Oracle® Retail Merchandise Financial Planning
Retail
User Guide
Release 12.1

June 2007

ORACLE®

Oracle® Merchandise Financial Planning Retail User Guide, Release 12.1

Contents

Preface

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

Audience

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

Related Documents

For more information, see the following documents:

- Oracle Retail Merchandise Financial Planning Release Notes
- Oracle Retail Merchandise Financial Planning Installation Guide
- Oracle Retail Merchandise Financial Planning Cost User Guide
- Oracle Retail Merchandise Financial Planning ChannelPlan 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.

1
Introduction

Overview

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

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

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

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

About Oracle Retail Predictive Planning

Oracle Retail Predictive Planning products are flexible applications providing top-down, bottom-up, middle-out functionality for developing, reconciling, and approving plans. Supported by an industry standard process, the Oracle Retail Predictive Planning 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. Product and Channel (specifically location) planning components are supported with a pre-season planning process. Product planning is also supported with an in-season planning process. The diagram below illustrates the business process supported by Oracle Retail Predictive Planning.
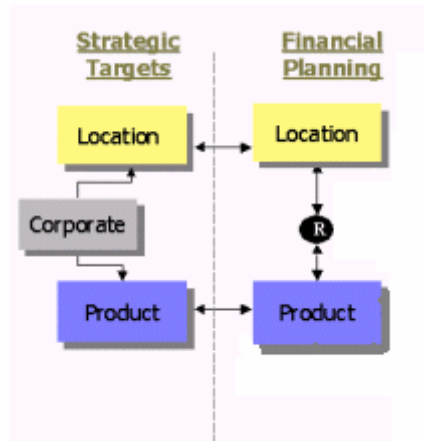
Merchandise Financial Planning Retail Components and Key Processes

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

The key components introduced in this section include:

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

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

Workbooks

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

A workbook structure consists of the following elements:

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

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

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

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

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

Worksheets

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

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

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

Editing Worksheet Data

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

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

Measure Aggregation and Spreading

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

Aggregation Methods

Aggregation (Agg) Methods	Result	Types of Measures
Total	Values are summed up the hierarchy dimensions.	Value or Unit measures such as Sales, Markdowns, and Receipts.
Recalc	Value is recalculated at aggregate levels based on its rule calculation.	% measures such as GM R %, Markdown %, Customer Returns %; also other calculated measures such as TO, Forward Cover.
PST – Period Start Total	Value is summed up non-calendar hierarchies. Value at aggregate time equals the same value as the 1st 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. Value is spread proportionally to the child dimensions when a value is entered at an aggregate level.	Value or Unit measures such as Sales, Markdowns, and Receipts.
None	The result of the edit is passed to another measure. The spread method for the measure that inherits the edit is used to spread the new value to the child dimensions. For example, an edit to Wp Sales var Ly R% at an aggregate level (Month) results first in the Sales R value being recalculated at the Month level, reflecting the edited percent increase over Ly Sales R; then the new Sales R value is spread to the week level proportionally. Finally, the Wp Sales var to LY R% is recalculated at the week level.	Variance measures such as Wp Sales var to Ly R%, Wp Mkd var to Op R%.
PS (Period Start)	For edits at an aggregate level, the edited value is placed into the first logical child dimension beneath the level of the edit, for example, an edit to BOP Inv at the Month level will spread the edited BOP Inv value to the first week reporting to the Month.	
PE (Period End)	For edits at an aggregate level, the edited value is placed into the last logical child dimension beneath the level of the edit. For example, an edit to EOP Inv at the Month level will spread the edited EOP Inv value to the last week reporting to the Month.	Typically used in conjunction with EOP Inv, Avg Inv.

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

Overriding Default Spread Methods

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

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

Explanation of Spread Types

Assume the following hierarchy and values are in place:

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

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

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

Example

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

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

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

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

Example

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

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

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

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

Example

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

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

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

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

Example

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

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

Saving Worksheet Data

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

1. 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.

2. Commit – Date 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:

1. Refresh - A user can use the Refresh option to retrieve data from the master database to an existing workbook. A user may retrieve data for all measures in a workbook or select specific measures.

2. Build - A user may build a new workbook manually. As an alternative for building a workbook manually, a Merchandise Financial Planning Retail administrator can run a batch process (delivered with Merchandise Financial Planning Retail) to automatically build a new workbook.

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

Planning Roles

Planning roles serve these purposes:

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

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

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

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

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

Role	Base Intersection	Range of Planning	Lowest-level Time Period	Bottom-up Rule	Top-down Rule
Executive (Ex)	Group/Month	Company – Group	Month	Manager	None
Manager (Mg)	Department/ Week	Group – Department	Week	Planner	Executive
Planner (Pl)	Subclass/Week	Department - Subclass	Week	Item Planner	Manager

Plan Versions

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

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

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

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

The following sections describe each plan version in more detail.

Working Plan (Wp)

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

Last Year (Ly)

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

Forecast (FrcPr, FrcIn)

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

Target (Tgt)

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

Waiting for Approval (Wa)

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

Original Plan (Op)

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

Current Plan (Cp)

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

Plan Reconciliation

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

Seeding the Plan

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

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

Plan Approval

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

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

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

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

Publishing Targets

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

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

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

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

Plan Versions, Roles, and Process Flows

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

Plan Version Updates by Role
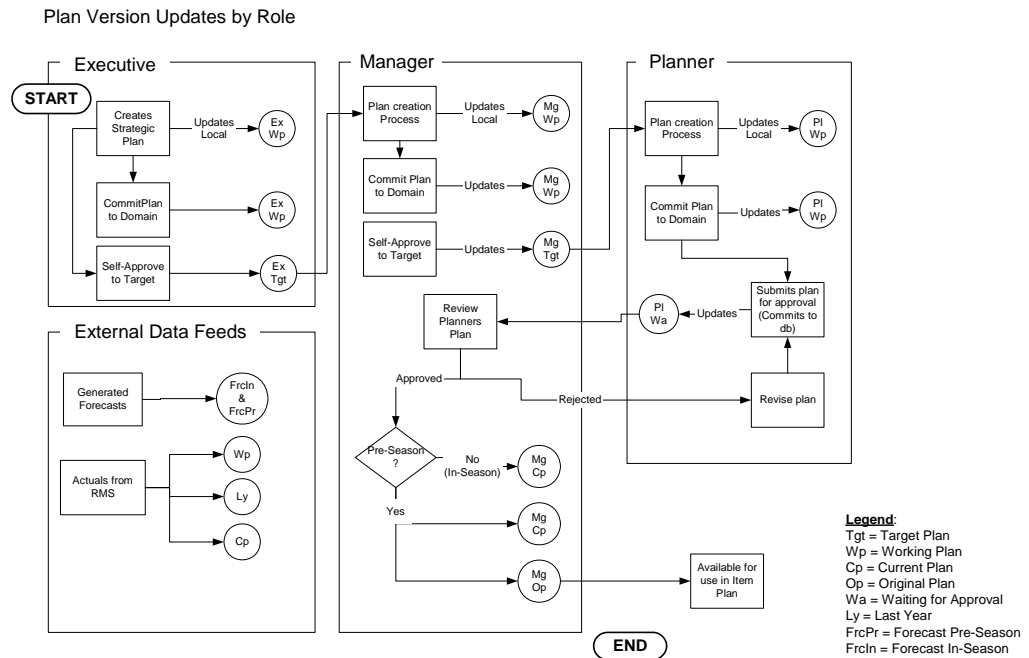
Alternate Hierarchies

When Oracle Retail Predictive Solutions are installed, implementation scripts define the dimensions and hierarchical structures specific to your organization. For example, the system can be built to recognize that weeks roll up into months, that months roll up into quarters. The following diagram shows standard time hierarchy:
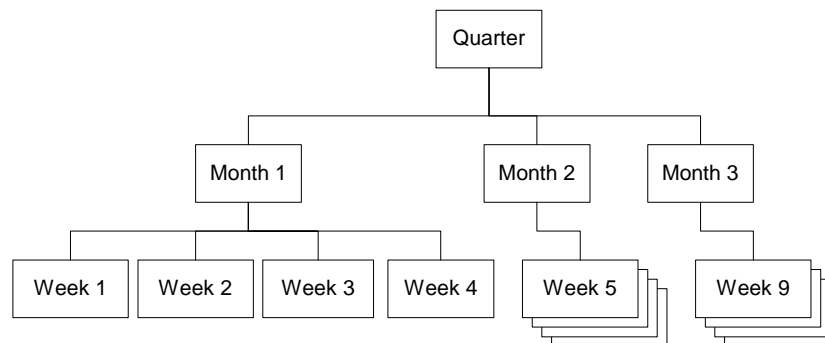
However, it may be necessary to define time periods based on an alternate roll-up design to suit a particular business need. Arbitrary periods in the time hierarchy can be grouped together for use in functions such as planning, forecasting, and measure analysis. These user-defined groupings act as normal dimensional levels; that is, they allow data aggregation from the lower to the higher levels of the hierarchy, and allow spreading from the higher to the lower levels of the hierarchy. For example, an Easter holiday period may consist of 2 weeks of February and 2 weeks of March.

Another example is a dimension, in this case called Holiday, made up of specific weeks surrounding all the holiday periods in the year. In the diagram below, the alternate time hierarchy, Holiday consists of Week 4, Week 5, and Week 9. When the Holiday time period is displayed in a workbook, the user will see these three weeks displayed once the Holiday period is expanded. The user can see the total Holiday measures (such as total Holiday sales), as well as be able to drill-down to the specific weeks within Holiday to see if any one particular week performed better than the others.
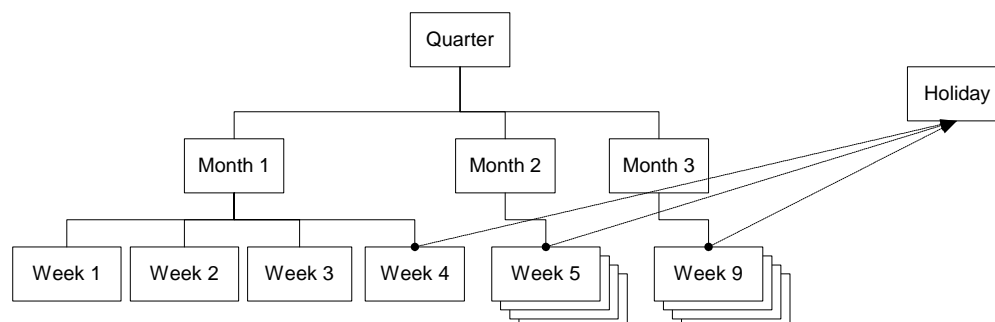
For more information about creating Alternate Hierarchies, see RPAS Online Help or the RPAS 12.1 User Guide.

Printing and Reporting

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

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

Exception Management – Alerts and Exceptions

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

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

Alerts

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

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

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

For more information about creating Alerts, see RPAS Online Help or the RPAS User 11.0 Guide.

Exceptions

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

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

Merchandise Financial Planning Retail Administration

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

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

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

RPAS Administration consists of the following activities:

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

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

For more information about the RPAS Administration workbooks, see the Merchandise Financial Planning Retail System Administration guide, the RPAS Online Help, or the RPAS 12.1 User Guide.

2
Strategic Planning

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

An Executive plan is comprised of the following elements:

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

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

Strategic Planning Process

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

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

Merchandise Financial Planning - Strategic Planning
Executive Role - Strategic Product Planning Workflow Process (In-Season, optional)
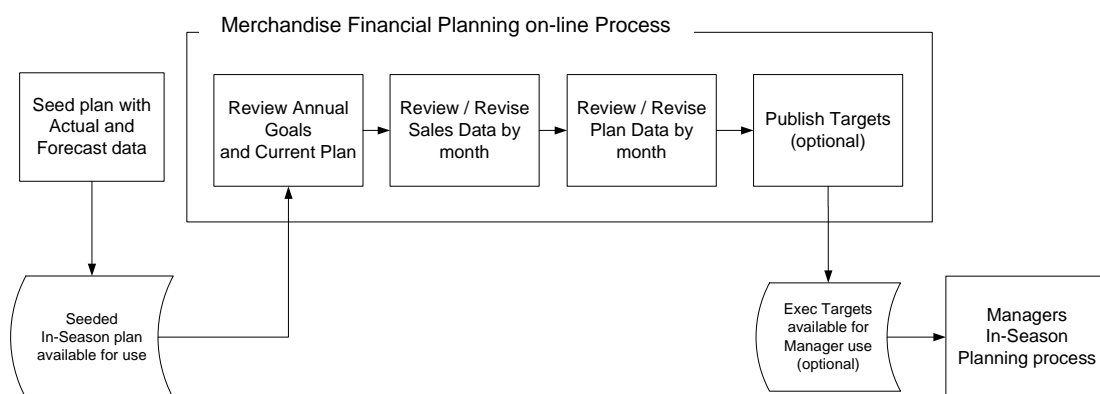
Pre-Season Planning Workbook

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

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

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

Assumptions

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

- Sales
- Markdowns

LY measures are read-only and cannot be updated.

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

Annual Goals Worksheet

This worksheet is used to plan annual targets for Gross Margin, Sales, Markdowns, Turnover, and Average Inventory.

Oracle - [Annual Goals]

File Edit View Format Window TopPlan Help

Previous | Next | New | Open | Refresh | Close | Save | Cut | Copy | Paste | Toggle | Format | Calculate | Update

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

Location | Product

Brick & Mortar 11 Mens

	Apr, FY2007	May, FY2007	Jun, FY2007	Jul, FY2007	Aug, FY2007	Sep, FY2007	Oct, FY2007	Nov, FY2007	Dec, FY2007
Ex Wp Avg Inv R	1763183.33	16666666.67	2089231.00	1671383.33	16713716.67	2089230.00	1671383.33	1671383.33	2089230.00
Ex Wp Avg Inv var Ly R %	4.19	45.63	4.52	3.22	39.49	3.80	2.69	2.56	3.25
Ex Wp GM R	5289550.00	50000000.00	6267693.00	5014150.00	50141150.00	6267690.00	5014150.00	5014150.00	6267690.00
Ex Wp GM R %	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00
Ex Wp GM var Ly R %	21.96	222.73	20.17	20.59	214.85	19.75	21.05	20.56	20.69
Ex Wp GMROI R	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Ex Wp Markdown R	105791.00	1500000.00	313384.65	250707.50	2507057.50	313384.50	250707.50	250707.50	313384.50
Ex Wp Markdown R %	0.20	0.30	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Ex Wp Mkd var Ly R %	-.15	11.35	0.95	0.99	18.86	0.91	1.03	0.98	1.00
Ex Wp Sales R	528955.00	5000000.00	626769.30	501415.00	5014115.00	626769.00	501415.00	501415.00	626769.00
Ex Wp Sales var Demand In-Season R %	1.11	8.97	0.00	0.00	9.00	0.00	0.00	0.00	0.00
Ex Wp Sales var Ly R %	0.06	9.30	-.03	-.01	8.93	-.05	0.01	-.01	0.00
Ex Wp TO R	0.30	0.30	0.30	0.30	0.30	0.30	0.30	0.30	0.30
PI FrcPr Demand R	250707.72	501415.44	626769.30	501415.44	501415.44	626769.30	501415.44	501415.44	626769.30
PI Ly Avg Inv R	340041.81	357397.26	378702.78	395835.60	412801.66	435413.63	452734.72	469876.00	491212.90
PI Ly GM R	230393.27	223480.29	296065.71	232194.95	232297.90	302043.33	227385.19	232594.09	288975.37
PI Ly GM R %	0.46	0.46	0.46	0.46	0.46	0.46	0.46	0.46	0.46
PI Ly GMROI R	1.57	1.45	1.81	1.36	1.30	1.61	1.16	1.15	1.36
PI Ly Markdown R	125105.00	121431.00	160913.00	126115.00	126245.00	164265.00	123652.00	126368.00	156977.00
PI Ly Markdown R %	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
PI Ly Sales R	500290.00	485583.00	643389.00	504310.00	504849.00	656789.00	494450.00	505279.00	627632.00
PI Ly TO R	1.47	1.36	1.70	1.27	1.22	1.51	1.09	1.08	1.28

Calendar

Measure

Ready   Annual Goals

Annual Goals Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated via feed from Forecasting system
Wp Sales R	Write	Sales var Demand Pre-Season R %, Sales var Ly R % recalculate.
		Markdown R recalculates based on Markdown R %.
		GM R recalculates using GM R %.
		TO recalculates.
		Avg Inv. recalculates based on TO.
Wp Sales var Demand Pre-Season R %	Write	Sales R recalculates.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to Ly value entered.
		Entering 0 into the field Sales var Ly R % copies Sales Ly R to Sales R.
Wp Markdown R	Read	Calculated via Markdown R %.
Wp Markdown R %	Write	Markdown R recalculates.
Ly Markdown R	Read	
Ly Markdown R %	Read	

Measure	Access	Result
Wp Mkd var Ly R %	Write	Calculated with a change to Markdown R or Sales R.
Wp GM R	Read	Recalculates with a change to GM R %or Sales R.
Wp GM R %	Write	GM R recalculates.
		GM R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated GM R values.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Calculated with a change to GM R or Sales R.
Wp TO R (viewable at Season Calendar level only)	Write	Avg Inv R and Avg Inv var LY R % recalculate.
		TO recalculates at each higher level of the hierarchy where the Avg Inv R value was modified.
Ly TO R	Read	
Wp Avg Inv R	Read	Calculated with a change to TO.
Ly Avg Inv R	Read	Calculated using Last Year Sales.
Wp Avg Inv var Ly R %	Read	Calculated with a change to Avg Inv R.
Wp GMROI R	Read	Calculated with a change to GM R or Avg Inv R.
Ly GMROI R	Read	

Sales Worksheet

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

Sales Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	
Wp Sales R	Write	Wp Sales var Demand, Wp Sales var LY R %.
Wp Sales var Demand Pre-Season R %	Write	Sales R recalculates based on % of Demand entered.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R recalculates.
Wp Sales Contribution to Product R %	Read	Sales R recalculates based on the % of the aggregate product hierarchy.
		Sales Contribution to Product R % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to Product % for the hierarchy is 100 %.

