

Oracle® Retail ChannelPlan
User Guide
Release 12.1

May 2007

Copyright © 2007, Oracle. All rights reserved.

Primary Author: Gary O'Hara

The Programs (which include both the software and documentation) contain proprietary information; they are provided under a license agreement containing restrictions on use and disclosure and are also protected by copyright, patent, and other intellectual and industrial property laws. Reverse engineering, disassembly, or decompilation of the Programs, except to the extent required to obtain interoperability with other independently created software or as specified by law, is prohibited.

The information contained in this document is subject to change without notice. If you find any problems in the documentation, please report them to us in writing. This document is not warranted to be error-free. Except as may be expressly permitted in your license agreement for these Programs, no part of these Programs may be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose.

If the Programs are delivered to the United States Government or anyone licensing or using the Programs on behalf of the United States Government, the following notice is applicable:

U.S. GOVERNMENT RIGHTS Programs, software, databases, and related documentation and technical data delivered to U.S. Government customers are "commercial computer software" or "commercial technical data" pursuant to the applicable Federal Acquisition Regulation and agency-specific supplemental regulations. As such, use, duplication, disclosure, modification, and adaptation of the Programs, including documentation and technical data, shall be subject to the licensing restrictions set forth in the applicable Oracle license agreement, and, to the extent applicable, the additional rights set forth in FAR 52.227-19, Commercial Computer Software – Restricted Rights (June 1987). Oracle Corporation, 500 Oracle Parkway, Redwood City, CA 94065

The Programs are not intended for use in any nuclear, aviation, mass transit, medical, or other inherently dangerous applications. It shall be the licensee's responsibility to take all appropriate fail-safe, backup, redundancy and other measures to ensure the safe use of such applications if the Programs are used for such purposes, and we disclaim liability for any damages caused by such use of the Programs.

Oracle, JD Edwards, PeopleSoft, and Siebel are registered trademarks of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.

The Programs may provide links to Web sites and access to content, products, and services from third parties. Oracle is not responsible for the availability of, or any content provided on, third-party Web sites. You bear all risks associated with the use of such content. If you choose to purchase any products or services from a third party, the relationship is directly between you and the third party. Oracle is not responsible for: (a) the quality of third-party products or services; or (b) fulfilling any of the terms of the agreement with the third party, including delivery of products or services and warranty obligations related to purchased products or services. Oracle is not responsible for any loss or damage of any sort that you may incur from dealing with any third party.

Contents

Preface	v
Audience	v
Related Documents	v
Customer Support	v
Conventions	v
1 Introduction	1
About Oracle Retail Predictive Planning	1
Oracle Retail Predictive Planning Business Process.....	2
ChannelPlan Components and Key Processes	2
Workbooks.....	3
Worksheets	3
Planning Roles	10
Plan Versions	10
Plan Self-Approval	11
Alternate Hierarchies	12
Printing and Reporting.....	13
Exception Management – Alerts and Exceptions	13
ChannelPlan Administration.....	14
2 Location Planning.....	15
ChannelPlan Pre-Season Workbook	16
Assumptions	16
Store Sales Worksheet	16
Comp – Non-Comp Sales Worksheet	17
Density Worksheet.....	19
Reconcile Worksheet	20
Self-Approval Worksheet	21
ChannelPlan In-Season Workbook	22
Store Sales Worksheet	23
Comp – Non-Comp Sales Worksheet	24
Density Worksheet.....	25
Reconcile Worksheet	26
Self-Approval Worksheet	27
3 Measure Calculations.....	29
Commonly Used Calculations	29
Specific Measure Calculations.....	29
4 ChannelPlan Measures List.....	31
A Appendix: ChannelPlan Administration	37
Overview.....	37
Store Status	37
Store Counts	37
Square Footage	37
Open and Close Dates.....	38
Seed Data	38
User Administration and Security.....	38
B Appendix: 52-Week to 53-Week Year History Mapping	39

Preface

The Oracle Retail ChannelPlan 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 Document Template. 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 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

Oracle Retail ChannelPlan is part of the Oracle Retail Predictive Planning Suite. It provides financial location planning functions. The functions support industry planning standards for pre-season and in-season processes. ChannelPlan consists of the following functions and processes:

- Setting Store Open and Close Dates
- Computing store status (Comp/Non-Comp/Closed)
- Creating a strategic location plan
- Plan approval
- Plan maintenance
- Re-planning
- Plan monitoring

ChannelPlan 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 ChannelPlan application. The primary components of the application will be introduced and explained.

About Oracle Retail Predictive Planning

Oracle Retail Predictive Planning products are flexible applications that provide functionality for developing, reconciling, and approving plans. Supported by an industry standard process, the Oracle Retail Predictive Planning products 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 products 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.

Oracle Retail Predictive Planning Business Process

Oracle Retail Predictive Planning supports the planning lifecycle processes from including high-level strategic planning to detailed financial planning to Micro-Merchandising. 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.



Process Supported by Oracle Retail Predictive Planning Products

ChannelPlan Components and Key Processes

This section introduces ChannelPlan 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.
- **Plan versions** – ChannelPlan is delivered with the capability to have more than one version of the plan. This allows you to be able to track actuals against the original plan, and then re-plan the current season and save to a new plan.

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

Workbooks

A ChannelPlan 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 might be used for a Product Plan. ChannelPlan uses the total Company level for Product.
- **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; refer to the 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.

