three weeks displayed once the Holiday period is expanded. You can see the total Holiday measures (such as total Holiday sales), as well as be able to drill-down to the specific weeks within Holiday to see if any one particular week performed better than the others.



For more information about creating Alternate Hierarchies, see RPAS Online Help or the RPAS 12.1 User Guide.

Printing and Reporting

Merchandise Financial Planning Cost users can print planned data at any time using the File – Print option. This option will print the current worksheet and any measures listed on it.

If reporting requirements dictate more sophisticated reports, Oracle Retail Data Warehouse (RDW) provides the added benefit. Merchandise Financial Planning Cost data interfaces with RDW for storage and reporting purposes. Once Original and Current plans are approved, those figures are sent to RDW for analysis and reporting.

Exception Management - Alerts and Exceptions

Alerts are automatic notifications that the values of a specified metric either fall outside of an acceptable range or do not match a given value. Alerts are generated to let you know that a measure may need to be examined and possibly amended in a workbook.

Alerts are used to automatically identify predefined issues and opportunities within your business, and to notify members of your business when these issues and opportunities occur. By setting alert parameters intelligently, you ensure that opportunities and issues that might normally go unrealized or unresolved are quickly identified.

Alerts

The alert capability in Merchandise Financial Planning Cost highlights specific conditions to a user. These conditions are built using the Alert Manager. The conditions (or alerts) consist of a business measure (the data to be analyzed) and a mathematical rule (the rule for determining the alert). These conditions often are used to direct users to exceptions or targets including OTB opportunities, stock outages, sales performance against a plan, and margin opportunities.

A background program called the Alert Finder processes the alerts in a batch mode and finds the areas of a plan that fall outside the thresholds declared by the alert. This will create a message, or alert, that is flagged through the Alert Manager window. You can then go directly to the alerted areas of the workbook and perform the take appropriate action.

The Alert Manager is more sophisticated than simple exception reporting, as it directs you to the specific area of the plan that requires attention.

For more information about creating Alerts, see RPAS Online Help or the RPAS User 12.1 Guide.

Exceptions

Users also have the ability to set a user-defined exception on any measure within their plan workbook. A user-defined exception consists of an upper and lower boundary and a text format for each. The exception is designed to allow you to assign special formatting to be applied in the event the measure value falls outside one of the two boundaries. You may set different formats for the upper and lower boundary values. The exception is displayed on the worksheet when the data meets the exception criteria.

For more information about alerts and exceptions, see the RPAS Online Help or the RPAS 12.1 User Guide.

Merchandise Financial Planning Cost Administration

Administration activities for Merchandise Financial Planning Cost are grouped into two areas: solution administration and RPAS administration.

The solution administration process is performed using three workbooks that are designed to perform specific activities:

- Inventory Initialization - used to establish Beginning of Period and End of Period inventory values using loaded Stock on Hand data
- Seeding Administration - used to copy data from a selected plan version to the working plan version prior to starting the Pre-Season plan.
- Merchandise Financial Planning Cost Administration - used to set Store Counts and map historical data to account for time shifts.

RPAS Administration consists of the following activities:

- User and Group Management (add, delete, change users)
- Security Management (control access to workbooks, hierarchies, and dimensions)

There are specific workbooks the administrator uses to perform these activities.

For more information about the RPAS Administration workbooks, see the RPAS Administration Guide.

Strategic Planning

Strategic planning is the process by which an “executive” planner develops an executive, high-level plan. This is usually developed once a year as part of pre-season planning. The strategic plan provides the vehicle to set targets for key planning measures such as sales, profit, average inventory, and turnover. Typically, the Executive, perhaps a general merchandise manager (GMM), sets the targets. A Strategic plan often encompasses multiple years in the future.

An Executive plan is comprised of the following elements:

- **Product Hierarchy:** Total Company to Group
- **Time Hierarchy:** Total Time, Year to Month
- **Measures:** Values only (no units); Sales, -, Gross Margin, Average Inventory and Turnover
- **Plan Versions:** Working, Forecast, Last Year

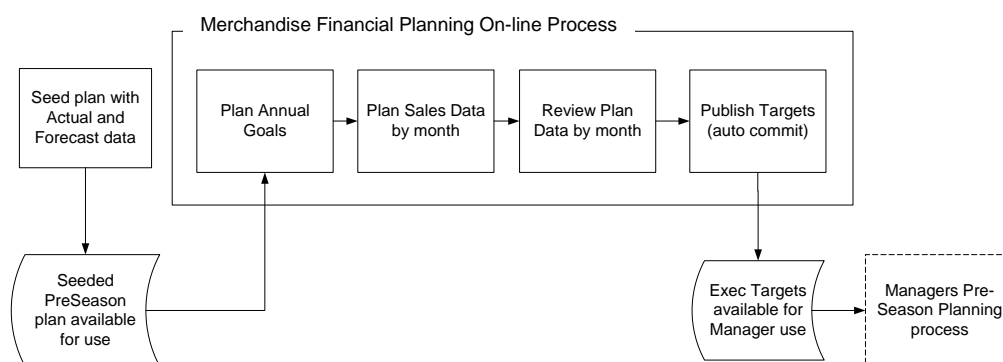
Once the plans are complete, the executive makes the plans available to the manager. The plans provide a foundation on which more detailed Financial Plans will be created. For more information on developing Financial Plans, see Chapter 3 – Financial Planning.

Strategic Planning Process

Executive-level planners use the Pre-Season and In-Season Plan workbooks to develop a high-level view of financial targets. Executives can then “send” these target numbers to the system, which allows lower-level roles (Managers and Planners) to access them and use them in their planning processes.

The following diagram shows the steps in the Strategic Planning process:

Merchandise Financial Planning - Strategic Planning
Executive Role - Strategic Product Planning Workflow Process (Pre-Season, Plan Targets)



Pre-Season Planning Workbook

The Pre-Season Plan workbook contains four worksheets that support the Executive planning process:

- Annual Goals
- Sales
- Value Summary
- Original Plan
- Publish

Note: A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Assumptions

Seeding has taken place for LY measures. Measures that are typically seeded for the Executive role are:

- Sales

LY measures are read-only and cannot be updated.

Demand Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting. The forecast data is viewable via the FrcPr Demand C measure in the Pre-Season workbook.

Annual Goals Worksheet

This worksheet is used to plan annual targets for gross margin, sales, and turn-over and average inventory.

Annual Goals Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated via feed from Forecasting system
Wp Demand variance to LY Sales R %	Read	
Wp Sales R	Write	Sales var Demand Pre-Season R %, Sls var Ly R % recalculate. MMU R and MMU R % recalculate. GM R recalculates using GM R %.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sls var Ly R % copies Sls Ly R to Sls R.

Measure	Access	Result
Wp Sales C	Write	MMU R and MMU R % recalculate. Avg Inv. Recalculates.
Ly Sales C	Read	
WP Sales var Ly C %	Write	Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sls var Ly R % copies Sls Ly C to Sls C.
Wp GM R	Read	Calculated using GM R % and Sls R.
Wp GM R %	Write	GM R recalculates. GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	
Wp TO Cr	Write	Avg Inv C and Avg Inv var LY C % recalculate. TO recalculates at each higher level of the hierarchy where the Avg Inv C value was modified.
Ly TO Cr	Read	
Wp Avg Inv C	Read	Calculated with a change to TO.
Ly Avg Inv C	Read	
Wp Avg Inv var Ly C %	Read	Calculated with a change to Avg Inv.
Wp GMROI C	Read	Updated with a change to GM R, Avg Inv C
Ly GMROI C	Read	

Sales Worksheet

This worksheet is used to plan monthly sales targets (usually for the current plan year only). Additional measures are available on this worksheet to enable the Executive to plan based on contribution to product and time.

Sales Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated via feed from Forecasting system.
Wp Demand variance to LY Sales R %	Read	
Wp Sales R	Write	Sales var Demand Pre-Season R %, Sales var Ly R %, Sales Contribution to Time R %, Sales Contribution to Product R % recalculate.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly R % copies Sls Ly R to Sls R.
Wp Sales C	Write	Sales var Ly C %, Sales Contribution to Time C %, Sales Contribution to Product C % recalculate
Ly Sales C	Read	
Wp Sales var Ly C %	Write	Sales C is recalculated to reflect the % to Ly value entered Entering 0 into the field Salesvar Ly C % copies SalesLy C to Sls C
Wp MMU R	Read	
Wp MMU R %	Write	Sales R and MMU R recalculate.
Ly MMU R	Read	
Ly MMU R %	Read	
Wp MMU var Ly R %	Read	Recalculates with any edit to Sales R or Sales C.
Wp Sales Contribution to Time R %	Read	Sales R recalculates based on the % of the aggregate time hierarchy Contribution to time R % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %
Ly Sales Contribution to Time R %	Read	

Measure	Access	Result
Wp Sales Contribution to Product R %	Read	Sales R recalculates based on the % of the aggregate product hierarchy Sales Contribution to Product R % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to product % for the hierarchy is 100 %
Ly Sales Contribution to Product R %	Read	
Wp Sales Contribution to Product C %	Write	SalesC recalculates based on the % of the aggregate product hierarchy. Sales Contribution to Product C % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contProd % for the hierarchy is 100 %.
Ly Sales Contribution to Product C %	Read	
Wp Sales Contribution to Time C %	Write	SalesC recalculates based on the % of the aggregate time hierarchy. Contribution to Time C % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %.
Ly Sales Contribution to Time C %	Read	

Value Summary Worksheet

The Executive uses the Value Summary worksheet to review and adjust monthly sales targets. This worksheet includes the values from the Annual Goals and Sales tabs.

Value Summary Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	GM R and GM R % recalculate Sales variance %'s recalculate
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Wp Sales R is recalculated to reflect the % to Ly value entered Entering 0 into the field Wp Sales var Ly R % will copy Wp Sl's Ly R to Wp Sales R .
Wp Sales C	Write	Sales variance %'s recalculate
Ly Sales C	Read	

Measure	Access	Result
Wp Sales var Ly C %	Write	Wp Sales C is recalculated to reflect the % to Ly value entered Entering 0 into the field Wp Sales var Ly C % will copy Wp Sls Ly R to Wp Sales C.
Wp GM R	Read	Recalculates with a change to Sales R.
Wp GM R %	Write	Recalculates with a change to GM R, or Sales R
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with a change to GM R
Wp TO Cr	Write	Recalculates with a change to Wp Sales C
Ly TO Cr	Read	
Wp Avg Inv C	Read	Recalculates with a change to TO C
Ly Avg Inv C	Read	
Wp Avg Inv var Ly C %	Read	Recalculates with a change to Avg Inv C
Wp GMROI C	Read	Recalculates with a change to GM R or Avg Inv C
Ly GMROI C	Read	

Original Plan Worksheet

The Executive uses the Original Plan worksheet to review and adjust monthly sales targets. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. The Original Plan values are made available to the Executive once an Original Plan has been approved by a Manager.

Original Plan Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Sls var Ly R %, GM R, GM R %, recalculate.
Op Sales R	Read	
Wp Sales var Op R %	Write	Wp Sales R is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op R % will copy Wp Sls Op R to Wp Sales R.
Ly Sales R	Read	
Wp Sales C	Write	Sls var Ly C %, Markdown C, GM C, GM C %, TO, Avg Inv. recalculate.
Op Sales C	Read	
Wp Sales var Op C %	Write	Wp Sales R is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op R % will copy Wp Sls Op R to Wp Sales R.

Measure	Access	Result
Ly Sales C	Read	
Wp GM R	Read	Calculated via an edit to GM R % or Sales R.
Wp GM R %	Write	GM R recalculates.
Op GM R	Read	
Op GM R %	Read	
Wp GM var Op R %	Read	Recalculates with any edit to GM R.
Ly GM R	Read	
Ly GM R %	Read	
Wp TO Cr	Write	Avg Inv C and Avg Inv var LY C % are recalculated.
Op TO Cr	Read	
Ly TO Cr	Read	
Wp Avg Inv C	Read	Updated with an edit to TO.
Op Avg Inv C	Read	
Ly Avg Inv C	Read	
Wp GMROI C	Read	Recalculated with any edit to GM R or Avg Inv C.
Op GMROI C	Read	
Ly GMROI C	Read	

Publish Worksheet

This worksheet contains the measures the Executive uses to publish their plan targets.

Publishing Targets

1. Select the **Publish** check box for the time periods, products, and channels for which targets should be published, click **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the "Publish" option in the Merchandise Financial Planning Cost menu.

A message box is displayed indicating the rule groups have executed successfully. If the message box indicates "success" then the approval process completed successfully.

Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.

Publish Worksheet Measure List

Measure	Access	Result
Wp Publish	Write	Does not affect other measures.
Wp Publish Comment	Write	Does not affect other measures.
Wp Publish Date	Read	Populated with the current date upon successful completion of the rule group execution.

Pre-Season Extra Measures

Measures in the following table are available within Executive pre-season worksheets, but must be added via Show/Hide. See the RPAS online help or Users Guide for more information on adding measures to worksheets.

Executive Role Extra Measures

Measure	Access
Tgt Avg Inv C	Read
Tgt GM R	Read
Tgt GM R %	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Sales C	Read
Tgt Sales R	Read
Tgt TO Cr	Read
Wp Avg Inv var Op C %	Read
Wp MMU var LY R	Read
Wp MMU var LY R %	Read
Wp Sales Build Rate C %	Read
Wp Sales Build Rate Rr	Read

In-Season Planning Workbook

The In-Season Plan workbook contains four worksheets that support the Executive planning process:

- Review Trend
- Sales
- Value Summary
- Original Plan
- Publish

Note: A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Assumptions

- Seeding has taken place for LY measures. Measures that are seeded are typically:
- Sales
- LY measures are read-only and cannot be updated.
- Cp measures are loaded with Actual data up to the current period.
- Wp measures are loaded with Actual data up to the current period.
- Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting. The forecast data is viewable via the FrcIn Demand R measure in the In-Season workbook

Review Trend Worksheet

This worksheet is used to monitor the in-season progress toward annual targets for gross margin, sales, turn-over and average inventory.

Review Trend Worksheet Measure List

Measure	Access	Result
FrcIn Demand R	Read	Updated via feed from Forecasting system.
Wp Demand variance to LY Sales R %	Read	
Wp Sales R	Write	Sales var Demand In-Season R %, Sls var Ly R % recalculate. MMU R and MMU R % recalculate. GM R recalculates using GM R %.
Cp Sales R	Read	

Measure	Access	Result
Wp Sales var Cp R %	Write	Wp Sales R is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp R % will copy Wp SlS Cp R to Wp Sales R.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Wp Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly R % will copy Wp SlS Ly R to Wp Sales R.
Wp Sales C	Write	MMU R and MMU R% recalculate. Avg Inv C recalculates.
Cp Sales C	Read	
Wp Sales var CP C %	Write	Wp Sales C is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp C % will copy Wp SlS Cp R to Wp Sales C.
Ly Sales C	Read	
Wp Sales var Ly C %	Write	Wp Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly C % will copy Wp SlS Ly R to Wp Sales C.
Wp GM R	Read	Calculated via an edit to GM R %.
Wp GM R %	Write	GM R recalculates.
Cp GM R	Read	
Cp GM R %	Read	
Wp GM var CP R %	Read	Recalculates with an edit to GM R.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with an edit to GM R.
Wp TO Cr	Write	Recalculates Avg Inv C.
Cp TO Cr	Read	
Ly TO Cr	Read	
Wp Avg Inv C	Read	Recalculates with an edit to TO C or Sales C.
Cp Avg Inv C	Read	
Wp Avg Inv var Cp C%	Read	Recalculates with an edit to Avg Inv C.
Ly Avg Inv C	Read	
Wp Avg Inv var Ly C %	Read	Recalculates with an edit to Avg Inv C.
Wp GMROI C	Read	Recalculates with an edit to GM R or Avg Inv C.
Cp GMROI C	Read	

Measure	Access	Result
Ly GMROI C	Read	

Sales Worksheet

This worksheet is used by the Executive to monitor the in-season progress towards the monthly sales targets. Additional measures are available on this worksheet to enable the Executive to plan based on contribution to product and time.

Sales Worksheet Measure List

Measure	Access	Result
FrcIn Demand R	Read	Updated via feed from Forecasting system.
Wp Sales R	Write	Sales var Demand In-Season R %, Sales var Ly R %, Sales Contribution to Time R %, Sales Contribution to Product R % recalculate.
Wp Demand variance to LY Sales R %	Read	
Cp Sales R	Read	
Wp Sales var Cp R %	Write	Sales R is recalculated to reflect the % to Cp value entered. Entering 0 into the field Sales var Cp R % copies Sales Cp R to Sales R.
Ly Sales C	Read	
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Cp R % copies Sales Ly R to Sales R.
Wp Sales C	Write	Sales var Ly C %, Sales Contribution to Time C %, Sales Contribution to Product C % recalculate.
Cp Sales C	Read	
Wp Sales var Cp C %	Write	Sales C is recalculated to reflect the % to Cp value entered. Entering 0 into the field Sales var Cp C % copies Sales Cp C to Sales C.
Ly Sales C	Read	
Wp Sales var Ly C %	Write	Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly C % copies Sales Ly C to Sls C.
Wp MMU R	Read	
Wp MMU R %	Write	Sales R and MMU R recalculate.
Cp MMU R	Read	

Measure	Access	Result
Cp MMU R %	Read	
Wp MMU var Cp R %	Read	Recalculates with any edit to Sales R or Sales C.
Ly MMU R	Read	
Ly MMU R %	Read	
Wp MMU var Ly R %	Read	Recalculates with any edit to Sales R or Sales C.
Wp Sales Contribution to Time R %	Read	Sales R recalculates based on the % of the aggregate time hierarchy. Contribution to time R % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %.
Cp Sales Contribution to Time R %	Read	
Ly Sales Contribution to Time R %	Read	
Wp Sales Contribution to Product R %	Read	Sales R recalculates based on the % of the aggregate product hierarchy. Sales Contribution to Product R % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to product % for the hierarchy is 100 %.
Ly Sales Contribution to Product R %	Read	
Cp Sales Contribution to Product R %	Read	
Wp Sales Contribution to Product C %	Write	SalesC recalculates based on the % of the aggregate product hierarchy. Sales Contribution to Product C % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contProd % for the hierarchy is 100 %.
Cp Sales Contribution to Product C %	Read	
Ly Sales Contribution to Product C %	Read	

Measure	Access	Result
Wp Sales Contribution to Time C %	Write	Sales C recalculates based on the % of the aggregate time hierarchy. Contribution to Time C % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contTime % for the hierarchy is 100 %.
Cp Sales Contribution to Time C %	Read	
Ly Sales Contribution to Time C %	Read	

Value Summary Worksheet

This worksheet is used to monitor the in-season progress towards the monthly sales, gross margin and average inventory targets.

Value Summary Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	MMU R and MMU R% recalculate. GM R recalculates.
Cp Sales R	Read	
Wp Sales var Cp R %	Write	Wp Sales R is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp R % will copy Wp SlS Cp R to Wp Sales R.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Wp Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Wp Sales var Ly R % will copy Wp SlS Ly R to Wp Sales R.
Wp Sales C	Write	MMU R and MMU R% recalculate. Avg Inv C recalculates. GMROI recalculates.
Cp Sales C	Read	
Wp Sales var Cp C %	Write	Wp Sales C is recalculated to reflect the % to Cp value entered. Entering 0 into the field Wp Sales var Cp C % will copy Wp SlS Cp R to Wp Sales C.
Ly Sales C	Read	
Wp Sales var Ly C %	Write	Sales C is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly C % copies Sales Ly C to Sales C.

Measure	Access	Result
Wp GM R	Read	Calculated using GM R % and Sls R.
Wp GM R %	Write	GM R recalculates. GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values.
Cp GM R	Read	
Cp GM R %	Read	
Wp GM var Cp R %	Read	Recalculates with any change to GM R.
Ly GM R	Read	
Ly GM R %	Read	Recalculates with any change to GM R.
Wp GM var Ly R %	Read	
Wp TO Cr	Write	Avg Inv C and AvgInv varLY C % recalculate. TO recalculates at each higher level of the hierarchy where the Avg Inv C value was modified.
Cp TO Cr	Read	
Ly TO Cr	Read	
Wp Avg Inv C	Read	Calculated with a change to TO.
Cp Avg Inv C	Read	
Wp Avg Inv var Cp C %	Read	Recalculates with any change to Avg Inv C.
Ly Avg Inv C	Read	
Wp Avg Inv var Ly C %	Read	Recalculates with any change to Avg Inv C.
Wp GMROI C	Read	Recalculates with any change to GM R or Avg Inv C.
Cp GMROI C	Read	
Ly GMROI C	Read	

Original Plan Worksheet

The Executive uses the Original Plan worksheet to monitor and review the progress in-season to the Original and Current plans. If necessary, the Executive can adjust monthly targets for any non-elapsed time periods. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. Updated Current Plan values are made available to the Executive each time managers approve a plan in-season.

Original Plan Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Sales var Ly R %, GM R, GM R %, recalculate.
Op Sales R	Read	
Wp Sales var Op R %	Write	Wp Sales R is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op R % will copy Wp SlS Op R to Wp Sales R.
Ly Sales R	Read	
Wp Sales C	Write	Sales var Ly C %, Avg Inv recalculate.
Op Sales C	Read	
Wp Sales var Op C %	Write	Wp Sales C is recalculated to reflect the % to Op value entered. Entering 0 into the field Wp Sales var Op C % will copy Wp SlS Op R to Wp Sales C.
Ly Sales C	Read	
Wp GM R	Read	Calculated via an edit to GM R %.
Wp GM R %	Read	GM R recalculates.
Op GM R	Read	
Op GM R %	Read	
Wp GM var Op R %	Read	GM R recalculates based on the % entered.
Ly GM R	Read	
Ly GM R %	Read	
Wp Avg Inv C	Read	Updated with an edit to TO.
Op Avg Inv C	Read	
Ly Avg Inv C	Read	
Wp TO Cr	Read	Recalculates Avg Inv C.
Op TO Cr	Read	
Ly TO Cr	Read	
Wp GMROI C	Read	Recalculates with any edit to GM R or Avg Inv C.
Op GMROI C	Read	
Ly GMROI C	Read	

Publish Worksheet

This worksheet contains the measures the Executive role uses to publish their plan targets.

Steps for Publishing Targets

1. Mark the “Publish” checkbox for the time periods, products, and channels for which targets should be published, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the “Publish” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods as what is being published In-Season will be overwritten when the publish process is run.

Publish Worksheet Measure List

Measure	Access	Result
Publish	Write	Does not affect other measures.
Publish Comment	Write	Does not affect other measures.
Publish Date	Read	Populated with the current date upon successful completion of the rule group execution.

In-Season Extra Measures

Measures in the following table are available within Executive in-season worksheets, but must be added via Show/Hide. See the RPAS online help or Users Guide for more information on adding measures to worksheets.

Executive Role Extra Measures

Measure	Access
Tgt Avg Inv C	Read
Tgt GM R	Read
Tgt GM R %	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Sales C	Read
Tgt Sales R	Read
Tgt TO Cr	Read
Wp Avg Inv var Op C %	Read
Wp MMU var LY R	Read

Measure	Access
Wp Sales Build Rate C %	Read
Wp Sales Build Rate Rr	Read

Financial Planning

Financial planning is the workhorse of the product planning process. Multiple users perform their planning duties using the financial planning workbooks. Pre-season and in-season processes are supported with sales and profit projections, Open to Buy (OTB) management, and full value and unit calculations. The process brings the plans together through reconciliation and, ultimately, plan approval. This ensures that one version of the plan is approved and used as a foundation against which the company manages its business.

Both Managers and Planners create Financial Plans. Managers create an initial plan using Targets from the Executive, a generated Sales Demand Forecast, and Last Year data. Key parts of the manager's plan are made available to the planner in the form of targets. Planners then manipulate and adjust their plan numbers and submit their plan to the Manager for approval. The planning activities, performed by the Manager and Planner, are nearly identical, except for the plan approval process. This chapter describes Merchandise Financial Planning Cost functionality for both the planner and the manager.

Pre-Season Financial Planning Process

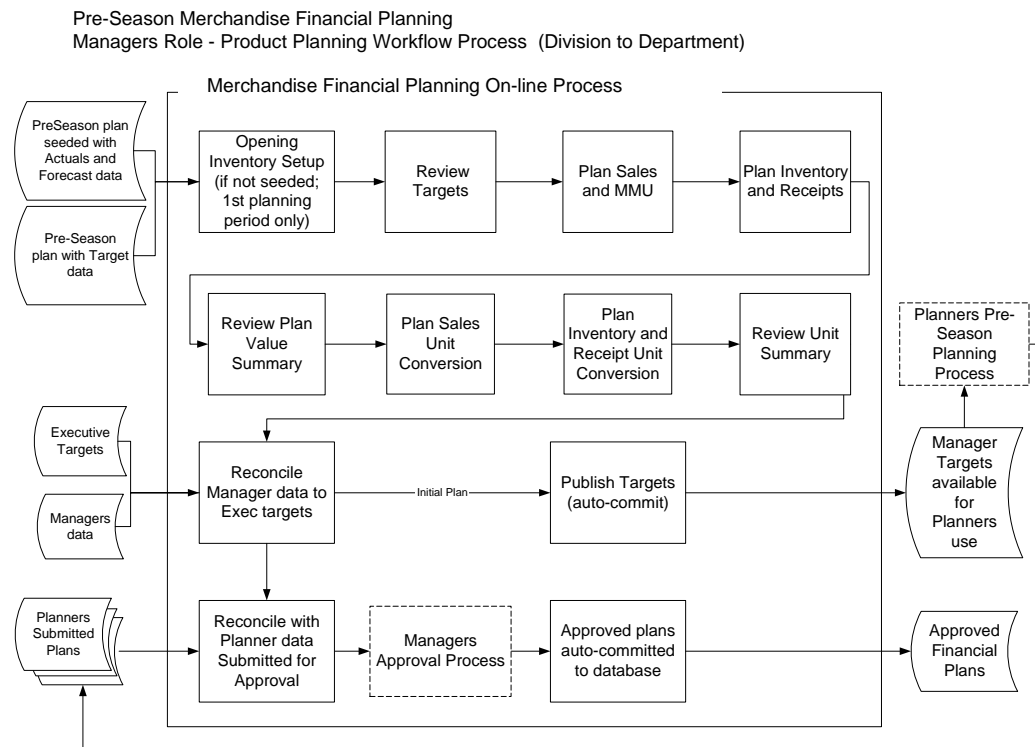
The pre-season financial plan is used to develop a plan before the selling period begins. This process begins with the Executive's Strategic Plan and continues with the Manager's Financial Plan. The Manager performs some initial planning, and passes those numbers down to the Planners as targets.

Manager's Process

The Manager's Financial Plan is comprised of the following elements:

- **Product Hierarchy:** Division, Group, Department
- **Time Hierarchy:** Total Time, Year to Week
- **Measures:** Values and units
- **Plan Versions:** Working Plan, Original Plan, Current Plan, Last Year, Target, Waiting for Approval, Pre-Season Forecast

The following diagram shows the process steps covered by the Manager Pre-Season Planning process:



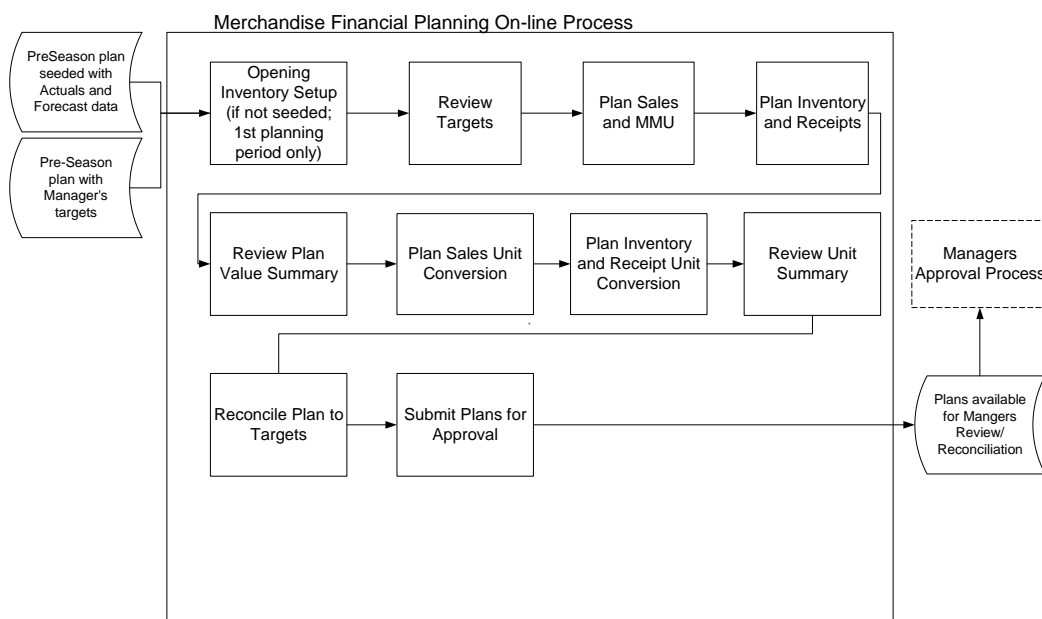
Planner's Process

Once the Manager sets the initial plan values, these numbers are made available to the planners as Targets when the Manager commits the data to the database. The Planner uses the Financial Plan Workbook to plan and adjust both values and units for the season. Characteristics of this plan are nearly identical to that used by the manager and include:

- **Product Hierarchy:** Department to Sub-Class
- **Time Hierarchy:** Total Time, Year to Week
- **Measures:** Values and units
- **Plan Versions:** Working Plan, Original Plan, Current Plan, Last Year, Target, Pre-Season Forecast, Waiting for Approval

The following diagram shows the Planner's steps in the Planner Pre-Season Financial Planning process:

Pre-Season Merchandise Financial Planning
Planners Role - Product Planning Workflow Process (Department to Subclass)



Pre-Season Financial Plan Worksheets

The Pre-Season Financial Plan workbook contains the following worksheets that support the financial planning process:

- | | |
|--------------------------|----------------------------|
| ▪ Opening Inventory | ▪ Inv_Rcpt Unit Conversion |
| ▪ View Targets | ▪ Unit Summary |
| ▪ Sales and MMU | ▪ Reconcile Targets |
| ▪ Inventory and Receipts | ▪ Reconcile Submitted Plan |
| ▪ Value Summary | ▪ Reconcile |
| ▪ Sales Unit Conversion | ▪ Approval |

Note: A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Assumptions

- Seeding has taken place for LY measures. Measures that are seeded for the Manager and Planner roles are:
- Sales (all sales components)
- Receipts
- LY measures are read-only and cannot be updated.
- Demand Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting (RDF).

Opening Inventory Worksheet

A manager or planner uses the Opening Inventory worksheet to populate initial inventory values in the plan workbook. In certain instances, these initial values are available from an external system (such as RMS). If so, then they can be extracted from that system and fed into Merchandise Financial Planning Cost into the initial inventory values. Initial inventory values may also be copied from the prior Merchandise Financial Planning Cost planning period's ending inventory plan. If either of these two methods is used, then the values will display on this worksheet. If the values are not available, they must be entered using this worksheet.

Use this worksheet to set initial BOP cost and unit inventory values for the Pre-Season.

Usage Notes

- The Calendar hierarchy must be displayed in Outline mode with the ALL [Calendar] dimension displayed to view the Beginning of Season (BOS) measures.
- A change to any one of the BOS value measures in this worksheet performed at the All Calendar rollup results in the following data movement to the lower levels of the time hierarchy:
- The changed value is replicated down to the Year, 1st Season in the year, 1st qtr in the season, 1st month in the qtr, and 1st week in that month contained within the All Calendar period.
- BOS C, BOS U, BOS AUC are all writable measures that are synchronized to their BOP measure counterparts. Because of the solution's rule design, not all BOP measures are editable.