Measure	Access	Result
Ly Sales Contribution to Product R %	Read	Calculated using Last Year Sales Retail.
Wp Sales Contribution to Time R %	Read	Sales R recalculates based on the % of the aggregate time hierarchy. Sales Contribution to Time R % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to Time % for the hierarchy is 100 %.
Ly Sales Contribution to Time R %	Read	Calculated using Last Year Sales Retail.
Wp Sales Build Rate R	Read	Calculated using Working Plan Sales Retail.
Ly Sales Build Rate R	Read	Calculated using Last Year Sales Retail.

Value Summary Worksheet

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

Value Summary Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Sales var Ly R %, Markdown R, GM R, GM R %, TO, Avg Inv. Recalculate.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to LY value entered.
		Entering 0 into the field Sales var Ly R % copies Sales Ly R to Sales R.
Wp Markdown R	Read	Calculated via an edit to Markdown R %.
Wp Markdown R %	Write	Markdown R recalculates.
		Markdown R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated Markdown R value.
Ly Markdown R	Read	
Ly Markdown R %	Read	
Wp GM R	Read	
Wp GM R %	Write	GM R Recalculates.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Calculated via an edit to GM R % or Sales R
Wp TO R	Write	Avg Inv R and GMROI R recalculate.
Ly TO R	Read	
Wp Avg Inv R	Read	Updated with an edit to TO R or Sales R.
Ly Avg Inv R	Read	
Wp Avg Inv var Ly R %	Read	
Wp GMROI R	Read	Updated with an edit to TO or GM R.
Ly GMROI R	Read	

Original Plan Worksheet

The Executive uses the Original Plan worksheet to review Original Plan and adjust monthly sales targets. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. The Original Plan values are made available to the Executive when Managers approve a pre-season plan to the database.

Original Plan Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Recalculates Sales var Op, Sales var Ly R %, Avg Inv R.
Op Sales R	Read	
Wp Sales var Op R %	Write	Sales R recalculates.

Measure	Access	Result
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R recalculates.
Wp Markdown R	Read	
Wp Markdown R %	Write	Markdown R recalculates.
Tgt Markdown R	Read	
Tgt Markdown R %	Read	
Op Markdown R	Read	
Wp Mkd var OP R %	Write	Markdown R recalculates.
Wp Mkd var Ly R %	Write	Markdown R recalculates.
Wp GM R	Read	Updated with an edit to GM R % or Sales R.
Wp GM R %	Write	GM R recalculates.
Op GM R	Read	
Op GM R %	Read	
Wp GM var Op R %	Read	Recalculates with a change to GM R.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with a change to GM R.
Wp Avg Inv R	Read	Recalculates with a change to TO.
Op Avg Inv R	Read	
Ly Avg Inv R	Read	
Wp Avg Inv var Ly R %	Read	
Wp TO R	Write	Avg Inv recalculates.
Op TO R	Read	
Ly TO	Read	

Publish Worksheet

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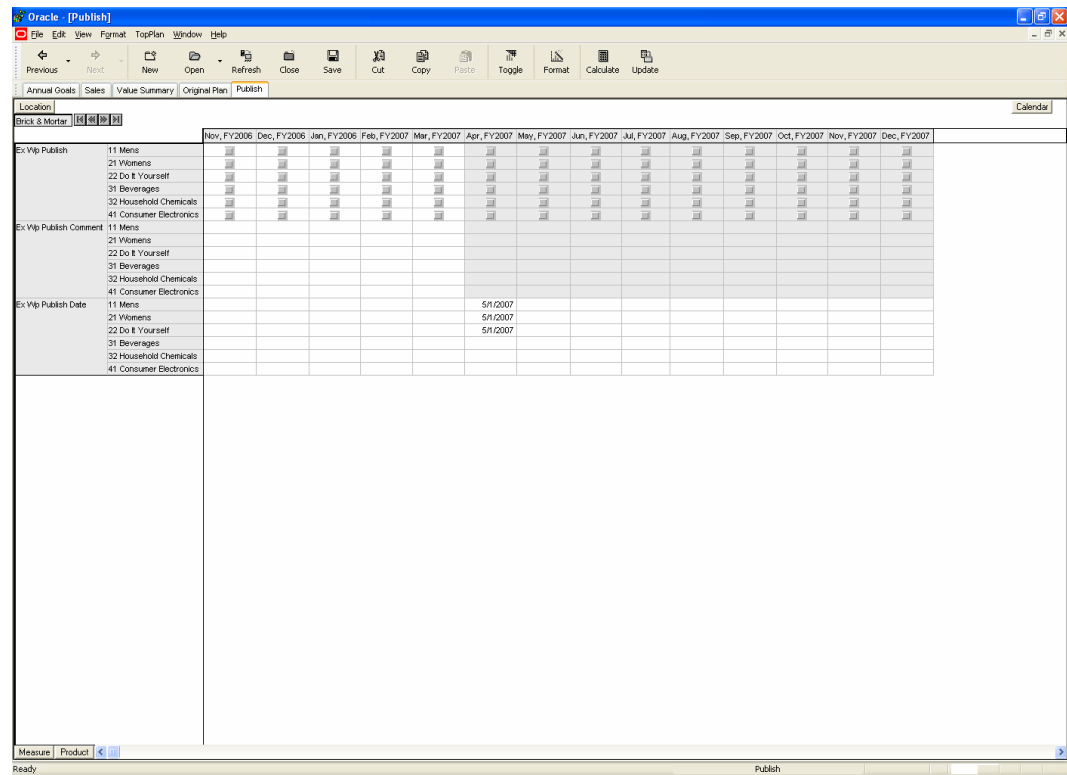
Publishing Targets

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

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Publish" option in the Merchandise Financial Planning Retail menu.

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

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

Publish Worksheet Measure List

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

Pre-Season Extra Measures

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

Measure Label	Access
Al Sales R	Read
Cp MMU R	Read
Ly CMU R %	Read
Ly MMU R	Read
Ly Sales Contribution to Product R %	Read
Op CMU R %	Read
Op GMROI R	Read
Op Markdown R %	Read
Op MMU R	Read
Tgt Avg Inv R	Read
Tgt CMU R %	Read
Tgt GM R	Read
Tgt GM R %	Read
Tgt GMROI R	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Sales R	Read
Tgt TO R	Read
Wp CMU R %	Write
Wp GM var Op R %	Read
Wp Mkd var OP R %	Write
Wp MMU R	Read
Wp MMU R %	Write
Wp MMU var LY R %	Read

In-Season Planning Workbook

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

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

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

Assumptions

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

- Sales
- Markdowns

LY measures are read-only and cannot be updated.

Cp measures are loaded with Actual data up to the current period.

Wp measures are loaded with Actual data up to the current period.

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

Annual Goals Worksheet

This worksheet is used by the Executive to monitor the in-season progress toward annual goals set for GM, Sales, Markdowns, Turnover, and Average Inventory.

Annual Goals Worksheet Measure List

Measure	Access	Result
FrcIn Demand R	Read	Updated via feed from Forecasting system.
Wp Sales R	Write	Sales var Demand In-Season R %, Sales var Ly R % recalculate.
		Markdown R recalculates based on Markdown R %.
		GM R recalculates using GM R %.
		Avg Inv. Recalculates based on TO.
Wp Sales var Demand In-Season R %	Write	Sales R is recalculated to reflect the % to Fcst value entered.
		Entering 0 into the field Sales var Demand Pre-Season R % copies Sales Fcst R to Sales R.
Ly Sales R	Read	

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

Sales Worksheet

This worksheet is used by the Executive to review monthly sales targets. Additional measures are available on this worksheet to enable the Executive to plan based on contribution to product and time.

Sales Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Sales var Demand Pre-Season R %, Sales var Ly R %, Sales Contribution to Time R %, Sales Contribution to Product R %, Sales Build Rate R recalculate.
FrcIn Demand R	Read	Updated via feed from Forecasting system.
Ly Sales R	Read	

Measure	Access	Result
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to Ly value entered.
		Entering 0 into the field Sales var Ly R % copies Sales Ly R to Sales R.
Wp Sales var Demand In-Season R %	Write	Sales R is recalculated to reflect the % to Fcst value entered.
		Entering 0 into the field Sales var Demand Pre-Season R % copies Sales Fcst R to Sales R.
Wp Sales Contribution to Time R %	Read	Sales R recalculates based on the % of the aggregate time hierarchy.
		Contribution to Time R % for the other members of the time hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to Time % for the hierarchy is 100 %.
Ly Sales Contribution to Time R %	Read	Calculated using Last Year Sales Retail.
Wp Sales Contribution to Product R %	Read	Sales R recalculates based on the % of the aggregate product hierarchy.
		Sales Contribution to Product R % for the other members of the product hierarchy, where the value was edited, is adjusted up or down, opposite of the value entered, so that the total contribution to Product % for the hierarchy is 100 %.
Wp Sales Build Rate	Read	Calculated using Working Plan Sales Retail.
Ly Sales Build Rate	Read	Calculated using Last Year Sales Retail.

Value Summary Worksheet

The Executive uses the Review Plan worksheet to review and adjust monthly sales targets. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. The manager values are made available to the Executive when managers commit their data to the database.

Value Summary Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Sales var Ly R %, Markdown R, GM R, GM R %, TO, Avg Inv. Recalculate.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R is recalculated to reflect the % to LY value entered.
		Entering 0 into the field Sales var Ly R % copies Sales Ly R to Sales R.
Wp Markdown R	Read	Calculated via an edit to Markdown R %.

Measure	Access	Result
Wp Markdown R %	Write	Markdown R recalculates.
		Markdown R % recalculates at each higher level of the hierarchy where the % was modified, based on the aggregated Markdown R value.
Ly Markdown R	Read	
Ly Markdown R %	Read	
Wp GM R	Read	Calculated via an edit to GM R %.
Wp GM R %	Write	GM R recalculates.
Wp GM var Ly R %	Read	Recalculates with a change to GM R.
Wp TO R	Write	Avg Inv recalculates.
Ly TO R	Read	
Wp Avg Inv R	Read	Recalculates with a change to Sales R, TO.
Ly Avg Inv R	Read	
Wp Avg Inv var Ly R %	Read	Recalculates with a change to Avg Inv R.
Wp GMROI R	Read	Recalculates with a change to GM R or Avg Inv R.
Ly GMROI R	Read	

Original Plan Worksheet

The Executive uses the Original Plan worksheet to review and adjust monthly sales targets. This worksheet includes the values from the Strategic Plan and Monthly Sales targets. The manager values are made available to the Executive when managers commit their data to the database.

Original Plan Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Sales var Op, Sales var Ly R %, TO R recalculates.
FrcIn Demand R	Read	
Wp Sales var Demand In-Season R %	Write	Sales R recalculates.
Cp Sales R	Read	
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R recalculates.
Wp Markdown R	Read	
Wp Markdown R %	Write	Markdown R recalculates.
Tgt Markdown R	Read	
Tgt Markdown R %	Read	
Cp Markdown R	Read	
Wp Mkd var CP R %	Write	Markdown R recalculates.

Measure	Access	Result
Ly Markdown R	Read	
Ly Markdown R %	Read	
Wp Mkd var Ly R %	Write	Markdown R recalculates.
Wp GM R	Read	Updated with an edit to TO, GM R %.
Wp GM R %	Write	GM R, Avg Inv recalculate.
Cp GM R	Read	
Cp GM R %	Read	
Wp GM var CP R %	Read	
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with a change to GM R.
Wp Avg Inv R	Read	Recalculates with a change to TO.
Cp Avg Inv R	Read	
Ly Avg Inv R	Read	
Wp Avg Inv var Ly R %	Read	
Wp TO R	Write	Sales R recalculates.
Cp TO R	Read	
Ly TO R	Read	

Publish Worksheet

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

Steps for publishing targets

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

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Publish" option in the Merchandise Financial Planning Retail menu.

   ▪ A message box is displayed indicating the rule groups have executed successfully.

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

   ▪ Any targets previously created for the same time periods as what is being published In-Season will be overwritten when the publish process is run.

Publish Worksheet Measure List

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

In-Season Extra Measures

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

Measure Label	Access
Al Sales R	Read
Cp CMU R %	Read
Cp GMROI R	Read
Cp Markdown R %	Read
Cp MMU R	Read
Cp MMU R %	Read
Cp Sales Build Rate R	Read
Cp Sales var Demand In-Season R %	Read
Cp Sales var Demand Pre-Season R %	Read
Cp Sales var Ly R %	Read
Ly Avg Store Inv R	Read
Ly CMU R %	Read
Ly Markdown R %	Read
Ly MMU R	Read
Ly MMU R %	Read
Ly Sales Contribution to Product R %	Read
Op Avg Inv R	Read
Op CMU R %	Read
Op GM R	Read
Op GM R %	Read
Op GMROI R	Read
Op Markdown R	Read
Op Markdown R %	Read
Op MMU R	Read
Op MMU R %	Read

Measure Label	Access
Op Sales Build Rate R	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Time R %	Read
Op Sales R	Read
Op Sales var Demand In-Season R %	Read
Op Sales var Demand Pre-Season R %	Read
Op Sales var Ly R %	Read
Op TO R	Read
Tgt Avg Inv R	Read
Tgt CMU R %	Read
Tgt GM R	Read
Tgt GM R %	Read
Tgt GMROI R	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Sales R	Read
Tgt TO R	Read
Wp Avg Inv var Cp R %	Read
Wp Avg Inv var Op R %	Read
Wp CMU R %	Write
Wp GM var Op R %	Read
Wp Mkd var CP R %	Write
Wp Mkd var OP R %	Write
Wp MMU R	Read
Wp MMU R %	Write
Wp MMU var LY R %	Read
Wp Sales var Cp R %	Write
Wp Sales var Demand Pre-Season R %	Write
Wp Sales var Op R %	Write

3
Financial Planning

Financial planning is the workhorse of the product planning process. Multiple users perform their planning duties using the financial planning workbooks. Pre-season and in-season processes are supported with sales and profit projections, Open to Buy (OTB) management, and value and unit calculations. Oracle Retail Predictive Planning 2.0 will support two levels of planning within this process, Management and Planner Level. These two areas of responsibility are tightly linked, yet each person will manage unique planning data. The reconciliation process brings the plans together ultimately through plan approval. This ensures that one version of the plan is approved and used as a foundation against which the company manages its business.

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

Pre-Season Financial Planning Process

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

Manager's Process

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

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

The diagram below illustrates the process steps covered by the Manager Pre-Season Planning process.

Pre-Season Merchandise Financial Planning
Managers Role - Product Planning Workflow Process (Division to Department)
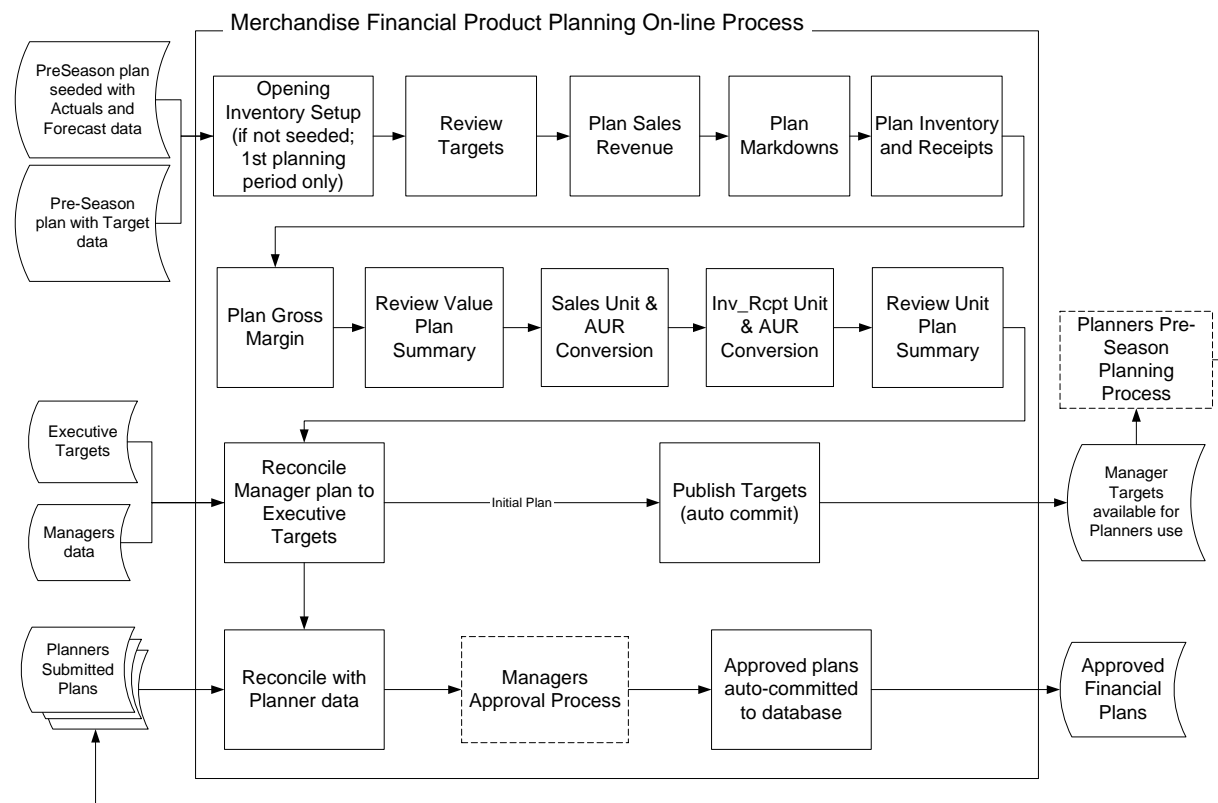
Planner's Process