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

Worksheets

Planning worksheets are multi-dimensional spreadsheets that provide you 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 you 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 ChannelPlan worksheets, refer to Chapter 2. For more information on manipulating data in the worksheets, refer to the RPAS Online Help or the RPAS 12.1 User Guide.

Editing Worksheet Data

You 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 detailed levels within the department. 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.

You will use the worksheets to edit and enter data. The application'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 ChannelPlan 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 you enter 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 Guide.

Aggregation Methods

The ChannelPlan aggregation methods are described in the following table.

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."
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

The ChannelPlan spread methods are described in the following table.

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, select **Revert** from the Edit menu 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), 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), 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), 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), 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** – You 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** – You may build a new workbook manually. As an alternative for building a workbook manually, a ChannelPlan administrator can run a batch process (delivered with ChannelPlan) to automatically build a new workbook.

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

Planning Roles

Planning roles serve the following 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.

The base intersection is a ChannelPlan term that defines the lowest level of time and product to which that role will have access to for their plan. The planning role defines the range of planning responsibilities and affects the measures shown in planning worksheets and the access permissions to those measures.

While the planning roles can be customized during implementation, a standard planning role is supplied with ChannelPlan:

Channel Planner (Ch)

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

Role	Base Intersection	Range of Planning	Lowest-Level Time Period
Channel Planner (Ch)	Store/Week	Channel- Store	Week

Plan Versions

The financial planning processes supported by ChannelPlan 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 available to ChannelPlan users are as follows:

Plan Version	Channel Planner
Working Plan (Wp)	X
Last Year (Ly)	X
Forecast (Fcst)	X
Original Plan (Op)	X
Current Plan (Cp)	X

The following sections describe each plan version.

Working Plan (Wp)

The plan version that is editable for a particular pre-season or in-season period. This plan version is used to develop and revise plans.

This plan version is used to develop and revise plan data.

For In-Season workbooks, the Wp version contains actual data values for the elapsed time periods for the season.

Last Year (Ly)

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

Forecast (Fcst)

A plan version that provides a reference to the sales forecast. It is automatically generated and updated from Oracle Retail Demand Forecasting (RDF).

Original Plan (Op)

A pre-season plan that has been self-approved and promoted from Working Plan (Wp) to Original Plan (Op) version.

Current Plan (Cp)

An in-season plan that has been self-approved and promoted from Working Plan (Wp) to Current Plan (Cp) version.

The Cp version contains actual data values for the elapsed time periods in-season.

Plan Self-Approval

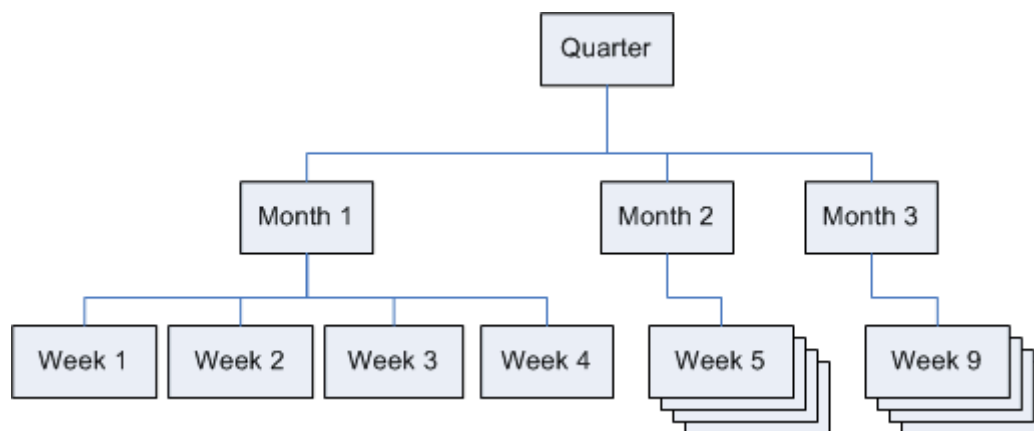
In ChannelPlan, the planner uses the Approval worksheet to self-approve their plan to and create the Original Plan (Pre-Season) or the Current Plan (In-Season).

The self-approve functionality is available through a custom menu, ChannelPlan. Under this menu, the “Self-Approve” option moves the data from Wp to either Op or Cp depending on whether the user is using the Pre-Season or In-Season Template. This process also automatically commits the data to the database.

For more about plan approval, see “Self Approval Worksheet” in Chapter 2.

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:



A 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 two weeks of February and two 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, you 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, refer to the RPAS Online Help or the RPAS 12.1 User Guide.

Printing and Reporting

ChannelPlan 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. ChannelPlan data is designed to be interfaced to 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 ChannelPlan 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 Open to Buy 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 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, refer to the RPAS Online Help or the RPAS 12.1 User Guide.

Exceptions

You also have the ability to set a user-defined exception on any measure within their plan workbook. A user-defined exception consists 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, refer to the RPAS Online Help or the RPAS 12.1 User Guide.

ChannelPlan Administration

The ChannelPlan Administration workbook contains a single worksheet to allow the administrator to set a store's status that will be used in the calculation of certain planning measures. This worksheet will also allow the administrator to enter the store's open and close dates and the store's total square footage. Access to the Administration workbook is restricted to system administrators. Planning users can view the values of these measures in the planning workbooks, but cannot change their values.