Opening Inventory Worksheet Measure List

Measure	Access	Result
Wp BOS Inv C	Write (All Calendar time period only)	BOS Inv C is copied to BOP Inv C for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods.
Wp BOS Inv AUC	Write (All Calendar time period only)	BOS Inv U calculates.
Wp BOS Inv U	Write (All Calendar time period only)	BOS Inv U is copied to BOP Inv U for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods.
Wp BOP Inv C	Write	Populated via edit to BOS Inv C.
Wp BOP Inv U	Read	Populated via edit to BOS Inv U.
WP BOP Inv AUC	Read	Calculated via change to BOP Inv R.

View Targets Worksheet

Use the View Targets worksheet to review the goals and targets created by the Executive (if Manager) or Manager (if Planner). You may use this worksheet to compare Working Plan to Targets, Last Year, or Forecast.

Usage Notes

- Manager's target values (Ex Tgt measures) are displayed only if the Group product dimension (or higher) and Month (or higher) time dimension are displayed.
- Planner's target values (Tgt measures) are displayed only if the Department product dimension (or higher) is displayed.

View Targets Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated from external feed from Forecasting System or the automatically generated sales forecast from RDF embedded in Merchandise Financial Planning Cost.
Wp Demand var Tg Sales R %	Read	
Ex Tgt Sales R	Read	Updated by Executive (for manager role). Updated by Manager (for planner role).
Wp Sales R	Write	Sls var Demand R %, Sls var Ly R %, Sls var Tgt R % recalculate to reflect the change to Sls R.
Wp Sales var Tgt R%	Write	Wp Sales R is recalculated to reflect the % to Tgt value entered. Entering 0 into the field var Tgt RWp Sales var Tgt R% will copy Wp Sales Tgt R to Wp Sales R.
Ly Sales R	Read	

Measure	Access	Result
Ex Tgt Sales C	Read	Updated by Executive (for manager role) Updated by Manager (for planner role)
Wp Sales C	Write	EOP C recalculates TO recalculates. Avg Inv recalculates. Sls var Ly C %, Sls var Tgt C % recalculate to reflect the change to Sls C.
Wp Sales Var Tgt C %	Write	Wp Sales C is recalculated to reflect the % to Tgt value entered. Entering 0 into the field var Tgt CWp Sales var Tgt C% will copy Wp Sales Tgt C to Wp Sales C.
LY Sales C	Read	
Ex Tgt GM R	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Ex Tgt GM R %	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp GM R	Read	Updated via changes to Wp Sales R, Wp Sales C or Receipts C.
Wp GM R %	Read	Updated via changes to Wp GM R.
Wp GM var Tgt R %	Read	Recalculates with a change to GM R or Tgt GM R.
Ly GM R	Read	
Ly GM R %	Read	
Ex Tgt Avg Inv C	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp Avg Inv C	Read	Updated via changes to BOP or EOP.
Ly Avg Inv C	Read	
Ex Tgt To Cr	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp TO Cr	Read	Updated via changes to Sls C or Avg Inv C.
Ly To Cr	Read	

Sales and MMU Worksheet

Use the Sales worksheet to plan Sales and Sales Types in the Pre-Season Planning process. This worksheet includes variances and other sales analysis measures such as contribution to time and contribution to product.

A Manager may initially set a plan for a defined product, location, and time period. Usually the manager will set plans for aggregate levels of the hierarchy, such as season/month, and department/class. A Planner is typically responsible for setting the detailed month/week and class/sub-class plans.

Usage Notes

- Sales R is the sum of Regular, Promo and Clearance Sales R values.
- Sales C is the sum of Regular, Promo and Clearance Sales C values.
- Edits made to Sales R and Sales C when one or more of the sales types is 0 will spread the changed amount only to those sales types that are non-zero (for example, Merchandise Financial Planning Cost will not change a component markdown value from 0 to non-zero when spreading a number entered at a total level).
- An edit made to Sales R and Sales C when the sales types are all equal to 0 place the value into Regular Sales.
- Sales contribution to Time % reflects that period's contribution to the YEAR, or the highest aggregate time period in the workbook.
- Sales contribution to Product % is used to calculate Sales contribution of SubClass, Class, Department, Group, Division to the highest dimension of the product hierarchy in the workbook.

Sales and MMU Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated from external feed from Forecasting System or the automatically generated sales forecast from RDF embedded in Merchandise Financial Planning Cost.
Wp Sales R	Write	<p>Sales var Demand Pre-Season R %, Sls var LY R %, Sales Contribution to Time R %, Sales Contribution to Product R %, Sls var Tgt R %, , are recalculated.</p> <p>Sales R is spread proportionally to Reg, Promo, Clr Sales if they are populated (at the lower level hierarchy), and reaggregated.</p> <p>If Reg, Promo and Clr Sales are not populated, Sales R will spread to Reg Sales R by default.</p> <p>Regular, Promo, Clearance Sales var LY R % are recalculated.</p> <p>Regular, Promo, Clearance Sales contribution to Sales R % are recalculated.</p>
Ly Sales R	Read	
Wp Sales var Ly R %	Write	<p>Wp Sales R is recalculated to reflect the % to Ly value entered.</p> <p>Entering 0 into the field Wp Sales var Ly R % will copy Wp Sls Ly R to Wp Sales R.</p>
Wp Regular Sales R	Write	<p>Sales R is updated to reflect the change to Regular Sales.</p> <p>Regular Sales cont Sales R, Regular Sales var Ly R % recalculate.</p>
Wp Promo Sales R	Write	Same result as for Regular Sales above, except the Promo Sales contribution and variances are recalculated.
Wp Clearance Sales R	Write	Same result as for Regular Sales above, except the Clearance Sales contribution and variances are recalculated.
Ly Regular Sales R	Read	
Ly Promo Sales R	Read	
Ly Clearance Sales R	Read	
Wp Sales Contribution to Time R %	Read	Sales Contribution to Time R % is recalculated a the lower and higher levels with edits to Sales R.

Measure	Access	Result
Wp Sales C	Write	<p>Sls varLY C %, Sales Contribution to Time C %, Sales Contribution to Product C %, Sls var Tgt C %, , are recalculated.</p> <p>Sales C is spread proportionally to Reg, Prom, Clr Sales (at the lower level hierarchy), and reaggregated.</p> <p>Regular, Promo, Clearance Sales var LY C % are recalculated.</p> <p>Regular, Promo, Clearance Sales contribution to Sales C % are recalculated.</p>
Ly Sales C	Read	
Wp Sales var Ly C %	Write	<p>Wp Sales C is recalculated to reflect the % to Ly value entered.</p> <p>Entering 0 into the field Wp Sales var Ly C % will copy Wp Sls Ly C to Wp Sales C.</p>
Wp Regular Sales C	Write	<p>Sales C is updated to reflect the change to Regular Sales.</p> <p>Regular Sales contribution to Sales C %, Regular Sales var Ly C % recalculate.</p>
Wp Promo Sales C	Write	<p>Same result as for Regular Sales above, except the Promo Sales contribution and variances are recalculated.</p>
Wp Clearance Sales C	Write	<p>Same result as for Regular Sales above, except the Clearance Sales contribution and variances are recalculated.</p>
Ly Regular Sales C	Read	
Ly Promo Sales C	Read	
Ly Clearance Sales C	Read	
Wp Regular Sales Contribution to Sales C %	Write	<p>Regular Sales C recalculates to reflect the % of sales cost (Sls C) entered.</p> <p>Promo Sales contribution to Sales C %, Clearance Sales contribution to Sales C % recalculate.</p>
Wp Promo Sales Contribution to Sales C %	Write	<p>Same result as for Regular Sales contribution to Sales above, except changes are made to the Promo Sales C, Promo contribution, and Promo variances recalculate.</p>
Wp Clearance Sales Contribution to Sales C %	Write	<p>Same result as for Regular Sales contribution to Sales above, except changes are made to the Clearance Sales C, Clearance contribution, and Clearance variances recalculate.</p>
Wp Sales Contribution to Product C %	Read	<p>Sales Contribution to Product C % is recalculated at lower and higher levels with edits to Sales C.</p>

Measure	Access	Result
Wp Sales Contribution to Time C %	Read	Sales Contribution to Time C % is recalculated at lower and higher levels with edits to Sales C.
Wp MMU R	Read	Recalculates with an edit to Sales R or Sales C.
WP MMU R %	Write	Sales R recalculates with an edit to MMU R %.
LY MMU R%	Read	

Inventory and Receipts Worksheet

Plan pre-season Receipts C and Inventory C using this worksheet. Additionally, plan other measures that affect the EOP Inv C position including RTV C, Transfers In and Out C, Inventory Adjustments C.

Usage Notes

- An edit made to EOP Inv C will shift Receipts C between the period the edit is made and the following period. The current period's Forward Cover C is recalculated.
- Edits to BOP Inv C will also shift Receipts C between the period the edit is made and the prior period. The prior periods EOP C adjusts to match the BOP C edit, the prior periods Forward Cover C recalculates and Receipts C for the current and prior periods adjusts.
- Edits to Sales C, Inv Adj C, RTV C, Transfer In/Out C, Reclass In/Out C, will recalculate EOP Inv C and all subsequent BOP Inv C and EOP Inv C.
- When input as a positive number, the following measures will reduce the value in EOP Inv C:
 - Sales C
 - Returns to Vendor C
 - Reclass Out C
 - Transfer Out C
 - Inv Adj C
- When input as a positive number, the following measures will **increase** the value in EOP Inv C:
 - Receipts C
 - Reclass In C
 - Transfer In C
- When input as a negative number, the following measures will **increase** the value in EOP Inv C:
 - Inv Adj C

Inventory and Receipts Worksheet Measure List

Measure	Access	Result
Wp BOP Inv C	Write	Prior period EOP Inv C and Receipts in the prior and current period changes to reflect the change to BOP in all periods except the first period of the workbook. In the first period, an edit to BOP Inv C changes BOS Inv C.
Ly BOP Inv C	Read	
WP Sales C	Write	EOP Inv C recalculates. GM R and GM R % recalculate. Sales variance %'s recalculate.
Ly Sales C	Read	
Wp Receipts C	Write	EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates. GM R and GM R % recalculate based on the change to Receipts C.
Ly Receipts C	Read	
Wp Receipts var Ly C %	Write	Receipts C updated to reflect the % var to LY entered.
Wp Freight C	Write	GM R and GM R % recalculate with an edit to Freight C.
Wp Freight C %	Write	Updates Freight C; GM R and GM R % recalculate.
Ly Freight C %	Read	
Wp Cash Discount C	Write	GM R and GM R % recalculate with an edit to Cash Discount C.
Wp Cash Discount C %	Write	Updates Cash Discount C; GM R and GM R % recalculate.
Ly Cash Discount C %	Read	
Wp Return to Vendor C	Write	EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates.
Ly Return to Vendor C	Read	
Wp Inventory Adjustment C	Write	EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates.
WP EOP Inv C	Write	Receipts C for the current and next periods recalc and shift to accommodate the new EOP C. Avg Inv and TO recalculate. Forward Cover C recalculates.

Measure	Access	Result
Ly EOP Inv C	Read	
Wp EOP Inv var Ly C %	Write	EOP Inv C recalculates. Recalculates with a change to EOP.
Wp Avg Inv C	Read	Recalculates with a change to Sales C, BOP Inv C or EOP Inv C.
Ly Avg Inv C	Read	
Wp TO Cr	Read	Recalculates with a change to Wp Avg Inv C or Sales C.
Ly TO Cr	Read	
Wp Forward Cover C	Write	Recalculates EOP Inv C in the period that the edit is made. Recalculates Receipts C in the period the edit is made and the following period.
Ly Forward Cover C	Read	
Wp GM R	Read	Calculated with edits to Sales R, Sales C, Freight C, Cash Discount C or Workroom C.
Wp GM R %	Read	GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	
Wp GMROI C	Read	Updated with a change to GM C, Avg Inv C.
Ly GMROI C	Read	

Value Summary Worksheet

You may use the Value Summary worksheet to review plan values and adjust measures as needed. This worksheet is a summary of measures that are planned in more detail on the Sales, Markdowns, Receipts, and Gross Margin worksheets.

Value Summary Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	GM R and GM R % recalculate. Sales variance %'s recalculate.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sls R recalculates based on the % entered.
Wp BOP Inv C	Write	Prior period EOP Inv C and Receipts in the prior and current period changes to reflect the change to BOP in all periods except the first period of the workbook. In the first period, an edit to BOP Inv C changes BOS Inv C.
Ly Bop Inv C	Read	
Wp BOP Inv var Ly C %	Read	
WP Sales C	Write	EOP Inv C recalculates. GM C and GM C % recalculate. Sales variance %s recalculate.
Ly Sales C	Read	
Wp Sales var Ly C %	Write	Sales C recalculates based on the % entered.
Wp Receipts C	Write	EOP Inv C recalculates. Avg Inv and TO recalculate. Forward Cover C recalculates. GM R and GM R % recalculate.
Ly Receipts C	Read	
Wp Receipts var Ly C %	Write	Receipts C recalculates based on the % entered.
Wp EOP Inv C	Write	Receipts C for the current and next periods recalc and shift to accommodate the new EOP C. Avg Inv and TO recalculate. Forward Cover C recalculates.
Ly EOP Inv C	Read	
Wp EOP Inv var Ly C %	Read	Recalculates EOP Inv C based on the % entered. Recalculates with a change to EOP.
Wp Avg Inv C	Read	Recalculates with a change to Sales C, BOP Inv C or EOP Inv C.

Measure	Access	Result
Ly Avg Inv C	Read	
Wp TO Cr	Read	Recalculates with a change to Wp Avg Inv C or Sales C.
Ly TO Cr	Read	
Wp GM R	Read	Recalculates with a change to Sales R, Sales C, Freight, Cash Discount or Workroom C.
Wp GM R %	Read	GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with a change to GM R.
Wp GMROI C	Planner Only: Read	Updated with a change to GM R or Avg Inv C.
Ly GMROI C	Planner Only: Read	

Sales Unit Conversion Worksheet

You may use this worksheet to convert the sales-related measure values to their corresponding unit value. You may also enter/view Average Unit Cost (AUC) for certain measures. The measures on this worksheet are represented in three forms, Cost, AUC, and Units.

Usage Notes

- A change made to the Unit measure will result in the corresponding AUC being updated.
- An update to Cost will result in Units being recalculated. AUC will not change.
- A change made to the AUC measure will result in the corresponding Unit being updated.

Sales Unit Conversion Worksheet Measure List

Measure	Access	Result
Wp Sales C	Write	Recalculates Sales U and Sales AUC. Recalculates Regular, Promo, Clear. Sales C and U (AUCs do not change). EOP Inv C, EOP Inv U and EOP AUC recalculate.
Wp Sales U	Write	Recalculates Sales AUC, Sales C is unchanged. Recalculates Regular, Promo and Clearance Sales U and corresponding AUCs. Recalculates Sales AUR. Recalculates EOP U, EOP AUR.
Ly Sales U	Read	
Wp Sales var Ly U %	Write	Recalculates Sales U based on the % entered. Recalculates with a change to Sales U.
Wp Sales AUC	Read	Recalculates with an edit to Sales U. Sales C does not change.
Ly Sales AUC	Read	
Wp Regular Sales C	Write	Sales C, Sales U, Sales AUC recalculate. Recalculates Reg Sales U, Reg Sales AUC is unchanged.
Wp Regular Sales U	Write	Recalculates Reg Sales AUC. Sales AUC is updated based on the update to Reg Sales AUC. Sales U is updated based on the update to Reg Sales U.
Wp Regular Sales AUC	Read	Recalculates with an edit to Reg Sales U.
Wp Promo Sales C	Write	Recalculates Sales C, Sales U, Sales AUC. Recalculates Promo Sales U, Promo Sales AUC is unchanged.

Measure	Access	Result
Wp Promo Sales U	Write	Recalculates Promo Sales AUC. Sales AUC is updated based on the update to Promo Sales AUC. Sales U is updated based on the update to Promo Sales U.
Wp Promo Sales AUC	Read	Recalculates with an edit to Promo Sales U.
Wp Clearance Sales C	Write	Recalculates Sales C, Sales U, Sales AUC. Recalculates Clr Sales U, Clr Sales AUC is unchanged.
Wp Clearance Sales U	Write	Recalculates Clearance Sales AUC. Sales AUC is updated based on the update to Clearance Sales AUC. Sales U is updated based on the update to Clearance Sales U.
Wp Clearance Sales AUC	Read	Recalculates with an edit to Clearance Sales U.
Ly Regular Sales U	Read	
Ly Regular Sales AUC	Read	
Ly Promo Sales U	Read	
Ly Promo Sales AUC	Read	
Ly Clearance Sales U	Read	
Ly Clearance Sales AUC	Read	
Wp Sales R	Write	Sales AUR is updated.
Wp Sales AUR	Read	Recalculates with an edit to Sales U.
Ly Sales AUR	Read	
Wp Regular Sales R	Write	Sales R Sales AUR and Regular Sales AUR recalculate.
Wp Regular Sales AUR	Read	Recalculates with a change to Reg Sales U.
Ly Regular Sales AUR	Read	
Wp Promo Sales R	Write	Recalculates Sls R, Sales AUR and Promo Sales AUR.
Wp Promo Sales AUR	Read	Recalculates with a change to Promo Sales U.
Ly Promo Sales AUR	Read	
Wp Clearance Sales R	Write	Recalculates Sls R, Sales AUR and Clearance Sales AUR.
Wp Clearance Sales AUR	Read	Recalculates with an edit to Clr Sales U.
Ly Clearance Sales AUR	Read	

Inv_Rcpt Unit Conversion Worksheet

You may use this worksheet to convert the inventory and receipts-related measure values to their corresponding unit value. You may also enter/view Average Unit Cost (AUC) for certain measures. The measures on this worksheet are represented in three forms, Cost, AUC, and Units.

Usage Notes

- Cost values and AUCs may be entered without Units being present.
- A change made to the Unit measure will result in the corresponding AUC being updated. The Cost value will not change.
- An update to Cost will result in Units being recalculated. AUC will not change.
- A change made to the AUC measure will result in the corresponding Unit being updated.
- BOP Inv U and EOP U result from a unit balance set calculation and are not editable. BOP Inv AUC and EOP AUC are calculated based on their cost and unit measures.

Inv_Rcpt Unit Conversion Worksheet Measure List

Measure	Access	Result
Wp BOP Inv U	Read	Initial BOP Inv Unots are set at the ALL time level on Opening Inventory worksheet.
Wp BOP Inv C	Write	
Wp BOP Inv AUC	Read	
Ly BOP Inv U	Read	
Ly BOP Inv C	Read	
Ly BOP Inv AUC	Read	
Wp Sales C	Write	Recalculates Sales U and Sales AUC. Recalculates Regular, Promo, Clear Sales C and U (AUCs do not change). EOP Inv C, EOP Inv U and EOP Inv AUC recalculate.
Wp Sales U	Write	Recalculates Sales AUC, Sls C is unchanged. Recalculates Reg Sales U, Promo Sales U and Clr Sales U. Recalculates Reg Sales AUC, Promo Sales AUC and Clr Sales AUC. Recalculates EOP Inv U and EOP Inv AUC. Updates AvgInv U, TO U , SellThru U, Forward Cover U.
Wp Sales AUC	Read	Recalculates with an edit to Sales U,
Ly Sales C	Read	
Ly Sales U	Read	
Ly Sales AUC	Read	

Measure	Access	Result
Wp Receipts C	Write	Recalculates Receipts U. Recalculates EOP Inv C, EOP Inv U and EOP Inv AUC. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %.
Wp Receipts U	Write	Recalculates Receipts AUC. Recalculated with change to AUC.
Wp Receipts AUC	Write	Recalculates Receipts U. Recalculated with a change to Receipts U.
Ly Receipts C	Read	
Ly Receipts U	Read	
Ly Receipts AUC	Read	
Wp Receipts var Ly U %	Write	Recalculates Receipts U based on the % entered.
Wp Return to Vendor C	Write	Recalculates Return to Vendor U. Recalculates EOP Inv C, EOP Inv U and EOP Inv AUC. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %.
Wp Return to Vendor U	Write	RTV AUC is recalculated, RTV C is unchanged. EOP Inv U and EOP Inv AUC recalculate. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %.
Wp Return to Vendor AUC	Write	Recalculates RTV AUC. Recalculated with a change to RTV U.
Ly Return to Vendor C	Read	
Ly Return to Vendor U	Read	
Ly Return to Vendor AUC	Read	
Wp Inventory Adjustment C	Write	Recalculates EOP Inv C and EOP Inv AUC.
Wp Inventory Adjustment U	Write	Recalculates EOP Inv U and EOP Inv AUC. Recalculates Avg Inv U, TO U, Forward Cover U and Sell Thru U %.
Wp EOP Inv C	Write	Receipts C for the current and following periods recalculate and shift to accommodate the new EOP C. Receipts U, EOP U and EOP AUC recalculate.
Wp EOP Inv U	Read	Recalculates based on the balance set
Wp EOP Inv AUC	Read	Recalculates with a change to EOP Inv C or EOP Inv U.
Ly EOP Inv C	Read	

Measure	Access	Result
Ly EOP Inv U	Read	
Ly EOP Inv AUC	Read	
Wp EOP Inv var Ly U %	Read	
Wp Avg Inv U	Read	Recalculates with a change to BOP Inv U or EOP U.
Ly Avg Inv U	Read	
Wp TO Ur	Read	Recalculates with a change to Sales U or Avg Inv U.
Ly TO Ur	Read	
Wp Forward Cover U	Read	
Ly Forward Cover U	Read	
Wp Sell Thru U %	Read	Updated by an edit to Sales U, BOP Inv U, Receipt U,
Ly Sell Thru U %	Read	

Unit Summary Worksheet

The Unit Summary worksheet allows you to review plan units and AUC with the ability to adjust numbers if needed. This worksheet is a summary of measures that are planned in more detail on the Units/AUC worksheet.

Unit Summary Worksheet Measure List

Measure	Access	Result
Wp BOP Inv U	Read	Set at Year time level on Opening Inventory worksheet.
Ly BOP Inv U	Read	
Wp BOP Inv var Ly U %	Read	
Wp BOP Inv AUC	Read	
Ly BOP Inv AUC	Read	
Wp Sales U	Write	Recalculates Sales AUR, Sls R is unchanged. Recalculates Receipt U and Receipt AUR. Updates AvgInv U, Stk/Sales U, SellThru U, WOS U.
Ly Sales U	Read	
Wp Sales var Ly U %	Write	Recalculates with a change to Sales U.
Wp Sales AUC	Read	Recalculate Sales U. Recalculated with a change to Sales U.
Ly Sales AUC	Read	
Wp Sales AUR	Read	Recalculates Sales U, Sales R does not change. Recalculates Proj. Receipt U, AUR.

Measure	Access	Result
Ly Sales AUR	Read	
Wp Receipts U	Write	Recalculates Receipts AUC. Recalculated with change to AUC.
Ly Receipts U	Read	
Wp Receipts var Ly U %	Write	
Wp Receipts AUC	Write	Recalculates Receipts U. Recalculated with a change to Receipts U.
Ly Receipts AUC	Read	
Wp EOP Inv U	Read	Recalculates based on the balance set.
Ly EOP Inv U	Read	
Wp EOP Inv var Ly U %	Read	
Wp EOP Inv AUC	Read	Recalculates with a change to EOP Inv U.
Ly EOP Inv AUC	Read	
Wp Avg Inv U	Read	Recalculates with a change to BOP Inv U or EOP U.
Ly Avg Inv U	Read	
Wp TO Ur	Read	Recalculates with a change to Sales U or Avg Inv U.
Ly TO Ur	Read	

Reconcile Targets Worksheet

Managers use this worksheet to compare Plan to Targets and Last Year versions during the Pre-season Planning process.

Managers reconcile their data to the Executive Strategic Targets using the Ex Tgt (Target) plan version.

Usage Notes: The Executive sets targets for the Manager Role. The Manager sets targets for the Planner Role.

Reconcile Targets Worksheet Measure List

The Reconcile Targets worksheet contains the following measures displayed in the table below. Op measures are visible only in the Managers workbook; Wa measures are visible only in the Planner's workbook. Not all Tgt measures are available in the Managers workbook because the Executive does not set Targets for the full set of planning metrics. For descriptions of these measures, see Chapter 5 – Merchandise Financial Planning Cost Measures List.

Measure	Access	Result
Ex Tgt Sales R	Read	Updated by Executive (if manager role).
Wp Sales R	Write	All Sales R variances recalculate.
Wp Sales var Tgt R %	Write	Recalculates with an edit to Sales R. Calculates Sales R based on the var Tgt R % entered.
Ly Sales R	Read	
Ex Tgt Sales C	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
WP Sales C	Write	
		EOP Inv C recalculates all Sales C variances recalculate.
Wp Sales var Tgt C %	Write	Recalculates with an edit to Sales C. Calculates Sales C based on the var Tgt C % entered.
Ly Sales C	Read	
Ex Tgt GM R	Read	
Ex Tgt GM R %	Read	
Wp GM R	Read	Recalculates with a change to Sales R, Sales C, Receipts, Freight, Workroom or Cash Discounts.
Wp GM R %	Read	Recalculates with a change to GM R, Sales C or Sales R.
Wp GM var Tgt R %	Read	Recalculates with a change to GM R or Tgt GM R.
Ly GM R	Read	
Ly GM R %	Read	
Ex Tgt Avg Inv C	Read	
Wp Avg Inv C	Read	Recalculates with a change to BOP Inv C or EOP Inv C.
Ly Avg Inv C	Read	
Ex Tgt TO Cr	Read	
Wp TO Cr	Read	Recalculates with a change to Avg. Inv or Sales C.
Ly TO Cr	Read	

Measure	Access	Result
Wp GMROI C	Read	Recalculates with a change to GM R or Avg Inv C.
Ly GMROI C	Read	

Reconcile Submitted Plan Worksheet

Managers may use this worksheet to compare the targets, which they passed to the planner, to the plan values submitted by the planner for approval. Last year plan values are also displayed for informational purposes.

Managers reconcile the Planners' data using the Summary (waiting for approval) version and the (Executive) Strategic Targets using their Tgt plan version.

Usage Notes

- Wa measures are updated via the Planner submitting those measures for approval.
- The Mg role portion of the measure label is displayed here to distinguish the Executive Target measures from the Manager target measures in the manager workbooks.

Reconcile Submitted Plan Worksheet Measure List

Measure	Access	Result
Tgt Sales R	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wa Sales R	Read	Updated by Planner when a new plan is submitted for approval.
Ly Sales R	Read	
Tgt BOP Inv C	Read	Updated by Manager (if planner role).
Wa BOP Inv C	Read	Updated by Planner when a new plan is submitted for approval.
Ly BOP Inv C	Read	
Tgt Sales C	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wa Sales C	Read	Updated by Planner when a new plan is submitted for approval.
Ly Sales C	Read	
Tgt Receipts C	Read	Updated by Manager (if planner role).
Wa Receipts C	Read	Updated by Planner when a new plan is submitted for approval.
Ly Receipts C	Read	
Tgt EOP Inv C	Read	Updated by Manager (if planner role).
Wa EOP Inv C	Read	Updated by Planner when a new plan is submitted for approval.
Ly EOP Inv C	Read	

Measure	Access	Result
Tgt Avg Inv C	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wa Avg Inv C	Read	Updated by Planner when a new plan is submitted for approval.
Ly Avg Inv C	Read	
Tgt TO Cr	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wa TO Cr	Read	Updated by Planner when a new plan is submitted for approval.
Ly TO Cr	Read	
Tgt GM R	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Tgt GM R %	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wa GM R	Read	Updated by Planner when a new plan is submitted for approval.
Wa GM R %	Read	Updated by Planner when a new plan is submitted for approval.
Ly GM R	Read	
Ly GM R %	Read	
Tgt GMROI C	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wa GMROI C	Read	Updated by Planner when a new plan is submitted for approval.
Ly GMROI C	Read	

Reconcile Worksheet

Planners may use this worksheet to compare Plan to Targets and Last Year versions during the Pre-season Planning process.

Planners reconcile their data to the Managers Targets using the Tgt (Target) plan version.

Assumptions

- The Manager sets targets for the Planner Role.

Reconcile Worksheet Measure List

The Reconcile worksheet contains the following measures displayed in the table below. Op measures are only in the Managers workbook; Wa measures are only in the Planner's workbook. For descriptions of these measures, see Chapter 5 – Merchandise Financial Planning Cost Measures List.

Measure	Access	Result
Tgt Sales R	Read	Updated by Manager.
Wp Sales R	Write	All Sales R variances recalculate.
Wp Sales var Tgt R %	Write	Recalculates with an edit to Sales R Calculates Sales R based on the var Tgt R % entered
Ly Sales R	Read	
Tgt Sales C	Read	Updated by Manager
Wp Sales C	Write	Recalculates EOP Inv C. All Sales C variances recalculate.
Wp Sales var Tgt C %	Write	Recalculates with an edit to Sales C. Calculates Sales C based on the var Tgt C % entered.
Ly Sales C	Read	
Tgt GM R	Read	Updated by Manager.
Tgt GM R %	Read	Updated by Manager.
Wp GM R	Read	Recalculates with a change to Sales R, Sales C, Freight C, Workroom C, Cash Discounts C.
Wp GM R %	Read	Recalculates with a change to GM R, Sales C or Sales R.
Wp GM var Tgt R %	Read	Recalculates with a change to GM R or Tgt GM R.
Ly GM R	Read	
Ly GM R %	Read	
Tgt BOP Inv C	Read	Updated by Manager.
Wp BOP Inv C	Write	Recalculates Receipts C in the prior and current periods, adjusts prior period EOP Inv C.
Ly BOP Inv C	Read	

Measure	Access	Result
Tgt Receipts C	Read	Updated by Manager
Wp Receipts C	Write	Recalculates EOP.
Wp Receipts var Tgt C %	Write	Recalculates EOP Inv C.
Ly Receipts C	Read	
Tgt EOP Inv C	Read	Updated by Manager.
Wp EOP Inv C	Write	Receipts C for the prior and current periods recalculate and shift to accommodate the new EOP C.
Wp EOP Inv var Tgt C %	Read	
Ly EOP Inv C	Read	
Tgt Avg Inv C	Read	Updated by Manager.
Wp Avg Inv C	Read	Recalculates with a change to BOP Inv C or EOP Inv C.
Ly Avg Inv C	Read	
Tgt TO Cr	Read	Updated by Manager.
Wp TO Cr	Read	Recalculates with a change to Avg Inv or Sales C.
Ly TO Cr	Read	
Tgt GMROI C	Read	Updated by Manager.
Wp GMROI C	Read	Recalculates with a change to GM R or Avg Inv C.
Ly GMROI C	Read	

Approval Worksheet

The planning role determines which actions are allowed on this worksheet. Planners use this worksheet to submit plans for approval and view the status of submitted plans. Managers use the Approval worksheet to approve or reject submitted plans. The manager also uses a separate worksheet on this Tab to publish their targets to the planner.

If the workbook is a pre-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) to both Original Plan (Op) and Current Plan (Cp). If the workbook is an in-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) only to Current Plan (Cp). The Original Plan approved during the pre-season planning process is considered the locked “plan of record” and no changes are allowed. The frequency of the approval process can be different for each season – usually once for pre-season and monthly or as desired for in-season.

Manager Processes

Steps for Publishing Targets

1. Mark the “Publish” checkbox for the time periods, products, and channels for which targets should be published, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the “Publish” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Measure List – Manager Publish Window

The Manager’s Approval Worksheet contains two separate windows, one that contains the measures related to the publish targets process, the other that contains the approval measures. These measures are used for publishing targets.

Measure	Access	Result
Wp Publish	Write	Tgt measures are updated for the time periods, products, channels that are selected.
Wp Publish Comment	Write	None.
Wp Publish Date	Read	Updated when the publish target process completes.