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

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

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

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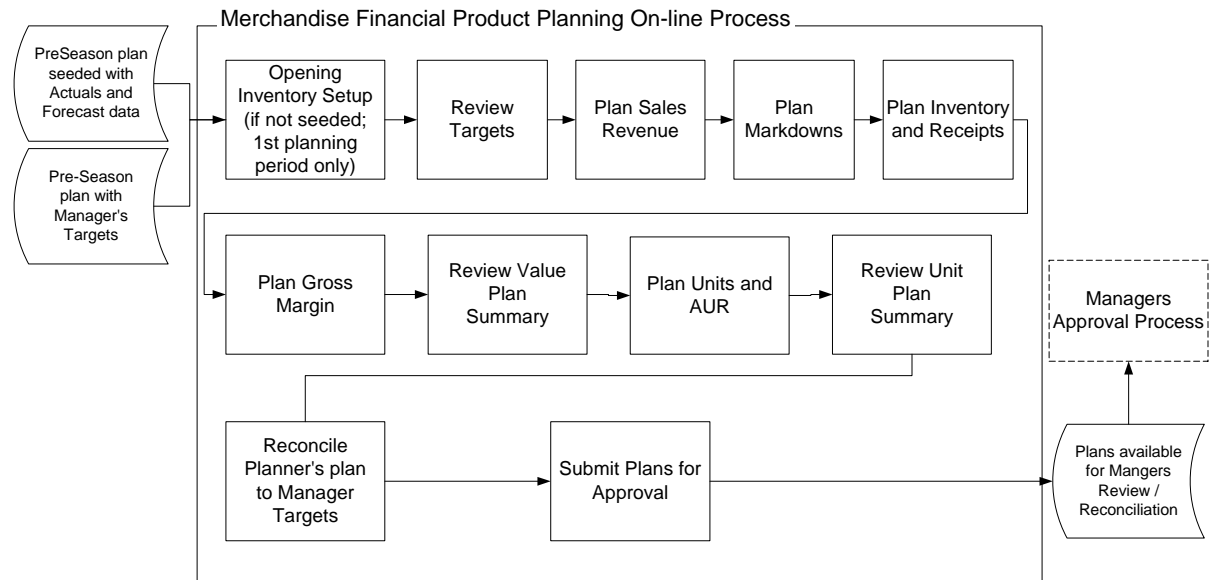
Pre-Season Financial Plan Worksheets

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

- Opening Inventory
- View Targets
- Sales
- Markdowns
- Inventory / Receipts
- Gross Margin
- Value Summary

- Sales Unit Conversion
- Inv_Rcpt Unit Conversion
- Unit Summary
- Reconcile Submitted Plan (manager only)
- Reconcile (planner only)
- Approval

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

Assumptions

Seeding has taken place for LY measures. Measures that are seeded for the Manager and Planner roles are:

- Sales (all sales type components)
- Markdowns (all markdown type components)
- Shrink
- Employee Discount
- Receipts

LY measures are read-only and cannot be updated.

Forecast measures are updated with data fed from an external forecasting system such as Oracle Retail Demand Forecasting (RDF).

Opening Inventory Worksheet

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

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

Usage Notes

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

Opening Inventory Worksheet Measure List

Measure	Access	Result
Wp BOS Inv R	Write	Value entered is copied to BOP Inv R for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods.
		BOS U recalculates if BOS AUR <> 0.
Wp BOS Inv IMU R %	Write	BOS Inv C is recalculated.
Wp BOS Inv C	Write	BOS Inv IMU R % is recalculated.
		BOS Inv C is copied to BOP Inv C for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods.
Wp BOS Inv U	Write	BOS Inv U is copied to BOP Inv U for the All Calendar, Year, 1st Season, 1st Qtr, 1st Month, 1st Week time periods.
		BOS AUR recalculates.
Wp BOS Inv AUR	Write	BOS U recalculates.
Wp BOP Inv R	Write	BOP Inv R is copied to any lower time periods (1st position only) and to BOS INV R.
		IMU BOS Inv R % is
		BOS INV C & BOP C are adjusted to reflect the change to BOS Inv R (based on IMU BOS Inv R%).
		BOP Inv AUR holds, BOS Inv U and BOP Inv U recalculate.

Measure	Access	Result
Wp BOP Inv C	Read	Populated via edit to BOS Inv C.
Wp BOP Inv IMU R %	Read	Calculated via change to BOP Inv R or BOP Inv C.
Wp BOP Inv U	Read	Populated via edit to BOS Inv U.
Wp BOP Inv AUR	Read	Populated via edit to BOS Inv AUR.

View Targets Worksheet

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

Usage Notes

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

View Targets Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated from external feed from Forecasting System or the automatically generated sales forecast from RDF embedded in Merchandise Financial Planning Retail.
Ex Tgt Sales R (manager) or Tgt Sales R (planner)	Read	Updated by Executive (for manager role).
Wp Sales R	Write	Shrink R recalculates based on Shrink %. Markdown R recalculates based on Markdown % Receipts R recalculates (to hold EOP). TO recalculates. Avg Inv recalculates. Sales var Demand R %, Sales var Ly R %, Sales var Tgt R % recalculate to reflect the change to Sales R.
Wp Sales var Tgt R %	Write	Wp Sales R is recalculated to reflect the % to Tgt value entered. Entering 0 into the field Sales var Tgt R % will copy Wp Sales Tgt R to Wp Sales R.
Wp Sales var Demand Pre-Season R %	Write	Wp Sales R is recalculated to reflect the % to Demand value entered. Entering 0 into the field Wp Sales var Demand Pre-Season R% will copy FrcPr Demand R to Wp Sales R.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Wp Sales R is recalculated to reflect the % to Ly value entered. Entering 0 into the field Sales var Ly R % will copy Wp Sales Ly R to Wp Sales R.
Ex Tgt Markdown R (manager) or Tgt Markdown R (planner)	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Ex Tgt Markdown R % (manager) or Tgt Markdown R % (planner)	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp Markdown R	Write	Markdown % recalculates based on the $ entered.
Wp Markdown R %	Write	Markdown $ recalculates based on the % entered.
Ly Markdown R	Read	

Measure	Access	Result
Ly Markdown R %	Read	
Ex Tgt Avg Inv R (manager) or Tgt Avg Inv R (planner)	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp Avg Inv R	Read	Updated with a change to BOP Inv R or EOP Inv R.
Wp Avg Inv var Tgt R %	Read	Recalculates with a change to Avg Inv R.
Ly Avg Inv R	Read	
Wp Avg Inv var Ly R %	Read	Recalculates with a change to Avg Inv R.
Ex Tgt TO R (manager) or Tgt TO R (planner)	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp TO R	Read	Recalculates with a change to Sales R or Avg Inv R.
Ly TO R	Read	
Ex Tgt GM R (manager) or Tgt GM R (planner)	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Tgt GM R % (manager) or Tgt GM R % (planner)	Read	Updated by Executive (if manager role). Updated by Manager (if planner role).
Wp GM R	Read	Recalculates with a change to Sales R, Markdown R.
Wp GM R %	Read	Recalculates with a change to GM R.
Ly GM R	Read	
Ly GM R %	Read	

Sales Worksheet

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

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

Usage Notes

- Sales R is the sum of Regular, Promo and Clearance Sales values.
- Edits made to Sales R when one or more of the sales types is 0 will spread the changed amount only to those sales types that are non-zero (for example, Merchandise Financial Planning Retail will not change a component markdown value from 0 to non-zero when spreading a number entered at a total level).
- An edit made to Sales R when the sales types are all equal to 0 place the value into Regular Sales.
- Sales contribution to Time R % reflects that period's contribution to the YEAR, or the highest aggregate time period in the workbook.
- Sales contribution to Product R % is used to calculate Sales contribution of SubClass, Class, Department, Group, Division to the highest dimension of the product hierarchy in the workbook.
- Sales Build Rate R % is used to calculate the Ratio of Sales for a specific period (such as. week 10) to the Sales for the prior displayed period (such as week 11).

Sales Worksheet Measure List

Measure	Access	Result
FrcPr Demand R	Read	Updated from external feed from Forecasting System or the automatically generated sales forecast from RDF embedded in Merchandise Financial Planning Retail.
Wp Sales R	Write	Sales var Demand Pre-Season R %, Sales var LY R %, Sales Contribution to Time R %, Sales Contribution to Product R %, Sales var Tgt R %, Sales Build Rate R %, are recalculated.
		Sales R is spread proportionally to Regular, Promo, Clearance Sales if they are populated (at the lower level hierarchy), and reaggregated.
		If Regular, Promo and Clearance Sales are not populated, Sales R will spread to Regular Sales R by default.
		Regular, Prom, Clearance Sales var LY R % are recalculated.
		Regular, Prom, Clearance Sales contribution to Sales R % are recalculated.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Wp Sales R is recalculated to reflect the % to Ly value entered.
		Entering 0 into the field Wp Sales var Ly R % will copy Wp Sales Ly R to Wp Sales R.
Wp Regular Sales R	Write	Sales R is updated to reflect the change to Regular Sales.
		Regular Sales cont Sales R, Regular Sales var Ly R % recalculate.

Measure	Access	Result
Wp Promo Sales R	Write	Same result as for Regular Sales above, except the Promo Sales contribution and variances are recalculated.
Wp Clearance Sales R	Write	Same result as for Regular Sales above, except the Clearance Sales contribution and variances are recalculated.
Wp Regular Sales Contribution to Sales R %	Write	Regular Sales R recalculates to reflect the % of total sales (Sales R) entered.
		Prom Sales cont Sales R %, Clearance Sales cont Sales R % recalculate.
Wp Promo Sales Contribution to Sales R %	Write	Same result as for Regular Sales contribution to Sales above, except changes are made to the Promo Sales R, Promo contribution, and Promo variances recalculate.
Wp Clearance Sales Contribution to Sales R %	Write	Same result as for Regular Sales contribution to total above, except changes are made to the Clearance Sales R, Clearance contribution, and Clearance variances recalculate.
Ly Regular Sales R	Read	
Ly Promo Sales R	Read	
Wp Regular Sales var Ly R %	Write	Regular Sales R updated to reflect the % var to LY entered.
Wp Promo Sales var Ly R %	Write	Same result as for Regular Sales variance to LY above, except changes are made to Promo Sales R.
Wp Clearance Sales var Ly R %	Write	Same result as for Regular Sales variance to LY above, except changes are made to Clearance Sales R.
Ly Clearance Sales R	Read	
Wp Sales Contribution to Time R %	Read	
Ly Sales Contribution to Time R %	Read	
Wp Sales Contribution to Product R %	Read	
Ly Sales Contribution to Product R %	Read	
Wp Sales Build Rate R	Read	
Ly Sales Build Rate R	Read	

Markdowns Worksheet

Use the Markdowns worksheet to plan markdowns, markdown components, shrink, and employee discount. The Markdown values can be created using a variety of methods, including:

- Entering values into any of the markdown types, or total markdowns
- Entering the markdown percent to sales for any of the markdown types or total markdowns

Usage Notes

- Markdown R is the sum of Permanent, Clearance, and Promotional Markdown values.
- Edits made to Markdown R when one or more of the markdown types is 0 will only spread the changed amount to those markdown types that are non-zero (for example, Merchandise Financial Planning Retail will not change a component markdown value from 0 to non-zero when spreading a number entered at a total level).
- An edit made to Markdown R when the markdown types are all equal to 0 place the value into Clearance Markdown.

Markdowns Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Markdown R is recalculated based on the change to Sales R and the existing Markdown %.
Ly Sales R	Read	
Wp Markdown R	Write	Markdown R is spread proportionally to Markdown Perm, and Markdown Clear.
		Markdown %, Markdown Clear %, Markdown Perm % are recalculated.
		Markdown Promo R and % are unchanged.
Wp Markdown R %	Write	Markdown R is recalculated based on the % entered.
Ly Markdown R	Read	
Ly Markdown R %	Read	
Wp Markdown Promo R	Write	Edits to Markdown Promo R have the same results as edits to Markdown Clear.
Wp Markdown Promo R %	Write	Edits to Markdown Promo % have the same results as edits to Markdown Clear.
Ly Markdown Promo R	Read	
Ly Markdown Promo R %	Read	
Wp Markdown Clear R	Write	Markdown Clear % is recalculated.
		(Total) Markdown R is recalculated.
		(Total) Markdown % is recalculated.

Measure	Access	Result
Wp Markdown Clear R %	Write	Markdown Clear R is recalculated based on the % entered. (Total) Markdown R is updated. (Total) Markdown % is recalculated.
Ly Markdown Clear R	Read	
Ly Markdown Clear R %	Read	
Wp Markdown Perm R	Write	Edits to Markdown Perm R have the same results as edits to Markdown Clear.
Wp Markdown Perm R %	Write	Edits to Markdown Perm% have the same results as edits to Markdown Clear.
Ly Markdown Perm R	Read	
Ly Markdown Perm R %	Read	
Wp Shrink R	Read	Calculated based on edit made to Shrink R %.
Wp Shrink R %	Write	Shrink R is recalculated based on the % entered.
Ly Shrink R %	Read	
Wp Employee Disc R	Read	Calculated from Employee Disc R %.
Wp Employee Disc R %	Write	Employee Disc R is recalculated based on the % entered.
Ly Employee Disc R %	Read	

Inventory/Receipts Worksheet

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

You also plan the corresponding IMU% for each of the Inventory addition and reduction measures.

Usage Notes

- An edit made to EOP Inv R will move Receipts between the period the edit is made and the following period. The current period's Forward Cover R is recalculated.

- Edits to BOP Inv R will also shift Receipts between the period the edit is made and the prior period. The prior periods EOP R adjusts to match the BOP R edit, the prior periods Forward Cover R recalculates and Receipts R for the current and prior periods adjusts.

- Edits to Sales, Markdowns, Markups, Inventory Adjustment, RTV, Transfer In/Out, Reclass In/Out, will recalculate EOP Inv R and all subsequent BOP Inv R and EOP Inv R.

- When input as a positive number, the following measures will **reduce** the value in EOP Inv R:
  - Sales
  - Markdowns
  - Returns to Vendor
  - Reclass Out
  - Transfer Out
  - Inventory Adjustment

- When input as a positive number, the following measures will **increase** the value in EOP Inv R:
  - Receipts
  - Reclass In
  - Transfer In
  - Markups

- When input as a negative number, the following measures will **increase** the value in EOP Inv R:
  - Inventory Adjustment

Inventory/Receipts Worksheet Measure List

Measure	Access	Result
Wp BOP Inv R	Write	Receipts R for the current and prior period changes.
		Prior period's EOP R changes to match the change to BOP R.
		Prior period Forward Cover R recalculates.
		Current period Stk/Sls R recalculates.
		Current period Sell Thru % recalculates.
		Current period WOS recalculates.
		Avg Inv and TO recalculate.
Ly BOP Inv R	Read	
Wp Sales R	Write	EOP R recalculates.
		Current and forward period Forward Cover R recalculates.
		Current and forward period Avg Inv and TO recalculate.
		Wp Stk/Sls is recalculated.
		Wp WOS (weeks of supply) recalculates.
		Wp Sell Thru % recalculates.
Ly Sales R	Read	
Wp Receipts R	Write	Current and forward period Avg Inv and TO recalculate.
		Current period EOP R adjusts based on the entry to Receipts R.
		Current and forward period Forward Cover R recalculates. Current period Sell Thru % recalculates.
		Forward period BOP R and EOP R adjust to reflect the change to EOP R.
		The forward periods' Stk/Sls R, WOS recalculate.
Wp Receipt IMU R %	Write	Receipt C will re-calculate based on the % entered.
Ly Receipts R	Read	
Ly Receipt IMU R %	Read	
Wp Return to Vendor R	Write	Current and all future period EOP R recalculates.
Wp Return to Vendor IMU R %	Write	Return to Vendor C will recalculate.
Ly Return to Vendor R	Read	
Ly Return to Vendor IMU R %	Read	

Measure	Access	Result
Wp EOP Inv R	Write	Receipts R for the current and next period recalc and shift to accommodate the new EOP R.
		Following period BOP R changes to match the change to EOP R.
		Current period Avg Inv and TO R recalculate.
		Current period Forward Cover R recalculates.
		Current and Following period Stk/Sls, Sell Thru %, and WOS recalculate.
Ly EOP Inv R	Read	
Wp EOP Inv var Ly R %	Write	Recalculates EOP R.
Wp Avg Inv R	Read	Recalculates with a change to BOP or EOP.
Ly Avg Inv R	Read	
Wp Avg Inv var Ly R %	Read	Recalculates with a change to Avg Inv R.
Wp TO R	Read	Recalculates with a change to Sales or Avg Inv R.
Ly TO R	Read	
Wp Forward Cover R	Write	Recalculates Receipts R, EOP Inv R.
Ly Forward Cover R	Read	
Wp GM R	Read	Recalculates with a change to BOP or EOP.
Wp GM R %	Read	Recalculates with a change to GM R.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with a change to GM R.
Wp GMROI R	Read	Recalculates with a change to BOP, EOP, GM R, Avg Inv R.
Ly GMROI R	Read	

Gross Margin Worksheet

You may review and affect Gross Margin and review resulting CMU % and GMROI using the Gross Margin worksheet.

Usage Notes

- Gross Margin R is defined as Sales R less Cost of Goods Sold (COGS).
- Gross Margin is recalculated on this worksheet from edits made to Receipt IMU % (lower time and product levels), Sales, Markdown %, Employee Discount %, Shrink % or Receipts.
- IMU % reflects the Initial Markup on Receipts
- CMU % reflects the markup on the cumulative inventory position at any point in time. The calculation includes BOS Inv, Receipts, Return to Vendor, Reclass In/Out, Transfer In/Out, Markups, Inventory Adjustment and Freight and is always calculated from the first period of the workbook.

