

**Oracle<sup>®</sup> Retail ChannelPlan  
User Guide  
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### 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.

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**Note:** Information contained in this document may not match your application exactly. This is due to configuration changes and customizations that may have been made for the version that you are working with.

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# 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. Functions and processes that are a part of the ChannelPlan application include:

- 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 this User Guide

This document is intended for ChannelPlan users who create, manage, and modify financial plans. It is a guide for understanding basic aspects of planning and how to use ChannelPlan.

This user guide provides detailed information about the ChannelPlan application and functions and is intended as a reference in everyday work. The chapters are presented in an order to help you understand the application quickly; beginning with basic functionality and process and progressing to more advanced features.

## 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.

## 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 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, see RPAS Online Help or the RPAS 11.0 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; see RPAS Online Help or the RPAS 11.0 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, see RPAS Online Help or the RPAS 11.0 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, see Chapter 2. For more information on manipulating data in the worksheets, see RPAS Online Help or the RPAS 11.0 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. The aggregation and spread methods that are used in ChannelPlan are described in the following tables.

### 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. |

| <b>Aggregation (Agg) Methods</b> | <b>Result</b>  | <b>Types of Measures</b>   |
|----------------------------------|--|--|
| PST – Period Start Total         | Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the 1 <sup>st</sup> 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

| Spread Methods    | Result   | Types of measures   |
|-------------------|--|---|
| Proportional      | Typically used in conjunction with Total Agg Type.<br>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.

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**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.

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## Explanation of Spread Types

Assume the following hierarchy and values are in place:

|                    | <b>February</b> | Week1      | Week2      | Week3      | Week4      |
|--------------------|-----------------|------------|------------|------------|------------|
| <b>Department1</b> | <b>570</b>      | <b>155</b> | <b>170</b> | <b>100</b> | <b>145</b> |
| Class1             | <b>120</b>      | 20         | 20         | 40         | 40         |
| Class2             | <b>100</b>      | 25         | 25         | 25         | 25         |
| Class3             | <b>200</b>      | 100        | 50         | 20         | 30         |
| Class4             | <b>150</b>      | 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.

|                    | <b>February</b> | Week1      | Week2      | Week3      | Week4      |
|--------------------|-----------------|------------|------------|------------|------------|
| <b>Department1</b> | <b>800</b>      | <b>200</b> | <b>200</b> | <b>200</b> | <b>200</b> |
| Class1             | <b>200</b>      | 50         | 50         | 50         | 50         |
| Class2             | <b>200</b>      | 50         | 50         | 50         | 50         |
| Class3             | <b>200</b>      | 50         | 50         | 50         | 50         |
| Class4             | <b>200</b>      | 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

|                    | <b>February</b> | Week1      | Week2      | Week3      | Week4      |
|--------------------|-----------------|------------|------------|------------|------------|
| <b>Department1</b> | <b>600</b>      | <b>150</b> | <b>150</b> | <b>150</b> | <b>150</b> |
| Class1             | <b>150</b>      | 37.5       | 37.5       | 37.5       | 37.5       |
| Class2             | <b>150</b>      | 37.5       | 37.5       | 37.5       | 37.5       |
| Class3             | <b>150</b>      | 37.5       | 37.5       | 37.5       | 37.5       |
| Class4             | <b>150</b>      | 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.

|                    | <b>February</b> | Week1      | Week2      | Week3      | Week4      |
|--------------------|-----------------|------------|------------|------------|------------|
| <b>Department1</b> | <b>1140</b>     | <b>310</b> | <b>340</b> | <b>200</b> | <b>290</b> |
| Class1             | <b>240</b>      | 40         | 40         | 80         | 80         |
| Class2             | <b>200</b>      | 50         | 50         | 50         | 50         |
| Class3             | <b>400</b>      | 200        | 100        | 40         | 60         |
| Class4             | <b>300</b>      | 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 670p 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.

|                    | <b>February</b> | Week1      | Week2      | Week3      | Week4      |
|--------------------|-----------------|------------|------------|------------|------------|
| <b>Department1</b> | <b>670</b>      | <b>155</b> | <b>170</b> | <b>100</b> | <b>145</b> |
| Class1             | <b>120</b>      | 26.25      | 26.25      | 46.25      | 46.25      |
| Class2             | <b>100</b>      | 31.25      | 31.25      | 31.25      | 31.25      |
| Class3             | <b>200</b>      | 106.25     | 56.25      | 26.25      | 36.25      |
| Class4             | <b>150</b>      | 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, see RPAS Online Help or the RPAS 11.0 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.