Worksheet Measures

The ChannelPlan Administration worksheet includes the following measures:

Measure	Measure Description	Access
Ly Comp Store Count	Last year's number of Comp Stores	Read
Ly Non-Comp Store Count	Last year's number of Non-Comp Stores	Read
Ly Square Footage	Last year's Square Footage applicable to a channel hierarchy member	Read
Ly Store Status	Indicates last year's Comp or Non-Comp Status of a Store	Read
Wp Comp Store Count	Number of Comp Stores	Read
Wp Non-Comp Store Count	Number of Non-Comp Stores	Read
Wp Square Footage	Square Footage applicable to a channel hierarchy member	Write
Wp Store Close Date	The date a store is closed	Write
Wp Store Open Date	The date a store is open for business	Write
Wp Store Status	Indicates the Comp or Non-Comp Status of a Store	Write

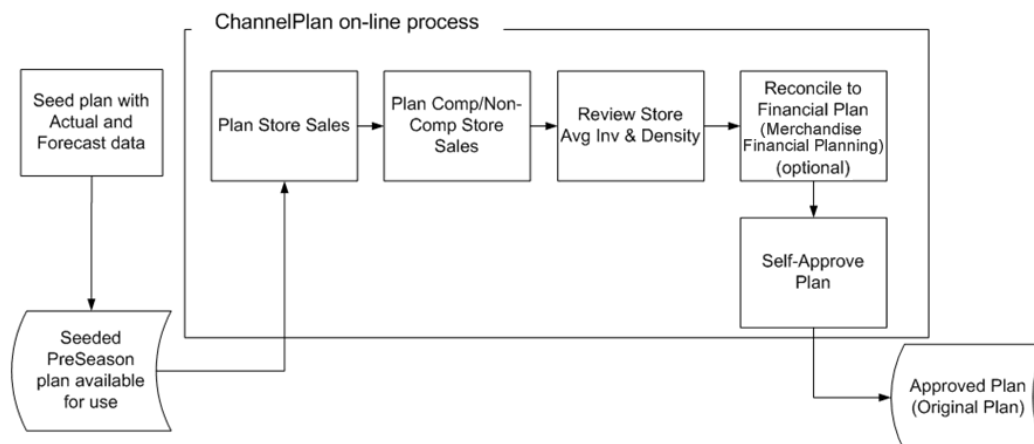
Location Planning

Channel planning is a process for planning retail sales and average inventory by individual stores or channels. Sales values can be planned by using comparable and non-comparable store data in addition to planning percent variances to historical data (Ly), product plan data and the projected demand forecast (Fcst). Average inventory is derived through the input of a turnover measure with displays data for sales per square feet. You can reconcile the aggregated level of total chain to the aggregated level of product total company.

Channel/Location planners use the Pre-Season and In-Season Plan workbooks to develop their location plans. Once the plans are complete, the planner self-approves the plan to create the Original Plan (Op) or to update the Current Plan (Cp) if In-Season. The original/current plan values provide a foundation for comparing actual data or as a reference for next year's plans.

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

Location Planning
Workflow Process (Pre-Season)



The Executive Role in the Strategic Planning Process

ChannelPlan Pre-Season Workbook

The ChannelPlan Pre-Season workbook contains the following worksheets:

- Store Sales
- Comp – Non Comp Sales
- Density
- Reconcile
- Self-Approval

Assumptions

When working in ChannelPlan, the following assumptions are made:

- The Working Plan version is 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-elapsed time only.

Store Sales Worksheet

The Store Sales worksheet is used to plan sales for each location. Sales analysis measures such as variance to LY and variance to forecasted demand are available to facilitate sales location planning.

Measures

The Store Sales worksheet contains the following measures. For descriptions of these measures, see ChannelPlan Measures List.

Measure	Access	Results
FrcPr Demand R	Read	
Wp Sales var Demand Pre-Season R %	Write	Sales R changes based on the % var entered
Wp Sales R	Write	Sales Contribution to Time R %, Sales Contribution to Location R %, Sales var Demand Pre-Season R %, Sales var LY R% recalculate based on the new Sales R value
Ly Sales R	Read	
Wp Sales var Ly R %	Read	Sales R changes based on the % var entered
Wp Sales Contribution to Time R %	Read	Recalculates with a change to Sales R
Ly Sales Contribution to Time R %	Read	
Wp Sales Contribution to Location R %	Read	Recalculates with a change to Sales R

Measure	Access	Results
Ly Sales Contribution to Location R %	Read	

Comp – Non-Comp Sales Worksheet

The Comp-Non-Comp Sales worksheet is used to plan and analyze sales for each location. The comp and non-comp sales measures are calculated on this worksheet based on the value of the individual store's status. Sales analysis measures such as variance to LY and variance to forecasted demand are available to facilitate sales location planning.

Usage Notes

- A store's comp or non-comp status is set via the ChannelPlan administration workbook. The store's status is set manually by the administrator and does not have any relationship to the store's open or close date.
- You may plan Wp Sales R for any location. The measures Wp Comp Store Sales and Wp Non-Comp store sales are calculated based on the value of the store's status flag and the value of the Sales R measure for that store. You do not plan Comp and Non-Comp Sales directly.
- Closed Store Sales – A store is assigned a status of either closed, comp, or non-comp. The measures comp sales and non-comp sales are calculated based on the store's status and taking the value in Sales R. If you edit Sales R at an aggregate location, and the Sales R value is spread proportionally to the locations in that aggregate, and comp and non-comp sales are recalculated. If you enter a value in Sales R at an aggregate location, and the Sales R for all "child" locations are 0, the value will spread evenly to all stores even though some of those stores may have the status of "Closed." With a portion of the sales being spread to "Closed" stores, the values of Comp and Non Comp Sales will not equal Sales R at the aggregate levels. You may edit the Closed Store Sales measure to remove any sales associated with a closed store.