Gross Margin Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	GM R and GM R % recalculate based on the change to sales.
Wp Markdown R %	Write	Markdown R recalculates. GM R and GM R % recalculate based on the change to Markdown R.
Wp Employee Disc R %	Write	Employee Disc R recalculates. GM R and GM R % recalculate based on the change to Employee. Disc R.
Ex Tgt GM R (manager) or Tgt GM R (planner)	Read	Set by Executive (if manager role). Set by Manager (if planner role).
Tgt GM R % (manager) or Tgt GM R % (planner)	Read	Set by Executive (if manager role). Set by Manager (if planner role).
Wp GM R	Read	Recalculates with a change to Sales, Markdowns, Shrink, Employee Discount. Disc, all IMU %, Receipts, Return to Vendor, Reclass In/Out, Transfer In/Out.
Wp GM R %	Read	Recalculates with a change to GM R.
Ly GM R	Read	
Ly GM R %	Read	
Wp Receipts R	Write	GM R and GM R % recalculate.
Wp Receipt IMU R %	Write	Recalculates via a change to Receipts R or Receipts C.
Ly Receipts R	Read	
Ly Receipt IMU R %	Read	

Measure	Access	Result
Tgt CMU R %(manager) or Tgt CMU R % (planner)	Read	Set by Executive (if manager role). Set by Manager (if planner role)
Wp CMU R %	Read	Recalculates when BOP or EOP changes.
Ly CMU R %	Read	
Wp GMROI R	Read	Updated with a change to GM R, Avg Inv. R, CMU R %.
Ly GMROI R	Read	

Value Summary Worksheet

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

Value Summary Worksheet Measure List

Measure	Access	Result
Wp BOP Inv R	Write	Prior period EOP Inv R and prior and current period Receipts R change to reflect the change to BOP.
Ly BOP Inv R	Read	
Wp Sales R	Write	Markdown R recalculates based on the Markdown R %. Shrink R recalculates based on Shrink %. Employee Discount R recalculates based on Employee Discount R %. GM R and GM R % recalculate. Sales variance %s recalculate.
Ly Sales R	Read	
Wp Sales var Ly R %	Write	Sales R recalculates based on the % entered.
Wp Customer Returns R %	Write	Customer Return R recalculates based on % entered.
Ly Customer Returns R %	Read	
Wp Markdown R	Write	Markdown R % recalculates. GM R and GM R % recalculate.
Wp Markdown R %	Write	Markdown R recalculates based on % entered. GM R and GM R % decreases.
Ly Markdown R	Read	
Ly Markdown R %	Read	
Wp Mkd var Ly R %	Write	Recalculates Markdown R.
Wp Employee Disc R %	Write	Employee Disc. R recalculates.

Measure	Access	Result
Ly Employee Disc R %	Read	
Wp Receipts R	Write	EOP R recalculates.
		GM R and GM R % recalculate.
		Receipt IMU R % recalculates.
Wp Receipt IMU R %	Write	Receipts C recalculates.
Ly Receipts R	Read	
Ly Receipt IMU R %	Read	
Wp EOP Inv R	Write	Receipts R for the current and next period change based on the change to EOP R.
Ly EOP Inv R	Read	
Wp EOP Inv var Ly R %	Write	Recalculates EOP R based on % entered.
Wp Avg Inv R	Read	Recalculates with a change to BOP R or EOP R.
Ly Avg Inv R	Read	
Wp TO R	Read	Recalculates with a change to Sales or Avg Inv.
Ly TO R	Read	
Wp GM R	Read	Recalculates when BOP or EOP changes.
Wp GM R %	Read	Recalculates with a change to GM R.
Ly GM R	Read	
Ly GM R %	Read	
Wp GM var Ly R %	Read	Recalculates with a change to GM R.
Wp GMROI R	Read	Recalculates with a change to Avg. Inv or GM R.
Ly GMROI R	Read	

Sales Unit Conversion Worksheet

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

Usage Notes

- A change made to the Unit measure will result in the corresponding AUR being updated. The retail value will not change.
- An update to Retail will result in Units being recalculated. AUR will not change.
- A change made to the AUR measure will result in the corresponding Unit being updated.

Sales Unit Conversion Worksheet Measure List

Measure	Access	Result
Wp Sales R	Write	Recalculates Sales U, Sales AUR is unchanged.
		Recalculates Regular, Promo, Clear. Sales R and U (AUR's do not change).
		Recalculates Shrink R based on Shrink %, Recalculates Shrink U (AUR unchanged).
		Recalculates Markdown R based on Markdown %.
		Recalculates Employee Discount R based on Employee Discount R %.
		Recalculates EOP R, EOP U.
Wp Sales U	Write	Recalculates Sales AUR, Sales R is unchanged.
		Recalculates Regular, Promo and Clearance Sales U and corresponding AUR's.
		Recalculates EOP U, EOP AUR.
		Updates Avg Inv U, TO U, Forward Cover U, Stk/Sls U, Sell Thru U, WOS U.
Ly Sales U	Read	
Wp Sales var Ly U %	Write	Recalculates Sales U.
Wp Sales AUR	Read	Recalculates with a change to Sales U.
Ly Sales AUR	Read	
Wp Customer Returns R %	Write	Recalculates Customer Returns R
Wp Customer Returns R	Read	Recalculates based on change to Sales R or Customer Returns R %.
Wp Customer Returns U	Read	Recalculates with a change to Customer Returns AUR.
Ly Customer Returns U	Read	
Wp Customer Returns AUR	Write	Recalculates Customer Returns U.
Wp Regular Sales R	Write	Sales R, Sales U recalculate.
		Recalculates Regular Sales U, Regular Sales AUR is unchanged.
Wp Regular Sales U	Write	Regular Sales AUR recalculates.
		Sales U is updated based on the update to Regular Sales U.
		Sales AUR is updated based on the update to Sales U.
Ly Regular Sales U	Read	Recalculates Customer Returns AUR, Customer Returns R unchanged.
Wp Regular Sales AUR	Read	Recalculates with a change to Regular Sales U.
Ly Regular Sales AUR	Read	

Measure	Access	Result
Wp Promo Sales R	Write	Sales R, Sales U recalculate.
		Recalculates Promo Sales U.
		Promo Sales AUR is unchanged.
Wp Promo Sales U	Write	Recalculates Promo Sales AUR.
		Sales U is updated based on the update to Promo Sales U.
		Sales AUR is updated based on the update to Sales U.
Ly Promo Sales U	Read	
Wp Promo Sales AUR	Read	Recalculates with a change to Promo Sales U.
Ly Promo Sales AUR	Read	
Wp Clearance Sales R	Write	Recalculates Sales R, Sales U.
		Recalculates Clear Sales U, Clear Sales AUR is unchanged.
Wp Clearance Sales U	Write	Recalculates Clearance Sales AUR.
		Sales U is updated based on the update to Clearance Sales U.
		Sales AUR is updated based on the update to Sales U.
Ly Clearance Sales U	Read	
Wp Clearance Sales AUR	Read	Recalculates with a change to Regular Sales U.
Ly Clearance Sales AUR	Read	

Inv_Receipt Unit Conversion Worksheet

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

Usage Notes

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

Inv_Receipt Unit Conversion Worksheet Measure List

Measure	Access	Result
Wp BOP Inv U	Read	Recalculated by a change to BOP Inv R or BOS Inv R, BOS Inv U.
Wp BOP Inv R	Write	Recalculates Wp BOP U.
Wp BOP Inv AUR	Read	Recalculated with a change to BOP U.
Ly BOP Inv U	Read	
Ly BOP Inv R	Read	
Ly BOP Inv AUR	Read	
Wp Shrink U	Write	Recalculates EOP U.
Wp Receipts R	Write	Recalculates Receipts U, EOP R, EOP Inv U, EOP AUR.
Wp Receipts U	Write	Recalculates Receipts AUR, EOP U, EOP AUR.
Wp Receipts AUR	Write	Recalculates Receipts U, EOP U, EOP AUR.
Ly Receipts R	Read	
Ly Receipts U	Read	
Wp Receipt var Ly U %	Write	Recalculates Receipt U.
Ly Receipts AUR	Read	
Wp Return to Vendor R	Write	Recalculates Return to Vendor U, EOP U, EOP AUR.
Wp Return to Vendor U	Write	Recalculates Return to Vendor AUR, EOP Inv R, EOP U, EOP AUR.
Wp Return to Vendor AUR	Write	Recalculates Return to Vendor U, EOP U, EOP AUR.
Ly Return to Vendor R	Read	

Measure	Access	Result
Ly Return to Vendor U	Read	
Ly Return to Vendor AUR	Read	
Wp EOP Inv R	Write	Changes Receipts R, Receipts U, EOP U, EOP AUR.
Wp EOP Inv U	Read	Recalculates with a change to EOP R, Receipts U, Return to Vendor U.
Wp EOP Inv AUR	Write	Recalculates with a change to EOP U.
Ly EOP Inv U	Read	
Wp EOP Inv var Ly U %	Read	Recalculates with a change to EOP U.
Wp Avg Inv U	Read	Recalculates with a change to BOP U or EOP U.
Ly Avg Inv U	Read	
Wp TO Ur	Read	Recalculates with a change to Avg Inv U or Sales U.
Ly TO Ur	Read	
Wp Forward Cover U	Write	Changes EOP U, Receipts U of the current and next periods. Recalculates with a change to EOP U or Sales U.
Ly Forward Cover U	Read	
Wp Sell Thru U %	Read	Recalculates with a change to Sales U, BOP U.
Ly Sell Thru U %	Read	

Unit Summary Worksheet

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

Unit Summary Worksheet Measure List

Measure	Access	Result
Wp BOP Inv U	Read	Recalculated by a change to BOS Inv U, or a change to EOP U of the prior period.
Ly BOP Inv U	Read	
Wp BOP var Ly U %	Read	Recalculates with a change to BOP U.
Wp BOP Inv AUR	Read	Recalculates with a change to BOP U.
Ly BOP Inv AUR	Read	
Wp Sales U	Write	Recalculates Sales AUR, Sales R is unchanged. Recalculates Regular, Promo and Clearance Sales U and corresponding AUR's. Recalculates EOP U, EOP AUR. Updates Avg Inv UTO U, Forward Cover U, Stk/Sls U, Sell Thru U, WOS U.
Ly Sales U	Read	
Wp Sales var Ly U %	Write	Recalculates Sales U. Recalculates with a change to Sales U.
Wp Sales AUR	Read	Recalculates with a change to Sales U.
Ly Sales AUR	Read	
Wp Shrink U	Write	Recalculates with a change to Shrink R % and Shrink R. Recalculates EOP. U
Ly Shrink U	Read	
Wp Receipts U	Write	Recalculates Receipts AUR. Recalculated with change to AUR.
Wp Receipt var Ly U %	Write	Recalculates Receipts U. Recalculated with a change to Receipts U.
Ly Receipts U	Read	
Wp Receipts AUR	Write	Recalculates Receipts U. Recalculated with a change to Receipts U.
Ly Receipts AUR	Read	
Wp Return to Vendor U	Write	RTV AUR is recalculated, RTV R is unchanged. EOP Inv U and EOP Inv AUR recalculate.
Wp EOP Inv U	Read	Recalculates based on the balance set.
Ly EOP Inv U	Read	

Measure	Access	Result
Wp EOP Inv var Ly U %	Read	Recalculates with a change to EOP Inv U.
Wp EOP Inv AUR	Write	Recalculates EOP U.
		Recalculates with a change to EOP Inv U.
Ly EOP Inv AUR	Read	
Wp Avg Inv U	Read	Recalculates with a change to BOP Inv U or EOP U.
		Recalculates with a change to Sales U or Avg Inv U.
Ly Avg Inv U	Read	
Wp TO Ur	Read	Recalculates with a change to BOP Inv U or Sales U.
Ly TO Ur	Read	

Reconcile Submitted Plan Worksheet

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

Managers reconcile the Planners' data using the Waiting for Approval version and to the (Executive) Strategic Targets using their Ex Tgt plan version.

Usage Notes

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

Reconcile Submitted Plan Worksheet Measure List

Measure	Access	Result
Mg Tgt BOP Inv R	Read	
Wa BOP Inv R	Read	
Ly BOP Inv R	Read	
Mg Tgt Sales R	Read	
Wa Sales R	Read	
Ly Sales R	Read	
Mg Tgt Receipts R	Read	
Wa Receipts R	Read	
Ly Receipts R	Read	
Mg Tgt Markdown R	Read	
Mg Tgt Markdown R %	Read	
Wa Markdown R	Read	
Wa Markdown R %	Read	
Mg Tgt EOP Inv R	Read	
Wa EOP Inv R	Read	
Ly Markdown R	Read	
Ly Markdown R %	Read	
Ly EOP Inv R	Read	
Mg Tgt Avg Inv R	Read	
Wa Avg Inv R	Read	
Ly Avg Inv R	Read	
Wa TO R	Read	
Mg Tgt TO R	Read	
Ly TO R	Read	
Mg Tgt GM R	Read	
Mg Tgt GM R %	Read	
Wa GM R	Read	
Wa GM R %	Read	
Ly GM R	Read	
Ly GM R %	Read	
Mg Tgt GMROI R	Read	
Wa GMROI R	Read	
Ly GMROI R	Read	

Reconcile Worksheet

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

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

Usage Notes

The Manager sets targets for the Planner Role.

Reconcile Worksheet Measure List

Measure	Access	Result
Tgt BOP Inv R	Read	Updated by Manager
Wp BOP Inv R	Write	Recalculates Receipts R in the prior and current periods, adjusts prior period EOP Inv R.
Ly BOP Inv R	Read	
Tgt Sales R	Read	
Wp Sales R	Write	All Sales R variances recalculate.
Wp Sales var Tgt R %	Write	Recalculates with an edit to Sales R Calculates Sales R based on the var Tgt R % entered
Ly Sales R	Read	
Tgt Markdown R	Read	Updated by Manager.
Tgt Markdown R %	Read	
Wp Markdown R	Write	Recalculates Markdown R %, EOP R
Wp Markdown R %	Write	Recalculates Markdown R.
Wp Mkd var Tgt R %	Write	Recalculates Markdown R.
Ly Markdown R %	Read	
Tgt Receipts R	Read	Updated by Manager.
Wp Receipts R	Write	Recalculates EOP R
Wp Receipts var Tgt R %	Write	Recalculates Receipts R
Ly Receipts R	Read	Receipts R for the prior and current periods recalculate and shift to accommodate the new EOP R.
Tgt EOP Inv R	Read	Updated by Manager.
Wp EOP Inv R	Write	Recalculates with a change to BOP, Sales, Markdowns, Receipts
Ly EOP Inv R	Read	
Tgt Avg Inv R	Read	Updated by Manager.
Wp Avg Inv R	Read	Recalculates with a change to BOP or EOP
Ly Avg Inv R	Read	
Tgt TO R	Read	Updated by Manager.

Measure	Access	Result
Wp TO R	Read	Recalculates with a change to Sales or Avg Inv
Ly TO R	Read	
Tgt GM R	Read	Updated by Manager.
Tgt GM R %	Read	Updated by Manager.
Wp GM R	Read	Recalculates with a change to Sales, Markdowns, Receipts
Wp GM R %	Read	Recalculates with a change to GM R
Wp GM var Tgt R %	Read	Recalculates with a change to GM R
Ly GM R %	Read	
Ly GM R	Read	

Approval Worksheet

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

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

Manager Processes

Steps for publishing targets

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

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Publish" option in the Merchandise Financial Planning Retail menu.

   - A message box is displayed indicating the rule groups have executed successfully.

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

   - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Measure List – Manager Publish Window

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

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

Steps for Approving the Plan

1. Select "Approve" in the measure "Approve/Reject" for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Approve Plan" option in the Merchandise Financial Planning Retail menu.

   - A message box is displayed indicating the rule groups have executed successfully.

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

   - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Approval Notes

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

Measure List – Manager – Approve Plan Window

Measure	Access	Result
Wp Submitted Version	Read	If a plan has not been submitted for approval, the Version will display WP.
		If a plan has been submitted and is waiting for approval, the Version will display WA.
		If the plan is approved or rejected, the Version will change back to WP.
Wp Submitted By	Read	User ID of the planner who submitted the plan is displayed.
		Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submit Comment	Read	Any entered comments are stored and displayed to the user. These are comments entered by the planner and are read only in the manager workbook.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Approve/Reject	Write	Selected from a drop-down list by the manager:
		"Approve" for those time periods or departments approved by the manager.
		"Reject" for those time periods or departments rejected by the manager.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Approval Comment	Write	Optionally entered when the plan is approved or rejected.

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

Planner Processes

Steps for Submitting a Plan for Approval

1. Select "Approve" in the measure "Approve/Reject" for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Approve Plan" option in the Merchandise Financial Planning Retail menu.

   - A message box is displayed indicating the rule groups have executed successfully.

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

   - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Submit Notes

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

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

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

Measure List - Planner

The Planner's Approval Worksheet contains the following measures.

Measure	Access	Result
Wp Submit	Write	Checked items are submitted to the manager for approval when the planner commits the data to the database.
Wp Submit Comment	Write	Optionally entered when the plan is submitted for approval. Any comments the planner enters are stored and displayed in this measure. This is read only in the manager workbook
Wp Submitted By	Read	User ID of the planner who submitted the plan is displayed Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Version	Read	If a plan has not been submitted for approval or has been approved or rejected, the Submitted Version will display WP. If a plan has been submitted and is waiting for approval, the Submitted Version will display WA.

Measure	Access	Result
Wp Approve/Reject	Read	Populated with "Approve" for those time periods or departments approved by the manager.
		Populated with "Reject" for those time periods or departments rejected by the manager.
Wp Approval Comment	Read	Optionally entered when the plan is approved or rejected. This measure is writable only in the manager workbook.
Wp Approved By	Read	The userid of the person who approved/rejected the plan.
Wp Approval Comment	Read	Optionally entered when the plan is approved or rejected. This measure is writable only in the manager workbook.
Wp Approve Date	Read	Automatically updated when the manager approves the plan.
Wp Reject Date	Read	Automatically updated when the manager rejects the plan.