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**

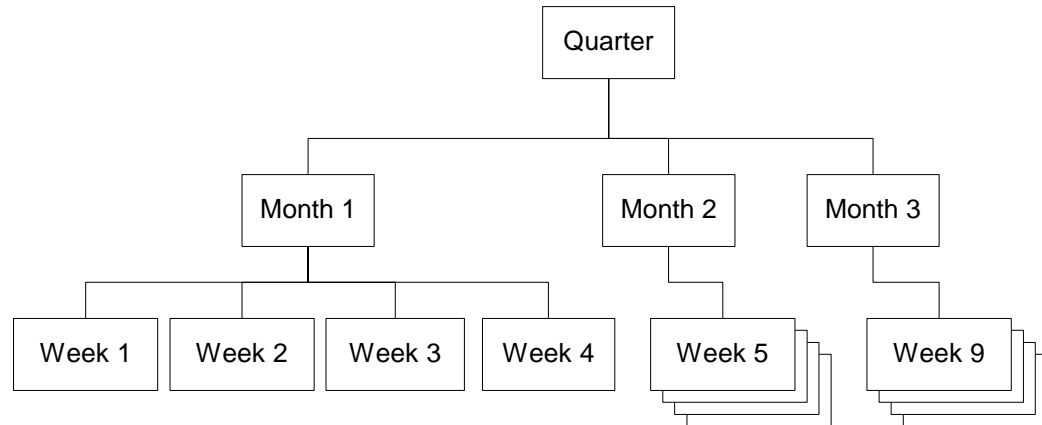
In ChannelPlan, the planner uses the Approval worksheet to self-approve their plan to and create the Original Plan (Pre-Season) or the Current Plan (In-Season).

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, see RPAS Online Help or the RPAS 11.0 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 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 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 11.0 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, see the see RPAS Online Help or the RPAS 11.0 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.

### 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  |

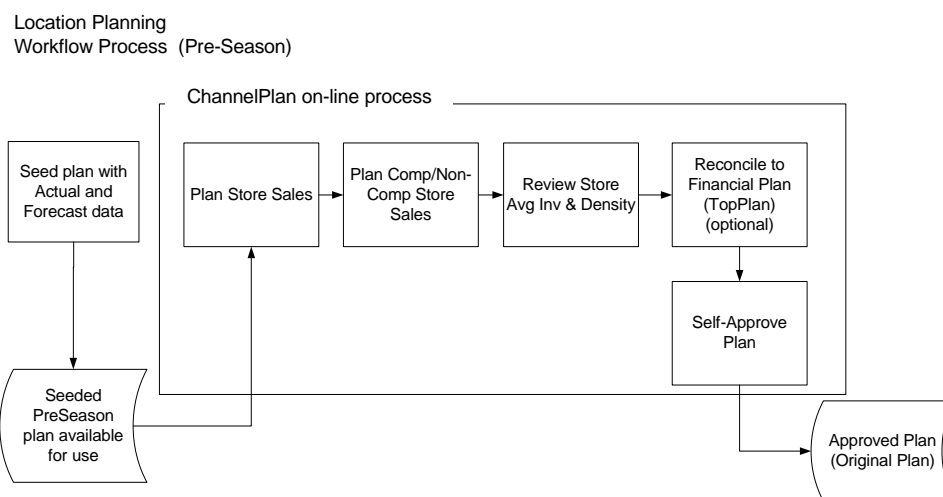


## Location Planning

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:



### 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

- 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 [Chapter 4 – ChannelPlan measure 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.

### 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   |        |

| Measure                               | Access | Result   |
|---------------------------------------|--------|--|
| Ly Store Count                        | Read   |  |
| Wp Avg Store Sales R                  | Read   | Recalculates with a change to Wp Sales R or Store Count  |
| 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.

### 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  |

| <b>Measure</b>      | <b>Access</b> | <b>Result</b>   |
|---------------------|---------------|---|
| Wp TO R             | Write         | Changes Avg Inv R<br>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 TopPlan (financial planning) if applicable. If TopPlan is not being used, use this tab to compare the working plan to last year, or to current approved plan (the Op).