Steps for Approving the Plan

1. Select “Approve” in the measure “Approve/Reject” for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the “Approve Plan” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Approval Notes

- The manager can approve the plan only after the planner has submitted the plan. The measure “Submitted Version” must be “WA” prior the manager approving the plan. If the submitted version is not set to WA, then the Op/Cp plans will not be updated.
- When the approval process is complete, the Submitted Version will change to Wp for the approved components of the plan.
- To reject a plan that has been submitted for approval, select the “Reject” value instead of “Approve” from the measure “Approve/Reject.”

Measure List – Manager – Approve Plan Window

Measure	Access	Result
Wp Submitted Version	Read	<p>If a plan has not been submitted for approval, the Version will display WP.</p> <p>If a plan has been submitted and is waiting for approval, the Version will display WA.</p> <p>If the plan is approved or rejected, the Version will change back to WP.</p>
Wp Submitted By	Read	<p>User ID of the planner who submitted the plan is displayed.</p> <p>Automatically updated when the planner submits the plan and commits the data to the database.</p>
Wp Submit Comment	Read	<p>Any entered comments are stored and displayed to the user. These are comments entered by the planner and are read only in the manager workbook.</p>

Measure	Access	Result
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Approve/Reject	Write	Selected from a drop-down list by the manager: "Approve" for those time periods or departments approved by the manager. "Reject" for those time periods or departments rejected by the manager.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Approval Comment	Write	Optionally entered when the plan is approved or rejected.
Wp Approved By	Read	Manager's Merchandise Financial Planning Cost ID is displayed for those values approved by the manager Automatically updated with the manager's Merchandise Financial Planning Cost ID when the manager approves or rejects the plan.
Wp Approve Date	Read	System populates with current date when manager approves the plan.
Wp Reject Date	Read	System populates with current date when manager Rejects the plan.
Wp Approval Comment	Write	Optionally entered when the plan is approved or rejected.

Planner Processes

Steps for Submitting a Plan for Approval

1. Select “Approve” in the measure “Approve/Reject” for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.
2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu); select the “Approve Plan” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Submit Notes

- The planner can submit the plan only if the planning periods have not been submitted previously, or if the manager has either rejected or approved the plan. The measure “Submitted Version” must be “WP” before the plan can be submitted. If the submitted version is not set to WP then the planner data will not move to the Wa version.

Note: Currently there is no functionality in Merchandise Financial Planning Cost that will prevent the user from attempting to submit the plan when the Submitted Version is Wa. Although it appears as if the submit process works, the data does not actually move to the Wa version. Data only moves from Planner Wp to Wa when the Submitted version equals Wp.

- When the submit process is complete, the Submitted Version will change to WA for the submitted components of the plan.

Measure List - Planner

The Planner's Approval Worksheet contains the following measures.

Measure	Access	Result
Wp Submit	Write	Checked items are submitted to the manager for approval when the planner commits the data to the database.
Wp Submit Comment	Write	Optionally entered when the plan is submitted for approval. Any comments the planner enters are stored and displayed in this measure. This is read only in the manager workbook
Wp Submitted By	Read	User ID of the planner who submitted the plan is displayed Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Version	Read	If a plan has not been submitted for approval or has been approved or rejected, the Submitted Version will display WP. If a plan has been submitted and is waiting for approval, the Submitted Version will display WA.
Wp Approve/Reject	Read	Populated with "Approve" for those time periods or departments approved by the manager. Populated with "Reject" for those time periods or departments rejected by the manager.
Wp Approval Comment	Read	Optionally entered when the plan is approved or rejected. This measure is writable only in the manager workbook.
Wp Approved By	Read	The userid of the person who approved/rejected the plan.
Wp Approval Comment	Read	Optionally entered when the plan is approved or rejected. This measure is writable only in the manager workbook.
Wp Approve Date	Read	Automatically updated when the manager approves the plan.
Wp Reject Date	Read	Automatically updated when the manager rejects the plan.

Pre-Season Extra Measures

Measures in the following table are available within pre-season worksheets, but must be added via Show/Hide. See the RPAS online help or Users Guide for more information on adding measures to worksheets.

Manager Role Extra Measures

Measure	Access
Ly Avg Store Inv C	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read
Ly BOP Inv U	Read
Ly Cash Discount C	Read
Ly Clearance Sales Contribution to Sales C %	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly Clearance Sales Contribution to Sales U %	Read
Ly COGS C	Read
Ly Commitments C	Read
Ly Commitments U	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUC	Read
Ly Customer Returns C	Read
Ly Customer Returns C %	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U	Read
Ly Customer Returns U %	Read
Ly Event Information Text	Read
Ly Freight C	Read
Ly Gross Sales AUC	Read
Ly Gross Sales C	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read

Measure	Access
Ly In Transit U	Read
Ly Inventory Adjustment C	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments Text	Read
Ly MMU R	Read
Ly On Order C	Read
Ly On Order Cxl C	Read
Ly On Order Cxl U	Read
Ly On Order U	Read
Ly OTB C	Read
Ly OTB U	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read
Ly Profitability Comments Text	Read
Ly Promo Sales Contribution to Sales C %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales U %	Read
Ly Reclass In AUC	Read
Ly Reclass In U	Read
Ly Reclass Out AUC	Read
Ly Reclass Out U	Read
Ly Regular Sales Contribution to Sales C %	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read
Ly Return Process Fee per Unit C	Read
Ly Sales Comment Text	Read
Ly Sales Comment Text	Read
Ly Sales Contribution to Product U %	Read
Ly Sales Contribution to Time U %	Read
Ly Sell Thru C %	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand U	Read
Ly Stk/Sls Cr	Read
Ly Stk/Sls Ur	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment U	Read

Measure	Access
Ly Stock On Hand C	Read
Ly Stock On Hand U	Read
Ly Transfer In AUC	Read
Ly Transfer In C	Read
Ly Transfer In U	Read
Ly Transfer Out AUC	Read
Ly Transfer Out C	Read
Ly Transfer Out U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH Cr	Read
Ly WOH Ur	Read
Op Avg Inv U	Read
Op Avg Store Inv C	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUC	Read
Op BOP Inv C	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUC	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read
Op COGS C	Read
Op Commitments C	Read
Op Commitments U	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUC	Read
Op Customer Returns C	Read
Op Customer Returns C %	Read

Measure	Access
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read
Op Customer Returns U %	Read
Op EOP Inv AUC	Read
Op EOP Inv C	Read
Op EOP Inv U	Read
Op Forward Cover C	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op Gross Sales AUC	Read
Op Gross Sales C	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment U	Read
Op MMU R	Read
Op MMU R %	Read
Op MMU R %	Read
Op Promo Sales AUC	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipts AUC	Read
Op Receipts C	Read
Op Receipts U	Read
Op Reclass In AUC	Read
Op Reclass In C	Read
Op Reclass In U	Read
Op Reclass Out AUC	Read
Op Reclass Out C	Read
Op Reclass Out U	Read

Measure	Access
Op Regular Sales AUC	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUC	Read
Op Return to Vendor C	Read
Op Return to Vendor U	Read
Op Sales AUC	Read
Op Sales AUR	Read
Op Sales Contribution to Product C %	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time C %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales U	Read
Op Sales var Ly C %	Read
Op Sales var Ly R %	Read
Op Sell Thru C %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand U	Read
Op Stk/Sls Cr	Read
Op Stk/Sls Ur	Read
Op Stock Adjustment C	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand U	Read
Op TO Cr	Read
Op TO Ur	Read
Op Transfer In AUC	Read
Op Transfer In C	Read
Op Transfer In U	Read
Op Transfer Out AUC	Read

Measure	Access
Op Transfer Out C	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH Cr	Read
Op WOH Ur	Read
Tgt Avg Store Inv C	Read
Tgt Avg Store Inv U	Read
Tgt Avg Store Sales C	Read
Tgt Avg Store Sales R	Read
Tgt Avg Store Sales U	Read
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales AUC	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt COGS C	Read
Tgt Commitments C	Read
Tgt Commitments U	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns C	Read
Tgt Customer Returns C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt Gross Sales C	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt MMU R	Read
Tgt MMU R	Read

Measure	Access
Tgt MMU R %	Read
Tgt MMU R %	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor U	Read
Tgt Sales AUC	Read
Tgt Sales AUR	Read
Tgt Sales U	Read
Tgt TO Ur	Read
Tgt Transfer In C	Read
Tgt Transfer Out C	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH Cr	Read
Tgt WOH Ur	Read
Wa Avg Inv U	Read
Wa Avg Store Inv C	Read
Wa Avg Store Inv U	Read
Wa Avg Store Sales C	Read
Wa Avg Store Sales R	Read
Wa Avg Store Sales U	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read

Measure	Access
Wa Cash Discount C %	Read
Wa Clearance Sales AUC	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa COGS C	Read
Wa Cost Adjustment C	Read
Wa Cost Adjustment C %	Read
Wa Cost Variance C %	Read
Wa Customer Returns C	Read
Wa Customer Returns C %	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa EOP Inv AUC	Read
Wa EOP Inv U	Read
Wa Forward Cover C	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa Gross Sales C	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment U	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read

Measure	Access
Wa Receipts AUC	Read
Wa Receipts U	Read
Wa Reclass In AUC	Read
Wa Reclass In C	Read
Wa Reclass In U	Read
Wa Reclass Out AUC	Read
Wa Reclass Out C	Read
Wa Reclass Out U	Read
Wa Regular Sales AUC	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUC	Read
Wa Return to Vendor C	Read
Wa Return to Vendor U	Read
Wa Sales AUC	Read
Wa Sales AUR	Read
Wa Sales U	Read
Wa Sales var Ly C %	Read
Wa Sales var Ly R %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment U	Read
Wa TO Ur	Read
Wa Transfer In C	Read
Wa Transfer In U	Read
Wa Transfer Out C	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH Cr	Read
Wa WOH Ur	Read
Wp Avg Inv var Ly C %	Read

Measure	Access
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op C %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Tgt C %	Read
Wp Avg Inv var Wa C %	Read
Wp Avg Store Inv C	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv C	Write
Wp BOP Inv C	Write
Wp BOP Inv var Op C %	Read
Wp Clearance Sales Contribution to Sales R %	Write
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales var Ly C %	Write
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Cost Adjustment C	Read
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns AUC	Write
Wp Customer Returns C	Read
Wp Customer Returns C %	Write
Wp Customer Returns R	Read
Wp Customer Returns R %	Write
Wp Customer Returns U	Read
Wp Customer Returns U %	Write
Wp EOP Inv var Op C %	Read
Wp EOP Inv var Tgt C %	Read
Wp EOP Inv var Wa C %	Read
Wp Event Information Text	Write
Wp Freight var Ly C %	Read
Wp GM var Op R %	Read

Measure	Access
Wp GM var Wa R %	Read
Wp Gross Sales AUC	Read
Wp Gross Sales C	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp In Transit C	Read
Wp In Transit U	Read
Wp Inventory Comments Text	Write
Wp MMU var LY R %	Read
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Read
Wp Profitability Comments Text	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales var Ly C %	Read
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipts var Op C %	Write
Wp Receipts var Tgt C %	Write
Wp Receipts var Wa C %	Write
Wp Reclass In AUC	Write
Wp Reclass Out AUC	Write
Wp Regular Sales Contribution to Sales R %	Write
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales var Ly C %	Write
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Sales Comment Text	Write
Wp Sales Contribution to Product R %	Write
Wp Sales Contribution to Product U %	Write
Wp Sales Contribution to Time U %	Write
Wp Sales U	Write
Wp Sales var Op C %	Write

Measure	Access
Wp Sales var Op R %	Write
Wp Sales var Wa C %	Write
Wp Sales var Wa R %	Write
Wp Sell Thru C %	Write
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand U	Read
Wp Stk/Sls Cr	Read
Wp Stk/Sls Ur	Read
Wp Stock Adjustment C	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand U	Read
Wp Transfer In AUC	Write
Wp Transfer In C	Write
Wp Transfer In U	Write
Wp Transfer Out AUC	Write
Wp Transfer Out C	Write
Wp Transfer Out U	Write
Wp Ttl RTV Process Fee C	Read
Wp WOH Cr	Read
Wp WOH Ur	Read

Planner Role Extra Measures

Measures in the following table are available within Planner pre-season worksheets, but must be added via Show/Hide. See the RPAS online help or Users Guide for more information on adding measures to worksheets.

Planner Role Extra Measures	
Measure	Access
Ly Avg Store Inv C	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly Cash Discount C	Read
Ly Clearance Sales Contribution to Sales C %	Read
Ly Clearance Sales Contribution to Sales R %	Read

Planner Role Extra Measures	
Measure	Access
Ly Clearance Sales Contribution to Sales U %	Read
Ly COGS C	Read
Ly Commitments C	Read
Ly Commitments U	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUC	Read
Ly Customer Returns C	Read
Ly Customer Returns C %	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U	Read
Ly Customer Returns U %	Read
Ly Event Information Text	Read
Ly Freight C	Read
Ly Gross Sales AUC	Read
Ly Gross Sales C	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit U	Read
Ly Inventory Adjustment C	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments Text	Read
Ly MMU R	Read
Ly On Order C	Read
Ly On Order Cxl C	Read
Ly On Order Cxl U	Read
Ly On Order U	Read
Ly OTB C	Read
Ly OTB U	Read
Ly Outbound Freight C	Read

Planner Role Extra Measures	
Measure	Access
Ly Outbound Freight C %	Read
Ly Profitability Comments Text	Read
Ly Promo Sales Contribution to Sales C %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales U %	Read
Ly Reclass In AUC	Read
Ly Reclass In U	Read
Ly Reclass Out AUC	Read
Ly Reclass Out U	Read
Ly Regular Sales Contribution to Sales C %	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read
Ly Return Process Fee per Unit C	Read
Ly Sales Comment Text	Read
Ly Sales Contribution to Product U %	Read
Ly Sales Contribution to Time U %	Read
Ly Sell Thru C %	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand U	Read
Ly Stk/Sls Cr	Read
Ly Stk/Sls Ur	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand U	Read
Ly Transfer In AUC	Read
Ly Transfer In C	Read
Ly Transfer In U	Read
Ly Transfer Out AUC	Read
Ly Transfer Out C	Read
Ly Transfer Out U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read

Planner Role Extra Measures	
Measure	Access
Ly WOH Cr	Read
Ly WOH Ur	Read
Op Avg Inv U	Read
Op Avg Store Inv C	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUC	Read
Op BOP Inv C	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUC	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read
Op COGS C	Read
Op Commitments C	Read
Op Commitments U	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUC	Read
Op Customer Returns C	Read
Op Customer Returns C %	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read
Op Customer Returns U %	Read
Op EOP Inv AUC	Read
Op EOP Inv C	Read
Op EOP Inv U	Read
Op Forward Cover C	Read

Planner Role Extra Measures	
Measure	Access
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op Gross Sales AUC	Read
Op Gross Sales C	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment U	Read
Op MMU R	Read
Op MMU R	Read
Op MMU R %	Read
Op MMU R %	Read
Op On Order C	Read
Op On Order Cxl C	Read
Op On Order Cxl U	Read
Op On Order U	Read
Op OTB C	Read
Op OTB U	Read
Op Outbound Freight C	Read
Op Outbound Freight C %	Read
Op Promo Sales AUC	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipts AUC	Read
Op Receipts C	Read
Op Receipts U	Read
Op Reclass In AUC	Read
Op Reclass In C	Read
Op Reclass In U	Read

Planner Role Extra Measures	
Measure	Access
Op Reclass Out AUC	Read
Op Reclass Out C	Read
Op Reclass Out U	Read
Op Regular Sales AUC	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUC	Read
Op Return to Vendor C	Read
Op Return to Vendor U	Read
Op Sales AUC	Read
Op Sales AUR	Read
Op Sales Contribution to Product C %	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time C %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales R	Read
Op Sales U	Read
Op Sales var Ly C %	Read
Op Sales var Ly R %	Read
Op Sell Thru C %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand U	Read
Op Stk/Sls Cr	Read
Op Stk/Sls Ur	Read
Op Stock Adjustment C	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand U	Read

Planner Role Extra Measures	
Measure	Access
Op TO Cr	Read
Op TO Ur	Read
Op Transfer In AUC	Read
Op Transfer In C	Read
Op Transfer In U	Read
Op Transfer Out AUC	Read
Op Transfer Out C	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH Cr	Read
Op WOH Ur	Read
Tgt Avg Store Inv C	Read
Tgt Avg Store Inv U	Read
Tgt Avg Store Sales C	Read
Tgt Avg Store Sales R	Read
Tgt Avg Store Sales U	Read
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales AUC	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt COGS C	Read
Tgt Commitments C	Read
Tgt Commitments U	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns C	Read
Tgt Customer Returns C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read

Planner Role Extra Measures	
Measure	Access
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt Gross Sales C	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor U	Read
Tgt Sales AUC	Read
Tgt Sales AUR	Read
Tgt Sales U	Read
Tgt TO Ur	Read
Tgt Transfer In C	Read
Tgt Transfer Out C	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH Cr	Read
Tgt WOH Ur	Read

Planner Role Extra Measures	
Measure	Access
Wa Avg Inv U	Read
Wa Avg Store Inv C	Read
Wa Avg Store Inv U	Read
Wa Avg Store Sales C	Read
Wa Avg Store Sales R	Read
Wa Avg Store Sales U	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUC	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa COGS C	Read
Wa Cost Adjustment C	Read
Wa Cost Adjustment C %	Read
Wa Cost Variance C %	Read
Wa Customer Returns C	Read
Wa Customer Returns C %	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa EOP Inv AUC	Read
Wa EOP Inv U	Read
Wa Forward Cover C	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa GMROI C	Read
Wa Gross Sales C	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read

Planner Role Extra Measures	
Measure	Access
Wa In Transit C	Read
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment U	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipts AUC	Read
Wa Receipts C	Read
Wa Receipts U	Read
Wa Reclass In AUC	Read
Wa Reclass In C	Read
Wa Reclass In U	Read
Wa Reclass Out AUC	Read
Wa Reclass Out C	Read
Wa Reclass Out U	Read
Wa Regular Sales AUC	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUC	Read
Wa Return to Vendor C	Read
Wa Return to Vendor U	Read
Wa Sales AUC	Read
Wa Sales AUR	Read
Wa Sales C	Read
Wa Sales R	Read
Wa Sales U	Read

Planner Role Extra Measures	
Measure	Access
Wa Sales var Ly C %	Read
Wa Sales var Ly R %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment U	Read
Wa TO Cr	Read
Wa TO Ur	Read
Wa Transfer In C	Read
Wa Transfer In U	Read
Wa Transfer Out C	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH Cr	Read
Wa WOH Ur	Read
Wp Avg Inv var Ly C %	Read
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op C %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Tgt C %	Read
Wp Avg Inv var Tgt U %	Read
Wp Avg Store Inv C	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv var Op C %	Read
Wp Clearance Sales Contribution to Sales R %	Write
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales var Ly C %	Write
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read

Planner Role Extra Measures	
Measure	Access
Wp Cost Adjustment C	Read
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns AUC	Write
Wp Customer Returns C	Write
Wp Customer Returns C %	Write
Wp Customer Returns R	Write
Wp Customer Returns R %	Write
Wp Customer Returns U	Write
Wp Customer Returns U %	Write
Wp EOP Inv var Op C %	Read
Wp EOP Inv var Op U %	Read
Wp EOP Inv var Tgt U %	Read
Wp Event Information Text	Write
Wp Freight var Ly C %	Read
Wp GM var Op R %	Read
Wp Gross Sales AUC	Read
Wp Gross Sales C	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp In Transit C	Write
Wp In Transit U	Write
Wp Inventory Comments Text	Write
Wp KP BOP Inv Contribution to TP C %	Read
Wp KP BOP Inv Contribution to TP U %	Read
Wp KP EOP Inv Contribution to TP C% C %	Read
Wp KP EOP Inv Contribution to TP C% U %	Read
Wp KP EOP Inv Contribution to TP R% C %	Read
Wp KP EOP Inv Contribution to TP R% U %	Read
Wp KP EOP Inv Contribution to TP U% C %	Read
Wp KP EOP Inv Contribution to TP U% U %	Read
Wp KP Sales Contribution to TP C% C %	Read
Wp KP Sales Contribution to TP C% U %	Read

Planner Role Extra Measures	
Measure	Access
Wp KP Sales Contribution to TP R% C %	Read
Wp KP Sales Contribution to TP R% U %	Read
Wp KP Sales Contribution to TP U% C %	Read
Wp KP Sales Contribution to TP U% U %	Read
Wp MMU var LY R %	Read
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Write
Wp Profitability Comments Text	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales var Ly C %	Write
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipts var Op C %	Write
Wp Reclass In AUC	Write
Wp Reclass Out AUC	Write
Wp Regular Sales Contribution to Sales R %	Write
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales var Ly C %	Write
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Sales Comment Text	Write
Wp Sales Contribution to Product R %	Write
Wp Sales Contribution to Product U %	Write
Wp Sales Contribution to Time U %	Write
Wp Sales var Op C %	Write
Wp Sales var Op R %	Write
Wp Sales var Tgt U %	Write
Wp Sell Thru C %	Read
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand U	Read

Planner Role Extra Measures	
Measure	Access
Wp Stk/Sls Cr	Read
Wp Stk/Sls Ur	Read
Wp Stock Adjustment C	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand U	Read
Wp Store Close Date Date	Read
Wp Store Open Date Date	Read
Wp Transfer In AUC	Write
Wp Transfer In C	Write
Wp Transfer In U	Write
Wp Transfer Out AUC	Write
Wp Transfer Out C	Write
Wp Transfer Out U	Write
Wp Ttl RTV Process Fee C	Read
Wp WOH Cr	Read
Wp WOH Ur	Read

In-Season Financial Planning Process

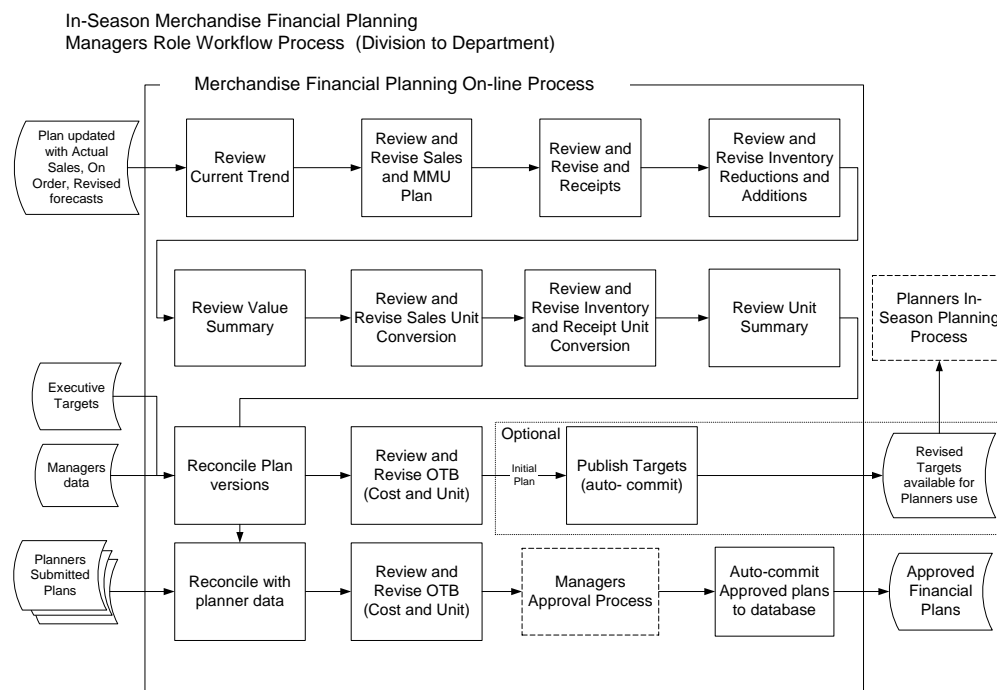
Once the selling period begins, you use the In-Season Planning worksheets to review progress against the plan and make adjustments to the plan.

In-season financial planning is performed using the In-Season Financial Plan workbook. The worksheets in this workbook include measures that show how the selling season is performing relative to plan. This workbook includes all worksheets that are part of the Pre-Season workbook, and two additional ones. Two Open-To-Buy (OTB) worksheets are available to assist you in controlling OTB and to identify opportunities and actions.

Two plan versions are updated with data as during the In-Season Planning process. Many Working Plan (Wp) measures (such as Sales and Receipts) are updated weekly with Actual data. A regenerated demand sales forecast (Fcst) is updated to take into account the loaded actuals. Using the loaded data and the current plan, a user may adjust the Working plan measures for future time periods (for example, non-elapsed time). When the new plan is approved, the Current Plan (Cp) measures are updated with the changed data. The Original Plan approved during the Pre-Season planning process is never changed.

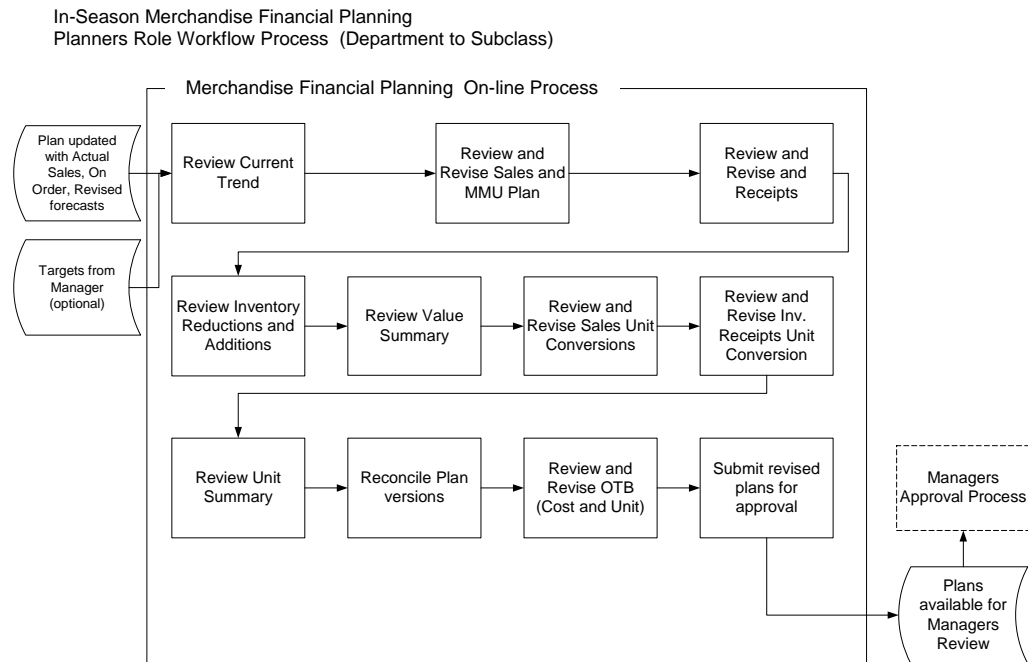
Manager's Process

The following diagram shows the manager's steps in the In-Season Planning process:



Planner's Process

The following diagram shows the planner's steps in the In-Season Planning process:



In-Season Financial Plan Worksheets

The In-Season Financial Plan workbook contains the following worksheets:

- Review Trend – Inv_Rcpt Unit Conversion
- Sales and MMU – Unit Summary
- Receipts – Reconcile Submitted Plan (manager only)
- Reconcile (planner only)
- Inventory – Cost OTB
- Value Summary – Unit OTB
- Sales Unit Conversion – Approval

The workbook can be initially created as part of the regular automated workbook build process. The workbook can also be built manually by running the Planning Workbook Wizard.

A workbook can be built in one of two ways. It can be created as part of the automated workbook build process. This is a batch program that creates the plan workbook based upon pre-defined parameters (product, location, time). You can also build the workbook can manually by running the Planning Workbook wizard via the **New** button on the Toolbar or through the main menu: File – New.

Note: If during the workbook build process you do not select a time period that contains the current date, the entire workbook will be read-only. The application must have the current date included in the workbook to determine the “elapsed” weeks in an In-Season workbook.

Assumptions

- The In-Season plan is automatically seeded with Current Plan data as a starting point for key planning metrics such as Sales Receipts.
- The Working Plan and Current Plan versions are automatically updated with Actual data for elapsed time periods and cannot be changed.
- Current Plan values cannot be changed directly on the worksheet. Current Plan is updated when the Working Plan is submitted for approval and approved by the manager.
- If a value or variance is changed at a time level that includes historical data (Actual), the data in the Actual time periods will not change. The aggregate changed value will be spread/replicated to non-expired time only.

Review Trend Worksheet

You may use the Review Trend worksheet to review current values for sales, receipts, inventory (including turn), and gross margin, and compare them to the Current Plan and forecasted sales. This worksheet provides you with a snapshot of the current state of many of the key planning performance indicators including variances to LY and Current Plan (CP). This worksheet is similar to the View Targets – Pre-Season worksheet, except the comparisons in this worksheet are primarily to the Current Plan instead of Target.

Measure List

The Review Trend worksheet contains the following measures. See the measure list for View Targets Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

Measure	Access
FrcIn Demand R	Read
Wp Sales var Demand In-Season R %	Write
Wp Sales R	Write
Cp Sales R	Read
Wp Sales var Cp R %	Write
Ly Sales R	Read
Wp Sales var Ly R %	Write
Wp Sales C	Write
Cp Sales C	Read
Wp Sales var Cp C %	Write
Ly Sales C	Read
Wp Sales var Ly C %	Write
Wp GM R	Read
Wp GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Wp GM var CP R %	Read

Measure	Access
Ly GM R	Read
Ly GM R %	Read
Wp GM var Ly R %	Read
Wp Avg Inv C	Read
Cp Avg Inv C	Read
Ly Avg Inv C	Read
Tgt TO Cr	Read
Wp TO Cr	Read
Cp TO Cr	Read
Ly TO Cr	Read

Sales and MMU Worksheet

On the Sales and MMU worksheet, you may review values and change variances or change sales values for any forward time period in the workbook. You may use the Sales worksheet to view actual Sales and Sales Type values and variances to the current plan. This worksheet includes variances and other sales analysis measures such as contribution to time and contribution to product, and sales build rate.

Assumptions

- The plan is automatically seeded with Current Plan data as a starting point for key planning metrics such as Sales, Receipts.
- The Working Plan and Current versions are automatically updated with Actual data for elapsed time periods and cannot be changed.
- If a value or variance is changed at a time level that includes historical data (Actual), the data in the Actual time periods will not change. The aggregate changed value will be spread/replicated to non-expired time only.