Pre-Season Extra Measures

Manager Pre-Season Extra Measures

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

Measure Label	Access
Al Sales R	Read
Ch Op Avg Inv R	Read
Ch Op Sales R	Read
Ch Op TO R	Read
Cp KP BOP Inv Contribution to TP C %	Read
Cp KP BOP Inv Contribution to TP R %	Read
Cp KP BOP Inv Contribution to TP U %	Read
Cp KP Markdown Contribution to TP R%	Read
Cp Regular Sales AUR	Read
Ly Avg Store Inv R	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read

Measure Label	Access
Ly BOP Inv IMU R %	Read
Ly BOP Inv MMU R	Read
Ly Cash Discount C	Read
Ly Cash Discount C %	Read
Ly Clearance Sales AUR	Read
Ly Clearance Sales C	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly Clearance Sales Contribution to Sales U %	Read
Ly Clearance Sales Contribution to Time R %	Read
Ly Clearance Sales Contribution to Time U %	Read
Ly Clearance Sales MMU R	Read
Ly Clearance Sales U	Read
Ly COGS C	Read
Ly Commitmnts IMU R %	Read
Ly Comp Store Sales Base R	Read
Ly Comp Store Sales R	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUR	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U %	Read
Ly Employee Disc R	Read
Ly EOP Inv C	Read
Ly EOP Inv MMU R	Read
Ly Event Information Text	Read
Ly Freight C	Read
Ly Freight C %	Read
Ly Gross Sales AUR	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit R	Read
Ly In Transit U	Read
Ly Inventory Adjustment C	Read

Measure Label	Access
Ly Inventory Adjustment R	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments Text	Read
Ly Markdown Cancel R	Read
Ly Markup Cancel R	Read
Ly Markup R	Read
Ly MMU R	Read
Ly MMU R %	Read
Ly Non-Comp Store Sales R	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read
Ly Profitability Comments Text	Read
Ly Promo Sales AUR	Read
Ly Promo Sales C	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales U %	Read
Ly Promo Sales Contribution to Time R %	Read
Ly Promo Sales Contribution to Time U %	Read
Ly Promo Sales MMU R	Read
Ly Promo Sales U	Read
Ly Receipts C	Read
Ly Receipts MMU R	Read
Ly Reclass In AUR	Read
Ly Reclass In C	Read
Ly Reclass In IMU R %	Read
Ly Reclass In R	Read
Ly Reclass In U	Read
Ly Reclass Out AUR	Read
Ly Reclass Out C	Read
Ly Reclass Out IMU R %	Read
Ly Reclass Out R	Read
Ly Reclass Out U	Read
Ly Regular Sales AUR	Read
Ly Regular Sales C	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read

Measure Label	Access
Ly Regular Sales Contribution to Time R %	Read
Ly Regular Sales Contribution to Time U %	Read
Ly Regular Sales MMU R	Read
Ly Regular Sales U	Read
Ly Return Process Fee per Unit C	Read
Ly Return to Vendor C	Read
Ly Return to Vendor MMU R	Read
Ly Return to Vendor U	Read
Ly Sales C	Read
Ly Sales Comment Text	Read
Ly Sales Contribution to Product U %	Read
Ly Sales Contribution to Time U %	Read
Ly Sales Excluding VAT R	Read
Ly Sell Thru R %	Read
Ly Sell Thru U %	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand R	Read
Ly Selling Store On Hand U	Read
Ly Shrink AUR	Read
Ly Shrink R	Read
Ly Stk/Sls R	Read
Ly Stk/Sls Ur	Read
Ly Stk/Sls Ur	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment R	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand R	Read
Ly Stock On Hand U	Read
Ly Transfer In AUR	Read
Ly Transfer In C	Read
Ly Transfer In IMU R %	Read
Ly Transfer In R	Read
Ly Transfer In U	Read
Ly Transfer Out AUR	Read
Ly Transfer Out C	Read

Measure Label	Access
Ly Transfer Out IMU R %	Read
Ly Transfer Out R	Read
Ly Transfer Out U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH R	Read
Ly WOH Ur	Read
Ly WOH Ur	Read
Op Avg Inv R	Read
Op Avg Inv U	Read
Op Avg Store Inv R	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUR	Read
Op BOP Inv C	Read
Op BOP Inv R	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales MMU R	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read
Op CMU R %	Read
Op COGS C	Read
Op Comp Store Sales Base R	Read
Op Comp Store Sales R	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUR	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read

Measure Label	Access
Op Customer Returns U %	Read
Op Employee Disc R	Read
Op Employee Disc R %	Read
Op EOP Inv AUR	Read
Op EOP Inv C	Read
Op EOP Inv MMU R	Read
Op EOP Inv R	Read
Op EOP Inv U	Read
Op Forward Cover R	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op GM R	Read
Op GM R %	Read
Op GMROI R	Read
Op Gross Sales AUR	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit R	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment R	Read
Op Inventory Adjustment U	Read
Op Markdown Clear R	Read
Op Markdown Clear R %	Read
Op Markdown Perm R	Read
Op Markdown Perm R %	Read
Op Markdown Promo R	Read
Op Markdown Promo R %	Read
Op Markdown R	Read
Op Markdown R %	Read
Op Markup R	Read
Op MMU R	Read
Op MMU R %	Read
Op Non-Comp Store Sales R	Read

Measure Label	Access
Op Outbound Freight C	Read
Op Outbound Freight C %	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales MMU R	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipt IMU R %	Read
Op Receipts AUR	Read
Op Receipts C	Read
Op Receipts MMU R	Read
Op Receipts R	Read
Op Receipts U	Read
Op Reclass In AUR	Read
Op Reclass In C	Read
Op Reclass In IMU R %	Read
Op Reclass In R	Read
Op Reclass In U	Read
Op Reclass Out AUR	Read
Op Reclass Out C	Read
Op Reclass Out IMU R %	Read
Op Reclass Out R	Read
Op Reclass Out U	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales MMU R	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUR	Read
Op Return to Vendor C	Read
Op Return to Vendor IMU R %	Read
Op Return to Vendor MMU R	Read
Op Return to Vendor R	Read
Op Return to Vendor U	Read
Op Sales AUR	Read

Measure Label	Access
Op Sales Build Rate R	Read
Op Sales C	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales Excluding VAT R	Read
Op Sales R	Read
Op Sales U	Read
Op Sales var Demand In-Season R %	Read
Op Sales var Demand Pre-Season R %	Read
Op Sales var Ly R %	Read
Op Sales var Ly U %	Read
Op Sell Thru R %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand R	Read
Op Selling Store On Hand U	Read
Op Shrink AUR	Read
Op Shrink R	Read
Op Shrink R %	Read
Op Shrink U	Read
Op Stk/Sls R	Read
Op Stk/Sls Ur	Read
Op Stock Adjustment C	Read
Op Stock Adjustment R	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand R	Read
Op Stock On Hand U	Read
Op TO R	Read
Op TO Ur	Read
Op Transfer In AUR	Read
Op Transfer In C	Read
Op Transfer In IMU R %	Read
Op Transfer In R	Read

Measure Label	Access
Op Transfer In U	Read
Op Transfer Out AUR	Read
Op Transfer Out C	Read
Op Transfer Out IMU R %	Read
Op Transfer Out R	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH R	Read
Op WOH Ur	Read
Tgt Avg Inv R	Read
Tgt Avg Inv U	Read
Tgt BOP Inv C	Read
Tgt BOP Inv IMU R %	Read
Tgt BOP Inv MMU R	Read
Tgt BOP Inv U	Read
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales AUR	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales MMU R	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt CMU R %	Read
Tgt COGS C	Read
Tgt Comp Store Sales Base R	Read
Tgt Comp Store Sales R	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read
Tgt Employee Disc R	Read
Tgt Employee Disc R %	Read
Tgt EOP Inv C	Read

Measure Label	Access
Tgt EOP Inv MMU R	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt GMROI R	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt Markdown Clear R	Read
Tgt Markdown Clear R %	Read
Tgt Markdown Perm R	Read
Tgt Markdown Perm R %	Read
Tgt Markdown Promo R	Read
Tgt Markdown Promo R %	Read
Tgt Markdown R	Read
Tgt Markdown R %	Read
Tgt Markup R	Read
Tgt MMU R	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt MMU R %	Read
Tgt Non-Comp Store Sales R	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales MMU R	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipt IMU R %	Read
Tgt Receipts C	Read
Tgt Receipts MMU R	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In R	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out R	Read

Measure Label	Access
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales MMU R	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor MMU R	Read
Tgt Return to Vendor R	Read
Tgt Return to Vendor U	Read
Tgt Sales AUR	Read
Tgt Sales C	Read
Tgt Sales Excluding VAT R	Read
Tgt Sales R	Read
Tgt Sales U	Read
Tgt Shrink R	Read
Tgt Shrink R %	Read
Tgt Shrink U	Read
Tgt TO R	Read
Tgt TO Ur	Read
Tgt Transfer In AUR	Read
Tgt Transfer In C	Read
Tgt Transfer In R	Read
Tgt Transfer In U	Read
Tgt Transfer Out AUR	Read
Tgt Transfer Out C	Read
Tgt Transfer Out R	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH R	Read
Tgt WOH Ur	Read
Wa Avg Inv U	Read
Wa BOP Inv C	Read
Wa BOP Inv IMU R %	Read
Wa BOP Inv MMU R	Read
Wa BOP Inv U	Read

Measure Label	Access
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales MMU R	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa CMU R %	Read
Wa COGS C	Read
Wa Comp Store Sales Base R	Read
Wa Comp Store Sales R	Read
Wa Cost Adjustment C	Read
Wa Customer Returns AUR	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa Employee Disc R	Read
Wa Employee Disc R %	Read
Wa EOP Inv C	Read
Wa EOP Inv MMU R	Read
Wa EOP Inv U	Read
Wa Forward Cover R	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa Gross Sales AUR	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read
Wa In Transit R	Read
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment R	Read
Wa Inventory Adjustment U	Read
Wa Markdown Clear R	Read

Measure Label	Access
Wa Markdown Clear R %	Read
Wa Markdown Perm R	Read
Wa Markdown Perm R %	Read
Wa Markdown Promo R	Read
Wa Markdown Promo R %	Read
Wa Markdown R	Read
Wa Markdown R %	Read
Wa Markup R	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa Non-Comp Store Sales R	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales C	Read
Wa Promo Sales MMU R	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipt IMU R %	Read
Wa Receipts AUR	Read
Wa Receipts C	Read
Wa Receipts MMU R	Read
Wa Receipts U	Read
Wa Reclass In AUR	Read
Wa Reclass In C	Read
Wa Reclass In R	Read
Wa Reclass In U	Read
Wa Reclass Out AUR	Read
Wa Reclass Out C	Read
Wa Reclass Out R	Read
Wa Reclass Out U	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales MMU R	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read

Measure Label	Access
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUR	Read
Wa Return to Vendor C	Read
Wa Return to Vendor MMU R	Read
Wa Return to Vendor R	Read
Wa Return to Vendor U	Read
Wa Sales AUR	Read
Wa Sales C	Read
Wa Sales Excluding VAT R	Read
Wa Sales U	Read
Wa Sales var Demand In-Season R %	Read
Wa Sales var Demand Pre-Season R %	Read
Wa Sales var Ly R %	Read
Wa Sales var Ly U %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand R	Read
Wa Selling Store On Hand U	Read
Wa Shrink R	Read
Wa Shrink R %	Read
Wa Shrink U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment R	Read
Wa Stock Adjustment U	Read
Wa TO Ur	Read
Wa Transfer In AUR	Read
Wa Transfer In C	Read
Wa Transfer In IMU R %	Read
Wa Transfer In R	Read
Wa Transfer In U	Read
Wa Transfer Out AUR	Read
Wa Transfer Out C	Read
Wa Transfer Out IMU R %	Read
Wa Transfer Out R	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read

Measure Label	Access
Wa WOH R	Read
Wa WOH Ur	Read
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op R %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Wa R %	Read
Wp Avg Inv var Wa U %	Read
Wp Avg Store Inv R	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv MMU R	Read
Wp BOP Inv R	Write
Wp BOP Inv var Cp R %	Read
Wp BOP Inv var Ly R %	Read
Wp BOP Inv var Op R %	Read
Wp Cash Discount C	Write
Wp Cash Discount C %	Write
Wp Clearance Sales C	Read
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales Contribution to Time R %	Read
Wp Clearance Sales Contribution to Time U %	Read
Wp Clearance Sales MMU R	Read
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Commitmnts IMU R %	Write
Wp Comp Store Sales Base R	Read
Wp Comp Store Sales R	Write
Wp Comp Store Sales var Ly R %	Write
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns U %	Write
Wp Customer Returns var Ly R %	Read
Wp Customer Returns var Ly U %	Read

Measure Label	Access
Wp EOP Inv C	Read
Wp EOP Inv MMU R	Read
Wp EOP Inv R	Write
Wp EOP Inv var Ly U %	Read
Wp EOP Inv var Op R %	Write
Wp EOP Inv var Wa R %	Write
Wp Event Information Text	Write
Wp Freight C	Write
Wp Freight C %	Write
Wp Freight var Ly C %	Read
Wp GM var Op R %	Read
Wp GM var Wa R %	Read
Wp Gross Sales AUR	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp Gross Sales var LY R %	Read
Wp Gross Sales var LY U %	Read
Wp In Transit C	Read
Wp In Transit R	Write
Wp In Transit U	Write
Wp Inventory Adjustment C	Write
Wp Inventory Adjustment R	Write
Wp Inventory Adjustment U	Write
Wp Inventory Comments Text	Write
Wp Markdown Cancel R	Read
Wp Markup Cancel R	Read
Wp Markup R	Write
Wp Mkd var OP R %	Write
Wp Mkd var Wa R %	Write
Wp MMU R	Read
Wp MMU R %	Write
Wp Non-Comp Store Sales R	Read
Wp Non-Comp Store Sales var LY R %	Read
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Read

Measure Label	Access
Wp Profitability Comments Text	Write
Wp Promo Sales C	Read
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales Contribution to Time R %	Read
Wp Promo Sales Contribution to Time U %	Read
Wp Promo Sales MMU R	Read
Wp Promo Sales var Ly U %	Write
Wp Receipt IMU R %	Write
Wp Receipts C	Read
Wp Receipts MMU R	Read
Wp Receipts R	Write
Wp Receipts var Ly R %	Write
Wp Receipts var Op R %	Write
Wp Receipts var Wa R %	Write
Wp Reclass In AUR	Write
Wp Reclass In AUR	Write
Wp Reclass In C	Read
Wp Reclass In IMU R %	Write
Wp Reclass In R	Write
Wp Reclass In U	Write
Wp Reclass Out AUR	Write
Wp Reclass Out C	Read
Wp Reclass Out IMU R %	Write
Wp Reclass Out R	Write
Wp Reclass Out U	Write
Wp Regular Sales C	Read
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales Contribution to Time R %	Read
Wp Regular Sales Contribution to Time U %	Read
Wp Regular Sales MMU R	Read
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Return to Vendor AUR	Write
Wp Return to Vendor C	Read
Wp Return to Vendor MMU R	Read
Wp Sales C	Read

Measure Label	Access
Wp Sales Comment Text	Write
Wp Sales Contribution to Product U %	Read
Wp Sales Contribution to Time U %	Read
Wp Sales Excluding VAT R	Read
Wp Sales var Demand In-Season R %	Write
Wp Sales var Demand Pre-Season R %	Write
Wp Sales var Ly U %	Write
Wp Sales var Op R %	Write
Wp Sales var Op U %	Write
Wp Sales var Tgt R %	Write
Wp Sales var Wa R %	Write
Wp Sales var Wa R %	Write
Wp Sales var Wa U %	Write
Wp Sell Thru U %	Read
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand R	Read
Wp Selling Store On Hand U	Read
Wp Shrink AUR	Write
Wp Shrink R	Read
Wp Sales AUR diff Ly R	Read
Wp Stk/Sls R	Write
Wp Stk/Sls Ur	Read
Wp Stk/Sls Ur	Read
Wp Stock Adjustment C	Read
Wp Stock Adjustment R	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand R	Read
Wp Stock On Hand U	Read
Wp Store Open Date	Read
Wp TO Ur	Read
Wp Transfer In AUR	Write
Wp Transfer In C	Read
Wp Transfer In IMU R %	Write
Wp Transfer In R	Write
Wp Transfer In U	Write

Measure Label	Access
Wp Transfer Out AUR	Write
Wp Transfer Out C	Read
Wp Transfer Out IMU R %	Write
Wp Transfer Out R	Write
Wp Transfer Out U	Write
Wp Ttl RTV Process Fee C	Read
Wp Wkrm / Other Costs C	Write
Wp WOH R	Read
Wp WOH Ur	Read
Wp WOH Ur	Read

Planner Pre-Season Extra Measures

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

Measure Label	Access
Al Sales R	Read
Ch Op Avg Inv R	Read
Ch Op Sales R	Read
Ch Op TO R	Read
Kp Cp Sales R	Read
Kp Cp Sales U	Read
Kp Op Sales R	Read
Kp Op Sales U	Read
Cp KP Sales Contribution to TP R %	Read
Cp KP Sales Contribution to TP U %	Read
Cp Regular Sales AUR	Read
Ly Avg Store Inv R	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read
Ly BOP Inv IMU R %	Read
Ly BOP Inv MMU R	Read
Ly Cash Discount C	Read