Worksheet Measures

Measure	Access	Result
Ly Avg Store Sales R	Read	
Ly Comp Store Count	Read	
Ly Comp Store Sales R	Read	
Ly Non-Comp Store Count	Read	
Ly Non-Comp Store Sales R	Read	
Ly Sales Contribution to Location R %	Read	
Ly Sales R	Read	
Ly Store Count	Read	
Wp Avg Store Sales R	Read	Recalculates with a change to Wp Sales R or Store Count

Measure	Access	Result
Wp Comp Store Count	Read	Changed via ChannelPlan Administration workbook
Wp Comp Store Sales Base R	Read	Is recalculated if a store's status changes from Comp to Closed or Non-Comp
Wp Comp Store Sales R	Read	Recalculates with a change to Wp Sales R (if there are stores with comp status)
Wp Comp Store Sales var Ly R %	Read	Recalculates with a change to Comp Store Sales R
Wp Non-Comp Store Count	Read	Changed via ChannelPlan Administration workbook
Wp Non-Comp Store Sales R	Read	Recalculates with a change to Wp Sales R (if there are stores with non-comp status)
Wp Sales Contribution to Location R %	Read	Recalculates with a change to Sales R
Wp Sales R	Write	<p>Wp Comp Store Sales R if there are stores with comp status</p> <p>Wp Non-Comp Store Sales R if there are stores with non-comp status</p> <p>Wp Closed Store Sales if there are closed stores AND both comp and non-comp sales were 0 prior to edit to Sales R</p> <p>Wp Sales Contribution to Location R %, Wp Sales Contribution to Time</p>
Wp Store Count	Read	Changed via ChannelPlan Administration workbook
Wp Store Close Date	Read	Changed via ChannelPlan Administration workbook
Wp Store Open Date	Read	Changed via ChannelPlan Administration workbook
Wp Store Status	Read	Changed via ChannelPlan Administration workbook

Density Worksheet

The Density worksheet is used to plan and analyze sales that incorporate square footage information for each location. Square footage measures and sales per square footage are provided to assist in planning sales by location.

Usage Notes

- Square footage is available for each location (by week) for All Product. It is entered via the ChannelPlan Administration workbook.
- Square footage is aggregated using the PET (period end total) aggregation method.
- Average square footage is calculated at the aggregate location level based on the number of location dimensions belonging to the aggregate.

Worksheet Measures

Measure	Access	Result
Ly Avg Inv R	Read	
Ly Avg Square Footage	Read	
Ly Avg Store Sales R	Read	
Ly Sales per Square Foot R	Read	
Ly Sales R	Read	
Ly Square Footage	Read	
Ly Store Count	Read	
Ly TO R	Read	
Wp Avg Inv R	Read	Recalculates with a change to Sales R or TO
Wp Avg Square Footage	Read	Recalculates with a change to Square Footage which is set in the ChannelPlan Administration workbook
Wp Avg Store Sales R	Read	Recalculates with a change to Store Count or Sales R
Wp Avg Inv var Ly R %	Read	Recalculates with a change to Avg Inv R
Wp Sales per Square Foot R	Read	Recalculates with a change to Sales R or Square Footage
Wp Sales R	Write	Recalculates Sales per Square Foot R, Avg Store Sales R, Avg Inv R, TO R
Wp Store Count	Read	Set via the ChannelPlan Administration workbook
Wp TO R	Write	Changes Avg Inv R When entered at aggregate time periods, use the 'over-ride spread method' "e" for even along with the value entered (for example, - "2.0e" to spread a TurnOver value to each time period)
Wp Square Footage U	Read	Set via the ChannelPlan Administration workbook

Reconcile Worksheet

You may use this worksheet to compare working plan values to targets passed from Merchandise Financial Planning (financial planning) if applicable. If Merchandise Financial Planning is not being used, use this tab to compare the working plan to last year, or to current approved plan (the Op).

Worksheet Measures

Measure	Access	Result
Ly Avg Inv R	Read	
Ly Comp Store Sales R	Read	
Ly Non-Comp Store Sales R	Read	
Ly Sales R	Read	
Ly TO R	Read	
Wp Avg Inv R	Read	Recalculates with a change to Sales R
Wp Avg Inv var Tgt R %	Read	Recalculates with a change to Avg Inv R
Wp Comp Store Sales R	Read	Recalculates with a change to Wp Sales R (if there are stores with comp status)
Wp Non-Comp Store Sales R	Read	Recalculates with a change to Wp Sales R (if there are stores with comp status)
Wp Sales per Square Foot R	Read	Recalculates with a change to Wp Sales R or Square Footage
Wp Sales R	Write	Wp Comp Store Sales R if there are stores with comp status Wp Non-Comp Store Sales R if there are stores with non-comp status Wp Closed Store Sales if there are closed stores AND both comp and non-comp sales were 0 prior to edit to Sales R Wp Sales Contribution to Location R %, Wp Sales Contribution to Time
Wp Sales var Tgt R %	Read	Recalculates with a change to Sales R or Mg Tgt Sales R (Merchandise Financial Planning Sales)
Wp Store Count	Read	Changed via ChannelPlan Administration workbook
Wp Square Footage	Read	Changed via ChannelPlan Administration workbook
Wp TO R	Write	Recalculates Avg Inv R
Wp Square Footage U	Read	Changed via ChannelPlan Administration workbook
TMg Tgt Avg Inv R	Read	Updated when Merchandise Financial Planning Manager role passes targets to the Merchandise Financial Planning Planner role

Measure	Access	Result
TMg Tgt Sales	Read	Updated when Merchandise Financial Planning Manager role passes targets to the Merchandise Financial Planning Planner role
TMg Tgt TO R	Read	Updated when Merchandise Financial Planning Manager role passes targets to the Merchandise Financial Planning Planner role

Self-Approval Worksheet

This worksheet contains the measures the Channel Planner uses to self-approve their working plan to the approved plan, "Original Plan."