Measure List

The Sales and MMU worksheet contains the following measures. Refer to the measure list for Sales and MMU Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

Measure	Access
FrcIn Demand R	Read
Wp Sales var Demand In-Season R %	Write
Wp Sales R	Write
Cp Sales R	Read
Wp Sales var Cp R %	Write
Ly Sales R	Read
Wp Sales var Ly R %	Write
Wp Regular Sales R	Write
Wp Promo Sales R	Write
Wp Clearance Sales R	Write
Cp Regular Sales R	Read
Cp Promo Sales R	Read
Cp Clearance Sales R	Read
Ly Regular Sales R	Read
Ly Promo Sales R	Read
Ly Clearance Sales R	Read
Wp Regular Sales Contribution to Sales R	Write
Wp Promo Sales Contribution to Sales R	Write
Wp Clearance Sales Contribution to Sales R	Write
Cp Regular Sales Contribution to Sales R	Read
Cp Promo Sales Contribution to Sales R	Read
Cp Clearance Sales Contribution to Sales R	Read
Wp Sales Contribution to Product R %	Read
Cp Sales Contribution to Product R %	Read
Wp Sales Contribution to Time R %	Read
Cp Sales Contribution to Time R %	Read
Wp Sales C	Write
Cp Sales C	Read
Wp Sales var Cp C %	Write
Ly Sales C	Read
Wp Sales var Ly C %	Write
Wp Regular Sales C	Write

Measure	Access
Wp Promo Sales C	Write
Wp Clearance Sales C	Write
Cp Regular Sales C	Read
Cp Promo Sales C	Read
Cp Clearance Sales C	Read
Ly Regular Sales C	Read
Ly Promo Sales C	Read
Ly Clearance Sales C	Read
Wp Regular Sales Contribution to Sales C %	Write
Wp Promo Sales Contribution to Sales C %	Write
Wp Clearance Sales Contribution to Sales C %	Write
Cp Regular Sales Contribution to Sales C %	Read
Cp Promo Sales Contribution to Sales C %	Read
Cp Clearance Sales Contribution to Sales C %	Read
Wp Sales Contribution to Product C %	Read
Cp Sales Contribution to Product C %	Read
Wp Sales Contribution to Time C %	Read
Cp Sales Contribution to Time C %	Read
Wp MMU R	Read
Wp MMU R %	Write
Cp MMU R	Read
Cp MMU R %	Read
Ly MMU R	Read
Ly MMU R %	Read

Receipts Worksheet

You may use the Receipts worksheet to review actual values for Receipts and On-Order in the In-Season Planning process. Receipts are editable for future time periods so you can manipulate and balance the stock/sales position. You may edit Commitments and On-Order Cancel measures so that an accurate On-Order value may be achieved.

Commitments are used to account for orders that have been approved in the purchase order system. On-Order Cancel is used to account for orders cancelled since the last on-order file was loaded. Changes to Commitments and On Order Cancel will affect the amount of Open to Buy available; they do not impact Receipts.

Assumptions

- The plan is automatically seeded with Ly data as a starting point for key planning metrics such as Sales, Receipts.
- The Working Plan and Current Plan versions are automatically updated with Actual data for elapsed time periods and cannot be changed.

Note: If a value or variance is changed at a time level that includes historical data (Actual), the data in the Actual time periods will not change. The aggregate changed value will be spread/replicated to non-expired time only.

Measure List

The Receipts worksheet contains the following measures. See the measure list for Inventory/Receipt Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

Measure	Access
Wp Sales C	Write
Cp Sales C	Read
Ly Sales C	Read
Wp Receipts C	Write
Cp Receipts C	Read
Ly Receipts C	Read
Wp On Order C	Read
Cp On Order C	Read
Wp Commitments C	Write
Cp Commitments C	Read
Wp On Order Cxl C	Read
Cp On Order Cxl C	Read
Wp Freight C	Read
Wp Freight C %	Write
Cp Freight C %	Write
Ly Freight C %	Read

Measure	Access
Wp Cash Discount C	Write
Wp Cash Discount C %	Write
Cp Cash Discount C %	Read
Ly Cash Discount C %	Read
Wp Wkrm / Other Costs C	Write
Cp Wkrm / Other Costs C	Read
Ly Wkrm / Other Costs C	Read
Wp GM R	Read
Wp GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Wp GM var Ly R %	Read
Ly GM R	Read

Inventory Worksheet

You may review inventory and receipt values using the Inventory worksheet. BOP inventory, EOP inventory, Receipts, and the forward cover are editable for future time periods. Additional inventory additions and reduction measures are available. When changed, they will affect EOP: Returns to Vendor, Transfers In, Transfers Out, Reclassifications In and Reclassifications Out.

Receipt changes will flow through to all forward EOP C's and BOP C's. Editing EOP C has a smoothing effect on Receipts in that they are shifted between the period the edit is made and the following period. Edits to BOP C will also shift Receipts between the period the edit is made and the prior period provided the prior period is not expired time.

Measure List

The Inventory worksheet contains the following measures. See the measure list for Inventory/Receipt Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

Measure	Access
Wp BOP Inv C	Write
Cp BOP Inv C	Read
Wp BOP Inv var Cp C %	Read
Ly BOP Inv C	Read
Wp Sales C	Write
Cp Sales C	Read
Wp Sales var Cp C %	Write
Ly Sales C	Read
Wp Receipts C	Write
Cp Receipts C	Read
Wp Receipts var Cp C %	Write
Ly Receipts C	Read
Wp Return to Vendor C	Write
Cp Return to Vendor C	Read
Ly Return to Vendor C	Read
Wp Transfer In C	Write
Cp Transfer In C	Read
Wp Transfer Out C	Write
Cp Transfer Out C	Read
Wp Inventory Adjustment C	Write
Cp Inventory Adjustment C	Read
Wp EOP Inv C	Write
Cp EOP Inv C	Read

Measure	Access
Ly EOP Inv C	Read
Wp Avg Inv C	Read
Cp Avg Inv C	Read
Ly Avg Inv C	Read
Wp TO Cr	Read
Cp TO Cr	Read
Ly TO Cr	Read
Wp Forward Cover C	Write
Cp Forward Cover C	Read
Ly Forward Cover C	Read
Wp GMROI C	Read
Cp GMROI C	Read
Ly GMROI C	Read

Value Summary Worksheet

You may review all values using the Summary Values worksheet. This worksheet is similar to the Plan Summary – Values worksheet for pre-season planning except it includes the Current Plan (Cp) version. You may compare plan variances to Current Plan (Cp) and LY.

Measure List

The Value Summary worksheet contains the following measures. See the measure list for Value Summary Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

Measure	Access
Wp Sales R	Write
Cp Sales R	Read
Wp Sales var Cp R %	Write
Ly Sales R	Read
Wp Sales var Ly R %	Write
Wp BOP Inv C	Write
Cp BOP Inv C	Read
Wp BOP Inv var Cp C %	Read
Ly BOP Inv C	Read
Wp BOP Inv var Ly C %	Read
Wp Sales C	Write
Cp Sales C	Read
Wp Sales var Cp C %	Write

Measure	Access
Ly Sales C	Read
Wp Sales var Ly C %	Write
Wp Receipts C	Write
Cp Receipts C	Read
Wp Receipts var Cp C %	Read
Ly Receipts C	Read
Wp Receipts var Ly C %	Read
Wp EOP Inv C	Read
Cp EOP Inv C	Read
Wp EOP Inv var Cp C %	Read
Ly EOP Inv C	Read
Wp EOP Inv var Ly C %	Read
Wp Avg Inv C	Read
Cp Avg Inv C	Read
Ly Avg Inv C	Read
Wp TO Cr	Read
Cp TO Cr	Read
Ly TO Cr	Read
Wp GM R	Read
Wp GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Wp GM var Cp R %	Read
Ly GM R	Read
Ly GM R %	Read
Wp GM var Ly R %	Read
Wp GMROI C	Read
Cp GMROI C	Read
Ly GMROI C	Read

Sales Unit Conversion Worksheet

Using the Sales Units worksheet, you may review actual values, units and Average Unit Cost (AUC). You may change future Cost values, which will recalculate future units, or you may adjust unit amounts to recalculate the AUC. If you edit units, the cost values will remain unchanged.

Measure List

The Sales Unit Conversion worksheet contains the following measures. Refer to the measure list for Sales Unit Conversion Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

Measure	Access
Wp Sales C	Write
Wp Sales U	Write
Cp Sales U	Read
Wp Sales var Cp U %	Write
Ly Sales U	Read
Wp Sales var Ly U %	Write
Wp Sales AUC	Read
Cp Sales AUC	Read
Ly Sales AUC	Read
Wp Regular Sales C	Write
Wp Regular Sales U	Write
Wp Regular Sales AUC	Read
Wp Promo Sales C	Write
Wp Promo Sales U	Write
Wp Promo Sales AUC	Write
Wp Clearance Sales C	Write
Wp Clearance Sales U	Write
Wp Clearance Sales AUC	Read
Cp Regular Sales C	Read
Cp Regular Sales U	Read
Cp Regular Sales AUC	Read
Cp Promo Sales C	Read
Cp Promo Sales U	Read
Cp Promo Sales AUC	Read
Cp Clearance Sales C	Read
Cp Clearance Sales U	Read
Cp Clearance Sales AUC	Read

Measure	Access
Ly Regular Sales U	Read
Ly Regular Sales AUC	Read
Ly Promo Sales U	Read
Ly Promo Sales AUC	Read
Ly Clearance Sales U	Read
Ly Clearance Sales AUC	Read
Wp Sales R	Write
Wp Sales AUR	Read
Cp Sales AUR	Read
Ly Sales AUR	Read
Wp Regular Sales R	Write
Wp Regular Sales AUR	Read
Cp Regular Sales AUR	Read
Ly Regular Sales AUR	Read
Wp Promo Sales R	Write
Wp Promo Sales AUR	Read
Cp Promo Sales AUR	Read
Ly Promo Sales AUR	Read
Wp Clearance Sales R	Write
Wp Clearance Sales AUR	Write
Cp Clearance Sales AUR	Read
Ly Clearance Sales AUR	Read

Inv_Rcpt Unit Conversion Worksheet

You may use this worksheet to convert the inventory and receipts-related measure values to their corresponding unit value. You may also enter/view Average Unit Cost (AUC) for certain measures. The measures on this worksheet are represented in three forms, Cost, AUC, and Units.

Measure List

The Inv_Rcpt Conversion worksheet contains the following measures. Refer to the measure list for Inv_Rcpt Conversion Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

Measure	Read
Wp BOP Inv C	Write
Wp BOP Inv U	Read
Wp BOP Inv AUC	Read
Cp BOP Inv C	Read
Cp BOP Inv U	Read
Cp BOP Inv AUC	Read
Ly BOP Inv U	Read
Ly BOP Inv AUC	Read
Wp Sales C	Write
Wp Sales U	Write
Wp Sales AUC	Read
Cp Sales C	Read
Cp Sales U	Read
Cp Sales AUC	Read
Ly Sales U	Read
Ly Sales AUC	Read
Wp Receipts C	Write
Wp Receipts U	Write
Wp Receipts AUC	Write
Cp Receipts C	Read
Cp Receipts U	Read
Cp Receipts AUC	Read
Ly Receipts U	Read
Ly Receipts AUC	Read
Wp Return to Vendor C	Write
Wp Return to Vendor U	Write
Wp Return to Vendor AUC	Write

Measure	Read
Cp Return to Vendor C	Read
Cp Return to Vendor U	Read
Cp Return to Vendor AUC	Read
Ly Return to Vendor U	Read
Ly Return to Vendor AUC	Read
Wp Inventory Adjustment U	Write
Cp Inventory Adjustment U	Read
Wp EOP Inv C	Write
Wp EOP Inv U	Read
Wp EOP Inv AUC	Read
Cp EOP Inv C	Read
Cp EOP Inv U	Read
Cp EOP Inv AUC	Read
Ly EOP Inv U	Read
Ly EOP Inv AUC	Read
Wp Avg Inv U	Read
Cp Avg Inv U	Read
Ly Avg Inv U	Read
Wp TO U	Read
Cp TO U	Read
Ly TO U	Read
Wp Forward Cover U	Read
Cp Forward Cover U	Read
Ly Forward Cover U	Read
Wp Sell Thru U %	Read
Cp Sell Thru U %	Read
Ly Sell Thru U %	Read

Unit Summary Worksheet

Using the Unit Summary worksheet, you may review the adjusted unit plan and variances.

Measure List

The Unit Summary worksheet contains the following measures. Refer to the measure list for Unit Summary Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List (Chapter 5) for a description of the measure and its calculation.

Measure	Access
Wp BOP Inv U	Read
Cp BOP Inv U	Read
Wp BOP Inv var Cp U %	Read
Ly BOP Inv U	Read
Wp BOP Inv AUC	Read
Cp BOP Inv AUC	Read
Ly BOP Inv AUC	Read
Wp Sales U	Write
Cp Sales U	Read
Wp Sales var Cp U %	Write
Ly Sales U	Read
Wp Sales var Ly U %	Write
Wp Sales AUC	Read
Cp Sales AUC	Read
Ly Sales AUC	Read
Cp Receipts AUC	Read
Wp Sales AUR	Read
Cp Sales AUR	Read
Ly Sales AUR	Read
Wp Receipts U	Write
Cp Receipts U	Read
Wp Receipts var Cp U %	Write
Ly Receipts U	Read
Wp Receipts var Ly U %	Write
Wp Receipts AUC	Write
Cp Receipts AUC	Read
Ly Receipts AUC	Read
Wp EOP Inv U	Read
Cp EOP Inv U	Read

Measure	Access
Wp EOP Inv var Cp U %	Read
Ly EOP Inv U	Read
Wp EOP Inv var Ly U %	Read
Wp EOP Inv AUC	Read
Cp EOP Inv AUC	Read
Ly EOP Inv AUC	Read
Wp Avg Inv U	Read
Cp Avg Inv U	Read
Ly Avg Inv U	Read
Wp TO U	Read
Cp TO U	Read
Ly TO U	Read

Reconcile Submitted Plan Worksheet

Managers use this worksheet to compare their plan and Current Plan to the latest plan values submitted by the planner for approval. Last year plan values are also displayed for informational purposes.

Measure List

The Reconcile Submitted Plan worksheet contains the following measures. See the measure list for Reconcile Submitted Plan Pre-Season worksheet or the Merchandise Financial Planning Cost Measure List for a description of the measure and its calculation.

Measure	Access
Wp Sales R	Write
Wa Sales R	Read
Cp Sales R	Read
Ly Sales R	Read
Wp BOP Inv C	Write
Wa BOP Inv C	Read
Cp BOP Inv C	Read
Ly BOP Inv C	Read
Wp Sales C	Write
Wa Sales C	Read
Cp Sales C	Read
Ly Sales C	Read
Wp Receipts R	Write
Wa Receipts R	Read
Cp Receipts R	Read

Measure	Access
Ly Receipts R	Read
Wp EOP Inv R	Write
Wa EOP Inv R	Read
Cp EOP Inv R	Read
Ly EOP Inv R	Read
Wp Avg Inv R	Read
Wa Avg Inv R	Read
Cp Avg Inv R	Read
Ly Avg Inv R	Read
Wp TO R	Read
Wa TO R	Read
Cp TO R	Read
Ly TO R	Read
Wp GM R	Read
Wp GM R %	Read
Wa GM R	Read
Wa GM R %	Read
Cp GM R %	Read
Ly GM R %	Read
Wp GMROI R	Read
Wa GMROI R	Read
Cp GMROI R	Read
Ly GMROI R	Read

Cost OTB Worksheet

You may use the Cost OTB worksheet during the In-Season Planning period to review cost measures and determine future Open to Buy (OTB) action.

The Open to Buy Cost measure is calculated by subtracting Wp On Order Cost and Wp Commitments Cost from Current Plan Receipts Cost, then adding back Wp On Order Cancellations Cost. Using this worksheet, you can determine further actions, such as whether to buy additional goods, shift future On Order, or add to On Order cancellations.

Measure List

The Cost OTB worksheet contains the following measures.

Measure	Access
Wp Sales R	Write
Wp BOP Inv C	Read
Wp Sales C	Write
Cp Sales C	Read
Wp Receipts C	Write
Cp Receipts C	Read
Wp On Order C	Read
Wp Commitments C	Write
Wp On Order Cxl C	Write
Wp Return to Vendor C	Write
Wp Transfer In C	Write
Wp Transfer Out C	Write
Wp Reclass In C	Write
Wp Reclass Out C	Write
Wp Inventory Adjustment C	Write
Wp EOP Inv C	Write
Cp EOP Inv C	Read
Wp OTB C	Read

Unit OTB Worksheet

You may use the Unit OTB worksheet during the In-Season Planning period to review retail measures and determine future Open to Buy (OTB) action.

The Open to Buy Unit measure is calculated by subtracting Wp On Order Units and Wp Commitment Units from Current Plan Receipts Units and adding back Wp On Order Cancellations Units. Using this worksheet, you may determine further actions, such as whether to buy additional goods, shift future On Order or add to On Order cancellations.

Measure List

Measure	Access
Wp BOP Inv U	Write
Wp Sales U	Write
Cp Sales U	Read
Wp Receipts U	Write
Cp Receipts U	Read
Wp On Order U	Read
Wp Commitments U	Write
Wp On Order Cxl U	Write
Wp Return to Vendor U	Write
Wp Transfer In U	Write
Wp Transfer Out U	Write
Wp Reclass In U	Write
Wp Reclass Out U	Write
Wp Inventory Adjustment U	Write
Wp EOP Inv U	Write
Cp EOP Inv U	Read
Wp OTB U	Read

Approval Worksheet

The planning role determines the allowed actions on this worksheet. Planners use this worksheet to submit plans for approval and view the status of submitted plans. Managers use the Approval worksheet to approve or reject submitted plans. The manager also uses this worksheet to publish their targets to the planner.

If the workbook is a pre-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) to both Original Plan (Op) and Current Plan (Cp). If the workbook is an in-season workbook, the approval process promotes the plan from Submitted Waiting for Approval (Wa) only to Current Plan (Cp). The Original Plan approved during the pre-season planning process is considered the locked “plan of record” and no changes are allowed. The frequency of the approval process can be different for each season – usually once for pre-season and monthly or as desired for in-season.

Steps for Publishing Targets

1. Mark the “Publish” checkbox for the time periods, products, and channels for which targets should be published, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.

Note: Only future time periods can be “published”

2. Navigate to the Merchandise Financial Planning Cost menu (located to the left of the Window menu), select the “Publish” option in the Merchandise Financial Planning Cost menu.
 - A message box is displayed indicating the rule groups have executed successfully.
 - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
 - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Measure List - Manager

The Manager's Approval Worksheet contains two separate windows, one that contains the measures related to the publish targets process, the other that contains the approval measures.

Measure	Access	Result
Wp Publish	Write	Tgt measures are updated for the time periods, products, channels that are selected.
Wp Publish Comment	Write	
Wp Publish Date	Read	Updated when the publish target process completes.
Wp Submitted Version	Read	<p>If a plan has not been submitted for approval, the Version will display WP.</p> <p>If a plan has been submitted and is waiting for approval, the Version will display WA.</p> <p>If the plan is approved or rejected, the Version will change back to WP.</p>
Wp Submitted By	Read	<p>User ID of the planner who submitted the plan is displayed.</p> <p>Automatically updated when the planner submits the plan and commits the data to the database.</p>
Wp Submit Comment	Read	Any comments the planner enters are stored and displayed in this measure. This is read only in the manager workbook.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Approve/Reject	Write	<p>Selected from a drop-down list by the manager:</p> <p>"Approve" for those time periods or departments approved by the manager.</p> <p>"Reject" for those time periods or departments rejected by the manager.</p>
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Approval Comment	Write	Optionally entered when the plan is approved or rejected.

Measure	Access	Result
Wp Approved By	Read	Manager's Merchandise Financial Planning Cost ID is displayed for those values approved by the manager Automatically updated with the manager's Merchandise Financial Planning Cost ID when the manager approves or rejects the plan.
Wp Approve Date	Read	System populates with current date when manager approves the plan.
Wp Reject Date	Read	System populates with current date when manager Rejects the plan.
Wp Approval Comment	Write	Optionally entered when the plan is approved or rejected.

Measure List - Planner

The Planner's Approval Worksheet contains the following measures.

Measure	Access	Result
Wp Submitted Version	Read	System updates the version once the planner marks the plan (or portion of the plan) to be approved, and commits the plan to the database
Wp Submit	Write	Checked items are submitted to the manager for approval when the planner commits the data to the database.
Wp Submit Comment Text	Write.	<p>If a plan has not been submitted for approval, the Ad Version will display WP.</p> <p>If a plan has been submitted and is waiting for approval, the Ad Version will display WA.</p>
Wp Submitted By	Read	User ID of the planner who submitted the plan is automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submit Comment Text	Write.	<p>If a plan has not been submitted for approval, the Ad Version will display WP.</p> <p>If a plan has been submitted and is waiting for approval, the Ad Version will display WA.</p>
Wp Approve/Reject	Read Only	<p>Populated with "Approve" for those time periods or departments approved by the manager.</p> <p>Populated with "Reject" for those time periods or departments rejected by the manager.</p>
Wp Approved By	Read Only	The userid of the person who approved/rejected the plan
Wp Approval Comment	Read Only	Optionally entered when the plan is approved or rejected.
Wp Approve Date	Read Only	Automatically updated when the manager approves the plan
Wp Reject Date	Read Only	Automatically updated when the manager rejects the plan

In-Season Extra Measures

Measures in the following table are available within in-season worksheets, but must be added via Show/Hide. See the RPAS online help or Users Guide for more information on adding measures to worksheets.

Manager Role Extra Measures

Measure	Access
Cp Avg Store Inv C	Read
Cp Avg Store Inv U	Read
Cp Avg Store Sales C	Read
Cp Avg Store Sales R	Read
Cp Avg Store Sales U	Read
Cp Cash Discount C	Read
Cp Clearance Sales Contribution to Sales C %	Read
Cp Clearance Sales Contribution to Sales R %	Read
Cp Clearance Sales Contribution to Sales U %	Read
Cp COGS C	Read
Cp Commitments U	Read
Cp Cost Adjustment C	Read
Cp Cost Adjustment C %	Read
Cp Customer Returns AUC	Read
Cp Customer Returns C	Read
Cp Customer Returns C %	Read
Cp Customer Returns R	Read
Cp Customer Returns R %	Read
Cp Customer Returns U	Read
Cp Customer Returns U %	Read
Cp Freight C	Read
Cp Gross Sales AUC	Read
Cp Gross Sales C	Read
Cp Gross Sales R	Read
Cp Gross Sales U	Read
Cp In Transit C	Read
Cp In Transit U	Read
Cp KP BOP Inv Contribution to TP R %	Read
Cp KP EOP Inv Contribution to TP C%	Read
Cp KP EOP Inv Contribution to TP R%	Read
Cp KP EOP Inv Contribution to TP U%	Read

Measure	Access
Cp KP Receipt Contribution to TP C%	Read
Cp KP Receipt Contribution to TP C%	Read
Cp KP Receipt Contribution to TP C%	Read
Cp KP Receipt Contribution to TP R%	Read
Cp KP Receipt Contribution to TP R%	Read
Cp KP Receipt Contribution to TP R%	Read
Cp KP Receipt Contribution to TP U%	Read
Cp KP Receipt Contribution to TP U%	Read
Cp KP Receipt Contribution to TP U%	Read
Cp KP Sales Contribution to TP C%	Read
Cp KP Sales Contribution to TP R%	Read
Cp KP Sales Contribution to TP U%	Read
Cp On Order Cxl AUC	Read
Cp On Order Cxl U	Read
Cp On Order U	Read
Cp OTB C	Read
Cp OTB U	Read
Cp Outbound Freight C	Read
Cp Outbound Freight C %	Read
Cp Promo Sales AUR	Read
Cp Promo Sales Contribution to Sales C %	Read
Cp Promo Sales Contribution to Sales R %	Read
Cp Promo Sales Contribution to Sales U %	Read
Cp Reclass In AUC	Read
Cp Reclass In C	Read
Cp Reclass In U	Read
Cp Reclass Out AUC	Read
Cp Reclass Out C	Read
Cp Reclass Out U	Read
Cp Regular Sales Contribution to Sales C %	Read
Cp Regular Sales Contribution to Sales R %	Read
Cp Regular Sales Contribution to Sales U %	Read
Cp Return Process Fee per Unit C	Read
Cp Sales Build Rate C %	Read
Cp Sales Build Rate Rr	Read
Cp Sales Contribution to Product C %	Read

Measure	Access
Cp Sales Contribution to Product R %	Read
Cp Sales Contribution to Product U %	Read
Cp Sales Contribution to Time U %	Read
Cp Sales var Ly C %	Read
Cp Sales var Ly R %	Read
Cp Sell Thru C %	Read
Cp Selling Store On Hand C	Read
Cp Selling Store On Hand U	Read
Cp Stk/Sls Cr	Read
Cp Stk/Sls Ur	Read
Cp Stock Adjustment C	Read
Cp Stock Adjustment U	Read
Cp Stock On Hand C	Read
Cp Stock On Hand U	Read
Cp Transfer In AUC	Read
Cp Transfer In U	Read
Cp Transfer Out AUC	Read
Cp Transfer Out U	Read
Cp Ttl RTV Process Fee C	Read
Cp Wkrm / Other Costs C	Read
Cp WOH Cr	Read
Cp WOH Ur	Read
Ly Avg Store Inv C	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read
Ly BOP Inv U	Read
Ly Cash Discount C	Read
Ly Clearance Sales Contribution to Sales C %	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly Clearance Sales R	Read
Ly COGS C	Read
Ly Commitments C	Read
Ly Commitments U	Read

Measure	Access
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUC	Read
Ly Customer Returns C	Read
Ly Customer Returns C %	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U	Read
Ly Customer Returns U %	Read
Ly Event Information Text	Read
Ly Freight C	Read
Ly Gross Sales AUC	Read
Ly Gross Sales C	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit U	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments Text	Read
Ly On Order C	Read
Ly On Order Cxl C	Read
Ly On Order Cxl U	Read
Ly On Order U	Read
Ly OTB C	Read
Ly OTB U	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read
Ly Profitability Comments Text	Read
Ly Promo Sales Contribution to Sales C %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales R	Read
Ly Reclass In AUC	Read
Ly Reclass In C	Read
Ly Reclass In U	Read

Measure	Access
Ly Reclass Out AUC	Read
Ly Reclass Out C	Read
Ly Reclass Out U	Read
Ly Regular Sales Contribution to Sales C %	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read
Ly Return Process Fee per Unit C	Read
Ly Sales Comment Text	Read
Ly Sell Thru C %	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand U	Read
Ly Stk/Sls Cr	Read
Ly Stk/Sls Ur	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH Cr	Read
Ly WOH Ur	Read
Op Avg Inv U	Read
Op Avg Store Inv C	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUC	Read
Op BOP Inv C	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUC	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales R	Read

Measure	Access
Op Clearance Sales U	Read
Op COGS C	Read
Op Commitments C	Read
Op Commitments U	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUC	Read
Op Customer Returns C	Read
Op Customer Returns C %	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read
Op Customer Returns U %	Read
Op EOP Inv AUC	Read
Op EOP Inv C	Read
Op EOP Inv U	Read
Op Forward Cover C	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op Gross Sales AUC	Read
Op Gross Sales C	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment U	Read
Op MMU R	Read
Op MMU R %	Read
Op Promo Sales AUC	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipts AUC	Read

Measure	Access
Op Receipts C	Read
Op Receipts U	Read
Op Reclass In AUC	Read
Op Reclass In C	Read
Op Reclass In U	Read
Op Reclass Out AUC	Read
Op Reclass Out C	Read
Op Reclass Out U	Read
Op Regular Sales AUC	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUC	Read
Op Return to Vendor C	Read
Op Return to Vendor U	Read
Op Sales AUC	Read
Op Sales AUR	Read
Op Sales Contribution to Product C %	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time C %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales U	Read
Op Sales var Ly C %	Read
Op Sales var Ly R %	Read
Op Sell Thru C %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand U	Read
Op Stk/Sls Cr	Read
Op Stk/Sls Ur	Read
Op Stock Adjustment C	Read
Op Stock Adjustment U	Read

Measure	Access
Op Stock On Hand C	Read
Op Stock On Hand U	Read
Op TO Cr	Read
Op TO Ur	Read
Op Transfer In AUC	Read
Op Transfer In C	Read
Op Transfer In U	Read
Op Transfer Out AUC	Read
Op Transfer Out C	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH Cr	Read
Op WOH Ur	Read
Tgt Avg Inv C	Read
Tgt Avg Store Inv C	Read
Tgt Avg Store Inv U	Read
Tgt Avg Store Sales C	Read
Tgt Avg Store Sales R	Read
Tgt Avg Store Sales U	Read
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales AUC	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt COGS C	Read
Tgt Commitments C	Read
Tgt Commitments U	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns C	Read
Tgt Customer Returns C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read

Measure	Access
Tgt Customer Returns U %	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt Gross Sales C	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt MMU R %	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor U	Read
Tgt Sales AUC	Read
Tgt Sales AUR	Read
Tgt Sales U	Read
Tgt TO Ur	Read
Tgt Transfer In C	Read
Tgt Transfer Out C	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH Cr	Read
Tgt WOH Ur	Read

Measure	Access
Wa Avg Inv U	Read
Wa Avg Store Inv C	Read
Wa Avg Store Inv U	Read
Wa Avg Store Sales C	Read
Wa Avg Store Sales R	Read
Wa Avg Store Sales U	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUC	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa COGS C	Read
Wa Commitments C	Read
Wa Commitments U	Read
Wa Cost Adjustment C	Read
Wa Cost Adjustment C %	Read
Wa Cost Variance C %	Read
Wa Customer Returns C	Read
Wa Customer Returns C %	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa EOP Inv AUC	Read
Wa EOP Inv U	Read
Wa Forward Cover C	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa Gross Sales C	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read

Measure	Access
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment U	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa On Order C	Read
Wa On Order Cxl AUC	Read
Wa On Order Cxl C	Read
Wa On Order Cxl U	Read
Wa On Order U	Read
Wa OTB C	Read
Wa OTB U	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipts AUC	Read
Wa Receipts U	Read
Wa Reclass In AUC	Read
Wa Reclass In C	Read
Wa Reclass In U	Read
Wa Reclass Out AUC	Read
Wa Reclass Out C	Read
Wa Reclass Out U	Read
Wa Regular Sales AUC	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUC	Read
Wa Return to Vendor C	Read
Wa Return to Vendor U	Read
Wa Sales AUC	Read
Wa Sales AUR	Read

Measure	Access
Wa Sales U	Read
Wa Sales var Ly C %	Read
Wa Sales var Ly R %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment U	Read
Wa TO Ur	Read
Wa Transfer In C	Read
Wa Transfer In U	Read
Wa Transfer Out C	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH Cr	Read
Wa WOH Ur	Read
Wp Avg Inv var Cp C %	Read
Wp Avg Inv var Cp U %	Read
Wp Avg Inv var Ly C %	Read
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op C %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Tgt C %	Read
Wp Avg Inv var Wa C %	Read
Wp Avg Store Inv C	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv C	Write
Wp BOP Inv C	Write
Wp BOP Inv var Ly C %	Read
Wp BOP Inv var Op C %	Read
Wp Clearance Sales Contribution to Sales R %	Write
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales var Ly C %	Write

Measure	Access
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns AUC	Write
Wp Customer Returns C	Read
Wp Customer Returns C %	Write
Wp Customer Returns R	Read
Wp Customer Returns R %	Write
Wp Customer Returns U	Read
Wp Customer Returns U %	Write
Wp EOP Inv var Ly C %	Read
Wp EOP Inv var Op C %	Read
Wp EOP Inv var Tgt C %	Read
Wp EOP Inv var Wa C %	Read
Wp Event Information Text	Write
Wp GM var Op R %	Read
Wp GM var Wa R %	Read
Wp Gross Sales AUC	Read
Wp Gross Sales C	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp In Transit C	Read
Wp In Transit U	Read
Wp Inventory Comments Text	Write
Wp MMU variance to Cp R %	Read
Wp On Order AUC	Read
Wp On Order Cxl AUC	Write
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Read
Wp Profitability Comments Text	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales U %	Write

Measure	Access
Wp Promo Sales var Ly C %	Write
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipts var Op C %	Write
Wp Receipts var Tgt C %	Write
Wp Receipts var Wa C %	Write
Wp Reclass In AUC	Write
Wp Reclass In C	Write
Wp Reclass Out AUC	Write
Wp Reclass Out C	Write
Wp Regular Sales Contribution to Sales R %	Write
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales var Ly C %	Write
Wp Regular Sales var Ly C %	Write
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Sales Comment Text	Write
Wp Sales Contribution to Product C %	Read
Wp Sales Contribution to Product R %	Write
Wp Sales Contribution to Product U %	Write
Wp Sales Contribution to Time U %	Write
Wp Sales var Cp C %	Write
Wp Sales var Cp R %	Write
Wp Sales var Op C %	Write
Wp Sales var Op R %	Write
Wp Sales var Wa C %	Write
Wp Sales var Wa R %	Write
Wp Sell Thru C %	Read
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand U	Read
Wp Stk/Sls Cr	Read
Wp Stk/Sls Ur	Read
Wp Stock Adjustment C	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read

Measure	Access
Wp Stock On Hand U	Read
Wp Transfer In AUC	Write
Wp Transfer In C	Write
Wp Transfer Out AUC	Write
Wp Transfer Out C	Write
Wp Ttl RTV Process Fee C	Read
Wp WOH Cr	Read
Wp WOH Ur	Read

Planner Role Extra Measures

Measures in the following table are available within Planner in-season worksheets, but must be added via Show/Hide. See the RPAS online help or Users Guide for more information on adding measures to worksheets.