### 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<br>Wp Non-Comp Store Sales R if there are stores with non-comp status<br>Wp Closed Store Sales if there are closed stores AND both comp and non-comp sales were 0 prior to edit to Sales R<br>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 (TopPlan 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   |

| Measure           | Access | Result   |
|-------------------|--------|--|
| TMg Tgt Avg Inv R | Read   | Updated when TopPlan Manager role passes targets to the TopPlan Planner role |
| TMg Tgt Sales     | Read   | Updated when TopPlan Manager role passes targets to the TopPlan Planner role |
| TMg Tgt TO R      | Read   | Updated when TopPlan Manager role passes targets to the TopPlan 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.”

### Steps for 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 TopPlan 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.

### Measures

| 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  |

## 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.

### 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.



## 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.

### 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 TopPlan (financial planning) if applicable. If TopPlan is not being used, use this tab to compare the working plan to last year, or to current approved plan (the Op).

### 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  |

| Measure              | Access |
|----------------------|--------|
| Wp Square Footage U  | Read   |
| TMg Op Tgt Avg Inv R | Read   |
| 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.”

### Steps for 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 TopPlan 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.

### Measures

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

## 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

| 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% =<br>$(Wp \text{ Sales R} - Ly \text{ Sales R}) / Wp \text{ Sales R}$                   |
| Contribution to Product % or<br>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 %<br>(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<br>= 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<br>Value is summed to aggregate levels of time and location |

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

## ChannelPlan Measures List

The following table contains a complete list of the measures that are delivered with TopPlan. 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   |

| <b>Measure Name</b> | <b>Measure Label</b>                  | <b>Measure Description</b>  | <b>Access</b> |
|---------------------|---------------------------------------|---|---------------|
| 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          |
| 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          |
| CLySlscCmpR         | 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          |



| Measure Name   | Measure Label                     | Measure Description  | Access |
|----------------|-----------------------------------|--|--------|
| COpSlcCmpBsR   | 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   |
| COpSlcCmpR     | Op Comp Store Sales R             | Comp Store Sales Retail Value  | Read   |
| COpSlcTmeRp    | 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   |
| COpSlcNCmpR    | Op Non-Comp Store Sales R         | Non-Comp Store Sales Retail Value  | Read   |
| COpSlcR        | Op Sales R                        | Sales Retail Value   | Read   |
| COpSlcSqFtR    | 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   |
| 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   |
| CWpAvgInvLyRp  | Wp AvgInv var Ly R %              | Percentage increase or decrease in average inventory this year over last year  | Read   |
| CWpAvgInvTgRp  | 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   |
| CWpAvgSSlR     | Wp Avg Store Sales R              | Average Store Sales Retail Value   | Read   |
| CWpSlfAppB     | Wp Self Approve                   | Pre-Season Self Approval Flag<br>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  |

| Measure Name   | Measure Label                         | Measure Description   | Access                  |
|----------------|---------------------------------------|---|-------------------------|
| CWpSlsLocRp    | 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                    |
| CWpSlsNCmpR    | Wp Non-Comp Store Sales R             | Non-Comp Store Sales Retail Value   | Write                   |
| CWpSlsR        | Wp Sales R                            | Sales Retail Value  | Write                   |
| CWpSlsSqFtR    | 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                   |
| CWpSlsvLyRp    | Wp Sales var Ly R %                   | Percentage difference between Working Plan and Last Year Sales Retail Value   | Write                   |
| CWpSlsvOpRp    | Wp Sales var Op R %                   | Percentage difference between Working Plan Sales and Original Plan Sales Retail Value   | Write                   |
| CWpSlsvTgRp    | 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                    |

| Measure Name   | Measure Label           | Measure Description   | Access                  |
|----------------|-------------------------|---|-------------------------|
| 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 TopPlan                                  | Read                    |
| MCpSlsR        | TMg Cp Sales R          | Original Plan(Approved) Retail Sales from TopPlan                                       | Read                    |
| MCpTORr        | TMg Cp TO Rr            | Original Plan(Approved) Turnover from TopPlan   | Read                    |
| MOpAvgInvR     | TMg Op Avg Inv R        | Original Plan(Approved) Average Inventory from TopPlan                                  | Read                    |
| MOpSlsR        | TMg Op Sales R          | Original Plan(Approved) Retail Sales from TopPlan                                       | Read                    |
| MOpTORr        | TMg Op TO Rr            | Original Plan(Approved) Turnover from TopPlan   | Read                    |
| MTgAvgInvR     | TMg Tgt Avg Inv R       | Target Average Inventory from TopPlan   | Read                    |
| MTgSlsR        | TMg Tgt Sales R         | Target Retail Sales from TopPlan  | Read                    |
| MTgTORr        | TMg Tgt TO Rr           | Target Turnover from TopPlan  | Read                    |