Worksheet Measures

The Self-Approval worksheet measures are described in the table below.

Measure	Access	Result
Self Approve Comment	Write	Value is stored until changed with the next self-approval process
Wp Self Approve	Write	Plan values move to Op and Cp (Pre-Season) or Cp (In-Season) for the locations and time periods where the self-approve field is checked
Wp Self Approve Date	Read	Automatically populated with system date and time when the plan self-approves successfully

Self-Approving the Plan

1. Mark the "Self Approve" checkbox for the time periods, products, and locations 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 ChannelPlan menu (located to the left of the Window menu); select the "Self Approve" option in the Merchandise Financial Planning menu.

A message box is displayed that indicates 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.

ChannelPlan In-Season Workbook

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

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.

Two plan versions are updated with data as during the In-Season Planning process, the Working Plan, and the Current Plan version. Working Plan (Wp) is 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, you may adjust the Working plan measures for future time periods. When the new plan is self-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.

The Channel Planner In-Season workbook is used to set up, adjust, reconcile, and approve an in-season financial plan.

The In-Season workbook contains the following worksheets:

- Store Sales
- Comp/Non-Comp Sales
- Density
- Reconcile
- Self-Approval

Assumptions

- The In-Season plan is automatically seeded with Current Plan data.
- 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 self-approved.
- 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-elapsed time only.

Store Sales Worksheet

Use the Store Sales worksheet to plan sales by store. This worksheet provides you with a snapshot of the current state of many of the key store metrics.

Worksheet Measures

The Review Trend worksheet contains the following measures. See the measure list for Store Sales Pre-Season worksheet or the ChannelPlan Measure List for a description of the measure and its calculation.

Measure	Access
Cp Sales Contribution to Location R %	Read
Cp Sales Contribution to Time R %	Read
Cp Sales R	Read
FrcPr Demand R	Read
Ly Sales Contribution to Location R %	Read
Ly Sales Contribution to Time R %	Read
Ly Sales R	Read
Wp Sales Contribution to Location R %	Read
Wp Sales Contribution to Time R %	Read
Wp Sales R	Read
Wp Sales var Demand Pre-Season R %	Write
Wp Sales var Ly R %	Read

Comp – Non-Comp Sales Worksheet

You may use the Comp-Non-Comp Sales worksheet to plan sales by store, and view the breakdown between Comp and Non-Comp Sales. A store's comp or non-comp status is set via the ChannelPlan administration workbook. Store status cannot be changed on this worksheet. A store's status may be changed during the planning cycle and the comp or non-comp sales value will recalculate. You must perform a refresh to reload any changes to a store's status once the workbook is built.

Worksheet Measures

The Comp-Non-Comp Sales worksheet contains the following measures. See the measure list for Comp-Non-Comp Sales Pre-Season worksheet or the ChannelPlan Measure List for a description of the measure and its calculation.

Measure	Access
Cp Avg Store Sales R	Read
Cp Comp Store Sales Base R	Read
Cp Comp Store Sales R	Read
Cp Non-Comp Store Sales R	Read
Cp Sales R	Read
Ly Avg Store Sales R	Read
Ly Comp Store Count	Read
Ly Comp Store Sales R	Read
Ly Non-Comp Store Count	Read
Ly Non-Comp Store Sales R	Read
Ly Sales Contribution to Location R %	Read
Ly Sales R	Read
Ly Store Count	Read
Wp Avg Store Sales R	Read
Wp Comp Store Count	Read
Wp Comp Store Sales Base R	Read
Wp Comp Store Sales R	Write
Wp Comp Store Sales var Ly R %	Write
Wp Non-Comp Store Count	Read
Wp Non-Comp Store Sales R	Write
Wp Sales Contribution to Location R %	Write
Wp Sales R	Write
Wp Store Count	Read
Wp Store Close Date	Read
Wp Store Open Date	Read
Wp Store Status	

Density Worksheet

The Density worksheet is used to review and analyze sales that incorporate square footage information for each location. Square footage measures and sales per square footage are provided to assist in planning sales by location.

Worksheet Measures

The Density worksheet contains the following measures. See the measure list for Density Pre-Season worksheet or the ChannelPlan Measure List for a description of the measure and its calculation.