Measure	Access
Cp Avg Store Inv C	Read
Cp Avg Store Inv U	Read
Cp Avg Store Sales C	Read
Cp Avg Store Sales R	Read
Cp Avg Store Sales U	Read
Cp Cash Discount C	Read
Cp Clearance Sales Contribution to Sales C %	Read
Cp Clearance Sales Contribution to Sales R %	Read
Cp Clearance Sales Contribution to Sales U %	Read
Cp COGS C	Read
Cp Commitments U	Read
Cp Cost Adjustment C	Read
Cp Cost Adjustment C %	Read
Cp Customer Returns AUC	Read
Cp Customer Returns C	Read
Cp Customer Returns C %	Read
Cp Customer Returns R	Read
Cp Customer Returns R %	Read
Cp Customer Returns U	Read
Cp Customer Returns U %	Read
Cp Freight C	Read
Cp Gross Sales AUC	Read

Measure	Access
Cp Gross Sales C	Read
Cp Gross Sales R	Read
Cp Gross Sales U	Read
Cp In Transit C	Read
Cp In Transit U	Read
Cp KP BOP Inv Contribution to TP R %	Read
Cp KP EOP Inv Contribution to TP C% R %	Read
Cp KP EOP Inv Contribution to TP R% R %	Read
Cp KP EOP Inv Contribution to TP U% R %	Read
Cp KP Receipt Contribution to TP C% C %	Read
Cp KP Receipt Contribution to TP C% R %	Read
Cp KP Receipt Contribution to TP C% U %	Read
Cp KP Receipt Contribution to TP R% C %	Read
Cp KP Receipt Contribution to TP R% R %	Read
Cp KP Receipt Contribution to TP R% U %	Read
Cp KP Receipt Contribution to TP U% C %	Read
Cp KP Receipt Contribution to TP U% R %	Read
Cp KP Receipt Contribution to TP U% U %	Read
Cp KP Sales Contribution to TP C% R %	Read
Cp KP Sales Contribution to TP R% R %	Read
Cp KP Sales Contribution to TP U% R %	Read
Cp On Order Cxl AUC	Read
Cp On Order Cxl U	Read
Cp On Order U	Read
Cp OTB C	Read
Cp OTB U	Read
Cp Outbound Freight C	Read
Cp Outbound Freight C %	Read
Cp Promo Sales Contribution to Sales C %	Read
Cp Promo Sales Contribution to Sales R %	Read
Cp Promo Sales Contribution to Sales U %	Read
Cp Reclass In AUC	Read
Cp Reclass In C	Read
Cp Reclass In U	Read
Cp Reclass Out AUC	Read
Cp Reclass Out C	Read

Measure	Access
Cp Reclass Out U	Read
Cp Regular Sales Contribution to Sales C %	Read
Cp Regular Sales Contribution to Sales R %	Read
Cp Regular Sales Contribution to Sales U %	Read
Cp Return Process Fee per Unit C	Read
Cp Sales Build Rate C %	Read
Cp Sales Build Rate Rr	Read
Cp Sales Contribution to Product C %	Read
Cp Sales Contribution to Product R %	Read
Cp Sales Contribution to Product U %	Read
Cp Sales Contribution to Time U %	Read
Cp Sales var Ly C %	Read
Cp Sales var Ly R %	Read
Cp Sell Thru C %	Read
Cp Selling Store On Hand C	Read
Cp Selling Store On Hand U	Read
Cp Stk/Sls Cr	Read
Cp Stk/Sls Ur	Read
Cp Stock Adjustment C	Read
Cp Stock Adjustment U	Read
Cp Stock On Hand C	Read
Cp Stock On Hand U	Read
Cp Transfer In AUC	Read
Cp Transfer In U	Read
Cp Transfer Out AUC	Read
Cp Transfer Out U	Read
Cp Ttl RTV Process Fee C	Read
Cp Wkrm / Other Costs C	Read
Cp WOH Cr	Read
Cp WOH Ur	Read
Ly Avg Store Inv C	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read

Measure	Access
Ly Cash Discount C	Read
Ly Clearance Sales Contribution to Sales C %	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly COGS C	Read
Ly Commitments C	Read
Ly Commitments U	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUC	Read
Ly Customer Returns C	Read
Ly Customer Returns C %	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U	Read
Ly Customer Returns U %	Read
Ly Event Information Text	Read
Ly Freight C	Read
Ly GM R	Read
Ly Gross Sales AUC	Read
Ly Gross Sales C	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit U	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments Text	Read
Ly On Order C	Read
Ly On Order Cxl C	Read
Ly On Order Cxl U	Read
Ly On Order U	Read
Ly OTB C	Read
Ly OTB U	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read

Measure	Access
Ly Profitability Comments Text	Read
Ly Promo Sales Contribution to Sales C %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Reclass In AUC	Read
Ly Reclass In C	Read
Ly Reclass In U	Read
Ly Reclass Out AUC	Read
Ly Reclass Out C	Read
Ly Reclass Out U	Read
Ly Regular Sales Contribution to Sales C %	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Return Process Fee per Unit C	Read
Ly Sales Comment Text	Read
Ly Sell Thru C %	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand U	Read
Ly Stk/Sls Cr	Read
Ly Stk/Sls Ur	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH Cr	Read
Ly WOH Ur	Read
Op Avg Inv U	Read
Op Avg Store Inv C	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUC	Read
Op BOP Inv C	Read
Op BOP Inv U	Read

Measure	Access
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUC	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read
Op COGS C	Read
Op Commitments C	Read
Op Commitments U	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUC	Read
Op Customer Returns C	Read
Op Customer Returns C %	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read
Op Customer Returns U %	Read
Op EOP Inv AUC	Read
Op EOP Inv C	Read
Op EOP Inv U	Read
Op Forward Cover C	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op Gross Sales AUC	Read
Op Gross Sales C	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment U	Read
Op MMU R	Read
Op MMU R	Read

Measure	Access
Op MMU R %	Read
Op MMU R %	Read
Op On Order C	Read
Op On Order Cxl C	Read
Op On Order Cxl U	Read
Op On Order U	Read
Op OTB C	Read
Op OTB U	Read
Op Outbound Freight C	Read
Op Outbound Freight C %	Read
Op Promo Sales AUC	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipts AUC	Read
Op Receipts C	Read
Op Receipts U	Read
Op Reclass In AUC	Read
Op Reclass In C	Read
Op Reclass In U	Read
Op Reclass Out AUC	Read
Op Reclass Out C	Read
Op Reclass Out U	Read
Op Regular Sales AUC	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUC	Read
Op Return to Vendor C	Read
Op Return to Vendor U	Read
Op Sales AUC	Read
Op Sales AUR	Read
Op Sales Contribution to Product C %	Read

Measure	Access
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time C %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales R	Read
Op Sales U	Read
Op Sales var Ly C %	Read
Op Sales var Ly R %	Read
Op Sell Thru C %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand U	Read
Op Stk/Sls Cr	Read
Op Stk/Sls Ur	Read
Op Stock Adjustment C	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand U	Read
Op TO Cr	Read
Op TO Ur	Read
Op Transfer In AUC	Read
Op Transfer In C	Read
Op Transfer In U	Read
Op Transfer Out AUC	Read
Op Transfer Out C	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH Cr	Read
Op WOH Ur	Read
Tgt Avg Store Inv C	Read
Tgt Avg Store Inv U	Read
Tgt Avg Store Sales C	Read
Tgt Avg Store Sales R	Read
Tgt Avg Store Sales U	Read

Measure	Access
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales AUC	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt COGS C	Read
Tgt Commitments C	Read
Tgt Commitments U	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns C	Read
Tgt Customer Returns C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt Gross Sales C	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read

Measure	Access
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor U	Read
Tgt Sales AUC	Read
Tgt Sales AUR	Read
Tgt Sales U	Read
Tgt TO Ur	Read
Tgt Transfer In C	Read
Tgt Transfer Out C	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH Cr	Read
Tgt WOH Ur	Read
Wa Avg Inv U	Read
Wa Avg Store Inv C	Read
Wa Avg Store Inv U	Read
Wa Avg Store Sales C	Read
Wa Avg Store Sales R	Read
Wa Avg Store Sales U	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUC	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa COGS C	Read
Wa Commitments C	Read
Wa Commitments U	Read
Wa Cost Adjustment C	Read
Wa Cost Adjustment C %	Read
Wa Cost Variance C %	Read
Wa Customer Returns C	Read

Measure	Access
Wa Customer Returns C %	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa EOP Inv AUC	Read
Wa EOP Inv U	Read
Wa Forward Cover C	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa GMROI C	Read
Wa Gross Sales C	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment U	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa On Order C	Read
Wa On Order Cxl AUC	Read
Wa On Order Cxl C	Read
Wa On Order Cxl U	Read
Wa On Order U	Read
Wa OTB C	Read
Wa OTB U	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipts AUC	Read
Wa Receipts C	Read
Wa Receipts U	Read

Measure	Access
Wa Reclass In AUC	Read
Wa Reclass In C	Read
Wa Reclass In U	Read
Wa Reclass Out AUC	Read
Wa Reclass Out C	Read
Wa Reclass Out U	Read
Wa Regular Sales AUC	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUC	Read
Wa Return to Vendor C	Read
Wa Return to Vendor U	Read
Wa Sales AUC	Read
Wa Sales AUR	Read
Wa Sales C	Read
Wa Sales R	Read
Wa Sales U	Read
Wa Sales var Ly C %	Read
Wa Sales var Ly R %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment U	Read
Wa TO Cr	Read
Wa TO Ur	Read
Wa Transfer In C	Read
Wa Transfer In U	Read
Wa Transfer Out C	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH Cr	Read
Wa WOH Ur	Read

Measure	Access
Wp Avg Inv var Cp C %	Read
Wp Avg Inv var Cp U %	Read
Wp Avg Inv var Ly C %	Read
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op C %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Tgt C %	Read
Wp Avg Inv var Tgt U %	Read
Wp Avg Store Inv C	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv C	Write
Wp BOP Inv var Ly C %	Read
Wp BOP Inv var Op C %	Read
Wp Clearance Sales Contribution to Sales R %	Write
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales var Ly C %	Write
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Cost Adjustment C	Read
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns AUC	Write
Wp Customer Returns C	Write
Wp Customer Returns C %	Write
Wp Customer Returns R	Write
Wp Customer Returns R %	Write
Wp Customer Returns U	Write
Wp Customer Returns U %	Write
Wp EOP Inv var Op C %	Read
Wp EOP Inv var Op U %	Read
Wp EOP Inv var Tgt U %	Read

Measure	Access
Wp Event Information Text	Write
Wp GM var Op R %	Read
Wp Gross Sales AUC	Read
Wp Gross Sales C	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp In Transit C	Write
Wp In Transit U	Write
Wp Inventory Comments Text	Write
Wp KP BOP Inv Contribution to TP C %	Read
Wp KP BOP Inv Contribution to TP U %	Read
Wp KP EOP Inv Contribution to TP C% C %	Read
Wp KP EOP Inv Contribution to TP C% U %	Read
Wp KP EOP Inv Contribution to TP R% C %	Read
Wp KP EOP Inv Contribution to TP R% U %	Read
Wp KP EOP Inv Contribution to TP U% C %	Read
Wp KP EOP Inv Contribution to TP U% U %	Read
Wp KP Sales Contribution to TP C% C %	Read
Wp KP Sales Contribution to TP C% U %	Read
Wp KP Sales Contribution to TP R% C %	Read
Wp KP Sales Contribution to TP R% U %	Read
Wp KP Sales Contribution to TP U% C %	Read
Wp KP Sales Contribution to TP U% U %	Read
Wp MMU variance to Cp R %	Read
Wp On Order AUC	Read
Wp On Order Cxl AUC	Write
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Profitability Comments Text	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales var Ly C %	Write
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipts var Op C %	Write

Measure	Access
Wp Reclass In AUC	Write
Wp Reclass Out AUC	Write
Wp Regular Sales Contribution to Sales R %	Write
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales var Ly C %	Write
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Sales Comment Text	Write
Wp Sales Contribution to Product C %	Write
Wp Sales Contribution to Product R %	Write
Wp Sales var Op C %	Write
Wp Sales var Op R %	Write
Wp Sales var Tgt U %	Write
Wp Sell Thru C %	Read
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand U	Read
Wp Stk/Sls Cr	Read
Wp Stk/Sls Ur	Read
Wp Stock Adjustment C	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand U	Read
Wp Store Close Date Date	Read
Wp Store Open Date Date	Read
Wp Transfer In AUC	Write
Wp Transfer Out AUC	Write
Wp Ttl RTV Process Fee C	Read
Wp WOH Cr	Read
Wp WOH Ur	Read

Measure Calculations

This chapter provides a summary of specific measure calculations and a summary of common, repeated calculations that are contained within the Merchandise Financial Planning Cost solution. Some measures in Merchandise Financial Planning Cost can be calculated one of two ways, depending on the specific edit made. You can view which calculation is in effect for a measure by right-clicking on the measure and selecting Show Measure Status after an edit is made but before calculating.

The goal of this chapter is to document some key measure calculations and repeatedly used calculations, not to document every calculation for every rule in the solution.

Commonly Used Calculations

Measure Type	Primary Calculation Method	Example
AUC measures	Calculated by dividing the corresponding Cost measure by the Unit Measure	$\text{Sales AUC} = \text{Sales C} / \text{Sales U}$
AUR measures	Calculated by dividing the corresponding Retail measure by the Unit Measure	$\text{Sales AUR} = \text{Sales R} / \text{Sales U}$
Wp variance measures	Calculated by subtracting the designated variance version measure from the Wp measure and dividing by the Wp measure	$\text{Wp Sales var Ly C\%} = (\text{Wp Sales C} - \text{Ly Sales C}) / \text{Wp Sales C}$
Contribution to Product % or Contribution to Time %	Calculated by taking a measure at a specific product or time period and determining it's % contribution to the highest product or time period in the workbook	$\text{Sales contribution to Time C \% (at a week level)} = \text{Sales C (at that week)} / \text{Sales C (at the year)} * 100$
MMU R measures	Calculated as the difference between the Retail measure less the Cost measure	$\text{MMU R} = \text{Sales R} - \text{Sales C}$
MMU R% measures	Calculated by dividing the MMU R value by Sales Retail. An edit to the MMU R% will recalculate Sales R.	$\text{MMU R\%} = \text{MMU R} / \text{Sales R}$
Cumulative measures	The values displayed at base time periods represent calculations from the beginning of the workbook through and including the current period. The beginning and end point for the cumulative calculation cannot extend outside the workbook.	Avg Inv - calculates for the current time period using BOS as the starting point.
KeyPlan contribution measures	Calculated by taking the Current Plan KeyPlan measure divided by the Current Plan Merchandise Financial Planning Cost measure	$\text{Cp KP contrib TP BOP C \%} = \text{KCp BOP C} / \text{MCp BOP C}$

Specific Measure Calculations

Units of measure have been removed to simplify the following table. In many instances, there are Cost and Unit versions of the measures (for example, Avg Inv C and Avg Inv U). Unless noted, the basic calculation is the same for both the retail and unit measures.

Measure	Calculation
Avg Inv	Executive Role: Sales / Turn Over Manager and Planner Roles: (BOP + cumulative EOP) / (# periods + 1)
Avg Store Inv	(EOP / Store Count #)
Avg Store Sales	(Sales / Store Count #)
BOP	Lag (EOP)
Cash Discount C	(Cash Discount C % * Receipts C)
Cash Discount C %	(Cash Discount C / Receipts C)
COGS C	(BOP Inv C + Receipts C - RTV C + Transfer In C - Transfer Out C + Reclass On C - Reclass In C - Inv Adj C - EOP Inv C)
Customer Returns	(Customer Returns % * Sales)
Customer Returns %	(Customer Returns / Sales)
EOP	(BOP + Receipts - Sales - RTV + Transfer In - Transfer Out + Reclass In - Reclass Out - Inv Adj)
Forward Cover	(EOP / (Sum of forward period Sales for the number of periods that the EOP will cover))
Freight C (Inbound Freight C)	(Receipts C * Freight C %)
Freight C % (Inbound Freight C %)	(Freight C / Receipts C)
GM %	(Gross Margin R / Sales R)
GM R	Executive Role: (Gross Margin % * Sales R) Manager and Planner Roles: (MMU R - Freight C - Workroom C + Cash Discount C)
GMROI	(Gross Margin R / Average Inventory C)
Gross Sales	(Sales + Customer Returns)
In Transit	(BOP - Selling Store On Hand)
OTB	(Cp Receipts - On Order - Commitments + On Order Cancel)
Outbound Freight C	(Return to Vendor C * Outbound Freight C %)
Outbound Freight C %	(Outbound Freight C / Returns to Vendor C)
Receipts	If EOP is edited, Receipts is calculated from the following rule: (EOP - BOP + Sales + Return to Vendor - Reclass In + Reclass Out - Receipts - Transfer In + Transfer Out - Inv Adj)
Sell Thru %	(Sales / (BOP + Receipts))
Sales	(Regular Sales + Promo Sales + Clearance Sales)

Measure	Calculation
Regular Sales contribution to Sales	$(\text{Regular Sales} / \text{Sales})$
Promo Sales contribution to Sales	$(\text{Promo Sales} / \text{Sales})$
Clear Sales contribution to Sales	$(\text{Clear Sales} / \text{Sales})$
Stock Adjustment	$(\text{BOP} - \text{Stock On Hand})$
Stk/Sales	$(\text{BOP Inv} / \text{Sales})$
TO	$\text{Sales} / \text{Avg Inv}$
Ttl Ret Process Fee C	$(\text{Return To Vendor U} * \text{Ret Process Fee C})$
WOS	$(\text{BOP Inv} / (\text{Sales} / \text{number of weeks in period}))$

Merchandise Financial Planning Cost Measures List

About Merchandise Financial Planning Cost Measures

The following table contains a complete list of the measures that are delivered with Merchandise Financial Planning Cost. Every measure has four components: Role, Version, Metric, and Unit of Measure.

Measure Name	Measure Label	Measure Description	Access
CopSlsR	Ch Op Sales R	Channel Planning Original Plan Sales Value	Read
ETgAvgInvC	Tgt Avg Inv C	Average Inventory Cost	Read
ETgGMR	Tgt GM R	Gross Margin Value	Read
ETgGMRp	Tgt GM R %	Gross Margin expressed as a percentage of Sales	Read
ETgSlsMMUR	Tgt MMU R	Sales Retail Markup Value	Read
ETgSlsMMURp	Tgt MMU R %	Retail Markup value as a percent of retail sales	Read
ETgSlsC	Tgt Sales C	Sales Cost Value	Read
ETgSlsR	Tgt Sales R	Sales Retail Value	Read
ETgTOCr	Tgt TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
EWpAvgInvC	Wp Avg Inv C	Average Inventory Cost	Read
EWpAvgInnvCpCp	Wp Avg Inv var Cp C %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
EWpAvgInnvLyCp	Wp Avg Inv var Ly C %	Percentage increase or decrease in Average Inventory value this year over last year.	Read
EWpAvgInnvOpCp	Wp Avg Inv var Op C %	Percentage increase or decrease in Average Inventory value over the original approved plan	Read
EWpDemandvLySlsRp	Wp Demand variance to LY Sales R %	Percentage difference between Working Plan and Last Year Retail Sales Demand	Read
EWpGMR	Wp GM R	Gross Margin Value	Read
EWpGMRp	Wp GM R %	Gross Margin expressed as a percentage of Sales	Write
EWpGMvCpRp	Wp GM var CP R %	Percentage difference between Working Plan and Current Plan Gross Margin	Read
EWpGMvLyRp	Wp GM var Ly R %	Percentage difference between Working Plan and Last Year Gross Margin	Read

Measure Name	Measure Label	Measure Description	Access
EWpGMvOpRp	Wp GM var Op R %	Percentage difference between Working Plan and Original Plan Gross Margin	Read
EWpGMROI C	Wp GMROI C	Gross Margin Return on Investment	Read
EWpSlSMMUR	Wp MMU R	Sales Retail Markup Value	Read
EWpSlSMMURp	Wp MMU R %	Retail Markup value as a percent of retail sales	Write
EWpSlSMMUvLyR	Wp MMU var LY R	Retail Markup value variance to LY markup value	Read
EWpSlSMMUvLyRp	Wp MMU var LY R %	Percentage difference between Working Plan and Last Year Retail Markup dollars	Read
EWpSlSMMUvCpRp	Wp MMU variance to Cp R %	Percentage difference between Working Plan and Current Plan Retail Markup dollars	Read
EWpSlfAppB	Wp Publish	Publish Targets	Write
EWpSlfAppTxtTx	Wp Publish Comment Text	Publish Comment	Write
EWpSlfAppDteD	Wp Publish Date Date	The date and time the user last published targets.	Read
EWpSlSc	Wp Sales C	Sales Cost Value	Write
EWpSlScR	Wp Sales R	Sales Retail Value	Write
EWpSlSbdrCp	Wp Sales Build Rate C %	Ratio of Sales Cost for this period to Sales Cost for prior displayed period	Read
EWpSlSbdrRr	Wp Sales Build Rate Rr	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
EWpSlScPrdCp	Wp Sales Contribution to Product C %	The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro	Write
EWpSlScPrdRp	Wp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Write
EWpSlScTmeCp	Wp Sales Contribution to Time C %	The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p	Write
EWpSlScTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Write
EWpSlScvCpCp	Wp Sales var Cp C %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
EWpSlScvCpRp	Wp Sales var Cp R %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
EWpSlScvLyCp	Wp Sales var Ly C %	Percentage difference between Working Plan and Last Year Sales Cost Value	Write
EWpSlScvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write

Measure Name	Measure Label	Measure Description	Access
EWpSlsvOpCp	Wp Sales var Op C %	Percentage difference between Working Plan and Original Plan Sales Cost Value	Write
EWpSlsvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan and Original Plan Sales Cost Value	Write
EWpTOCr	Wp TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Write
MCpAvgInvC	Cp Avg Inv C	Average Inventory Cost	Read
MCpAvgInvU	Cp Avg Inv U	Average Inventory Units	Read
MCpAvgSInvC	Cp Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
MCpAvgSInvU	Cp Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MCpAvgSSlsC	Cp Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MCpAvgSSlsR	Cp Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MCpAvgSSlsU	Cp Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
MCpBOPAc	Cp BOP Inv AUC	Beginning of Period Inventory Average Unit Cost	Read
MCpBOPC	Cp BOP Inv C	Beginning of Period Inventory Cost Value	Read
MCpBOPU	Cp BOP Inv U	Beginning of Period Inventory Units	Read
MCpCashDC	Cp Cash Discount C	Earned Cash Discounts	Read
MCpCashDCp	Cp Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
MCpSlsClrAc	Cp Clearance Sales AUC	Clearance Sales Unit Cost value	Read
MCpSlsClrAr	Cp Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
MCpSlsClrC	Cp Clearance Sales C	Clearance Sales Cost Value	Read
MCpSlsClrR	Cp Clearance Sales R	Clearance Sales Retail Value	Read
MCpSlsClrU	Cp Clearance Sales U	Clearance Sales Units	Read
MCpSlsClrcSlCp	Cp Clearance Sales Contribution to Sales C %	Clearance Sales Cost value % contribution to Sales Cost value	Read
MCpSlsClrcSlRp	Cp Clearance Sales Contribution to Sales C %	Clearance Sales Retail value % contribution to Sales Retail value	Read
MCpSlsClrcSlUp	Cp Clearance Sales Contribution to Sales C %	Clearance Sales Units % contribution to Sales Units	Read
MCpCOGSC	Cp COGS C	Cost of goods sold	Read
MCpCmtsC	Cp Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read

Measure Name	Measure Label	Measure Description	Access
MCpCmtsU	Cp Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
MCpCostAdjC	Cp Cost Adjustment C	Cost Adjustments	Read
MCpCostAdjCp	Cp Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
MCpCustRetAc	Cp Customer Returns AUC	Customer Returns Average Unit Cost	Read
MCpCustRetC	Cp Customer Returns C	Customer Returns Cost	Read
MCpCustRetCp	Cp Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Read
MCpCustRetR	Cp Customer Returns R	Customer Returns Retail Value	Read
MCpCustRetRp	Cp Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
MCpCustRetU	Cp Customer Returns U	Customer Returns Units	Read
MCpCustRetUp	Cp Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
MCpEOPAc	Cp EOP Inv AUC	End of Period Inventory Average Unit Cost	Read
MCpEOPC	Cp EOP Inv C	End Of Period Inventory Cost	Read
MCpEOPC	Cp EOP Inv C	End Of Period Inventory Cost	Read
MCpEOPU	Cp EOP Inv U	End Of Period Inventory Units	Read
MCpEOPU	Cp EOP Inv U	End Of Period Inventory Units	Read
MCpFwdCvrC	Cp Forward Cover C	The number of future periods' Cost Sales the current End of Period Inventory will cover	Read
MCpFwdCvrU	Cp Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
MCpFreightC	Cp Freight C	Freight Cost (Inbound)	Read
MCpFreightCp	Cp Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
MCpGMR	Cp GM R	Gross Margin Value	Read
MCpGMRp	Cp GM R %	Gross Margin expressed as a percentage of Sales	Read
MCpGMROI C	Cp GMROI C	Gross Margin Return on Investment	Read
MCpGrssSlsAc	Cp Gross Sales AUC	Gross Sales Average Unit Cost (exclusive of returns)	Read
MCpGrssSlsC	Cp Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
MCpGrssSlsR	Cp Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MCpGrssSlsU	Cp Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MCpInTransC	Cp In Transit C	In-Transit Inventory Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
MCpInTransU	Cp In Transit U	In-Transit Units	Read
MCpInvAdjC	Cp Inventory Adjustment C	Inventory Adjustment Cost	Read
MCpInvAdjU	Cp Inventory Adjustment U	Inventory Adjustment Units	Read
MCpSlsMMUR	Cp MMU R	Sales Retail Markup Value	Read
MCpSlsMMURp	Cp MMU R %	Retail Markup value as a percent of retail sales	Read
MCpOnOrderC	Cp On Order C	On Order Cost Value	Read
MCpOnOrderU	Cp On Order U	On Order Units	Read
MCpOnOrdCxAc	Cp On Order Cxl AUC	Cancelled On Order Average Unit Cost	Read
MCpOnOrdCxC	Cp On Order Cxl C	Cancelled On Order Cost Value	Read
MCpOnOrdCxU	Cp On Order Cxl U	Cancelled On Order Units	Read
MCpOTBC	Cp OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
MCpOTBU	Cp OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
MCpOFreightC	Cp Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
MCpOFreightCp	Cp Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
MCpSlsProAc	Cp Promo Sales AUC	Promotional Sales Average Unit Cost	Read
MCpSlsProAr	Cp Promo Sales AUR	Promotional Sales Average Unit Retail	Read
MCpSlsProC	Cp Promo Sales C	Promotional Sales Cost Value	Read
MCpSlsProR	Cp Promo Sales R	Promotional Sales Retail Value	Read
MCpSlsProU	Cp Promo Sales U	Promotional Sales Retail Value	Read
MCpSlsProcSICp	Cp Promo Sales Contribution to Sales C %	Promotional Sales Cost value percent contribution to Sales Cost	Read
MCpSlsProcSIRp	Cp Promo Sales Contribution to Sales R %	Promotional Sales Retail Value percent contribution to Sales Retail	Read
MCpSlsProcSIUp	Cp Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Read
MCpRcptAc	Cp Receipts AUC	Receipts Average Unit Cost	Read
MCpRcptC	Cp Receipts C	Receipts Cost Value	Read
MCpRcptC	Cp Receipts C	Receipts Cost Value	Read
MCpRcptU	Cp Receipts U	Receipts Units	Read
MCpRcptU	Cp Receipts U	Receipts Units	Read
MCpRclsInAc	Cp Reclass In AUC	Inventory Re-Classification additions Average Unit Cost	Read

Measure Name	Measure Label	Measure Description	Access
MCpRclsInC	Cp Reclass In C	Inventory Re-Classification additions Cost Value	Read
MCpRclsInU	Cp Reclass In U	Inventory Re-Classification additions Units	Read
MCpRclsOutAc	Cp Reclass Out AUC	Inventory Re-Classification subtractions Average Unit Cost	Read
MCpRclsOutC	Cp Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MCpRclsOutU	Cp Reclass Out U	Inventory Re-Classification subtractions Units	Read
MCpSlsRegAc	Cp Regular Sales AUC	Regular Sales Average Unit Cost	Read
MCpSlsRegAr	Cp Regular Sales AUR	Regular Sales Average Unit Retail	Read
MCpSlsRegC	Cp Regular Sales C	Regular Sales Cost Value	Read
MCpSlsRegR	Cp Regular Sales R	Regular Sales Retail Value	Read
MCpSlsRegU	Cp Regular Sales U	Regular Sales Units	Read
MCpSlsRegcSlCp	Cp Regular Sales Contribution to Sales C %	Regular Sales Cost value contribution to Sales Cost	Read
MCpSlsRegcSlRp	Cp Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Read
MCpSlsRegcSlUp	Cp Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Read
MCpRTVPFeeC	Cp Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
MCpRTVAc	Cp Return to Vendor AUC	Average Unit Cost of merchandise returned to vendors	Read
MCpRTVC	Cp Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MCpRTVU	Cp Return to Vendor U	Number of Units of merchandise returned to vendor	Read
MCpSlsAc	Cp Sales AUC	Sales Average Unit Cost	Read
MCpSlsAr	Cp Sales AUR	Sales Average Unit Retail	Read
MCpSlsC	Cp Sales C	Sales Cost Value	Read
MCpSlsC	Cp Sales C	Sales Cost Value	Read
MCpSlsR	Cp Sales R	Sales Retail Value	Read
MCpSlsU	Cp Sales U	Sales Units	Read
MCpSlsU	Cp Sales U	Sales Units	Read
MCpSlsbdrnCp	Cp Sales Build Rate C %	Ratio of Sales Cost for this period to Sales Cost for prior displayed period	Read
MCpSlsbdrRr	Cp Sales Build Rate Rr	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read

Measure Name	Measure Label	Measure Description	Access
MCpSlscPrdCp	Cp Sales Contribution to Product C %	The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro	Read
MCpSlscPrdRp	Cp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
MCpSlscPrdUp	Cp Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read
MCpSlscTmeCp	Cp Sales Contribution to Time C %	The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p	Read
MCpSlscTmeRp	Cp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
MCpSlscTmeUp	Cp Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Read
MCpSlsvLyCp	Cp Sales var Ly C %	Percentage difference between Working Plan and Last Year Sales Cost Value	Read
MCpSlsvLyRp	Cp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Read
MCpSelThrCp	Cp Sell Thru C %	Percent of total available inventory cost value sold for a period of time	Read
MCpSelThrUp	Cp Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
MCpSellStOHC	Cp Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
MCpSellStOHU	Cp Selling Store On Hand U	Selling Store Units on hand	Read
MCpStkSlcCr	Cp Stk/Sls Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value	Read
MCpStkSlcUr	Cp Stk/Sls Ur	Ratio of Beginning of Period Inventory Units to Sales Units	Read
MCpStkAdjC	Cp Stock Adjustment C	Stock Adjustment Cost Value	Read
MCpStkAdjU	Cp Stock Adjustment U	Stock Adjustment Units	Read
MCpSOHC	Cp Stock On Hand C	Stock On-hand Cost Value	Read
MCpSOHU	Cp Stock On Hand U	Stock On-hand Units	Read
MCpTOCr	Cp TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MCpTOUr	Cp TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MCpTrnsInAc	Cp Transfer In AUC	Transfers into inventory Average Unit Cost	Read