Measure Label	Access
Ly Cash Discount C %	Read
Ly Clearance Sales AUR	Read
Ly Clearance Sales C	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly Clearance Sales Contribution to Sales U %	Read
Ly Clearance Sales Contribution to Time R %	Read
Ly Clearance Sales Contribution to Time U %	Read
Ly Clearance Sales MMU R	Read
Ly Clearance Sales U	Read
Ly COGS C	Read
Ly Commitmnts IMU R %	Read
Ly Comp Store Sales Base R	Read
Ly Comp Store Sales R	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUR	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U %	Read
Ly Employee Disc R	Read
Ly EOP Inv AUR	Read
Ly EOP Inv C	Read
Ly EOP Inv MMU R	Read
Ly Event Information Text	Read
Ly Freight C	Read
Ly Freight C %	Read
Ly Gross Sales AUR	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit R	Read
Ly In Transit U	Read
Ly Inventory Adjustment C	Read
Ly Inventory Adjustment R	Read
Ly Inventory Adjustment U	Read

Measure Label	Access
Ly Inventory Comments Text	Read
Ly Markdown Cancel R	Read
Ly Markup Cancel R	Read
Ly Markup R	Read
Ly MMU R	Read
Ly MMU R %	Read
Ly Non-Comp Store Sales R	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read
Ly Profitability Comments Text	Read
Ly Promo Sales AUR	Read
Ly Promo Sales C	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales U %	Read
Ly Promo Sales Contribution to Time R %	Read
Ly Promo Sales Contribution to Time U %	Read
Ly Promo Sales MMU R	Read
Ly Promo Sales U	Read
Ly Receipt IMU R %	Read
Ly Receipts C	Read
Ly Receipts MMU R	Read
Ly Reclass In AUR	Read
Ly Reclass In C	Read
Ly Reclass In IMU R %	Read
Ly Reclass In R	Read
Ly Reclass In U	Read
Ly Reclass Out AUR	Read
Ly Reclass Out C	Read
Ly Reclass Out IMU R %	Read
Ly Reclass Out R	Read
Ly Reclass Out U	Read
Ly Regular Sales AUR	Read
Ly Regular Sales C	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read
Ly Regular Sales Contribution to Time R %	Read

Measure Label	Access
Ly Regular Sales Contribution to Time U %	Read
Ly Regular Sales MMU R	Read
Ly Regular Sales U	Read
Ly Return Process Fee per Unit C	Read
Ly Return to Vendor C	Read
Ly Return to Vendor MMU R	Read
Ly Return to Vendor U	Read
Ly Sales C	Read
Ly Sales Comment Text	Read
Ly Sales Contribution to Product U %	Read
Ly Sales Contribution to Time U %	Read
Ly Sales Excluding VAT R	Read
Ly Sales R	Read
Ly Sell Thru R %	Read
Ly Sell Thru U %	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand R	Read
Ly Selling Store On Hand U	Read
Ly Shrink AUR	Read
Ly Shrink R	Read
Ly Stk/Sls R	Read
Ly Stk/Sls Ur	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment R	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand R	Read
Ly Stock On Hand U	Read
Ly Transfer In AUR	Read
Ly Transfer In C	Read
Ly Transfer In IMU R %	Read
Ly Transfer In U	Read
Ly Transfer Out AUR	Read
Ly Transfer Out C	Read
Ly Transfer Out IMU R %	Read
Ly Transfer Out U	Read

Measure Label	Access
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH R	Read
Ly WOH Ur	Read
Ly WOH Ur	Read
Op Avg Inv R	Read
Op Avg Inv R	Read
Op Avg Inv U	Read
Op Avg Store Inv R	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUR	Read
Op BOP Inv C	Read
Op BOP Inv IMU R %	Read
Op BOP Inv MMU R	Read
Op BOP Inv R	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales MMU R	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read
Op CMU R %	Read
Op COGS C	Read
Op Comp Store Sales Base R	Read
Op Comp Store Sales R	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUR	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read

Measure Label	Access
Op Customer Returns U %	Read
Op Employee Disc R	Read
Op Employee Disc R %	Read
Op EOP Inv AUR	Read
Op EOP Inv C	Read
Op EOP Inv MMU R	Read
Op EOP Inv R	Read
Op EOP Inv U	Read
Op Forward Cover R	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op GM R	Read
Op GM R %	Read
Op GMROI R	Read
Op Gross Sales AUR	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit R	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment R	Read
Op Inventory Adjustment U	Read
Op Markdown Clear R	Read
Op Markdown Clear R %	Read
Op Markdown Perm R	Read
Op Markdown Perm R %	Read
Op Markdown Promo R	Read
Op Markdown Promo R %	Read
Op Markdown R	Read
Op Markdown R %	Read
Op Markup R	Read
Op MMU R	Read
Op MMU R %	Read
Op Non-Comp Store Sales R	Read

Measure Label	Access
Op Outbound Freight C	Read
Op Outbound Freight C %	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales MMU R	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipt IMU R %	Read
Op Receipts AUR	Read
Op Receipts C	Read
Op Receipts MMU R	Read
Op Receipts R	Read
Op Receipts U	Read
Op Reclass In AUR	Read
Op Reclass In C	Read
Op Reclass In IMU R %	Read
Op Reclass In R	Read
Op Reclass In U	Read
Op Reclass Out AUR	Read
Op Reclass Out C	Read
Op Reclass Out IMU R %	Read
Op Reclass Out R	Read
Op Reclass Out U	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales MMU R	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUR	Read
Op Return to Vendor C	Read
Op Return to Vendor IMU R %	Read
Op Return to Vendor MMU R	Read
Op Return to Vendor R	Read
Op Return to Vendor U	Read
Op Sales AUR	Read

Measure Label	Access
Op Sales Build Rate R	Read
Op Sales C	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales Excluding VAT R	Read
Op Sales R	Read
Op Sales U	Read
Op Sales var Demand In-Season R %	Read
Op Sales var Demand Pre-Season R %	Read
Op Sales var Ly R %	Read
Op Sales var Ly U %	Read
Op Sell Thru R %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand R	Read
Op Selling Store On Hand U	Read
Op Shrink AUR	Read
Op Shrink R	Read
Op Shrink R %	Read
Op Shrink U	Read
Op Stk/Sls R	Read
Op Stk/Sls Ur	Read
Op Stock Adjustment C	Read
Op Stock Adjustment R	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand R	Read
Op Stock On Hand U	Read
Op TO R	Read
Op TO Ur	Read
Op Transfer In AUR	Read
Op Transfer In C	Read
Op Transfer In IMU R %	Read
Op Transfer In R	Read

Measure Label	Access
Op Transfer In U	Read
Op Transfer Out AUR	Read
Op Transfer Out C	Read
Op Transfer Out IMU R %	Read
Op Transfer Out R	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH R	Read
Op WOH Ur	Read
Tgt Avg Inv R	Read
Tgt Avg Inv U	Read
Tgt BOP Inv C	Read
Tgt BOP Inv IMU R %	Read
Tgt BOP Inv MMU R	Read
Tgt BOP Inv R	Read
Tgt BOP Inv U	Read
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales AUR	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales MMU R	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt CMU R %	Read
Tgt COGS C	Read
Tgt Commitments R	Read
Tgt Comp Store Sales Base R	Read
Tgt Comp Store Sales R	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read
Tgt Employee Disc R	Read

Measure Label	Access
Tgt Employee Disc R %	Read
Tgt EOP Inv C	Read
Tgt EOP Inv MMU R	Read
Tgt EOP Inv R	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt GMROI R	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt Markdown Clear R	Read
Tgt Markdown Clear R %	Read
Tgt Markdown Perm R	Read
Tgt Markdown Perm R %	Read
Tgt Markdown Promo R	Read
Tgt Markdown Promo R %	Read
Tgt Markup R	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Non-Comp Store Sales R	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales MMU R	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipt IMU R %	Read
Tgt Receipts C	Read
Tgt Receipts MMU R	Read
Tgt Receipts R	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In R	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out R	Read

Measure Label	Access
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales MMU R	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor MMU R	Read
Tgt Return to Vendor R	Read
Tgt Return to Vendor U	Read
Tgt Sales AUR	Read
Tgt Sales C	Read
Tgt Sales Excluding VAT R	Read
Tgt Sales R	Read
Tgt Sales U	Read
Tgt Shrink R	Read
Tgt Shrink R %	Read
Tgt Shrink U	Read
Tgt TO R	Read
Tgt TO Ur	Read
Tgt Transfer In AUR	Read
Tgt Transfer In C	Read
Tgt Transfer In R	Read
Tgt Transfer In U	Read
Tgt Transfer Out AUR	Read
Tgt Transfer Out C	Read
Tgt Transfer Out R	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH R	Read
Tgt WOH Ur	Read
Wa Avg Inv R	Read
Wa Avg Inv U	Read
Wa BOP Inv C	Read
Wa BOP Inv IMU R %	Read
Wa BOP Inv MMU R	Read

Measure Label	Access
Wa BOP Inv R	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales MMU R	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa CMU R %	Read
Wa COGS C	Read
Wa Comp Store Sales Base R	Read
Wa Comp Store Sales R	Read
Wa Cost Adjustment C	Read
Wa Customer Returns AUR	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa Employee Disc R	Read
Wa Employee Disc R %	Read
Wa EOP Inv C	Read
Wa EOP Inv MMU R	Read
Wa EOP Inv R	Read
Wa EOP Inv U	Read
Wa Forward Cover R	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa GM R %	Read
Wa GMROI R	Read
Wa Gross Sales AUR	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read
Wa In Transit R	Read

Measure Label	Access
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment R	Read
Wa Inventory Adjustment U	Read
Wa Markdown Clear R	Read
Wa Markdown Clear R %	Read
Wa Markdown Perm R	Read
Wa Markdown Perm R %	Read
Wa Markdown Promo R	Read
Wa Markdown Promo R %	Read
Wa Markdown R	Read
Wa Markdown R %	Read
Wa Markup R	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa Non-Comp Store Sales R	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales C	Read
Wa Promo Sales MMU R	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipt IMU R %	Read
Wa Receipts AUR	Read
Wa Receipts C	Read
Wa Receipts MMU R	Read
Wa Receipts R	Read
Wa Receipts U	Read
Wa Reclass In AUR	Read
Wa Reclass In C	Read
Wa Reclass In R	Read
Wa Reclass In U	Read
Wa Reclass Out AUR	Read
Wa Reclass Out C	Read
Wa Reclass Out R	Read

Measure Label	Access
Wa Reclass Out U	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales MMU R	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUR	Read
Wa Return to Vendor C	Read
Wa Return to Vendor MMU R	Read
Wa Return to Vendor R	Read
Wa Return to Vendor U	Read
Wa Sales AUR	Read
Wa Sales C	Read
Wa Sales Excluding VAT R	Read
Wa Sales R	Read
Wa Sales U	Read
Wa Sales var Demand In-Season R %	Read
Wa Sales var Demand Pre-Season R %	Read
Wa Sales var Ly R %	Read
Wa Sales var Ly U %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand R	Read
Wa Selling Store On Hand U	Read
Wa Shrink R	Read
Wa Shrink R %	Read
Wa Shrink U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment R	Read
Wa Stock Adjustment U	Read
Wa TO R	Read
Wa TO Ur	Read
Wa Transfer In AUR	Read
Wa Transfer In C	Read
Wa Transfer In IMU R %	Read
Wa Transfer In R	Read

Measure Label	Access
Wa Transfer In U	Read
Wa Transfer Out AUR	Read
Wa Transfer Out C	Read
Wa Transfer Out IMU R %	Read
Wa Transfer Out R	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH R	Read
Wa WOH Ur	Read
Wp Avg Inv var Op R %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Store Inv R	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv IMU R %	Read
Wp BOP Inv MMU R	Read
Wp BOP Inv var Op R %	Read
Wp BOS Inv IMU R %	Write
Wp Cash Discount C	Write
Wp Cash Discount C %	Write
Wp Clearance Sales C	Read
Wp Clearance Sales Contribution to Sales R %	Write
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales Contribution to Time R %	Read
Wp Clearance Sales Contribution to Time R %	Read
Wp Clearance Sales Contribution to Time U %	Read
Wp Clearance Sales MMU R	Read
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Commitmnts IMU R %	Write
Wp Comp Store Sales Base R	Read
Wp Comp Store Sales R	Write

Measure Label	Access
Wp Comp Store Sales var Ly R %	Write
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns R	Read
Wp Customer Returns R %	Write
Wp Customer Returns U %	Write
Wp Customer Returns var Ly R %	Read
Wp Customer Returns var Ly U %	Read
Wp EOP Inv C	Read
Wp EOP Inv MMU R	Read
Wp EOP Inv var Cp R %	Write
Wp EOP Inv var Ly U %	Read
Wp EOP Inv var Op R %	Write
Wp EOP Inv var Tgt R %	Write
Wp Event Information Text	Write
Wp Forward Cover R	Write
Wp Forward Cover U	Write
Wp Freight C	Write
Wp Freight C %	Write
Wp Freight var Ly C %	Read
Wp GM var Op R %	Read
Wp Gross Sales AUR	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp Gross Sales var LY R %	Read
Wp Gross Sales var LY U %	Read
Wp In Transit R	Write
Wp In Transit U	Write
Wp Inventory Adjustment C	Write
Wp Inventory Adjustment R	Write
Wp Inventory Adjustment U	Write
Wp Inventory Comments Text	Write
Wp Markdown Cancel R	Read
Wp Markup Cancel R	Read
Wp Markup R	Write

Measure Label	Access
Wp Mkd var OP R %	Write
Wp MMU R	Read
Wp MMU R %	Write
Wp Non-Comp Store Sales R	Read
Wp Non-Comp Store Sales var LY R %	Read
Wp On Order Cxl IMU R %	Write
Wp On Order IMU R %	Read
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Read
Wp Profitability Comments Text	Write
Wp Promo Sales C	Read
Wp Promo Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales Contribution to Time R %	Read
Wp Promo Sales Contribution to Time R %	Read
Wp Promo Sales Contribution to Time U %	Read
Wp Promo Sales MMU R	Read
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipt IMU R %	Write
Wp Receipts C	Read
Wp Receipts MMU R	Read
Wp Receipts var Cp R %	Write
Wp Receipts var Op R %	Write
Wp Receipts var Tgt R %	Write
Wp Reclass In AUR	Write
Wp Reclass In C	Read
Wp Reclass In IMU R %	Write
Wp Reclass In R	Write
Wp Reclass In U	Write
Wp Reclass Out AUR	Write
Wp Reclass Out C	Read
Wp Reclass Out IMU R %	Write
Wp Reclass Out R	Write
Wp Reclass Out U	Write

Measure Label	Access
Wp Regular Sales C	Read
Wp Regular Sales Contribution to Sales R %	Write
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales Contribution to Time R %	Read
Wp Regular Sales Contribution to Time U %	Read
Wp Regular Sales MMU R	Read
Wp Regular Sales R	Write
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Return to Vendor C	Read
Wp Return to Vendor IMU R %	Write
Wp Return to Vendor MMU R	Read
Wp Sales C	Read
Wp Sales Comment Text	Write
Wp Sales Contribution to Product R %	Read
Wp Sales Contribution to Product U %	Read
Wp Sales Contribution to Time R %	Read
Wp Sales Contribution to Time U %	Read
Wp Sales Excluding VAT R	Read
Wp Sales var Demand Pre-Season R %	Write
Wp Sales var Ly U %	Write
Wp Sales var Op R %	Write
Wp Sales var Op U %	Write
Wp Sales var Tgt R %	Write
Wp Sales var Tgt U %	Write
Wp Sell Thru R %	Read
Wp Sell Thru U %	Read
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand R	Read
Wp Selling Store On Hand U	Read
Wp Shrink AUR	Write
Wp Sales AUR diff Ly R	Read
Wp Stk/Sls R	Write
Wp Stk/Sls Ur	Read
Wp Stock Adjustment C	Read

Measure Label	Access
Wp Stock Adjustment R	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand R	Read
Wp Stock On Hand U	Read
Wp Store Open Date	Read
Wp Transfer In AUR	Write
Wp Transfer In C	Read
Wp Transfer In IMU R %	Write
Wp Transfer In R	Write
Wp Transfer In U	Write
Wp Transfer Out AUR	Write
Wp Transfer Out C	Read
Wp Transfer Out IMU R %	Write
Wp Transfer Out R	Write
Wp Transfer Out U	Write
Wp Ttl RTV Process Fee C	Read
Wp Wkrm / Other Costs C	Write
Wp WOH R	Read
Wp WOH Ur	Read
Wp WOH Ur	Read

In-Season Financial Planning Process

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

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

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

Manager's Process

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

In-Season Merchandise Financial Planning
Managers Role - Product Planning Workflow Process (Division to Department)

Merchandise Financial Product Planning On-line Process

Plan updated with Actual Sales, On Order, Revised Forecasts

Review Current Trend

Review and Revise Sales Plan

Review and Revise Markdowns

Review and Revise and Receipts

Review and Revise Inventory Reductions and Additions

Review and Revise Gross Margin

Review Value Summary

Review and Revise Sales Units & AUR

Review and Revise Inv / Rcpts Units & AUR

Review Unit Summary

Executive Targets (optional)