Measure	Access
Cp Avg Inv R	Read
Cp Avg Store Sales R	Read
Cp Sales per Square Foot R	Read
Cp Sales R	Read
Cp Square Footage	Read
Cp Store Count	Read
Cp TO R	Read
Ly Avg Inv R	Read
Ly Avg Square Footage	Read
Ly Avg Store Sales R	Read
Ly Sales per Square Foot R	Read
Ly Sales R	Read
Ly Square Footage	Read
Ly Store Count	Read
Ly TO R	Read
Wp Avg Inv R	Read
Wp Avg Square Footage	Read
Wp Avg Store Sales R	Read
Wp Avg Inv var Ly R %	Read
Wp Sales per Square Foot R	Read
Wp Sales R	Write
Wp Store Count	Read
Wp TO R	Write
Wp Square Footage U	Read

Reconcile Worksheet

You may use this worksheet to compare working and original plan values to targets passed from Merchandise Financial Planning if applicable. If Merchandise Financial Planning is not being used, use this tab to compare the working plan to last year, or to current approved plan (the Op).

Worksheet Measures

The Reconcile worksheet contains the following measures. See the measure list for Reconcile Pre-Season worksheet or the ChannelPlan Measure List for a description of the measure and its calculation.

Measure	Access
Ly Avg Inv R	Read
Ly Comp Store Sales R	Read
Ly Non-Comp Store Sales R	Read
Ly Sales R	Read
Ly TO R	Read
Op Avg Inv R	Read
Op Avg Square Footage	Read
Op Avg Store Sales R	Read
Op Comp Store Sales R	Write
Op Non-Comp Store Sales R	Write
Op Sales per Square Foot R	Read
Op Sales R	Write
Op Square Footage	Read
Op Store Count	Read
Op TO R	Write
Wp Avg Inv R	Read
Wp Avg Inv var Tgt R %	Read
Wp Comp Store Sales R	Write
Wp Non-Comp Store Sales R	Write
Wp Sales per Square Foot R	Read
Wp Sales R	Write
Wp Sales var Tgt R %	Write
Wp Store Count	Read
Wp Square Footage	Read
Wp TO R	Write
Wp Square Footage U	Read
TMg Op Tgt Avg Inv R	Read

Measure	Access
TMg Op Tgt Sales	Read
TMg Op Tgt TO R	Read

Self-Approval Worksheet

This worksheet contains the measures the Channel Planner uses to self-approve their working plan to the approved plan, "Current Plan."

Worksheet Measures

Measure	Access
Self Approve Comment	Write
Wp Self Approve	Write
Wp Self Approve Date	Read

Self-Approving the Plan

1. Mark the "Self Approve" checkbox for the time periods, products, and locations 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 non-elapsed time is available for self-approving. Months that are partially elapsed (if marked for self-approval at the month level) will approve for the non-elapsed weeks in that month.

2. Navigate to the ChannelPlan menu (located to the left of the Window menu); select the "Self Approve" option in the Merchandise Financial Planning menu.
A message box is displayed indicating the rule groups have executed successfully. If the message box indicates "success," the approval process completed successfully.
Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.

Measure Calculations

This chapter provides a summary of specific measure calculations and a summary of common, repeated calculations that are contained within the ChannelPlan solution. Some measures in ChannelPlan 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

The following table provides information about some commonly used measures and the calculations used to obtain their values.

Measure Type	Primary Calculation Method	Example
Wp variance measures	Calculated by subtracting the designated variance version measure from the Wp measure and dividing by the Wp measure	Wp Sales var Ly R % = $(\text{Wp Sales R} - \text{Ly Sales R}) / \text{Wp Sales R}$
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	Sales contribution to Time R % (at a week level) = Sales R (at that week) / Sales R (at the year) * 100

Specific Measure Calculations

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

Measure	Calculation
Avg Inv	Sales / TO
Avg Square Footage	Square Footage / number of stores in the aggregate location = Square Footage at base location
Avg Store Sales	Sales / Store Count
Sales per Square Foot	Sales / Square Footage
TO	Sales / Avg Inv
Comp Store Sales	= 0 at base location if store status <> "Comp", otherwise it is = Sales R at base location Value is summed to aggregate levels of time and location

Measure	Calculation
Non-Comp Store Sales	= 0 at base location if store status <> "NonComp", otherwise it is = Sales R at base location Value is summed to aggregate levels of time and location
Comp Store Sales Base	If Store Status = "Comp" for the specific time period, then Comp Store Sales Base = Ly Sales R of that same time period