Measure Name	Measure Label	Measure Description	Access
MCpTrnsInC	Cp Transfer In C	Transfers into inventory Cost Value	Read
MCpTrnsInU	Cp Transfer In U	Transfers into inventory Units	Read
MCpTrnsOutAc	Cp Transfer Out AUC	Transfers out of inventory Average Unit Cost	Read
MCpTrnsOutC	Cp Transfer Out C	Transfers out of inventory Cost Value	Read
MCpTrnsOutU	Cp Transfer Out U	Transfers out of inventory Units	Read
MCpTtlRPFeeC	Cp Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
MCpWkrmC	Cp Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
MCpWkrmCp	Cp Wkrm / Other Costs C %	Workroom Cost expressed as a percent of Total Receipts at Cost	Read
MCpWOHCr	Cp WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
MCpWOHUr	Cp WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read
MLyEvtTxtTx	Ly Event Information Text	Promotional Event Comments	Read
MLyInvTxtTx	Ly Inventory Comments Text	Inventory Comments	Read
MLyPrfTxtTx	Ly Profitability Comments Text	Profitability Comments	Read
MLySlsTxtTx	Ly Sales Comment Text	Sales Text	Read
MOpAvgInvC	Op Avg Inv C	Average Inventory Cost	Read
MOpAvgInvU	Op Avg Inv U	Average Inventory Units	Read
MOpAvgSInvC	Op Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
MOpAvgSInvU	Op Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MOpAvgSSlsC	Op Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MOpAvgSSlsR	Op Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MOpAvgSSlsU	Op Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
MOpBOPAc	Op BOP Inv AUC	Beginning of Period Inventory Average Unit Cost	Read
MOpBOPC	Op BOP Inv C	Beginning of Period Inventory Cost Value	Read
MOpBOPU	Op BOP Inv U	Beginning of Period Inventory Units	Read
MOpCashDC	Op Cash Discount C	Earned Cash Discounts	Read
MOpCashDCp	Op Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
MOpSlsClrAc	Op Clearance Sales AUC	Clearance Sales Unit Cost value	Read

Measure Name	Measure Label	Measure Description	Access
MOpSlsClrAr	Op Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
MOpSlsClrC	Op Clearance Sales C	Clearance Sales Cost Value	Read
MOpSlsClrR	Op Clearance Sales R	Clearance Sales Retail Value	Read
MOpSlsClrU	Op Clearance Sales U	Clearance Sales Units	Read
MOpCOGSC	Op COGS C	Cost of goods sold	Read
MOpCmtsC	Op Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
MOpCmtsU	Op Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
MOpCostAdjC	Op Cost Adjustment C	Cost Adjustments	Read
MOpCostAdjCp	Op Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
MOpCustRetAc	Op Customer Returns AUC	Customer Returns Average Unit Cost	Read
MOpCustRetC	Op Customer Returns C	Customer Returns Cost	Read
MOpCustRetCp	Op Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Read
MOpCustRetR	Op Customer Returns R	Customer Returns Retail Value	Read
MOpCustRetRp	Op Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
MOpCustRetU	Op Customer Returns U	Customer Returns Units	Read
MOpCustRetUp	Op Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
MOpEOPAc	Op EOP Inv AUC	End of Period Inventory Average Unit Cost	Read
MOpEOPC	Op EOP Inv C	End Of Period Inventory Cost	Read
MOpEOPU	Op EOP Inv U	End Of Period Inventory Units	Read
MOpFwdCvrC	Op Forward Cover C	The number of future periods' Cost Sales the current End of Period Inventory will cover	Read
MOpFwdCvrU	Op Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
MOpFreightC	Op Freight C	Freight Cost (Inbound)	Read
MOpFreightCp	Op Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
MOpGMR	Op GM R	Gross Margin Value	Read
MOpGMRp	Op GM R %	Gross Margin expressed as a percentage of Sales	Read
MOpGMROI C	Op GMROI C	Gross Margin Return on Investment	Read
MOpGrssSlsAc	Op Gross Sales AUC	Gross Sales Average Unit Cost (exclusive of returns)	Read

Measure Name	Measure Label	Measure Description	Access
MOpGrssSlsC	Op Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
MOpGrssSlsR	Op Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MOpGrssSlsU	Op Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MOpInTransC	Op In Transit C	In-Transit Inventory Cost Value	Read
MOpInTransU	Op In Transit U	In-Transit Units	Read
MOpInvAdjC	Op Inventory Adjustment C	Inventory Adjustment Cost	Read
MOpInvAdjU	Op Inventory Adjustment U	Inventory Adjustment Units	Read
MOpSlsMMUR	Op MMU R	Sales Retail Markup Value	Read
MOpSlsMMUR	Op MMU R	Retail Markup value as a percent of retail sales	Read
MOpSlsMMUR	Op MMU R %	Retail Markup value as a percent of retail sales	Read
MOpSlsMMUR	Op MMU R %	Sales Retail Markup Value	Read
MOpOnOrderC	Op On Order C	On Order Cost Value	Read
MOpOnOrderU	Op On Order U	On Order Units	Read
MOpOnOrdCxC	Op On Order Cxl C	Cancelled On Order Cost Value	Read
MOpOnOrdCxU	Op On Order Cxl U	Cancelled On Order Units	Read
MOpOTBC	Op OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
MOpOTBU	Op OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
MOpOfFreightC	Op Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
MOpOfFreightCp	Op Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
MOpSlsProAc	Op Promo Sales AUC	Promotional Sales Average Unit Cost	Read
MOpSlsProAr	Op Promo Sales AUR	Promotional Sales Average Unit Retail	Read
MOpSlsProC	Op Promo Sales C	Promotional Sales Cost Value	Read
MOpSlsProR	Op Promo Sales R	Promotional Sales Retail Value	Read
MOpSlsProU	Op Promo Sales U	Promotional Sales Retail Value	Read
MOpRcptAc	Op Receipts AUC	Receipts Average Unit Cost	Read
MOpRcptC	Op Receipts C	Receipts Cost Value	Read
MOpRcptU	Op Receipts U	Receipts Units	Read
MOpRclsInAc	Op Reclass In AUC	Inventory Re-Classification additions Average Unit Cost	Read

Measure Name	Measure Label	Measure Description	Access
MOpRclsInC	Op Reclass In C	Inventory Re-Classification additions Cost Value	Read
MOpRclsInU	Op Reclass In U	Inventory Re-Classification additions Units	Read
MOpRclsOutAc	Op Reclass Out AUC	Inventory Re-Classification subtractions Average Unit Cost	Read
MOpRclsOutC	Op Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MOpRclsOutU	Op Reclass Out U	Inventory Re-Classification subtractions Units	Read
MOpSlsRegAc	Op Regular Sales AUC	Regular Sales Average Unit Cost	Read
MOpSlsRegAr	Op Regular Sales AUR	Regular Sales Average Unit Retail	Read
MOpSlsRegC	Op Regular Sales C	Regular Sales Cost Value	Read
MOpSlsRegR	Op Regular Sales R	Regular Sales Retail Value	Read
MOpSlsRegU	Op Regular Sales U	Regular Sales Units	Read
MOpRTVPFeeC	Op Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
MOpRTVAc	Op Return to Vendor AUC	Average Unit Cost of merchandise returned to vendors	Read
MOpRTVC	Op Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MOpRTVU	Op Return to Vendor U	Number of Units of merchandise returned to vendor	Read
MOpSlsAc	Op Sales AUC	Sales Average Unit Cost	Read
MOpSlsAr	Op Sales AUR	Sales Average Unit Retail	Read
MOpSlsC	Op Sales C	Sales Cost Value	Read
MOpSlsR	Op Sales R	Sales Retail Value	Read
MOpSlsU	Op Sales U	Sales Units	Read
MOpSlsbdrCp	Op Sales Build Rate C %	Ratio of Sales Cost for this period to Sales Cost for prior displayed period	Read
MOpSlsbdrRr	Op Sales Build Rate Rr	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
MOpSlsCPrdCp	Op Sales Contribution to Product C %	The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro	Read
MOpSlsCPrdRp	Op Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
MOpSlsCPrdUp	Op Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read

Measure Name	Measure Label	Measure Description	Access
MOpSlscTmeCp	Op Sales Contribution to Time C %	The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p	Read
MOpSlscTmeRp	Op Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
MOpSlscTmeUp	Op Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Read
MOpSlsvLyCp	Op Sales var Ly C %	Percentage difference between Working Plan and Last Year Sales Cost Value	Read
MOpSlsvLyRp	Op Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Read
MOpSelThrCp	Op Sell Thru C %	Percent of total available inventory cost value sold for a period of time	Read
MOpSelThrUp	Op Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
MOpSellStOHC	Op Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
MOpSellStOHU	Op Selling Store On Hand U	Selling Store Units on hand	Read
MOpStkSlsCr	Op Stk/Sls Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value	Read
MOpStkSlsUr	Op Stk/Sls Ur	Ratio of Beginning of Period Inventory Units to Sales Units	Read
MOpStkAdjC	Op Stock Adjustment C	Stock Adjustment Cost Value	Read
MOpStkAdjU	Op Stock Adjustment U	Stock Adjustment Units	Read
MOpSOHC	Op Stock On Hand C	Stock On-hand Cost Value	Read
MOpSOHU	Op Stock On Hand U	Stock On-hand Units	Read
MOpTOCr	Op TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MOpTOUr	Op TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MOpTrnsInAc	Op Transfer In AUC	Transfers into inventory Average Unit Cost	Read
MOpTrnsInC	Op Transfer In C	Transfers into inventory Cost Value	Read
MOpTrnsInU	Op Transfer In U	Transfers into inventory Units	Read
MOpTrnsOutAc	Op Transfer Out AUC	Transfers out of inventory Average Unit Cost	Read
MOpTrnsOutC	Op Transfer Out C	Transfers out of inventory Cost Value	Read
MOpTrnsOutU	Op Transfer Out U	Transfers out of inventory Units	Read
MOpTtlRPFeeC	Op Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
MOpWkrmC	Op Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
MOpWOHCr	Op WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
MOpWOHUr	Op WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read
MTgAvgInvC	Tgt Avg Inv C	Average Inventory Cost	Read
MTgAvgSInvC	Tgt Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
MTgAvgSInvU	Tgt Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MTgAvgSSlsC	Tgt Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MTgAvgSSlsR	Tgt Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MTgAvgSSlsU	Tgt Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
MTgBOPC	Tgt BOP Inv C	Beginning of Period Inventory Cost Value	Read
MTgCashDC	Tgt Cash Discount C	Earned Cash Discounts	Read
MTgCashDCp	Tgt Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
MTgSlsClrAc	Tgt Clearance Sales AUC	Clearance Sales Unit Cost value	Read
MTgSlsClrC	Tgt Clearance Sales C	Clearance Sales Cost Value	Read
MTgSlsClrR	Tgt Clearance Sales R	Clearance Sales Retail Value	Read
MTgSlsClrU	Tgt Clearance Sales U	Clearance Sales Units	Read
MTgCOGSC	Tgt COGS C	Cost of goods sold	Read
MTgCmtsC	Tgt Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
MTgCmtsU	Tgt Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
MTgCostAdjC	Tgt Cost Adjustment C	Cost Adjustments	Read
MTgCostAdjCp	Tgt Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
MTgCustRetC	Tgt Customer Returns C	Customer Returns Average Unit Retail	Read
MTgCustRetCp	Tgt Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Read
MTgCustRetR	Tgt Customer Returns R	Customer Returns Retail Value	Read
MTgCustRetRp	Tgt Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
MTgCustRetU	Tgt Customer Returns U	Customer Returns Units	Read

Measure Name	Measure Label	Measure Description	Access
MTgCustRetUp	Tgt Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
MTgEOPC	Tgt EOP Inv C	End Of Period Inventory Cost	Read
MTgEOPU	Tgt EOP Inv U	End Of Period Inventory Units	Read
MTgFreightC	Tgt Freight C	Freight Cost (Inbound)	Read
MTgFreightCp	Tgt Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
MTgGMR	Tgt GM R	Gross Margin Value	Read
MTgGMRp	Tgt GM R %	Gross Margin expressed as a percentage of Sales	Read
MTgGMROIC	Tgt GMROI C	Gross Margin Return on Investment	Read
MTgGrssSlsC	Tgt Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
MTgGrssSlsR	Tgt Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MTgGrssSlsU	Tgt Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MTgSlsMMUR	Tgt MMU R	Sales Retail Markup Value	Read
MTgSlsMMURp	Tgt MMU R %	Retail Markup value as a percent of retail sales	Read
MTgOFreightC	Tgt Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
MTgOFreightCp	Tgt Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
MTgSlsProC	Tgt Promo Sales C	Promotional Sales Cost Value	Read
MTgSlsProR	Tgt Promo Sales R	Promotional Sales Retail Value	Read
MTgSlsProU	Tgt Promo Sales U	Promotional Sales Retail Value	Read
MTgRcptC	Tgt Receipts C	Receipts Cost Value	Read
MTgRcptU	Tgt Receipts U	Receipts Units	Read
MTgRclsInC	Tgt Reclass In C	Inventory Re-Classification additions Cost Value	Read
MTgRclsInU	Tgt Reclass In U	Inventory Re-Classification additions Units	Read
MTgRclsOutC	Tgt Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MTgRclsOutU	Tgt Reclass Out U	Inventory Re-Classification subtractions Units	Read
MTgSlsRegC	Tgt Regular Sales C	Regular Sales Cost Value	Read
MTgSlsRegR	Tgt Regular Sales R	Regular Sales Retail Value	Read
MTgSlsRegU	Tgt Regular Sales U	Regular Sales Units	Read
MTgRTVPFeeC	Tgt Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read

Measure Name	Measure Label	Measure Description	Access
MTgRTVC	Tgt Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MTgRTVU	Tgt Return to Vendor U	Number of Units of merchandise returned to vendor	Read
MTgSlsAc	Tgt Sales AUC	Sales Average Unit Cost	Read
MTgSlsAr	Tgt Sales AUR	Sales Average Unit Retail	Read
MTgSlsC	Tgt Sales C	Sales Cost Value	Read
MTgSlsR	Tgt Sales R	Sales Retail Value	Read
MTgSlsU	Tgt Sales U	Sales Units	Read
MTgTOCr	Tgt TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MTgTOUr	Tgt TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MTgTrnsInC	Tgt Transfer In C	Transfers into inventory Cost Value	Read
MTgTrnsOutC	Tgt Transfer Out C	Transfers out of inventory Cost Value	Read
MTgTrnsOutU	Tgt Transfer Out U	Transfers out of inventory Units	Read
MTgWkrmC	Tgt Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
MTgWOHCr	Tgt WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
MTgWOHUr	Tgt WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read
MWpAppComTx	Wp Approval Comment Text	Visibility to the Comments that a Manager made while approving or rejecting the last plan submitted for approval	Write
MWpAppDteD	Wp Approve Date Date	Visibility to the Date and Time that the last plan submitted for approval was approved or rejected	Read
MWpAppRejTx	Wp Approve/Reject Text	Visibility to see if the last plan submitted for approval was Approved or Rejected by the Manager	Write
MWpAppByTx	Wp Approved By Text	Visibility to the Manager that approved or rejected the last submitted plan	Read
MWpAvgInvC	Wp Avg Inv C	Average Inventory Cost	Read
MWpAvgInvU	Wp Avg Inv U	Average Inventory Units	Read
MWpAvgInnvCpCp	Wp Avg Inv var Cp C %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read

Measure Name	Measure Label	Measure Description	Access
MWpAvgInnvCpUp	Wp Avg Inv var Cp U %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
MWpAvgInnvLyCp	Wp Avg Inv var Ly C %	Percentage increase or decrease in Average Inventory value this year over last year.	Read
MWpAvgInnvLyUp	Wp Avg Inv var Ly U %	Percentage increase or decrease in average inventory units this year over last year.	Read
MWpAvgInnvOpCp	Wp Avg Inv var Op C %	Percentage increase or decrease in Average Inventory value over the original approved plan	Read
MWpAvgInnvOpUp	Wp Avg Inv var Op U %	Percentage increase or decrease in Average Inventory units over the original approved plan	Read
MWpAvgInnvTgCp	Wp Avg Inv var Tgt C %	Percentage increase or decrease in Average Inventory value over superior's plan Target	Read
MWpAvgInnvTgUp	Wp Avg Inv var Tgt U %	Percentage increase or decrease in Average Inventory units over superior's plan Target	Read
MWpAvgInnvWaCp	Wp Avg Inv var Wa C %	Percentage increase or decrease in Average Inventory value over the waiting for approval plan	Read
MWpAvgInnvWaUp	Wp Avg Inv var Wa U %	Percentage increase or decrease in Average Inventory units over the waiting for approval plan	Read
MWpAvgSInvC	Wp Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
MWpAvgSInvU	Wp Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MWpAvgSSlsC	Wp Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MWpAvgSSlsR	Wp Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MWpAvgSSlsU	Wp Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
MWpBOPAc	Wp BOP Inv AUC	Beginning of Period Inventory Average Unit Cost	Read
MWpBOPC	Wp BOP Inv C	Beginning of Period Inventory Cost Value	Write
MWpBOPU	Wp BOP Inv U	Beginning of Period Inventory Units	Read
MWpBOPU	Wp BOP Inv U	Beginning of Period Inventory Units	Read
MWpBOPvCpCp	Wp BOP Inv var Cp C %	Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Cost value	Read
MWpBOPvCpUp	Wp BOP Inv var Cp U %	Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Units	Read

Measure Name	Measure Label	Measure Description	Access
MWpBOPvLyCp	Wp BOP Inv var Ly C %	Percentage difference between Working Plan and Last Year Beginning of Period Inventory Cost value	Read
MWpBOPvLyUp	Wp BOP Inv var Ly U %	Percentage difference between Working Plan and Last Year Beginning of Period Inventory Units	Read
MWpBOPvOpCp	Wp BOP Inv var Op C %	Percentage difference between Working Plan and Original Plan Beginning of Period Inventory Cost value	Read
MWpBOSAc	Wp BOS Inv AUC	Initializes the first period's Beginning of Period Inventory Average Unit Cost	Write
MWpBOSC	Wp BOS Inv C	Initializes the first period's Beginning of Period Inventory Cost value	Write
MWpBOSU	Wp BOS Inv U	Initializes the first period's Beginning of Period Inventory Units	Write
MWpCashDC	Wp Cash Discount C	Earned Cash Discounts	Write
MWpCashDCp	Wp Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Write
MWpSlcClrAc	Wp Clearance Sales AUC	Clearance Sales Unit Cost value	Read
MWpSlcClrAr	Wp Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
PWpSlcClrAr	Wp Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
MWpSlcClrC	Wp Clearance Sales C	Clearance Sales Cost Value	Write
MWpSlcClrR	Wp Clearance Sales R	Clearance Sales Retail Value	Write
MWpSlcClrU	Wp Clearance Sales U	Clearance Sales Units	Write
MWpSlcClrcSlCp	Wp Clearance Sales Contribution to Sales C %	Clearance Sales Cost value % contribution to Sales Cost value	Write
MWpSlcClrcSlRp	Wp Clearance Sales Contribution to Sales R %	Clearance Sales Retail value % contribution to Sales Retail value	Write
MWpSlcClrcSlUp	Wp Clearance Sales Contribution to Sales U %	Clearance Sales Retail value % contribution to Sales Retail value	Write
MWpSlcClrvLyCp	Wp Clearance Sales var Ly C %	Percentage difference between Working Plan and Last Year Clearance Sales Cost value	Write
MWpSlcClrvLyRp	Wp Clearance Sales var Ly R %	Percentage difference between Working Plan and Last Year Clearance Sales Retail value	Write
MWpSlcClrvLyUp	Wp Clearance Sales var Ly U %	Percentage difference between Working Plan and Last Year Clearance Sales Units	Write
MWpCOGSC	Wp COGS C	Cost of goods sold	Read
MWpCmtsC	Wp Commitments C	Cost Value of orders placed but not approved in the purchase order system	Write
MWpCmtsU	Wp Commitments U	Unit Value of orders placed but not approved in the purchase order system	Write

Measure Name	Measure Label	Measure Description	Access
MWpCostAdjC	Wp Cost Adjustment C	Cost Adjustments	Write
MWpCostAdjCp	Wp Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Write
MWpCostVarC	Wp Cost Variance C	Cost Variance	Read
MWpCustRetAc	Wp Customer Returns AUC	Customer Returns Average Unit Cost	Write
MWpCustRetC	Wp Customer Returns C	Customer Returns Cost	Read
MWpCustRetCp	Wp Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Write
MWpCustRetR	Wp Customer Returns R	Customer Returns Retail Value	Read
MWpCustRetRp	Wp Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Write
MWpCustRetU	Wp Customer Returns U	Customer Returns Units	Read
MWpCustRetUp	Wp Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Write
MWpEOPAc	Wp EOP Inv AUC	End of Period Inventory Average Unit Cost	Read
MWpEOPC	Wp EOP Inv C	End Of Period Inventory Cost	Write
MWpEOPU	Wp EOP Inv U	End Of Period Inventory Units	Read
MWpEOPvCpCp	Wp EOP Inv var Cp C %	Percentage difference between Working Plan and Current Plan End of Period Inventory Cost Value	Write
MWpEOPvLyCp	Wp EOP Inv var Ly C %	Percentage difference between Working Plan and Last Year End of Period Inventory Cost Value	Write
MWpEOPvLyUp	Wp EOP Inv var Ly U %	Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value	Read
MWpEOPvOpCp	Wp EOP Inv var Op C %	Percentage difference between Working Plan and Original Plan End of Period Inventory Cost Value	Write
MWpEOPvOpUp	Wp EOP Inv var Op U %	Percentage difference between Working Plan and Original Plan End of Period Inventory Units	Read
MWpEOPvTgCp	Wp EOP Inv var Tgt C %	Percentage difference between Working Plan and Target End of Period Inventory Cost Value	Write
MWpEOPvWaCp	Wp EOP Inv var Wa C %	Percentage difference between Working Plan and Waiting for Approval End of Period Inventory Cost Value	Write
MWpEOPvWaUp	Wp EOP Inv var Wa U %	Percentage difference between Working Plan and Waiting for Approval End of Period Inventory Units	Read
MWpEvtTxtTx	Wp Event Information Text	Promotional Event Comments	Write

Measure Name	Measure Label	Measure Description	Access
MWpFwdCvrC	Wp Forward Cover C	The number of future periods' Cost Sales the current End of Period Inventory will cover	Write
MWpFwdCvrU	Wp Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
MWpFreightC	Wp Freight C	Freight Cost (Inbound)	Write
MWpFreightCp	Wp Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Write
MWpFrtvLyCp	Wp Freight var Ly C %	Percentage difference between Working Plan and Last Year Freight (Inbound) Cost	Read
MWpGMR	Wp GM R	Gross Margin Value	Read
MWpGMRp	Wp GM R %	Gross Margin expressed as a percentage of Sales	Read
MWpGMvCpRp	Wp GM var CP R %	Percentage difference between Working Plan and Current Plan Gross Margin	Read
MWpGMvLyRp	Wp GM var Ly R %	Percentage difference between Working Plan and Last Year Gross Margin	Read
MWpGMvOpRp	Wp GM var Op R %	Percentage difference between Working Plan and Original Plan Gross Margin	Read
MWpGMvTgRp	Wp GM var Tgt R %	Percentage difference between Working Plan and Target Gross Margin	Read
MWpGMvWaRp	Wp GM var Wa R %	Percentage difference between Working Plan and Waiting for Approval Gross Margin	Read
MWpGMROIC	Wp GMROI C	Gross Margin Return on Investment	Read
MWpGrssSlsAc	Wp Gross Sales AUC	Gross Sales Average Unit Cost (exclusive of returns)	Read
MWpGrssSlsC	Wp Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
MWpGrssSlsR	Wp Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MWpGrssSlsU	Wp Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MWpInTransC	Wp In Transit C	In-Transit Inventory Cost Value	Write
MWpInTransU	Wp In Transit U	In-Transit Units	Write
MWpInvAdjC	Wp Inventory Adjustment C	Inventory Adjustment Cost	Write
MWpInvAdjU	Wp Inventory Adjustment U	Inventory Adjustment Units	Write
MWpInvTxtTx	Wp Inventory Comments Text	Inventory Comments	Write
MWpSlsMMUR	Wp MMU R	Sales Retail Markup Value	Read
MWpSlsMMURp	Wp MMU R %	Retail Markup value as a percent of retail sales	Write

Measure Name	Measure Label	Measure Description	Access
MWpSlsMMUvLyRp	Wp MMU var LY R %	Percentage difference between Working Plan and Last Year Retail Markup dollars	Read
MWpSlsMMUvCpRp	Wp MMU variance to Cp R %	Percentage difference between Working Plan and Current Plan Retail Markup dollars	Read
MWpOnOrderAc	Wp On Order AUC	On Order Average Unit Cost	Read
MWpOnOrderC	Wp On Order C	On Order Cost Value	Read
MWpOnOrderU	Wp On Order U	On Order Units	Read
MWpOnOrdCxAc	Wp On Order Cxl AUC	Cancelled On Order Average Unit Cost	Write
MWpOnOrdCxC	Wp On Order Cxl C	Cancelled On Order Cost Value	Write
MWpOnOrdCxU	Wp On Order Cxl U	Cancelled On Order Units	Write
MWpOTBC	Wp OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
MWpOTBU	Wp OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
MWpOFreightC	Wp Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Write
MWpOFreightCp	Wp Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Write
MWpOFrtvLyCp	Wp Outbound Freight var LY C %	Percentage difference between Working Plan and Last Year Outgoing Freight Cost	Read
MWpPrfTxfTx	Wp Profitability Comments Text	Profitability Text	Write
MWpSlsProAc	Wp Promo Sales AUC	Promotional Sales Average Unit Cost	Read
MWpSlsProAr	Wp Promo Sales AUR	Promotional Sales Average Unit Retail	Read
MWpSlsProC	Wp Promo Sales C	Promotional Sales Cost Value	Write
MWpSlsProR	Wp Promo Sales R	Promotional Sales Retail Value	Write
MWpSlsProU	Wp Promo Sales U	Promotional Sales Retail Value	Write
MWpSlsProcSlCp	Wp Promo Sales Contribution to Sales C %	Promotional Sales Cost value percent contribution to Sales Cost	Write
MWpSlsProcSlRp	Wp Promo Sales Contribution to Sales R %	Promotional Sales Retail value percent contribution to Sales Retail	Write
MWpSlsProcSlRp	Wp Promo Sales Contribution to Sales R %	Promotional Sale Units percent contribution to Sales Units	Write
MWpSlsProcSlUp	Wp Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Write
MWpSlsProvLyCp	Wp Promo Sls var Ly C %	Percentage difference between Working Plan and Last Year Promotional Sales Cost	Write
MWpSlsProvLyRp	Wp Promo Sls var Ly R %	Percentage difference between Working Plan and Last Year Promotional Sales Retail	Write

Measure Name	Measure Label	Measure Description	Access
MWpSlsProvLyUp	Wp Promo Sls var Ly U %	Percentage difference between Working Plan and Last Year Promotional Sales Retail	Write
MWpSlfAppB	Wp Publish	Publish Targets	Write
MWpSlfAppTxtTx	Wp Publish Comment Text	Publish Comment	Write
MWpSlfAppDteD	Wp Publish Date Date	The date and time the user last published targets.	Read
MWpRcptAc	Wp Receipts AUC	Receipts Average Unit Cost	Write
MWpRcptC	Wp Receipts C	Receipts Cost Value	Write
MWpRcptU	Wp Receipts U	Receipts Units	Write
MWpRcptvCpCp	Wp Receipts var Cp C %	Percentage difference between Working Plan and Current Plan Receipts Cost Value	Write
MWpRcptvCpUp	Wp Receipts var Cp U %	Percentage difference between Working Plan and Current Plan Receipts Units	Write
MWpRcptvLyCp	Wp Receipts var Ly C %	Percentage difference between Working Plan and Last Year Receipts Cost Value	Write
MWpRcptvLyUp	Wp Receipts var Ly U %	Percentage difference between Working Plan and Last Year Receipts Units	Write
MWpRcptvOpCp	Wp Receipts var Op C %	Percentage difference between Working Plan and Original Plan Receipts Cost Value	Write
MWpRcptvTgCp	Wp Receipts var Tgt C %	Percentage difference between Working Plan and Target Receipts Cost Value	Write
MWpRcptvWaCp	Wp Receipts var Wa C %	Percentage difference between Working Plan and Waiting for Approval Receipts Cost Value	Write
MWpRclsInAc	Wp Reclass In AUC	Inventory Re-Classification additions Average Unit Cost	Write
MWpRclsInC	Wp Reclass In C	Inventory Re-Classification additions Cost Value	Write
MWpRclsInU	Wp Reclass In U	Inventory Re-Classification additions Units	Write
MWpRclsOutAc	Wp Reclass Out AUC	Inventory Re-Classification subtractions Average Unit Cost	Write
MWpRclsOutC	Wp Reclass Out C	Inventory Re-Classification subtractions Cost Value	Write
MWpRclsOutU	Wp Reclass Out U	Inventory Re-Classification subtractions Units	Write
MWpSlsRegAc	Wp Regular Sales AUC	Regular Sales Average Unit Cost	Read
MWpSlsRegAr	Wp Regular Sales AUR	Regular Sales Average Unit Retail	Read
MWpSlsRegC	Wp Regular Sales C	Regular Sales Cost Value	Write
MWpSlsRegR	Wp Regular Sales R	Regular Sales Retail Value	Write
MWpSlsRegU	Wp Regular Sales U	Regular Sales Units	Write

Measure Name	Measure Label	Measure Description	Access
MWpSlsRegcSlCp	Wp Regular Sales Contribution to Sales C %	Regular Sales Cost value contribution to Sales Cost	Write
MWpSlsRegcSlRp	Wp Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Write
MWpSlsRegcSlUp	Wp Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Write
MWpSlsRegvLyCp	Wp Regular Sales var Ly C %	Percentage difference between Working Plan and Last Year Regular Sales Cost	Write
MWpSlsRegvLyRp	Wp Regular Sales var Ly R %	Percentage difference between Working Plan and Last Year Regular Sales Retail	Write
MWpSlsRegvLyUp	Wp Regular Sales var Ly U %	Percentage difference between Working Plan and Last Year Regular Sales Units	Write
MWpRejDteD	Wp Reject Date Date	Visibility to the Date and Time that the last plan submitted for approval was approved or rejected	Read
MWpRTVPFeeC	Wp Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Write
MWpRTVAc	Wp Return to Vendor AUC	Average Unit Cost of merchandise returned to vendors	Write
MWpRTVC	Wp Return to Vendor C	Cost Value of merchandise returned to vendor	Write
MWpRTVU	Wp Return to Vendor U	Number of Units of merchandise returned to vendor	Write
MWpSlsAc	Wp Sales AUC	Sales Average Unit Cost	Read
MWpSlsAr	Wp Sales AUR	Sales Average Unit Retail	Read
MWpSlsC	Wp Sales C	Sales Cost Value	Write
MWpSlsR	Wp Sales R	Sales Retail Value	Write
MWpSlsU	Wp Sales U	Sales Units	Write
MWpSlsbdrCp	Wp Sales Build Rate C %	Ratio of Sales Cost for this period to Sales Cost for prior displayed period	Read
MWpSlsbdrRr	Wp Sales Build Rate Rr	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
MWpSlsTxtTx	Wp Sales Comment Text	Sales Text	Write
MWpSlscPrdCp	Wp Sales Contribution to Product C %	The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro	Write
MWpSlscPrdRp	Wp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest pro	Write
MWpSlscPrdUp	Wp Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Write