Managers data

Reconcile Plan versions

Review and Revise OTB

Optional

Initial Plan

Commit Targets to database

Planners In-Season Planning Process

Revised Targets available for Planner's use

Planners Submitted Plans

Reconcile with Planner data

Review and Revise OTB

Managers Approval Process

Commit Approved plans to database

Approved Plans

Planner's Process

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

In-Season Merchandise Financial Planning
Planners Role - Product Planning Workflow Process (Department to Subclass)
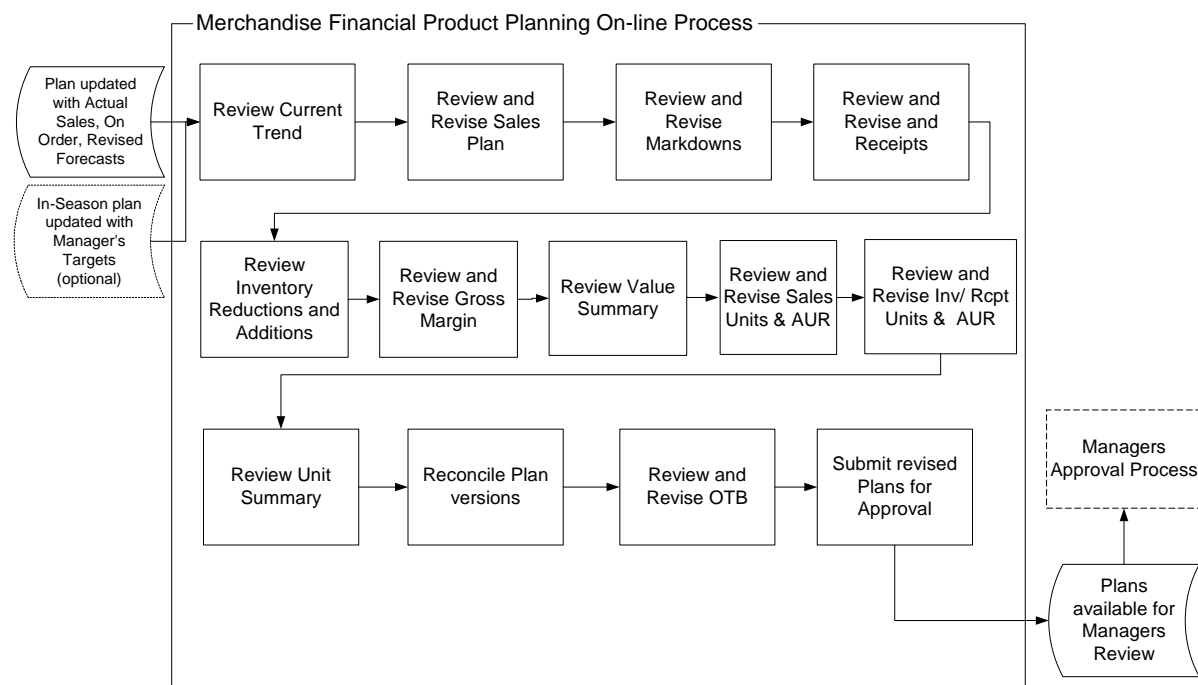
In-Season Financial Plan Worksheets

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

▪ Review Trend	▪ Sales Unit Conversion
▪ Sales	▪ Inv_Rcpt Unit Conversion
▪ Markdowns	▪ Unit Summary
▪ Receipts	▪ Reconcile Submitted Plan (manager only)
	▪ Reconcile (planner only)
▪ Inventory	▪ Value OTB
▪ Gross Margin	▪ Unit OTB
▪ Value Summary	▪ Approval

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

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

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

Assumptions

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

Review Trend Worksheet

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

Review Trend Worksheet Measure List

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

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

Measure	Access
Wp Markdown R %	Write
Cp Markdown R	Read
Cp Markdown R %	Read
Wp Mkd var CP R %	Write
FrcIn Demand R	Read
Wp Sales var Demand In-Season R %	Write
Wp Sales R	Read
Cp Sales R	Read
Wp Sales var Cp R %	Read
Ly Sales R	Read
Wp Sales var Ly R %	Read
Wp Markdown R	Read
Wp Markdown R %	Read
Cp Markdown R %	Read
Wp Mkd var CP R %	Read
Ly Markdown R	Read
Wp Mkd var Ly R %	Read
Ly Markdown R %	Read
Wp GM R	Read
Wp GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Wp GM var CP R %	Write
Ly GM R	Write
Ly GM R %	Read
Wp GM var Ly R %	Write
Wp Avg Inv R	Read
Cp Avg Inv R	Write
Ly Avg Inv R	Write
Wp TO R	Write
Cp TO R	Read
Ly TO R	Read

Sales Worksheet

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

Assumptions

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

Sales Worksheet Measure List

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

Measure	Access
FrcIn Demand R	Read
Wp Sales var Demand In-Season R %	Write
Wp Sales R	Write
Cp Sales R	Read
Wp Sales var Cp R %	Write
Ly Sales R	Read
Wp Sales var Ly R %	Write
Wp Regular Sales R	Write
Wp Promo Sales R	Write
Wp Clearance Sales R	Write
Cp Regular Sales R	Read
Cp Promo Sales R	Read
Cp Clearance Sales R	Read
Ly Regular Sales R	Read
Ly Promo Sales R	Read
Ly Clearance Sales R	Read
FrcIn Demand R	Write
Wp Sales var Demand In-Season R %	Write
Wp Sales R	Write
Cp Sales R	Read

Measure	Access
Wp Sales var Cp R %	Read
Ly Sales R	Read
Wp Sales var Ly R %	Read
Wp Regular Sales R	Read
Wp Promo Sales R	Read
Wp Clearance Sales R	Read
Cp Regular Sales R	Read
Cp Promo Sales R	Read
Cp Clearance Sales R	Read
Ly Regular Sales R	Write
Ly Promo Sales R	Write
Ly Clearance Sales R	Read
Wp Regular Sales Contribution to Sales R %	Write
Wp Promo Sales Contribution to Sales R %	Read
Wp Clearance Sales Contribution to Sales R %	Write
Wp Sales Contribution to Time R %	Write
Cp Sales Contribution to Time R %	Write
Ly Sales Contribution to Time R %	Write
Wp Sales Contribution to Product R %	Read
Cp Sales Contribution to Product R %	Read
Ly Sales Contribution to Product R %	Read
Wp Sales Build Rate R	Read
Cp Sales Build Rate R	Read
Ly Sales Build Rate R	Read

Markdowns Worksheet

You may use the Markdowns worksheet to review the three types of markdowns: Promotional, Clearance, and Permanent. Other measures such as Markdown percentages, Employee Discount and Shrinkage percentages are also included and are editable in forward time periods.

Markdowns Worksheet Measure List

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

Measure	Access
Wp Sales R	Write
Cp Sales R	Read
Ly Sales R	Read
Wp Markdown R	Write
Wp Markdown R %	Write
Cp Markdown R	Read
Cp Markdown R %	Read
Ly Markdown R	Read
Ly Markdown R %	Read
Wp Markdown Promo R	Write
Wp Markdown Promo R %	Write
Wp Markdown Clear R	Write
Wp Markdown Clear R %	Write
Wp Markdown Perm R	Write
Wp Markdown Perm R %	Write
Cp Markdown Promo R	Read
Cp Markdown Promo R %	Read
Cp Markdown Clear R	Read
Cp Markdown Clear R %	Read
Cp Markdown Perm R	Read
Cp Markdown Perm R %	Read
Ly Markdown Promo R %	Read
Ly Markdown Clear R %	Read
Ly Markdown Perm R %	Read
Ly Markdown Clear R %	Read
Wp Shrink R	Read
Wp Shrink R %	Write
Cp Shrink R %	Read

Measure	Access
Ly Shrink R %	Read
Wp Employee Disc R	Read
Wp Employee Disc R %	Write
Cp Employee Disc R %	Read
Ly Employee Disc R %	Read

Receipts Worksheet

You may use the Receipts worksheet to review actual values for Receipts and On-Order in the In-Season Planning process. Receipts are editable for future time periods so the user can manipulate and balance the stock/sales position. Initial Markup Percents (IMU%) for receipts and on-order are included on this sheet. IMU Percents for Receipts only (future time periods) are editable.

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

Assumptions

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

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

Receipts Worksheet Measure List

The Receipts worksheet contains the following measures. See the measure list for Receipts Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List (Section 4) for a description of the measure and its calculation.

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

Inventory Worksheet

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

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

Inventory Worksheet Measure List

The Inventory worksheet contains the following measures. See the measure list for Receipts Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List (Section 4) for a description of the measure and its calculation.

Measure	Access
Wp BOP Inv R	Write
Cp BOP Inv R	Read
Wp BOP Inv var Cp R %	Read
Ly BOP Inv R	Read
Wp Sales R	Write
Cp Sales R	Read
Wp Sales var Cp R %	Write
Ly Sales R	Read
Wp Receipts R	Write
Cp Receipts R	Read
Wp Receipts var Cp R %	Write
Ly Receipts R	Read
Wp Receipt IMU R %	Write
Cp Receipt IMU R %	Read
Ly Receipt IMU R %	Read
Wp Return to Vendor R	Write
Cp Return to Vendor R	Read
Ly Return to Vendor R	Read
Wp Return to Vendor IMU R %	Write
Cp Return to Vendor IMU R %	Read
Ly Return to Vendor IMU R %	Read
Wp Inventory Adjustment R	Write
Cp Inventory Adjustment R	Read
Wp EOP Inv R	Write
Cp EOP Inv R	Read
Wp EOP Inv var Cp R %	Write
Ly EOP Inv R	Read
Wp CMU R %	Read
Cp CMU R %	Read
Ly CMU R %	Read
Wp Avg Inv R	Read
Cp Avg Inv R	Read

Measure	Access
Ly Avg Inv R	Read
Wp TO R	Read
Cp TO R	Read
Ly TO R	Read
Wp Forward Cover R	Write
Cp Forward Cover R	Read
Ly Forward Cover R	Read
Wp Sell Thru R %	Read
Cp Sell Thru R %	Read
Ly Sell Thru R %	Read

Gross Margin Worksheet

You may review and adjust gross margin with the Gross Margin worksheet. If an issue is identified here, you usually adjust the specific values on the other planning worksheets. On this worksheet, you can adjust sales, markdowns (total), Shrink %, Employee Disc %, or EOP (which adjusts projected receipts) to affect Gross Margin R and Gross Margin R %.

Gross Margin Worksheet Measure List

The Gross Margin worksheet contains the following measures. See the measure list for Gross Margin Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List for a description of the measure and its calculation.

Measure	Access
Wp Sales R	Write
Cp Sales R	Read
Wp Markdown R %	Write
Cp Markdown R %	Read
Wp Employee Disc R %	Write
Wp Shrink R %	Write
Cp Markdown R %	Read
Wp GM R	Read
Wp GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Ly GM R	Read
Ly GM R %	Read
Wp Receipts R	Write
Wp Receipt IMU R %	Write
Cp Receipts R	Read
Cp Receipt IMU R %	Read
Ly Receipts R	Read
Ly Receipt IMU R %	Read
Wp CMU R %	Read
Cp CMU R %	Read
Ly CMU R %	Read
Wp GMROI R	Read
Cp GMROI R	Read
Ly GMROI R	Read

Value Summary Worksheet

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

Value Summary Worksheet Measure List

The Summary Values worksheet contains the following measures. See the measure list for Summary Values Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List (Chapter 4) for a description of the measure and its calculation.

Measure	Access
Wp BOP Inv R	Write
Cp BOP Inv R	Read
Wp BOP Inv var Cp R %	Read
Ly BOP Inv R	Read
Wp Sales R	Write
Cp Sales R	Read
Wp Sales var Cp R %	Write
Ly Sales R	Read
Wp Markdown R	Write
Wp Markdown R %	Write
Cp Markdown R	Read
Cp Markdown R %	Read
Wp Mkd var CP R %	Write
Wp Receipts R	Write
Cp Receipts R	Read
Ly Markdown R	Read
Ly Markdown R %	Read
Ly Receipts R	Read
Wp EOP Inv R	Write
Cp EOP Inv R	Read
Wp EOP Inv var Cp R %	Write
Ly EOP Inv R	Read
Wp CMU R %	Read
Cp CMU R %	Read
Ly CMU R %	Read
Wp Avg Inv R	Read
Cp Avg Inv R	Read
Ly Avg Inv R	Read

Measure	Access
Wp TO R	Read
Cp TO R	Read
Wp GM R	Read
Ly TO R	Read
Wp GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Ly GM R	Read
Ly GM R %	Read
Wp GMROI R	Read
Cp GMROI R	Read
Ly GMROI R	Read

Sales Unit Conversion Worksheet

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

Sales Unit Conversion Worksheet Measure List

The Sales Unit Conversion worksheet contains the following measures. See the measure list for Sales Unit Conversion Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List for a description of the measure and its calculation.

Measure	Access
Wp Sales R	Write
Cp Sales R	Read
Wp Sales U	Write
Cp Sales U	Read
Ly Sales U	Read
Wp Sales var Cp U %	Write
Wp Sales AUR	Read
Cp Sales AUR	Read
Ly Sales AUR	Read
Wp Regular Sales R	Write
Wp Regular Sales U	Write
Wp Regular Sales AUR	Read
Wp Promo Sales R	Write
Wp Promo Sales U	Write

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

Inv_Receipt Unit Conversion Worksheet

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

Inv_Receipt Unit Conversion Worksheet Measure List

The Inv_Receipt Unit Conversion worksheet contains the following measures. See the measure list for Inv_Receipt Unit Conversion Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List for a description of the measure and its calculation.

Measure	Access
Wp BOP Inv R	Write
Wp BOP Inv U	Read
Wp BOP Inv AUR	Read
Cp BOP Inv R	Read
Cp BOP Inv U	Read
Cp BOP Inv AUR	Read
Ly BOP Inv U	Read
Ly BOP Inv AUR	Read
Wp Sales R	Write
Wp Sales U	Write
Wp Sales AUR	Read
Cp Sales R	Read
Cp Sales U	Read
Cp Sales AUR	Read
Ly Sales U	Read
Ly Sales AUR	Read
Wp Receipts R	Write
Wp Receipts U	Write
Wp Receipts AUR	Write
Cp Receipts R	Read
Cp Receipts U	Read
Cp Receipts AUR	Read
Ly Receipts U	Read
Ly Receipts AUR	Read
Wp Return to Vendor R	Write
Wp Return to Vendor U	Write
Wp Return to Vendor AUR	Write

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

Unit Summary Worksheet

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

Unit Summary Worksheet Measure List

The Summary Units worksheet contains the following measures. See the measure list for Summary Units Pre-Season worksheet or the Merchandise Financial Planning Retail Measure List (Chapter 4) for a description of the measure and its calculation.

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

Measure	Access
Wp EOP Inv var Cp U %	Read
Ly EOP Inv U	Read
Wp EOP Inv var Ly U %	Read
Wp EOP Inv AUR	Write
Cp EOP Inv AUR	Read
Ly EOP Inv AUR	Read
Wp Avg Inv U	Read
Cp Avg Inv U	Read
Ly Avg Inv U	Read
Wp TO U	Read
Cp TO U	Read
Ly TO U	Read
Wp Forward Cover U	Read
Cp Forward Cover U	Read
Ly Forward Cover U	Read

Reconcile Submitted Plan Worksheet

Managers use this worksheet to monitor inseason progress to their plan, Current Plan compared to the plan values submitted by the planner for approval. Last year plan values are also displayed for informational purposes.

Reconcile Submitted Plan Worksheet Measure List

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

Measure	Default Access
Wp BOP Inv R	Write
Wa BOP Inv R	Read
Cp BOP Inv R	Read
Ly BOP Inv R	Read
Wp Sales R	Write
Wa Sales R	Read
Cp Sales R	Read
Ly Sales R	Read
Wp Markdown R	Write
Wp Markdown R %	Write
Wa Markdown R	Read
Wa Markdown R %	Read
Cp Markdown R	Read
Cp Markdown R %	Read
Ly Markdown R %	Read
Wp Receipts R	Write
Wa Receipts R	Read
Cp Receipts R	Read
Ly Receipts R	Read
Wp EOP Inv R	Write
Wa EOP Inv R	Read
Cp EOP Inv R	Read
Ly EOP Inv R	Read
Wp Avg Inv R	Read
Wa Avg Inv R	Read
Cp Avg Inv R	Read
Ly Avg Inv R	Read
Wp TO R	Read

Measure	Default Access
Wa TO R	Read
Cp TO R	Read
Ly TO R	Read
Wp GM R	Read
Wp GM R %	Read
Wa GM R	Read
Wa GM R %	Read
Cp GM R	Read
Cp GM R %	Read
Ly GM R %	Read
Wp GMROI R	Read
Wa GMROI R	Read
Cp GMROI R	Read
Ly GMROI R	Read

Reconcile Worksheet

Planners may use this worksheet to compare the Current Plan to Working Plan and Last Year versions during the In-season Planning process.

Planners can reconcile their data to the Managers In-Season Targets if created, using the Tgt (Target) plan version which is available on this worksheet.

Reconcile Worksheet Measure List

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

Measure	Access	Result
Wp BOP Inv R	Write	Recalculates Receipts R in the prior and current periods, adjusts prior period EOP Inv R.
Cp BOP Inv R	Read	
Ly BOP Inv R	Read	
Wp Sales R	Write	EOP R, Markdown R recalculate
Cp Sales R	Read	
Ly Sales R	Read	
Wp Markdown R	Write	Recalculates with an edit to Markdown R % or Sales R
		Calculates Markdown R %
Wp Markdown R %	Write	Recalculates with an edit to Markdown R
		Markdown R, EOP R Recalculate
Cp Markdown R	Read	
Cp Markdown R %	Read	
Ly Markdown R	Read	
Ly Markdown R %	Read	
Wp Receipts R	Write	Recalculates EOP R
Cp Receipts R	Read	
Ly Receipts R	Read	
Wp EOP Inv R	Write	Receipts R for the prior and current periods recalculate and shift to accommodate the new EOP R.
Cp EOP Inv R	Read	
Ly EOP Inv R	Read	
Wp Avg Inv R	Read	Recalculates with a change to BOP or EOP
Cp Avg Inv R	Read	
Ly Avg Inv R	Read	
Wp TO R	Read	Recalculates with a change to Avg Inv or Sales R

Measure	Access	Result
Cp TO R	Read	
Ly TO R	Read	
Wp GM R	Read	Recalculates with a change to Sales, Markdowns, Receipts
Wp GM R %	Read	Recalculates with a change to GM R
Cp GM R	Read	
Cp GM R %	Read	
Ly GM R	Read	
Ly GM R %	Read	

Value OTB Worksheet

Use the Value OTB worksheet during the In-Season Planning period to review retail measures and determine future Open to Buy action.