ChannelPlan Measures List

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

Measure Name	Measure Label	Measure Description	Access
CCpAvgInvR	Cp Avg Inv R	Average Inventory Retail	Read
CCpAvgSSlsR	Cp Avg Store Sales R	Retail Sales value averaged by the number of stores	Read
CCpAvgSqFtU	Cp Avg Square Footage	Average Square Feet per channel hierarchy member	Read
CCpSlscLocRp	Cp Sales Contribution to Location R %	The contribution that a Sales Retail value of a specific location hierarchy level makes to the Sales Retail value at the highest location level	Read
CCpSlscmpBsR	Cp Comp Store Sales Base R	The Approved Plan value representing last year Sales value of a store (or aggregation of stores) whose status was Comp at the time the plan was approved.	Read
CCpSlscmpR	Cp Comp Store Sales R	Comp Store Sales Retail Value	Read
CCpSlscTmeRp	Cp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest product level	Read
CCpSlscNcmpR	Cp Non-Comp Store Sales R	Non-Comp Store Sales Retail Value	Read
CCpSlscR	Cp Sales R	Sales Retail Value	Read
CCpSlscSqFtR	Cp Sales per Square Foot R	Retail Sales per Square Foot	Read
CCpSqFeetU	Cp Square Footage	Square Footage applicable to a channel hierarchy member	Read
CCpStrCtCmpCt	Cp Comp Store Count	Number of Comp Stores	Read
CCpStrCtCt	Cp Store Count	Number of Stores	Read
CCpStrCtNcmpCt	Cp Non-Comp Store Count	Number of Non-Comp Stores	Read
CCpStrStatusTx	Cp Store Status	A store's status: comp, non-comp, or closed	Read
CCpTORr	Cp TO R	The frequency with which inventory value is sold and replaced over a stated time period	Read
CFpDemandR	FrcPr Demand R	Retail Sales Forecasted Demand PreSeason	Read
CFiDemandR	FrcIn Demand R	Retail Sales Forecasted Demand InSeason	Read
CLyAvgInvR	Ly Avg Inv R	Average Inventory Retail	Read
CLyAvgSqFtU	Ly Avg Square Footage	Average Square Feet per channel hierarchy member	Read
CLyAvgSSlsR	Ly Avg Store Sales R	Average Store Sales Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
CLySlscLocRp	Ly Sales Contribution to Location R %	The contribution that a Sales Retail value of a specific location hierarchy level makes to the Sales Retail value at the highest location level	Read
CLySlscmpR	Ly Comp Store Sales R	Comp Store Sales Retail Value	Read
CLySlscTmeRp	Ly Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest product level	Read
CLySlscNcmpR	Ly Non-Comp Store Sales R	Non-Comp Store Sales Retail Value	Read
CLySlscR	Ly Sales R	Last Year Sales Retail Value	Read
CLySlscSqFtR	Ly Sales per Square Foot R	Retail Sales per Square Foot	Read
CLySlscSqFtR	Ly Square Footage	Square Footage applicable to a channel hierarchy member	Read
CLySqFeetU	Ly Store Count	Last Year Number of Stores	Read
CLyStrCtCmpCt	Ly Comp Store Count	Number of Comp Stores	Read
CLyStrCtCt	Ly Store Count	Last Year Number of Stores	Read
CLyStrCtNcmpCt	Ly Non-Comp Store Count	Number of Non-Comp Stores	Read
CLyStrStatusTx	Ly Store Status	A store's status: comp, non-comp, or closed	Read
CLyTORr	Ly TO R	The frequency with which inventory value is sold and replaced over a stated time period	Read
COpAvgInvR	Op Avg Inv R	Average Inventory Retail	Read
COpAvgSqFtU	Op Avg Square Footage	Average Square Feet per channel hierarchy member	Read
COpAvgSSlsR	Op Avg Store Sales R	Retail Sales value averaged by the number of stores	Read
COpSlscLocRp	Op Sales Contribution to Location R %	The contribution that a Sales Retail value of a specific location hierarchy level makes to the Sales Retail value at the highest location level	Read
COpSlscmpBsR	Op Comp Store Sales Base R	The Approved Plan value representing last year Sales value of a store (or aggregation of stores) whose status was Comp at the time the plan was approved	Read
COpSlscmpR	Op Comp Store Sales R	Comp Store Sales Retail Value	Read
COpSlscTmeRp	Op Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest product level	Read
COpSlscNcmpR	Op Non-Comp Store Sales R	Non-Comp Store Sales Retail Value	Read
COpSlscR	Op Sales R	Sales Retail Value	Read
COpSlscSqFtR	Op Sales per Square Foot R	Retail Sales per Square Foot	Read
COpSqFeetU	Op Square Footage	Square Footage applicable to a channel hierarchy member	Read
COpStrCtCmpCt	Op Comp Store Count	Number of Comp Stores	Read

Measure Name	Measure Label	Measure Description	Access
COpStrCtCt	Op Store Count	Number of Stores	Read
COpStrCtNCmpCt	Op Non-Comp Store Count	Number of Non-Comp Stores	Read
COpStrStatusTx	Op Store Status	A store's status: comp, non-comp, or closed	Read
COpTORr	Op TO R	The frequency with which inventory value is sold and replaced over a stated time period	Write
CWpAvgInvR	Wp Avg Inv R	Average Inventory Retail	Read
CWpAvgInnvLyRp	Wp AvgInv var Ly R %	Percentage increase or decrease in average inventory this year over last year	Read
CWpAvgInnvTgRp	Wp AvgInv var Tgt R %	Percentage increase or decrease in Average Inventory value over superior's plan Target	Read
CWpAvgSqFtU	Wp Avg Square Footage	Average Square Feet per channel hierarchy member	Read
CWpAvgSSlsR	Wp Avg Store Sales R	Average Store Sales Retail Value	Read
CWpSlfAppB	Wp Self Approve	Pre-Season Self Approval Flag Moves Wp version data to both Op and Cp versions	Write
CWpSlfAppDteD	Wp Self Approve Date	Date and time Pre-Season Self Approval Flag was set	Read
CWpSlfAppTxtTx	Wp Self Approve Comment	Comments made while approving the last plan submitted for approval	Write
CWpSlscLocRp	Wp Sales Contribution to Location R %	The contribution that a Sales Retail value of a specific location hierarchy level makes to the Sales Retail value at the highest location level	Write
CWpSlsclosedR	Wp Closed Store Sales	Sales attributed to stores whose status is set to closed	Read
CWpSlscmpBsR	Wp Comp Store Sales Base R	The last year Sales value of a store (or aggregation of stores) whose status is Comp	Read
CWpSlscmpR	Wp Comp Store Sales R	Comp Store Sales Retail Value	Write
CWpSlscmpvLyRp	Wp Comp Store Sales var Ly R %	Percentage difference between Working Plan Comp Store Sales and Last Year Store Sales Retail	Write
CWpSlscTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest product level	Read
CWpSlscNcmpR	Wp Non-Comp Store Sales R	Non-Comp Store Sales Retail Value	Write
CWpSlscR	Wp Sales R	Sales Retail Value	Write
CWpSlscSqFtR	Wp Sales per Square Foot R	Retail Sales per Square Foot	Read
CWpSlsvFpRp	Wp Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Write
CWpSlsvFiRp	Wp Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Write