Measure Name	Measure Label	Measure Description	Access
MWpSlscTmeCp	Wp Sales Contribution to Time C %	The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p	Write
MWpSlscTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Write
MWpSlscTmeUp	Wp Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Write
MWpSlsvCpCp	Wp Sales var Cp C %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
MWpSlsvCpRp	Wp Sales var Cp R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
MWpSlsvCpUp	Wp Sales var Cp U %	Percentage difference between Working Plan and Current Plan Sales Units	Write
MWpSlsvLyCp	Wp Sales var Ly C %	Percentage difference between Working Plan and Last Year Sales Cost Value	Write
MWpSlsvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write
MWpSlsvLyUp	Wp Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Units	Write
MWpSlsvOpCp	Wp Sales var Op C %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
MWpSlsvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
MWpSlsvTgCp	Wp Sales var Tgt C %	Percentage difference between Working Plan and Target Sales Cost Value	Write
MWpSlsvTgRp	Wp Sales var Tgt R %	Percentage difference between Working Plan and Target Sales Retail Value	Write
MWpSlsvWaCp	Wp Sales var Wa C %	Percentage difference between Working Plan and Waiting for Approval Sales Cost Value	Write
MWpSlsvWaRp	Wp Sales var Wa R %	Percentage difference between Working Plan and Waiting for Approval Sales Retail Value	Write
MWpSlsvWaUp	Wp Sales var Wa U %	Percentage difference between Working Plan and Waiting for Approval Sales Units	Write
MWpSelThrCp	Wp Sell Thru C %	Percent of total available inventory cost value sold for a period of time	Read
MWpSelThrUp	Wp Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
MWpSellStOHC	Wp Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
MWpSellStOHU	Wp Selling Store On Hand U	Selling Store Units on hand	Read

Measure Name	Measure Label	Measure Description	Access
MWpStkSlCr	Wp Stk/Sl Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value	Read
MWpStkSlUr	Wp Stk/Sl Ur	Ratio of Beginning of Period Inventory Units to Sales Units	Read
MWpStkAdjC	Wp Stock Adjustment C	Stock Adjustment Cost Value	Read
MWpStkAdjU	Wp Stock Adjustment U	Stock Adjustment Units	Read
MWpSOHC	Wp Stock On Hand C	Stock On-hand Cost Value	Read
MWpSOHU	Wp Stock On Hand U	Stock On-hand Units	Read
MWpSubComTx	Wp Submit Comment Text	Comments regarding the Plan being Submitted for Approval	Read
MWpSubByTx	Wp Submitted By Text	The Planner that submitted the plan for approval	Read
MWpSubDteD	Wp Submitted Date Date	The date and time the Planner last submitted the plan for approval.	Read
MWpCurVsnTx	Wp Submitted Version Text	The plan version the Planner is working on.	Read
MWpTOCr	Wp TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MWpTOUr	Wp TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MWpTrnsInAc	Wp Transfer In AUC	Transfers into inventory Average Unit Cost	Write
MWpTrnsInC	Wp Transfer In C	Transfers into inventory Cost Value	Write
MWpTrnsInU	Wp Transfer In U	Transfers into inventory Units	Write
MWpTrnsOutAc	Wp Transfer Out AUC	Transfers out of inventory Average Unit Cost	Write
MWpTrnsOutC	Wp Transfer Out C	Transfers out of inventory Cost Value	Write
MWpTrnsOutU	Wp Transfer Out U	Transfers out of inventory Units	Write
MWpTtlRPFeeC	Wp Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
MWpWkrmC	Wp Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Write
MWpWOHCr	Wp WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
MWpWOHUr	Wp WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read
MCpBOPContRp	Cp KP BOP Inv Contribution to TP R %	Key Plan BOP Retail percent to TopPlan BOP Retail	Read
MCpEOPContRp	Cp KP EOP Inv Contribution to TP C% R %	Key Plan EOP Retail percent to TopPlan EOP Retail	Read
MCpEOPContRp	Cp KP EOP Inv Contribution to TP R% R %	Key Plan EOP Retail percent to TopPlan EOP Retail	Read

Measure Name	Measure Label	Measure Description	Access
MCpEOPContRp	Cp KP EOP Inv Contribution to TP U% R %	Key Plan EOP Retail percent to TopPlan EOP Retail	Read
MCpRcptContCp	Cp KP Receipt Contribution to TP C% C %	KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value	Read
MCpRcptContRp	Cp KP Receipt Contribution to TP C% R %	KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value	Read
MCpRcptContUp	Cp KP Receipt Contribution to TP C% U %	KeyPlan Receipt Units percent to TopPlan Receipt Units Value	Read
MCpRcptContCp	Cp KP Receipt Contribution to TP R% C %	KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value	Read
MCpRcptContRp	Cp KP Receipt Contribution to TP R% R %	KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value	Read
MCpRcptContUp	Cp KP Receipt Contribution to TP R% U %	KeyPlan Receipt Units percent to TopPlan Receipt Units Value	Read
MCpRcptContCp	Cp KP Receipt Contribution to TP U% C %	KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value	Read
MCpRcptContRp	Cp KP Receipt Contribution to TP U% R %	KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value	Read
MCpRcptContUp	Cp KP Receipt Contribution to TP U% U %	KeyPlan Receipt Units percent to TopPlan Receipt Units Value	Read
MCpSlsContRp	Cp KP Sales Contribution to TP C% R %	KeyPlan Sales Retail percent of TopPlan Sales Retail	Read
MCpSlsContRp	Cp KP Sales Contribution to TP R% R %	KeyPlan Sales Retail percent of TopPlan Sales Retail	Read
MCpSlsContRp	Cp KP Sales Contribution to TP U% R %	KeyPlan Sales Retail percent of TopPlan Sales Retail	Read
PFiDemandR	Fi Demand R	Retail Sales Demand InSeason	Read
PFpDemandR	Fp Demand R	Retail Sales Demand PreSeason	Read
PLyAvgInvC	Ly Avg Inv C	Average Inventory Cost	Read
PLyAvgInvU	Ly Avg Inv U	Average Inventory Units	Read
PLyAvgSInvC	Ly Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
PLyAvgSInvU	Ly Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
PLyAvgSSlsC	Ly Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
PLyAvgSSlsR	Ly Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
PLyAvgSSlsU	Ly Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
PLyBOPAc	Ly BOP Inv AUC	Beginning of Period Inventory Average Unit Cost	Read

Measure Name	Measure Label	Measure Description	Access
PLyBOPC	Ly BOP Inv C	Beginning of Period Inventory Cost Value	Read
PLyBOPU	Ly BOP Inv U	Beginning of Period Inventory Units	Read
PLyCashDC	Ly Cash Discount C	Earned Cash Discounts	Read
PLyCashDCp	Ly Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
PLySlsClrAc	Ly Clearance Sales AUC	Clearance Sales Unit Cost value	Read
PLySlsClrAr	Ly Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
PLySlsClrC	Ly Clearance Sales C	Clearance Sales Cost Value	Read
PLySlsClrR	Ly Clearance Sales R	Clearance Sales Retail Value	Read
PLySlsClrU	Ly Clearance Sales U	Clearance Sales Units	Read
PLySlsClrcSlCp	Ly Clearance Sales Contribution to Sales C %	Clearance Sales Cost value % contribution to Sales Cost value	Read
PLySlsClrcSlRp	Ly Clearance Sales Contribution to Sales R %	Clearance Sales Retail value % contribution to Sales Retail value	Read
PLySlsClrcSlUp	Ly Clearance Sales Contribution to Sales U %	Clearance Sales Units % contribution to Sales Units	Read
PLyCOGSC	Ly COGS C	Cost of goods sold	Read
PLyCmtsC	Ly Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
PLyCmtsU	Ly Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
PLyCostAdjC	Ly Cost Adjustment C	Cost Adjustments	Read
PLyCostAdjCp	Ly Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
PLyCostVarC	Ly Cost Variance C	Cost Variance	Read
PLyCustRetAc	Ly Customer Returns AUC	Customer Returns Average Unit Cost	Read
PLyCustRetC	Ly Customer Returns C	Customer Returns Cost	Read
PLyCustRetCp	Ly Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Read
PLyCustRetR	Ly Customer Returns R	Customer Returns Retail Value	Read
PLyCustRetRp	Ly Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
PLyCustRetU	Ly Customer Returns U	Customer Returns Units	Read
PLyCustRetUp	Ly Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
PLyEOPAc	Ly EOP Inv AUC	End of Period Inventory Average Unit Cost	Read
PLyEOPC	Ly EOP Inv C	End Of Period Inventory Cost	Read
PLyEOPU	Ly EOP Inv U	End Of Period Inventory Units	Read
PLyEvtTxtTx	Ly Event Information Text	Promotional Event Comments	Read

Measure Name	Measure Label	Measure Description	Access
PLyFwdCvrC	Ly Forward Cover C	The number of future periods' Cost Sales the current End of Period Inventory will cover	Read
PLyFwdCvrU	Ly Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
PLyFreightC	Ly Freight C	Freight Cost (Inbound)	Read
PLyFreightCp	Ly Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
PLyGMR	Ly GM R	Gross Margin Value	Read
PLyGMRp	Ly GM R %	Gross Margin expressed as a percentage of Sales	Read
PLyGMROIC	Ly GMROI C	Gross Margin Return on Investment	Read
PLyGrssSlsAc	Ly Gross Sales AUC	Gross Sales Average Unit Cost (exclusive of returns)	Read
PLyGrssSlsC	Ly Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
PLyGrssSlsR	Ly Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
PLyGrssSlsU	Ly Gross Sales U	Gross Sales Units (exclusive of returns)	Read
PLyInTransC	Ly In Transit C	In-Transit Inventory Cost Value	Read
PLyInTransU	Ly In Transit U	In-Transit Units	Read
PLyInvAdjC	Ly Inventory Adjustment C	Inventory Adjustment Cost	Read
PLyInvAdjU	Ly Inventory Adjustment U	Inventory Adjustment Units	Read
PLyInvTxtTx	Ly Inventory Comments Text	Inventory Comments	Read
PLySlsMMUR	Ly MMU R	Sales Retail Markup Value	Read
PLySlsMMURp	Ly MMU R %	Retail Markup value as a percent of retail sales	Read
PLyOnOrderC	Ly On Order C	On Order Cost Value	Read
PLyOnOrderU	Ly On Order U	On Order Units	Read
PLyOnOrdCxC	Ly On Order Cxl C	Cancelled On Order Cost Value	Read
PLyOnOrdCxU	Ly On Order Cxl U	Cancelled On Order Units	Read
PLyOTBC	Ly OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
PLyOTBU	Ly OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
PLyOFreightC	Ly Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read

Measure Name	Measure Label	Measure Description	Access
PLyOFreightCp	Ly Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
PLyPrfTxtTx	Ly Profitability Comments Text	Profitability Comments	Read
PLySlsProAc	Ly Promo Sales AUC	Promotional Sales Average Unit Cost	Read
PLySlsProAr	Ly Promo Sales AUR	Promotional Sales Average Unit Retail	Read
PLySlsProC	Ly Promo Sales C	Promotional Sales Cost Value	Read
PLySlsProR	Ly Promo Sales R	Promotional Sales Retail Value	Read
PLySlsProU	Ly Promo Sales U	Promotional Sales Retail Value	Read
PLySlsProcSlCp	Ly Promo Sales Contribution to Sales C %	Promotional Sales Cost value percent contribution to Sales Cost	Read
PLySlsProcSlRp	Ly Promo Sales Contribution to Sales R %	Promotional Sales Retail value percent contribution to Sales Retail	Read
PLySlsProcSlRp	Ly Promo Sales Contribution to Sales R %	Promotional Sale Units percent contribution to Sales Units	Read
PLySlsProcSlUp	Ly Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Read
PLyRcptAc	Ly Receipts AUC	Receipts Average Unit Cost	Read
PLyRcptC	Ly Receipts C	Receipts Cost Value	Read
PLyRcptU	Ly Receipts U	Receipts Units	Read
PLyRclsInAc	Ly Reclass In AUC	Inventory Re-Classification additions Average Unit Cost	Read
PLyRclsInC	Ly Reclass In C	Inventory Re-Classification additions Cost Value	Read
PLyRclsInU	Ly Reclass In U	Inventory Re-Classification additions Units	Read
PLyRclsOutAc	Ly Reclass Out AUC	Inventory Re-Classification subtractions Average Unit Cost	Read
PLyRclsOutC	Ly Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
PLyRclsOutU	Ly Reclass Out U	Inventory Re-Classification subtractions Units	Read
PLySlsRegAc	Ly Regular Sales AUC	Regular Sales Average Unit Cost	Read
PLySlsRegAr	Ly Regular Sales AUR	Regular Sales Average Unit Retail	Read
PLySlsRegC	Ly Regular Sales C	Regular Sales Cost Value	Read
PLySlsRegR	Ly Regular Sales R	Regular Sales Retail Value	Read
PLySlsRegU	Ly Regular Sales U	Regular Sales Units	Read
PLySlsRegcSlCp	Ly Regular Sales Contribution to Sales C %	Regular Sales Cost value contribution to Sales Cost	Read
PLySlsRegcSlRp	Ly Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Read

Measure Name	Measure Label	Measure Description	Access
PLySlsRegcSIUp	Ly Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Read
PLyRTVPFeeC	Ly Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
PLyRTVAc	Ly Return to Vendor AUC	Average Unit Cost of merchandise returned to vendors	Read
PLyRTVC	Ly Return to Vendor C	Cost Value of merchandise returned to vendor	Read
PLyRTVU	Ly Return to Vendor U	Number of Units of merchandise returned to vendor	Read
PLySlsAc	Ly Sales AUC	Sales Average Unit Cost	Read
PLySlsAr	Ly Sales AUR	Sales Average Unit Retail	Read
PLySlsC	Ly Sales C	Sales Cost Value	Read
PLySlsR	Ly Sales R	Sales Retail Value	Read
PLySlsU	Ly Sales U	Sales Units	Read
PLySlsbdrCp	Ly Sales Build Rate C %	Ratio of Sales Cost for this period to Sales Cost for prior displayed period	Read
PLySlsbdrRr	Ly Sales Build Rate Rr	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
PLySlsTxC	Ly Sales Comment Text	Sales Text	Read
PLySlsCPrdCp	Ly Sales Contribution to Product C %	The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro	Read
PLySlsCPrdRp	Ly Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
PLySlsCPrdUp	Ly Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read
PLySlsCtmeCp	Ly Sales Contribution to Time C %	The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p	Read
PLySlsCtmeRp	Ly Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
PLySlsCtmeUp	Ly Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Read
PLySelThrCp	Ly Sell Thru C %	Percent of total available inventory cost value sold for a period of time	Read
PLySelThrUp	Ly Sell Thru U %	Percent of total available inventory units sold for a period of time	Read

Measure Name	Measure Label	Measure Description	Access
PLySellStOHC	Ly Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
PLySellStOHU	Ly Selling Store On Hand U	Selling Store Units on hand	Read
PLyStkSlsCr	Ly Stk/Sls Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value	Read
PLyStkSlsUr	Ly Stk/Sls Ur	Ratio of Beginning of Period Inventory Units to Sales Units	Read
PLyStkAdjC	Ly Stock Adjustment C	Stock Adjustment Cost Value	Read
PLyStkAdjU	Ly Stock Adjustment U	Stock Adjustment Units	Read
PLySOHC	Ly Stock On Hand C	Stock On-hand Cost Value	Read
PLySOHU	Ly Stock On Hand U	Stock On-hand Units	Read
PLyTOCr	Ly TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
PLyTOUr	Ly TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
PLyTrnsInAc	Ly Transfer In AUC	Transfers into inventory Average Unit Cost	Read
PLyTrnsInC	Ly Transfer In C	Transfers into inventory Cost Value	Read
PLyTrnsInU	Ly Transfer In U	Transfers into inventory Units	Read
PLyTrnsOutAc	Ly Transfer Out AUC	Transfers out of inventory Average Unit Cost	Read
PLyTrnsOutC	Ly Transfer Out C	Transfers out of inventory Cost Value	Read
PLyTrnsOutU	Ly Transfer Out U	Transfers out of inventory Units	Read
PLyTtlRPFeeC	Ly Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
PLyWkrmC	Ly Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
PLyWkrmCp	Ly Wkrm / Other Costs C %	Workroom Cost expressed as a percent of Total Receipts at Cost	Read
PLyWOHCr	Ly WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
PLyWOHUr	Ly WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read
PWaAvgInvC	Wa Avg Inv C	Average Inventory Cost	Read
PWaAvgInvU	Wa Avg Inv U	Average Inventory Units	Read
PWaAvgSInvC	Wa Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
PWaAvgSInvU	Wa Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read

Measure Name	Measure Label	Measure Description	Access
PWaAvgSSlsC	Wa Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
PWaAvgSSlsR	Wa Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
PWaAvgSSlsU	Wa Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
PWaBOPC	Wa BOP Inv C	Beginning of Period Inventory Cost Value	Read
PWaBOPU	Wa BOP Inv U	Beginning of Period Inventory Units	Read
PWaCashDC	Wa Cash Discount C	Earned Cash Discounts	Read
PWaCashDCp	Wa Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
PWaSlsClrAc	Wa Clearance Sales AUC	Clearance Sales Unit Cost value	Read
PWaSlsClrAr	Wa Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
PWaSlsClrC	Wa Clearance Sales C	Clearance Sales Cost Value	Read
PWaSlsClrR	Wa Clearance Sales R	Clearance Sales Retail Value	Read
PWaSlsClrU	Wa Clearance Sales U	Clearance Sales Units	Read
PWaCOGSC	Wa COGS C	Cost of goods sold	Read
PWaCmtsC	Wa Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
PWaCmtsU	Wa Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
PWaCostAdjC	Wa Cost Adjustment C	Cost Adjustments	Read
PWaCostVarCp	Wa Cost Variance C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
PWaCustRetC	Wa Customer Returns C	Customer Returns Cost	Read
PWaCustRetCp	Wa Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Read
PWaCustRetR	Wa Customer Returns R	Customer Returns Retail Value	Read
PWaCustRetRp	Wa Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
PWaCustRetU	Wa Customer Returns U	Customer Returns Units	Read
PWaCustRetUp	Wa Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
PWaEOPAc	Wa EOP Inv AUC	End of Period Inventory Average Unit Cost	Read
PWaEOPC	Wa EOP Inv C	End Of Period Inventory Cost	Read
PWaEOPU	Wa EOP Inv U	End Of Period Inventory Units	Read
PWaFwdCvrC	Wa Forward Cover C	The number of future periods' Cost Sales the current End of Period Inventory will cover	Read

Measure Name	Measure Label	Measure Description	Access
PWaFwdCvrU	Wa Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
PWaFreightC	Wa Freight C	Freight Cost (Inbound)	Read
PWaFreightCp	Wa Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
PWaGMR	Wa GM R	Gross Margin Value	Read
PWaGMRp	Wa GM R %	Gross Margin expressed as a percentage of Sales	Read
PWaGMROI C	Wa GMROI C	Gross Margin Return on Investment	Read
PWaGrssSlsC	Wa Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
PWaGrssSlsR	Wa Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
PWaGrssSlsU	Wa Gross Sales U	Gross Sales Units (exclusive of returns)	Read
PWaInTransC	Wa In Transit C	In-Transit Inventory Cost Value	Read
PWaInTransU	Wa In Transit U	In-Transit Units	Read
PWaInvAdjC	Wa Inventory Adjustment C	Inventory Adjustment Cost	Read
PWaInvAdjU	Wa Inventory Adjustment U	Inventory Adjustment Units	Read
PWaSlsMMUR	Wa MMU R	Sales Retail Markup Value	Read
PWaSlsMMURp	Wa MMU R %	Retail Markup value as a percent of retail sales	Read
PWaOnOrderC	Wa On Order C	On Order Cost Value	Read
PWaOnOrderU	Wa On Order U	On Order Units	Read
PWaOnOrdCxAC	Wa On Order Cxl AUC	Cancelled On Order Average Unit Cost	Read
PWaOnOrdCxC	Wa On Order Cxl C	Cancelled On Order Cost Value	Read
PWaOnOrdCxlU	Wa On Order Cxl U	Cancelled On Order Units	Read
PWaOTBC	Wa OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
PWaOTBU	Wa OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
PWaOfFreightC	Wa Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
PWaOfFreightCp	Wa Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
PWaSlsProAr	Wa Promo Sales AUR	Promotional Sales Average Unit Retail	Read
PWaSlsProR	Wa Promo Sales R	Promotional Sales Retail Value	Read
PWaSlsProU	Wa Promo Sales U	Promotional Sales Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
PWaRcptAc	Wa Receipts AUC	Receipts Average Unit Cost	Read
PWaRcptC	Wa Receipts C	Receipts Cost Value	Read
PWaRcptU	Wa Receipts U	Receipts Units	Read
PWaRclsInAc	Wa Reclass In AUC	Inventory Re-Classification additions Average Unit Cost	Read
PWaRclsInC	Wa Reclass In C	Inventory Re-Classification additions Cost Value	Read
PWaRclsInU	Wa Reclass In U	Inventory Re-Classification additions Units	Read
PWaRclsOutAc	Wa Reclass Out AUC	Inventory Re-Classification subtractions Average Unit Cost	Read
PWaRclsOutC	Wa Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
PWaRclsOutU	Wa Reclass Out U	Inventory Re-Classification subtractions Units	Read
PWaSlsRegAc	Wa Regular Sales AUC	Regular Sales Average Unit Cost	Read
PWaSlsRegAr	Wa Regular Sales AUR	Regular Sales Average Unit Retail	Read
PWaSlsRegC	Wa Regular Sales C	Regular Sales Cost Value	Read
PWaSlsRegR	Wa Regular Sales R	Regular Sales Retail Value	Read
PWaSlsRegU	Wa Regular Sales U	Regular Sales Units	Read
PWaRTVPFeeC	Wa Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
PWaRTVAc	Wa Return to Vendor AUC	Average Unit Cost of merchandise returned to vendors	Read
PWaRTVC	Wa Return to Vendor C	Cost Value of merchandise returned to vendor	Read
PWaRTVU	Wa Return to Vendor U	Number of Units of merchandise returned to vendor	Read
PWaSlsAc	Wa Sales AUC	Sales Average Unit Cost	Read
PWaSlsAr	Wa Sales AUR	Sales Average Unit Retail	Read
PWaSlsC	Wa Sales C	Sales Cost Value	Read
PWaSlsR	Wa Sales R	Sales Retail Value	Read
PWaSlsU	Wa Sales U	Sales Units	Read
PWaSlsvLyCp	Wa Sales var Ly C %	Percentage difference between Working Plan and Last Year Sales Cost Value	Read
PWaSlsvLyRp	Wa Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Read
PWaSellStOHC	Wa Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
PWaSellStOHU	Wa Selling Store On Hand U	Selling Store Units on hand	Read
PWaStkAdjC	Wa Stock Adjustment C	Stock Adjustment Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
PWaStkAdjU	Wa Stock Adjustment U	Stock Adjustment Units	Read
PWaTOCr	Wa TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
PWaTOUr	Wa TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
PWaTrnsInC	Wa Transfer In C	Transfers into inventory Cost Value	Read
PWaTrnsInU	Wa Transfer In U	Transfers into inventory Units	Read
PWaTrnsOutC	Wa Transfer Out C	Transfers out of inventory Cost Value	Read
PWaTrnsOutU	Wa Transfer Out U	Transfers out of inventory Units	Read
PWaTtlRPFeeC	Wa Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
PWaWkrmC	Wa Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
PWaWOHCr	Wa WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
PWaWOHUr	Wa WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read
PWpAppComTx	Wp Approval Comment Text	Visibility to the Comments that a Manager made while approving or rejecting the last plan submitted for approval	Read
PWpAppDteD	Wp Approve Date Date	Visibility to the Date and Time that the last plan submitted for approval was approved or rejected	Read
PWpAppRejTx	Wp Approve/Reject Text	Visibility to see if the last plan submitted for approval was Approved or Rejected by the Manager	Read
PWpAppByTx	Wp Approved By Text	Visibility to the Manager that approved or rejected the last submitted plan	Read
PWpAvgInvC	Wp Avg Inv C	Average Inventory Cost	Read
PWpAvgInvU	Wp Avg Inv U	Average Inventory Units	Read
PWpAvgInnvCpCp	Wp Avg Inv var Cp C %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
PWpAvgInnvCpUp	Wp Avg Inv var Cp U %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
PWpAvgInnvLyCp	Wp Avg Inv var Ly C %	Percentage increase or decrease in Average Inventory value this year over last year.	Read
PWpAvgInnvLyUp	Wp Avg Inv var Ly U %	Percentage increase or decrease in average inventory units this year over last year.	Read

Measure Name	Measure Label	Measure Description	Access
PWpAvgInnvOpCp	Wp Avg Inv var Op C %	Percentage increase or decrease in Average Inventory value over the original approved plan	Read
PWpAvgInnvOpUp	Wp Avg Inv var Op U %	Percentage increase or decrease in Average Inventory units over the original approved plan	Read
PWpAvgInnvTgCp	Wp Avg Inv var Tgt C %	Percentage increase or decrease in Average Inventory value over superior's plan Target	Read
PWpAvgInnvTgUp	Wp Avg Inv var Tgt U %	Percentage increase or decrease in Average Inventory units over superior's plan Target	Read
PWpAvgSInvC	Wp Avg Store Inv C	End of Period Inventory Cost value averaged by the number of stores	Read
PWpAvgSInvU	Wp Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
PWpAvgSSlsC	Wp Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
PWpAvgSSlsR	Wp Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
PWpAvgSSlsU	Wp Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
PWpBOPAc	Wp BOP Inv AUC	Beginning of Period Inventory Average Unit Cost	Read
PWpBOPC	Wp BOP Inv C	Beginning of Period Inventory Cost Value	Write
PWpBOPU	Wp BOP Inv U	Beginning of Period Inventory Units	Read
PWpBOPU	Wp BOP Inv U	Beginning of Period Inventory Units	Read
PWpBOPvCpCp	Wp BOP Inv var Cp C %	Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Cost value	Read
PWpBOPvCpUp	Wp BOP Inv var Cp U %	Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Units	Read
PWpBOPvLyCp	Wp BOP Inv var Ly C %	Percentage difference between Working Plan and Last Year Beginning of Period Inventory Cost value	Read
PWpBOPvLyUp	Wp BOP Inv var Ly U %	Percentage difference between Working Plan and Last Year Beginning of Period Inventory Units	Read
PWpBOPvOpCp	Wp BOP Inv var Op C %	Percentage difference between Working Plan and Original Plan Beginning of Period Inventory Cost value	Read
PWpBOSAc	Wp BOS Inv AUC	Initializes the first period's Beginning of Period Inventory Average Unit Cost	Write
PWpBOSC	Wp BOS Inv C	Initializes the first period's Beginning of Period Inventory Cost value	Write

Measure Name	Measure Label	Measure Description	Access
PWpBOSU	Wp BOS Inv U	Initializes the first period's Beginning of Period Inventory Units	Write
PWpCashDC	Wp Cash Discount C	Earned Cash Discounts	Write
PWpCashDCp	Wp Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Write
PWpSlcClrAc	Wp Clearance Sales AUC	Clearance Sales Unit Cost value	Read
PWpSlcClrC	Wp Clearance Sales C	Clearance Sales Cost Value	Write
PWpSlcClrR	Wp Clearance Sales R	Clearance Sales Retail Value	Write
PWpSlcClrU	Wp Clearance Sales U	Clearance Sales Units	Write
PWpSlcClrcSlcCp	Wp Clearance Sales Contribution to Sales C %	Clearance Sales Cost value % contribution to Sales Cost value	Write
PWpSlcClrcSlcRp	Wp Clearance Sales Contribution to Sales R %	Clearance Sales Retail value % contribution to Sales Retail value	Write
PWpSlcClrcSlcUp	Wp Clearance Sales Contribution to Sales U %	Clearance Sales Units % contribution to Sales Units	Write
PWpSlcClrvLyCp	Wp Clearance Sales var Ly C %	Percentage difference between Working Plan and Last Year Clearance Sales Cost value	Write
PWpSlcClrvLyRp	Wp Clearance Sales var Ly R %	Percentage difference between Working Plan and Last Year Clearance Sales Retail value	Write
PWpSlcClrvLyUp	Wp Clearance Sales var Ly U %	Percentage difference between Working Plan and Last Year Clearance Sales Units	Write
PWpCOGSC	Wp COGS C	Cost of goods sold	Read
PWpCmtsC	Wp Commitments C	Cost Value of orders placed but not approved in the purchase order system	Write
PWpCmtsU	Wp Commitments U	Unit Value of orders placed but not approved in the purchase order system	Write
PWpCostAdjC	Wp Cost Adjustment C	Cost Adjustments	Write
PWpCostAdjCp	Wp Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Write
PWpCostVarC	Wp Cost Variance C	Cost Variance	Read
PWpCustRetAc	Wp Customer Returns AUC	Customer Returns Average Unit Cost	Write
PWpCustRetC	Wp Customer Returns C	Customer Returns Cost	Write
PWpCustRetCp	Wp Customer Returns C %	Customer Returns Retail value expressed as a percentage of Sales Cost value	Write
PWpCustRetR	Wp Customer Returns R	Customer Returns Retail Value	Write
PWpCustRetRp	Wp Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Write
PWpCustRetU	Wp Customer Returns U	Customer Returns Units	Write

Measure Name	Measure Label	Measure Description	Access
PWpCustRetUp	Wp Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Write
PWpEOPAc	Wp EOP Inv AUC	End of Period Inventory Average Unit Cost	Read
PWpEOPC	Wp EOP Inv C	End Of Period Inventory Cost	Write
PWpEOPU	Wp EOP Inv U	End Of Period Inventory Units	Read
PWpEOPvCpCp	Wp EOP Inv var Cp C %	Percentage difference between Working Plan and Current Plan End of Period Inventory Cost Value	Write
PWpEOPvCpUp	Wp EOP Inv var Cp U %	Percentage difference between Working Plan and Current Plan End of Period Inventory Units	Read
PWpEOPvLyCp	Wp EOP Inv var Ly C %	Percentage difference between Working Plan and Last Year End of Period Inventory Cost Value	Read
PWpEOPvLyUp	Wp EOP Inv var Ly U %	Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value	Read
PWpEOPvOpCp	Wp EOP Inv var Op C %	Percentage difference between Working Plan and Original Plan End of Period Inventory Cost Value	Write
PWpEOPvOpUp	Wp EOP Inv var Op U %	Percentage difference between Working Plan and Original Plan End of Period Inventory Units	Read
PWpEOPvTgCp	Wp EOP Inv var Tgt C %	Percentage difference between Working Plan and Target End of Period Inventory Cost Value	Write
PWpEOPvTgUp	Wp EOP Inv var Tgt U %	Percentage difference between Working Plan and Target End of Period Inventory Cost Value	Read
PWpEvtTxtTx	Wp Event Information Text	Promotional Event Comments	Write
PWpFwdCvrC	Wp Forward Cover C	The number of future periods' Cost Sales the current End of Period Inventory will cover	Write
PWpFwdCvrU	Wp Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
PWpFreightC	Wp Freight C	Freight Cost (Inbound)	Write
PWpFreightCp	Wp Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Write
PWpFrtvLyCp	Wp Freight var Ly C %	Percentage difference between Working Plan and Last Year Freight (Inbound) Cost	Read
PWpGMR	Wp GM R	Gross Margin Value	Read
PWpGMRp	Wp GM R %	Gross Margin expressed as a percentage of Sales	Read