Measure Name	Measure Label	Measure Description	Access
CWpSlvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write
CWpSlvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan Sales and Original Plan Sales Retail Value	Write
CWpSlvTgRp	Wp Sales var Tgt R %	Percentage difference between Working Plan Sales and Target Sales Retail Value	Write
CWpSqFeetU	Wp Square Footage U	Square Footage applicable to a channel hierarchy member	Read
CWpStrClDtD	Wp Store Close Date	The date a store is closed	Read
			Write in Admin workbook
CWpStrCtCmpCt	Wp Comp Store Count	Number of Comp Stores	Read
CWpStrCtCt	Wp Store Count	Number of Stores belonging to the dimension being viewed	Read
CWpStrCtNCmpCt	Wp Non-Comp Store Count	Number of Non-Comp Stores	Read
CWpStrOpDtD	Wp Store Open Date	The date a store is open for business	Read
			Write in Admin workbook
CWpStrStatusTx	Wp Store Status Tx	A store's status: comp, non-comp, or closed	Read
			Write in Admin workbook
CWpTORr	Wp TO R	The frequency with which inventory value is sold and replaced over a stated time period	Write
MCpAvgInvR	TMg Cp Avg Inv R	Original Plan(Approved) Average Inventory from Merchandise Financial Planning	Read
MCpSlR	TMg Cp Sales R	Original Plan(Approved) Retail Sales from Merchandise Financial Planning	Read
MCpTORr	TMg Cp TO Rr	Original Plan(Approved) Turnover from Merchandise Financial Planning	Read
MOpAvgInvR	TMg Op Avg Inv R	Original Plan(Approved) Average Inventory from Merchandise Financial Planning	Read
MOpSlR	TMg Op Sales R	Original Plan(Approved) Retail Sales from Merchandise Financial Planning	Read
MOpTORr	TMg Op TO Rr	Original Plan(Approved) Turnover from Merchandise Financial Planning	Read
MTgAvgInvR	TMg Tgt Avg Inv R	Target Average Inventory from Merchandise Financial Planning	Read
MTgSlR	TMg Tgt Sales R	Target Retail Sales from Merchandise Financial Planning	Read

Measure Name	Measure Label	Measure Description	Access
MTgTORr	TMg Tgt TO Rr	Target Turnover from Merchandise Financial Planning	Read

Appendix: ChannelPlan Administration

Overview

ChannelPlan administration consists of one workbook that allows the administrator to perform the following activities:

- Set store status (Comp, Non-Comp, Closed)
- Set square footage by location
- Set a location's open and close dates

The ChannelPlan Administration workbook consists of one worksheet and x measures. Each measure's functionality is described in one of the three sections below.

Store Status

A location in ChannelPlan must be categorized as Closed, Comp, or Non-Comp. The rules governing the definition of Comp and Non-Comp are company specific and have not been incorporated into this ChannelPlan release. Each store must have its status manually set for the time periods in the workbook. The Edit – Fill functionality can be used to facilitate data entry.

The measure Store Status is a pick list measure with the values Closed, Non-Comp, and Comp. Closed is the default value. It is based at the level of store/week/company and has an aggregation method of PET. The PET aggregation method sets the value at aggregate time period to be the value of the last period in the aggregate period.

Note: The value contained in this Store Status measure drives the calculation of Comp and Non-Comp Sales R in the ChannelPlan financial plan workbook.

Store Counts

Non-Comp Store Count and Comp Store Count are calculated measures driven off the value of Store Status. The store count measures are based at the level of store/week/company and have an aggregation method of PET. The PET aggregation method sets the value at an aggregate time period to be the value of the last period in the aggregate period. The values are totaled up the channel hierarchy.

Square Footage

Store square footage can be entered for each store location. Store square footage is used to calculate the following measures:

- **Avg Square Footage** – Store Square footage averaged by the number of location hierarchy members reporting to the aggregate level location
- **Sales per Square Foot R** – Sales per store square foot

Open and Close Dates

A store's open and close dates can be set. The open and close dates are informational only and are not used in any measure calculations. These measures are viewable and are read-only in the ChannelPlan planning workbooks.

Seed Data

The Seeding process for ChannelPlan is a predefined process that copies Ly Sales R into Wp Sales R for the time periods in the ChannelPlan planning workbook. Administrator rights are not required to seed the Wp plan.

Seed Wp is only available in a Pre-Season Planning workbook. It is not available for In-Season.

Creating a Channel Planner Pre Season Workbook

1. Click **New** on the toolbar. The New dialog box appears.
2. Select the **ChannelPlan** tab.
3. Select **Channel Planner Pre Season**, and click **OK**. The Channel Planner Pre Season wizard appears.
4. Select the desired retailers, locations, and time periods on the respective pages of the wizard. Click **Finish**. The Channel Planner Pre Season workbook is created.

Seeding the Workbook

From the main menu, select **ChannelPlan – Seed**. A message box appears when the seeding process has been completed.

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.