Measure Name	Measure Label	Measure Description	Access
PWpGMvCpRp	Wp GM var CP R %	Percentage difference between Working Plan and Current Plan Gross Margin	Read
PWpGMvLyRp	Wp GM var Ly R %	Percentage difference between Working Plan and Last Year Gross Margin	Read
PWpGMvOpRp	Wp GM var Op R %	Percentage difference between Working Plan and Original Plan Gross Margin	Read
PWpGMvTgRp	Wp GM var Tgt R %	Percentage difference between Working Plan and Target Gross Margin	Read
PWpGMROI C	Wp GMROI C	Gross Margin Return on Investment	Read
PWpGrssSlsAc	Wp Gross Sales AUC	Gross Sales Average Unit Cost (exclusive of returns)	Read
PWpGrssSlsC	Wp Gross Sales C	Gross Sales Cost Value (exclusive of returns)	Read
PWpGrssSlsR	Wp Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
PWpGrssSlsU	Wp Gross Sales U	Gross Sales Units (exclusive of returns)	Read
PWpInTransC	Wp In Transit C	In-Transit Inventory Cost Value	Write
PWpInTransU	Wp In Transit U	In-Transit Units	Write
PWpInvAdjC	Wp Inventory Adjustment C	Inventory Adjustment Cost	Write
PWpInvAdjU	Wp Inventory Adjustment U	Inventory Adjustment Units	Write
PWpInvTxtTx	Wp Inventory Comments Text	Inventory Comments	Write
PWpBOPContCp	Wp KP BOP Inv Contribution to TP C %	Key Plan BOP Cost percent to TopPlan BOP Cost	Read
PWpBOPContUp	Wp KP BOP Inv Contribution to TP U %	Key Plan BOP Units percent to TopPlan BOP Units	Read
PWpEOPContCp	Wp KP EOP Inv Contribution to TP C% C %	Key Plan EOP Cost percent to TopPlan EOP Cost	Read
PWpEOPContUp	Wp KP EOP Inv Contribution to TP C% U %	Key Plan EOP Units percent to TopPlan EOP Units	Read
PWpEOPContCp	Wp KP EOP Inv Contribution to TP R% C %	Key Plan EOP Cost percent to TopPlan EOP Cost	Read
PWpEOPContUp	Wp KP EOP Inv Contribution to TP R% U %	Key Plan EOP Units percent to TopPlan EOP Units	Read
PWpEOPContCp	Wp KP EOP Inv Contribution to TP U% C %	Key Plan EOP Cost percent to TopPlan EOP Cost	Read
PWpEOPContUp	Wp KP EOP Inv Contribution to TP U% U %	Key Plan EOP Units percent to TopPlan EOP Units	Read
PWpSlsContCp	Wp KP Sales Contribution to TP C% C %	KeyPlan Sales Cost percent of TopPlan Sales Cost	Read
PWpSlsContUp	Wp KP Sales Contribution to TP C% U %	KeyPlan Sales Units percent of TopPlan Sales Units	Read

Measure Name	Measure Label	Measure Description	Access
PWpSlsContCp	Wp KP Sales Contribution to TP R % C %	KeyPlan Sales Cost percent of TopPlan Sales Cost	Read
PWpSlsContUp	Wp KP Sales Contribution to TP R % U %	KeyPlan Sales Units percent of TopPlan Sales Units	Read
PWpSlsContCp	Wp KP Sales Contribution to TP U % C %	KeyPlan Sales Cost percent of TopPlan Sales Cost	Read
PWpSlsContUp	Wp KP Sales Contribution to TP U % U %	KeyPlan Sales Units percent of TopPlan Sales Units	Read
PWpSlsMMUR	Wp MMU R	Sales Retail Markup Value	Read
PWpSlsMMURp	Wp MMU R %	Retail Markup dollars as a percent of retail sales	Write
PWpSlsMMUvLyRp	Wp MMU var LY R %	Percentage difference between Working Plan and Last Year Retail Markup dollars	Read
PWpSlsMMUvCpRp	Wp MMU variance to Cp R %	Percentage difference between Working Plan and Current Plan Retail Markup dollars	Read
PWpOnOrderAc	Wp On Order AUC	On Order Average Unit Cost	Read
PWpOnOrderC	Wp On Order C	On Order Cost Value	Read
PWpOnOrderU	Wp On Order U	On Order Units	Read
PWpOnOrdCxAc	Wp On Order Cxl AUC	Cancelled On Order Average Unit Cost	Write
PWpOnOrdCxC	Wp On Order Cxl C	Cancelled On Order Cost Value	Write
PWpOnOrdCxU	Wp On Order Cxl U	Cancelled On Order Units	Write
PWpOTBC	Wp OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
PWpOTBU	Wp OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
PWpOFreightC	Wp Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Write
PWpOFreightCp	Wp Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Write
PWpOFrtvLyCp	Wp Outbound Freight var LY C %	Percentage difference between Working Plan and Last Year Outgoing Freight Cost	Read
PWpPrfTxtTx	Wp Profitability Comments Text	Profitability Text	Write
PWpSlsProAc	Wp Promo Sales AUC	Promotional Sales Average Unit Cost	Read
PWpSlsProAr	Wp Promo Sales AUR	Promotional Sales Average Unit Retail	Read
PWpSlsProC	Wp Promo Sales C	Promotional Sales Cost Value	Write
PWpSlsProR	Wp Promo Sales R	Promotional Sales Retail Value	Write
PWpSlsProU	Wp Promo Sales U	Promotional Sales Retail Value	Write

Measure Name	Measure Label	Measure Description	Access
PWpSlsProcSICp	Wp Promo Sales Contribution to Sales C %	Promotional Sales Cost value percent contribution to Sales Cost	Write
PWpSlsProcSIRp	Wp Promo Sales Contribution to Sales R %	Promotional Sales Retail value percent contribution to Sales Retail	Write
PWpSlsProcSIRp	Wp Promo Sales Contribution to Sales R %	Promotional Sales Cost value percent contribution to Sales Cost	Write
PWpSlsProcSIUp	Wp Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Write
PWpSlsProvLyCp	Wp Promo Sls var Ly C %	Percentage difference between Working Plan and Last Year Promotional Sales Cost	Write
PWpSlsProvLyRp	Wp Promo Sls var Ly R %	Percentage difference between Working Plan and Last Year Promotional Sales Retail	Write
PWpSlsProvLyUp	Wp Promo Sls var Ly U %	Percentage difference between Working Plan and Last Year Promotional Sales Units	Write
PWpRcptAc	Wp Receipts AUC	Receipts Average Unit Cost	Write
PWpRcptC	Wp Receipts C	Receipts Cost Value	Write
PWpRcptU	Wp Receipts U	Receipts Units	Write
PWpRcptvCpCp	Wp Receipts var Cp C %	Percentage difference between Working Plan and Current Plan Receipts Cost Value	Write
PWpRcptvCpUp	Wp Receipts var Cp U %	Percentage difference between Working Plan and Current Plan Receipts Units	Write
PWpRcptvLyCp	Wp Receipts var Ly C %	Percentage difference between Working Plan and Last Year Receipts Cost Value	Write
PWpRcptvLyUp	Wp Receipts var Ly U %	Percentage difference between Working Plan and Last Year Receipts Units	Write
PWpRcptvOpCp	Wp Receipts var Op C %	Percentage difference between Working Plan and Original Plan Receipts Cost Value	Write
PWpRcptvTgCp	Wp Receipts var Tgt C %	Percentage difference between Working Plan and Target Receipts Cost Value	Write
PWpRclsInAc	Wp Reclass In AUC	Inventory Re-Classification additions Average Unit Cost	Write
PWpRclsInC	Wp Reclass In C	Inventory Re-Classification additions Cost Value	Write
PWpRclsInU	Wp Reclass In U	Inventory Re-Classification additions Units	Write
PWpRclsOutAc	Wp Reclass Out AUC	Inventory Re-Classification subtractions Average Unit Cost	Write
PWpRclsOutC	Wp Reclass Out C	Inventory Re-Classification subtractions Cost Value	Write
PWpRclsOutU	Wp Reclass Out U	Inventory Re-Classification subtractions Units	Write
PWpSlsRegAc	Wp Regular Sales AUC	Regular Sales Average Unit Cost	Read
PWpSlsRegAr	Wp Regular Sales AUR	Regular Sales Average Unit Retail	Read

Measure Name	Measure Label	Measure Description	Access
PWpSlsRegC	Wp Regular Sales C	Regular Sales Cost Value	Write
PWpSlsRegR	Wp Regular Sales R	Regular Sales Retail Value	Write
PWpSlsRegU	Wp Regular Sales U	Regular Sales Units	Write
PWpSlsRegcSlCp	Wp Regular Sales Contribution to Sales C %	Regular Sales Cost value contribution to Sales Cost	Write
PWpSlsRegcSlRp	Wp Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Write
PWpSlsRegcSlUp	Wp Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Write
PWpSlsRegvLyCp	Wp Regular Sales var Ly C %	Percentage difference between Working Plan and Last Year Regular Sales Cost	Read
PWpSlsRegvLyRp	Wp Regular Sales var Ly R %	Percentage difference between Working Plan and Last Year Regular Sales Retail	Write
PWpSlsRegvLyUp	Wp Regular Sales var Ly U %	Percentage difference between Working Plan and Last Year Regular Sales Units	Write
PWpRejDteD	Wp Reject Date Date	Visibility to the Date and Time that the last plan submitted for approval was approved or rejected	Read
PWpRTVPFeeC	Wp Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Write
PWpRTVAc	Wp Return to Vendor AUC	Average Unit Cost of merchandise returned to vendors	Write
PWpRTVC	Wp Return to Vendor C	Cost Value of merchandise returned to vendor	Write
PWpRTVU	Wp Return to Vendor U	Number of Units of merchandise returned to vendor	Write
PWpSlsAc	Wp Sales AUC	Sales Average Unit Cost	Read
PWpSlsAr	Wp Sales AUR	Sales Average Unit Retail	Read
PWpSlsC	Wp Sales C	Sales Cost Value	Write
PWpSlsR	Wp Sales R	Sales Retail Value	Write
PWpSlsU	Wp Sales U	Sales Units	Write
PWpSlsbdrtCp	Wp Sales Build Rate C %	Ratio of Sales Cost for this period to Sales Cost for prior displayed period	Read
PWpSlsbdrtRr	Wp Sales Build Rate Rr	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
PWpSlsTxtTx	Wp Sales Comment Text	Sales Text	Write
PWpSlscPrdCp	Wp Sales Contribution to Product C %	The contribution that a Sales Cost value of a specific product hierarchy level makes to the Sales Cost value at the highest pro	Write
PWpSlscPrdRp	Wp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Write

Measure Name	Measure Label	Measure Description	Access
PWpSlscPrdUp	Wp Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Write
PWpSlscTmeCp	Wp Sales Contribution to Time C %	The contribution that a Sales Cost value of a specific time hierarchy level makes to the Sales Cost value at the highest time p	Write
PWpSlscTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Write
PWpSlscTmeUp	Wp Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Write
PWpSlsvCpCp	Wp Sales var Cp C %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
PWpSlsvCpRp	Wp Sales var Cp R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
PWpSlsvCpUp	Wp Sales var Cp U %	Percentage difference between Working Plan and Current Plan Sales Units	Write
PWpSlsvLyCp	Wp Sales var Ly C %	Percentage difference between Working Plan and Last Year Sales Cost Value	Write
PWpSlsvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write
PWpSlsvLyUp	Wp Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Units	Write
PWpSlsvOpCp	Wp Sales var Op C %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
PWpSlsvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
PWpSlsvTgCp	Wp Sales var Tgt C %	Percentage difference between Working Plan and Target Sales Cost Value	Write
PWpSlsvTgRp	Wp Sales var Tgt R %	Percentage difference between Working Plan and Target Sales Retail Value	Write
PWpSlsvTgUp	Wp Sales var Tgt U %	Percentage difference between Working Plan and Target Sales Units	Write
PWpSelThrCp	Wp Sell Thru C %	Percent of total available inventory cost value sold for a period of time	Read
PWpSelThrUp	Wp Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
PWpSellStOHC	Wp Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
PWpSellStOHU	Wp Selling Store On Hand U	Selling Store Units on hand	Read
PWpStkSlcCr	Wp Stk/Slc Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
PWpStkSlUr	Wp Stk/SlUr	Ratio of Beginning of Period Inventory Units to Sales Units	Read
PWpStkAdjC	Wp Stock Adjustment C	Stock Adjustment Cost Value	Read
PWpStkAdjU	Wp Stock Adjustment U	Stock Adjustment Units	Read
PWpSOHC	Wp Stock On Hand C	Stock On-hand Cost Value	Read
PWpSOHU	Wp Stock On Hand U	Stock On-hand Units	Read
PWpStrClDtD	Wp Store Close Date Date	The date a store is closed	Read
PWpStrOpDtD	Wp Store Open Date Date	The date a store is open for business	Read
PWpSubB	Wp Submit	Submit Plan for Approval	Write
PWpSubComTx	Wp Submit Comment Text	Comments regarding the Plan being Submitted for Approval	Write
PWpSubByTx	Wp Submitted By Text	The Planner that submitted the plan for approval	Read
PWpSubDteD	Wp Submitted Date Date	The date and time the Planner last submitted the plan for approval.	Read
PWpCurVsnTx	Wp Submitted Version Text	The plan version the Planner is working on.	Read
PWpTOCr	Wp TO Cr	The frequency with which inventory value is sold and replaced over a stated time period.	Read
PWpTOUr	Wp TO Ur	The frequency with which inventory units are sold and replaced over a stated time period.	Read
PWpTrnsInAc	Wp Transfer In AUC	Transfers into inventory Average Unit Cost	Write
PWpTrnsInC	Wp Transfer In C	Transfers into inventory Cost Value	Write
PWpTrnsInU	Wp Transfer In U	Transfers into inventory Units	Write
PWpTrnsOutAc	Wp Transfer Out AUC	Transfers out of inventory Average Unit Cost	Write
PWpTrnsOutC	Wp Transfer Out C	Transfers out of inventory Cost Value	Write
PWpTrnsOutU	Wp Transfer Out U	Transfers out of inventory Units	Write
PWpTtlRPFeeC	Wp Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
PWpWkrmC	Wp Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Write
PWpWOHCr	Wp WOH Cr	Ratio of Beginning of Period Inventory Cost Value to Sales Cost Value for a specific period of time	Read
PWpWOHUUr	Wp WOH Ur	Ratio of Beginning of Period Inventory Units to Sales Units for a specific period of time	Read

Appendix: Merchandise Financial Planning Administration

Overview

Merchandise Financial Planning administration consists of two workbooks that allow the administrator to perform the following activities:

- **Inventory Initialization workbook** – Used once to establish Beginning of Period and End of Period inventory values in the domain using loaded Stock on Hand data.
- **Seeding Administration workbook** – Seeds the working financial plans with data from a selected version.
- **Merchandise Financial Planning Administration workbook** – Sets high-level store information, such as store counts and square footage. The administrator also uses this administration workbook to map time periods to account for holiday and other calendar shifts and for 52/53 week year mapping.

Inventory Initialization Workbook

The Inventory Initialization workbook is used once to calculate a beginning inventory position in the domain using the currently known stock on hand value.

Many times when a company implements a planning solution, historical data is loaded. The data that is usually available for loading is related to sales, markdowns, and/or receipts. However, historical inventory positions are typically not available to be loaded. If the current period stock on hand value is available, it can be loaded into the Merchandise Financial Planning domain and the historical inventory positions can be calculated. The Inventory Initialization workbook allows a company to set historical inventory values (beginning of period (BOP) and end of period (EOP)) for the domain using the current Stock on Hand value.

Usage Notes

This process is only performed once for a given domain. Once the historical inventory positions are calculated, this workbook does not need to be built again.

The time periods selected for this workbook include the current period for which the stock on hand is loaded and all previous (historical) time periods for which the inventory needs to be calculated.

Inventory Initialization Process

Before you begin, be sure to load the stock on hand value for the applicable time period using the Stock On Hand interface program.

Create an Inventory Initialization Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **Planning Administration** tab.
3. Select **Inventory Initialization**, and click **OK**. The Inventory Initialization wizard appears.
4. Select the desired channels, products, and time periods on the respective pages of the wizard. Select the last time period for which stock on hand was loaded. Click **Finish**. The Inventory Initialization workbook is created.

Note: No calculations or data edits are required.

The end of season measure (EOS) in the workbook is set equal to the Stock on Hand measure (not viewable in the workbook). The difference between EOS and the EOP is placed in the Stock On hand Adjustment measure and the EOP is recalculated for the last period to match the EOS/Stock on Hand value. All historical EOP and BOP values will recalculate when the last week's EOP is reset.

Seeding Administration Workbook

The Seeding Administration workbook allows users that have administration access to define the source of data for the Wp plan measures that will be seeded and to initiate the actual seeding process. This seeding process is typically done at the beginning of a Pre-Season planning period. Data for pre-defined measures are copied from the selected plan version to those same measures for the Wp plan version.

- Data are seeded from one product to that same product from one year to the next. Merchandise Financial Planning does not currently allow users to seed data across different products.
- The user must select the products, channels, and time periods that are to be seeded at the time the Seeding Administration workbook is built. If the time period to be seeded is the year 2004, the user must select the entire FY 2004 time period when building the workbook. The time period to be seeded from (such as 2003) does not need to be included in the workbook.
- Alternatively, actual users may initiate the seeding process from inside their workbooks, but they cannot select the data source that the measures are seeded from. That can only be executed in the System Administration workbook.

Seeding Process

Creating a Seeding Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **Planning Administration** tab.
3. Select **Seeding Administration**, and click **OK**. The Seeding Administration wizard appears.
4. Select the desired channels, products, and time periods on the respective pages of the wizard. Click **Finish**. The Seeding Administration workbook is created.

Setting up the Source Data

1. Select the **Source Setup** tab to display the Source Setup worksheet.
2. For each Product, select the plan version from which the data is to be copied into the Wp. Different sources may be selected for different time periods and for different products.

The available plan versions are:

- **Do nothing** – Data will not be seeded for Wp
- **Ly** – Last year data
- **Ly Op** – Last year, original plan data
- **Ly Cp** – Last year, current plan data

Note: A selection can be made at an aggregate time/product/channel level, and the selection replicates to the lower levels.

3. Once the selections are made, click **Calculate**. This replicates the selections to lower hierarchy dimension members.
4. From the File menu, select the **Commit Now** option. This will commit the seed data source selections to the database so they are available for planners when they opt to seed their plans from their workbooks.

OR

If the desire is to have all plans pre-seeded at one time by the System Administrator, the next step is executed:

5. From the main menu, select the **Merchandise Financial Planning – Seed**. A message will display that indicates the successful completion of the seeding process.

Note: This process automatically commits the data to the database.

Reviewing the Results of Seeding

Note: The procedure applies only if Step 5 in the previous procedure has been executed.

1. Select the **Seeding Results** tab to review the Seeding Results worksheet. The measures for the first product are displayed.
2. Scroll through the list of products to view the measures for each successive product.
3. Repeat the seeding process if necessary.

Merchandise Financial Planning Administration Workbook

The Merchandise Financial Planning Administration workbook allows users that have administration access to set the values for certain measures and to set up week mappings to account for calendar and other holiday shifts and 53-week years. This process is typically done at the beginning of a Pre-Season planning period, but it can be done In-Season as well.

Note: Data cannot be changed for historical time periods (elapsed time).

Establishing Store Counts

There are three Store Count measures that can be set in the Merchandise Financial Planning Administration workbook:

- Store Count
- Non-Comp Store Count
- Comp Store Count

Store Count is used to calculate the following measures:

- Average Store Sales
- Average Store Inventory (EOP)

There is no relationship defined between Store Count and the Comp and Non-Comp Store count measures. If the administrator chooses to utilize all three measures, all three values must be entered.

Comp and Non-Comp Store Counts are used for informational purposes only. They are available to the planning users in the planning workbooks as read-only measures. They are not used in any calculations.

Note: The values for Comp and Non-Comp Store Sales are assumed to be loaded measures and are not calculated or determined in the solution.

Product is not available in this workbook. The store count value entered here applies to the entire product hierarchy. To view the store count in a financial plan workbook, the hierarchy dimension [All Product] must be displayed.

The channel hierarchy is available in this workbook. A store count value may be entered for each channel location.

The calendar hierarchy is available in this workbook. Different store counts may be entered for different time periods in the workbook. Store counts may also be entered for historical time periods. A store count viewed at an aggregate time period (month) reflects the value in the last child time period belonging to the aggregate parent.

Store Count Process

Creating a Merchandise Financial Planning Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select **Planning Administration** tab.
3. Select Merchandise Financial Planning Administration, and click **OK**. The Merchandise Financial Planning Administration wizard appears.
4. Select the desired channels and time periods on the respective pages of the wizard. Click **Finish**. The Merchandise Financial Planning Administration workbook is created.

Setting Up the Store Counts

1. Select the **Store Counts** tab to display the Store Counts worksheet.
2. Enter the applicable store counts. Store counts may not be entered at aggregate time periods. The Edit – Fill option is available to enter one store count value for all time periods.

Store Counts		Sprg, FY2003							
		1st Qtr, FY2003							
		Feb, FY2003							
		2/8/2003	2/15/2003	2/22/2003	3/1/2003				
Brick & Mortar	Wp Comp Store Count	50	50	60	50	50	50	50	60
	Wp Non-Comp Store Count	75	75	75	75	75	75	75	75
	Wp Store Count	100	100	100	100	100	100	100	100
Catalog	Wp Comp Store Count	50	50	50	50	50	50	50	50
	Wp Non-Comp Store Count	75	75	75	75	75	75	75	75
	Wp Store Count	100	100	100	100	100	100	100	100
E-Commerce	Wp Comp Store Count	50	50	50	50	50	50	50	50
	Wp Non-Comp Store Count	75	75	75	75	75	75	75	75
	Wp Store Count	100	100	100	100	100	100	100	100

Store Counts Worksheet

Note: In the above example, store counts are protected at aggregate levels. You must manually enter a value for each week or use Edit – Fill to enter multiple weekly values at one time. Additionally the value for Brick and Mortar, Comp Store Count for February reflects the last value in the month, which is 60.

Mapping Time Periods

The History Map worksheet sets the value of a measure called History Map (PWPLAGMAP). This measure is used to calculate the Adjusted Last Year Sales Measure (Adj Ly Sales R) that is viewable in the planning workbooks. The Adj Ly Sales R measure uses the History Map measure to pull last year sales from a time period other than 52 weeks in the past (the default for all LY measures).

History Mapping is an “all or none” concept; the procedure applies to all products. The Merchandise Financial Planning solution contains only one mapped measure called Adj Ly Sales R. However, you can create multiple mapped measures (for example Adj Ly Markdowns R) from the same LAGMAP measure. If two adjusted measures are created from the same LAGMAP measure, they will reflect the same week to week mapping created in this mapping workbook. If different week to week mappings are required for different measures, a separate LAGMAP measure must be created in the configuration and added to the mapping workbook template.

For more information on adding new measures, refer to the RPAS 11.0 Configuration Guide.

There are two situations that may occur during the year or planning cycle that may require a history map to be created:

- Holiday or key planning time periods shift (typically Easter or Hanukkah)
- There are 53 weeks in the planning period or in the current or last year.

Holiday Period Shifts

It is common for certain key holiday periods to shift by weeks or even a month from year to year. If a planner views the measure Ly Sales R in a current year, that value represents the Sales R value from 52 weeks prior. So a planner trying to plan sales for Easter this year, may not have an accurate LY Sales R value that reflects Easter from last year. Therefore, the LAGMAP measure is used to specify which week should be used, and it places the corresponding value in Adj LY Sales R.

53-Week Years

A 53-week year occurs when a company utilizes a 4-5-4 or 4-4-5 financial calendar. 53-week years occur approximately once every six years. When the planning cycle moves from a 53-week to a 52-week year, the History Mapping worksheet can be used to account for the extra week.

Note: The current History Mapping worksheet cannot be used to map weeks when moving from a 52-week to a 53-week year. See Appendix B for more information on how to handle this scenario.

Mapping Time Periods Process

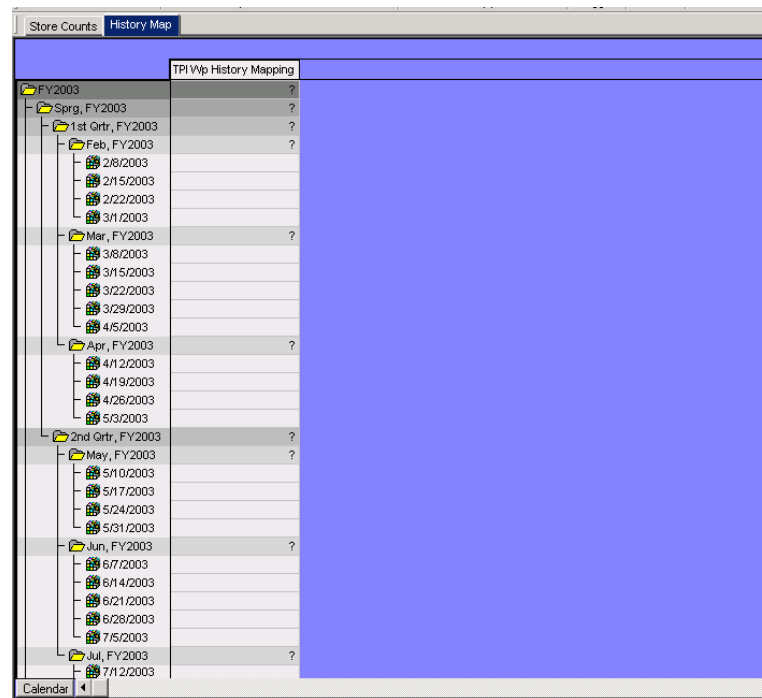
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1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **Planning Administration** tab.
3. Select **Merchandise Financial Planning Administration**, and click **OK**. The Merchandise Financial Planning Administration wizard appears.
4. Select the desired channels and time periods on the respective pages of the wizard. Both the year to be mapped and the year being mapped from need to be selected. Click **Finish**. The Merchandise Financial Planning Administration workbook is created.

Note: Although a channel page is displayed in the wizard, it is not used in the history mapping process. It is used only for setting the store counts.

Setting Up the History Map

1. Select the **History Map** tab to display the History Map worksheet.
2. Select the Year time period and Outline mode to produce the following layout:



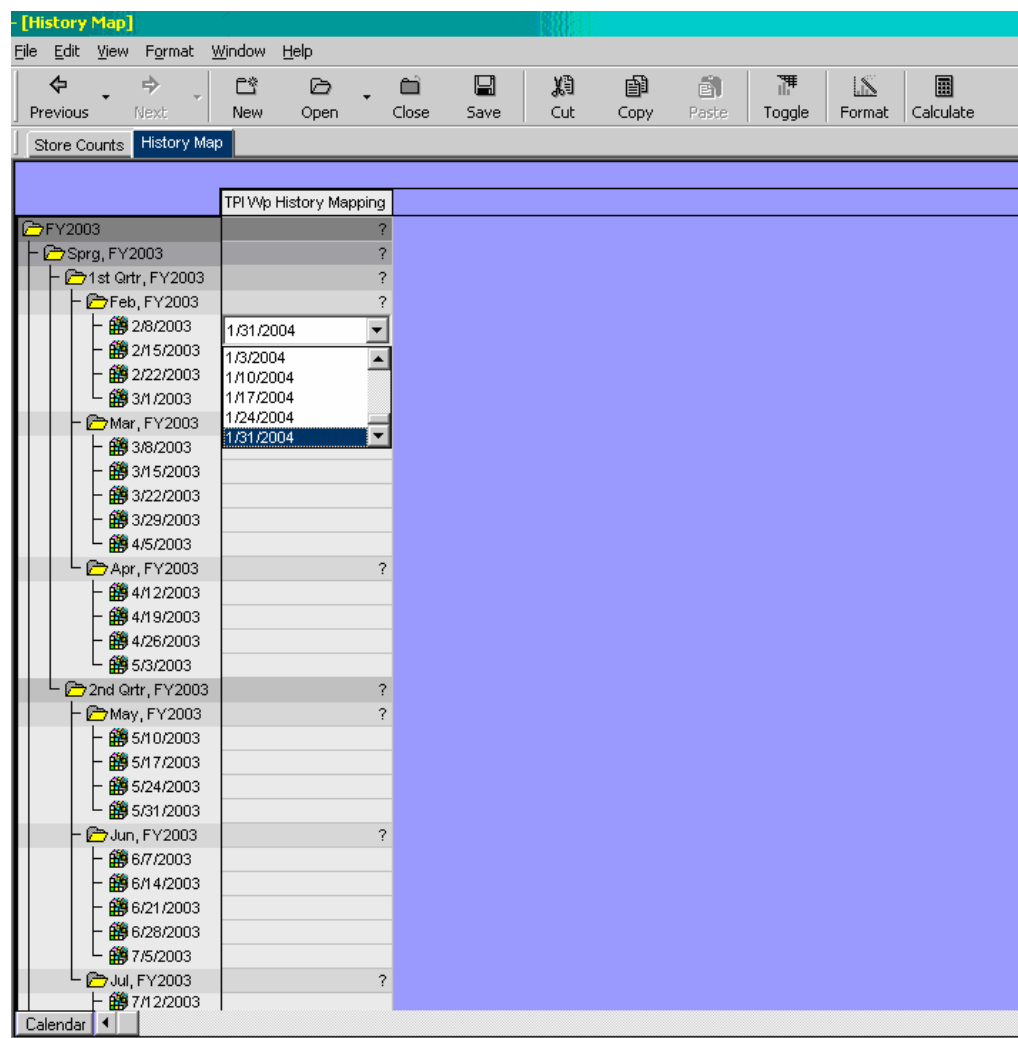
History Map Worksheet

The weeks that are displayed as rows on the worksheet represent the weeks to be used as the source of the data (essentially the “Last Year” being pulled from). The measure TPI History Mapping is a pick list that represents the destination week, (essentially the “map to” week).

Note: The pick list is populated from the weeks that were selected on the calendar page of the wizard when the workbook was built.

3. Select the week to be mapped to for each week in the outline. As specific weeks are selected, a pick list appears that displays all of the weeks in the time periods that were previously selected during the initial workbook build selection process.

In the screenshot below, week 2/8/2003 is being mapped to week 1/31/2004. Once this mapping is committed to the database, the value in Adj Ly Sales R for week ending 1/31/2004 will be equal to the Sales R value in week 2/8/2003.



History Map Worksheet

4. After mapping the time periods, commit the data to the database.
5. Build a new Financial Plan workbook and view the Adj LY Sales R measure to see the effects of the mapping.

User Administration and Security

For information on user administration and security, refer to the RPAS Administration Guide.

Appendix: 52-Week to 53-Week Year History Mapping

The Merchandise Financial Planning History Map worksheet (located in the Merchandise Financial Planning Administration workbook) allows users to map history from year to year, as well as to map weeks when moving from a 53- to 52-week year. However, the functionality does not allow users to create a mapping when moving from a 52-week to a 53-week year. This particular year to year mapping must be set up by the system administrator who manipulates the data directly in the database.

In Merchandise Financial Planning GA, the fiscal calendar runs from February to January, so weeks 52 and 53 would typically be part of January. In this example, FY2003 has 52 weeks and FY2004 has 53 weeks. To account for the extra week in the 53 week year, the administrator must decide from which week the data should be pulled in order to populate the 53rd week. In this example, the administrator replicates the week52 data for week53. The mappings for the rest of the weeks map 1 to 1 (week1 to week1 through week51). Week52 of FY2003 is mapped to week52 of FY2004 and to week53 of FY2004.

Note: The administrator uses the History Map worksheet (Merchandise Financial Planning Administration workbook) to map all weeks up to and including week51 for FY2003.

To complete the 52- to 53-week mapping, an Administrator must load the PWpLagMap measure via the load measure RPAS utility. The content of a load file, based on the above scenario, is given below:

w52_2003w52_2004 w53_2003 (note the space before w53)

where w52_2003 is the source, and w52_2004 and w53_2004 are the destination weeks.

Refer to the RPAS Administration User Guide for information regarding loading measures.