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

Value OTB Worksheet Measure List

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

Measure	Access
Wp Reclass Out R	Write
Wp Inventory Adjustment R	Write
Wp EOP Inv R	Write
Cp EOP Inv R	Read
Wp OTB R	Read

Unit OTB Worksheet

Use the Unit OTB worksheets during the In-Season Planning process to review unit measures and determine future Open to Buy action.

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

Unit OTB Worksheet Measure List

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

Approval Worksheet

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

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

Manager Processes

Steps for publishing targets

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

    > **Note:** Only future time periods can be "published"

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu), select the "Publish" option in the Merchandise Financial Planning Retail menu.

    ▪ A message box is displayed indicating the rule groups have executed successfully.

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

    ▪ Any targets previously created for the same time periods will be overwritten when the publish process is run.

Measure List – Manager Publish Window

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

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

Steps for Approving the Plan

1. Select "Approve" in the measure "Approve/Reject" for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.

> **Note:** Only future time periods can be "approved". If a month is partially elapsed, only the non-elapsed time periods in that month will be marked for approval and subsequently approved.

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Approve Plan" option in the Merchandise Financial Planning Retail menu.

   ▪ A message box is displayed indicating the rule groups have executed successfully.

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

   ▪ Any targets previously created for the same time periods will be overwritten when the publish process is run.

Approval Notes

▪ The manager can approve the plan only after the planner has submitted the plan. The measure "Submitted Version" must be "WA" prior the manager approving the plan. If the submitted version is not set to WA, then the Cp plans will not be updated.

▪ When the approval process is complete, the Submitted Version will change to Wp for the approved components of the plan.

▪ To reject a plan that has been submitted for approval, select the "Reject" value instead of "Approve" from the measure "Approve/Reject".

Measure List – Manager Approve/Reject Window

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

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

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

Planner Processes

Steps for Submitting a Plan for Approval

1. Select "Approve" in the measure "Approve/Reject" for the time periods, products, and channels for which the plan should be approved, press **Calculate**. Checking a box at an aggregate time or product will mark the boxes for the lower level dimensions.

> **Note:** Only future time periods can be "approved". If a month is partially elapsed, only the non-elapsed time periods in that month will be marked for approval and subsequently approved.

2. Navigate to the Merchandise Financial Planning Retail menu (located to the left of the Window menu); select the "Approve Plan" option in the Merchandise Financial Planning Retail menu.

   - A message box is displayed indicating the rule groups have executed successfully.
   - Data is automatically committed to the database and the workbook is refreshed. The workbook is not automatically saved.
   - Any targets previously created for the same time periods will be overwritten when the publish process is run.

Submit Notes

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

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

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

Measure List - Planner

The Planner's Approval Worksheet contains the following measures.

Measure	Access	Result
Wp Submitted Version	Read	System updates the version once the planner marks the plan (or portion of the plan) to be approved, and commits the plan to the database
Wp Submit	Write	Checked items are submitted to the manager for approval when the planner commits the data to the database.
Wp Submit Comment	Write	If a plan has not been submitted for approval, the Ad Version will display WP. If a plan has been submitted and is waiting for approval, the Ad Version will display WA.
Wp Submitted By	Read	User ID of the planner who submitted the plan is automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Date	Read	System populates with current date when planner submits plan for approval Automatically updated when the planner submits the plan and commits the data to the database.
Wp Submitted Version	Write	If a plan has not been submitted for approval, the Ad Version will display WP. If a plan has been submitted and is waiting for approval, the Ad Version will display WA.

Measure	Access	Result
Wp Approve/Reject	Read Only	Populated with "Approve" for those time periods or departments approved by the manager. Populated with "Reject" for those time periods or departments rejected by the manager.
Wp Approved By	Read Only	The userid of the person who approved/rejected the plan
Wp Approval Comment	Read Only	Optionally entered when the plan is approved or rejected.
Wp Approve Date	Read Only	Automatically updated when the manager approves the plan
Wp Reject Date	Read Only	Automatically updated when the manager rejects the plan

In-Season Extra Measures

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

Manager In-Season Extra Measures

Measure Label	Access
Al Sales R	Read
Cp Avg Store Inv R	Read
Cp Avg Store Inv U	Read
Cp Avg Store Sales C	Read
Cp Avg Store Sales R	Read
Cp Avg Store Sales U	Read
Cp BOP Inv C	Read
Cp BOP Inv IMU R %	Read
Cp BOP Inv MMU R	Read
Cp Cash Discount C	Read
Cp Cash Discount C %	Read
Cp Clearance Sales C	Read
Cp Clearance Sales MMU R	Read
Cp COGS C	Read
Cp Commitments AUR	Read
Cp Commitments C	Read
Cp Commitments IMU R %	Read
Cp Commitments R	Read
Cp Commitments U	Read
Cp Comp Store Sales Base R	Read
Cp Comp Store Sales R	Read
Cp Cost Adjustment C	Read
Cp Cost Adjustment C %	Read
Cp Customer Returns AUR	Read
Cp Customer Returns R	Read
Cp Customer Returns R %	Read
Cp Customer Returns U	Read
Cp Customer Returns U %	Read
Cp Employee Disc R	Read
Cp EOP Inv C	Read

Measure Label	Access
Cp EOP Inv MMU R	Read
Cp Forward Cover R	Read
Cp Gross Sales AUR	Read
Cp Gross Sales R	Read
Cp Gross Sales U	Read
Cp In Transit R	Read
Cp In Transit U	Read
Cp Inventory Adjustment C	Read
Cp KP BOP Inv Contribution to TP C %	Read
Cp KP BOP Inv Contribution to TP R %	Read
Cp KP BOP Inv Contribution to TP U %	Read
Cp KP EOP Inv Contribution to TP C %	Read
Cp KP EOP Inv Contribution to TP R %	Read
Cp KP EOP Inv Contribution to TP U %	Read
Cp KP Markdown Contribution to TP R %	Read
Cp KP Receipt Contribution to TP C %	Read
Cp KP Receipt Contribution to TP R %	Read
Cp KP Receipt Contribution to TP U %	Read
Cp Markup R	Read
Cp MMU R	Read
Cp MMU R %	Read
Cp Non-Comp Store Sales R	Read
Cp On Order AUR	Read
Cp On Order C	Read
Cp On Order Cxl AUR	Read
Cp On Order Cxl C	Read
Cp On Order Cxl IMU R %	Read
Cp On Order Cxl R	Read
Cp On Order IMU R %	Read
Cp On Order R	Read
Cp On Order U	Read
Cp OTB C	Read
Cp OTB R	Read
Cp OTB U	Read
Cp Outbound Freight C	Read
Cp Outbound Freight C %	Read

Measure Label	Access
Cp Promo Sales C	Read
Cp Promo Sales MMU R	Read
Cp Receipts C	Read
Cp Receipts MMU R	Read
Cp Reclass In AUR	Read
Cp Reclass In C	Read
Cp Reclass In IMU R %	Read
Cp Reclass In R	Read
Cp Reclass In U	Read
Cp Reclass Out AUR	Read
Cp Reclass Out C	Read
Cp Reclass Out IMU R %	Read
Cp Reclass Out R	Read
Cp Reclass Out U	Read
Cp Regular Sales C	Read
Cp Regular Sales MMU R	Read
Cp Return Process Fee per Unit C	Read
Cp Return to Vendor C	Read
Cp Return to Vendor MMU R	Read
Cp Sales C	Read
Cp Sales Contribution to Product U %	Read
Cp Sales Contribution to Time U %	Read
Cp Sales Excluding VAT R	Read
Cp Sales var Demand In-Season R %	Read
Cp Sales var Demand Pre-Season R %	Read
Cp Sales var Ly R %	Read
Cp Sales var Ly U %	Read
Cp Selling Store On Hand C	Read
Cp Selling Store On Hand R	Read
Cp Selling Store On Hand U	Read
Cp Shrink AUR	Read
Cp Shrink R	Read
Cp Shrink R %	Read
Cp Shrink U	Read
Cp Stk/Sls R	Read
Cp Stk/Sls U	Read

Measure Label	Access
Cp Stock Adjustment C	Read
Cp Stock Adjustment R	Read
Cp Stock Adjustment U	Read
Cp Stock On Hand C	Read
Cp Stock On Hand R	Read
Cp Stock On Hand U	Read
Cp TO U	Read
Cp Transfer In AUR	Read
Cp Transfer In C	Read
Cp Transfer In IMU R %	Read
Cp Transfer In R	Read
Cp Transfer In U	Read
Cp Transfer Out AUR	Read
Cp Transfer Out C	Read
Cp Transfer Out IMU R %	Read
Cp Transfer Out R	Read
Cp Transfer Out U	Read
Cp Ttl RTV Process Fee C	Read
Cp Wkrm / Other Costs C	Read
Cp WOH R	Read
Cp WOH U	Read
FrcPr Demand R	Read
Ly Avg Store Inv R	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read
Ly BOP Inv IMU R %	Read
Ly Cash Discount C	Read
Ly Cash Discount C %	Read
Ly Clearance Sales C	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly Clearance Sales Contribution to Time R %	Read
Ly Clearance Sales MMU R	Read
Ly COGS C	Read

Measure Label	Access
Ly Commitments AUR	Read
Ly Commitments C	Read
Ly Commitments IMU R %	Read
Ly Commitments R	Read
Ly Commitments U	Read
Ly Comp Store Sales Base R	Read
Ly Comp Store Sales R	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns AUR	Read
Ly Customer Returns R	Read
Ly Customer Returns R %	Read
Ly Customer Returns U	Read
Ly Customer Returns U %	Read
Ly Employee Disc R	Read
Ly EOP Inv C	Read
Ly EOP Inv MMU R	Read
Ly Event Information	Read
Ly Event Information	Read
Ly Freight C %	Read
Ly Gross Sales AUR	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit R	Read
Ly In Transit U	Read
Ly Inventory Adjustment C	Read
Ly Inventory Adjustment R	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments	Read
Ly Inventory Comments	Read
Ly Markdown Cancel R	Read
Ly Markdown Clear R	Read
Ly Markdown Perm R	Read
Ly Markdown Promo R	Read

Measure Label	Access
Ly Markup Cancel R	Read
Ly Markup R	Read
Ly MMU R	Read
Ly MMU R %	Read
Ly Non-Comp Store Sales R	Read
Ly On Order AUR	Read
Ly On Order C	Read
Ly On Order Cxl AUR	Read
Ly On Order Cxl C	Read
Ly On Order Cxl IMU R %	Read
Ly On Order Cxl R	Read
Ly On Order Cxl U	Read
Ly On Order IMU R %	Read
Ly On Order R	Read
Ly On Order U	Read
Ly OTB C	Read
Ly OTB R	Read
Ly OTB U	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read
Ly Profitability Comments	Read
Ly Profitability Comments	Read
Ly Promo Sales AUR	Read
Ly Promo Sales C	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales U %	Read
Ly Promo Sales Contribution to Time R %	Read
Ly Promo Sales Contribution to Time U %	Read
Ly Promo Sales MMU R	Read
Ly Receipts C	Read
Ly Receipts MMU R	Read
Ly Reclass In AUR	Read
Ly Reclass In C	Read
Ly Reclass In IMU R %	Read
Ly Reclass In R	Read
Ly Reclass In U	Read

Measure Label	Access
Ly Reclass Out AUR	Read
Ly Reclass Out C	Read
Ly Reclass Out IMU R %	Read
Ly Reclass Out R	Read
Ly Reclass Out U	Read
Ly Regular Sales C	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read
Ly Regular Sales Contribution to Time R %	Read
Ly Regular Sales Contribution to Time U %	Read
Ly Regular Sales MMU R	Read
Ly Regular Sales R	Read
Ly Return Process Fee per Unit C	Read
Ly Return to Vendor C	Read
Ly Return to Vendor MMU R	Read
Ly Sales C	Read
Ly Sales Comment	Read
Ly Sales Comment	Read
Ly Sales Contribution to Product U %	Read
Ly Sales Contribution to Time U %	Read
Ly Sales Excluding VAT R	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand R	Read
Ly Selling Store On Hand U	Read
Ly Shrink AUR	Read
Ly Shrink R	Read
Ly Shrink U	Read
Ly Stk/Sls R	Read
Ly Stk/Sls U	Read
Ly Stk/Sls U	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment R	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand R	Read
Ly Stock On Hand U	Read

Measure Label	Access
Ly Transfer In AUR	Read
Ly Transfer In C	Read
Ly Transfer In IMU R %	Read
Ly Transfer In R	Read
Ly Transfer In U	Read
Ly Transfer Out AUR	Read
Ly Transfer Out C	Read
Ly Transfer Out IMU R %	Read
Ly Transfer Out R	Read
Ly Transfer Out U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH R	Read
Ly WOH U	Read
Op Avg Inv R	Read
Op Avg Inv R	Read
Op Avg Inv U	Read
Op Avg Store Inv R	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUR	Read
Op BOP Inv C	Read
Op BOP Inv IMU R %	Read
Op BOP Inv IMU R %	Read
Op BOP Inv MMU R	Read
Op BOP Inv R	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales MMU R	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read

Measure Label	Access
Op CMU R %	Read
Op COGS C	Read
Op Comp Store Sales Base R	Read
Op Comp Store Sales R	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUR	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read
Op Customer Returns U %	Read
Op Employee Disc R	Read
Op Employee Disc R %	Read
Op EOP Inv AUR	Read
Op EOP Inv C	Read
Op EOP Inv MMU R	Read
Op EOP Inv R	Read
Op EOP Inv U	Read
Op Forward Cover R	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op GM R	Read
Op GM R %	Read
Op GMROI R	Read
Op Gross Sales AUR	Read
Op Gross Sales R	Read
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit R	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment R	Read
Op Inventory Adjustment U	Read
Op Markdown Clear R	Read
Op Markdown Clear R %	Read

Measure Label	Access
Op Markdown Perm R	Read
Op Markdown Perm R %	Read
Op Markdown Promo R	Read
Op Markdown Promo R %	Read
Op Markdown R	Read
Op Markdown R %	Read
Op Markup R	Read
Op MMU R	Read
Op MMU R %	Read
Op Non-Comp Store Sales R	Read
Op Outbound Freight C	Read
Op Outbound Freight C %	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales MMU R	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipt IMU R %	Read
Op Receipt IMU R %	Read
Op Receipts AUR	Read
Op Receipts C	Read
Op Receipts MMU R	Read
Op Receipts R	Read
Op Receipts U	Read
Op Reclass In AUR	Read
Op Reclass In C	Read
Op Reclass In IMU R %	Read
Op Reclass In R	Read
Op Reclass In U	Read
Op Reclass Out AUR	Read
Op Reclass Out C	Read
Op Reclass Out IMU R %	Read
Op Reclass Out R	Read
Op Reclass Out U	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read

Measure Label	Access
Op Regular Sales MMU R	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUR	Read
Op Return to Vendor C	Read
Op Return to Vendor IMU R %	Read
Op Return to Vendor MMU R	Read
Op Return to Vendor R	Read
Op Return to Vendor U	Read
Op Sales AUR	Read
Op Sales Build Rate R	Read
Op Sales C	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales Excluding VAT R	Read
Op Sales R	Read
Op Sales R	Read
Op Sales U	Read
Op Sales var Demand In-Season R %	Read
Op Sales var Demand Pre-Season R %	Read
Op Sales var Ly R %	Read
Op Sales var Ly U %	Read
Op Sell Thru R %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand R	Read
Op Selling Store On Hand U	Read
Op Shrink AUR	Read
Op Shrink R	Read
Op Shrink R %	Read
Op Shrink U	Read
Op Stk/Sls R	Read
Op Stk/Sls U	Read

Measure Label	Access
Op Stock Adjustment C	Read
Op Stock Adjustment R	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand R	Read
Op Stock On Hand U	Read
Op TO R	Read
Op TO R	Read
Op TO U	Read
Op Transfer In AUR	Read
Op Transfer In C	Read
Op Transfer In IMU R %	Read
Op Transfer In R	Read
Op Transfer In U	Read
Op Transfer Out AUR	Read
Op Transfer Out C	Read
Op Transfer Out IMU R %	Read
Op Transfer Out R	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH R	Read
Op WOH U	Read
Tgt Avg Inv R	Read
Tgt Avg Inv R	Read
Tgt Avg Inv U	Read
Tgt BOP Inv C	Read
Tgt BOP Inv IMU R %	Read
Tgt BOP Inv MMU R	Read
Tgt BOP Inv R	Read
Tgt BOP Inv U	Read
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales MMU R	Read
Tgt Clearance Sales R	Read

Measure Label	Access
Tgt Clearance Sales U	Read
Tgt CMU R %	Read
Tgt CMU R %	Read
Tgt COGS C	Read
Tgt Commitments C	Read
Tgt Commitments R	Read
Tgt Commitments U	Read
Tgt Comp Store Sales Base R	Read
Tgt Comp Store Sales R	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read
Tgt Employee Disc R	Read
Tgt Employee Disc R %	Read
Tgt EOP Inv C	Read
Tgt EOP Inv MMU R	Read
Tgt EOP Inv R	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt GM R	Read
Tgt GM R	Read
Tgt GM R %	Read
Tgt GM R %	Read
Tgt GM R %	Read
Tgt GMROI R	Read
Tgt GMROI R	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt Markdown Clear R	Read
Tgt Markdown Clear R %	Read
Tgt Markdown Perm R	Read
Tgt Markdown Perm R %	Read

Measure Label	Access
Tgt Markdown Promo R	Read
Tgt Markdown Promo R %	Read
Tgt Markdown R	Read
Tgt Markdown R	Read
Tgt Markdown R %	Read
Tgt Markdown R %	Read
Tgt Markup R	Read
Tgt MMU R	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt MMU R %	Read
Tgt Non-Comp Store Sales R	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales MMU R	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipt IMU R %	Read
Tgt Receipts C	Read
Tgt Receipts MMU R	Read
Tgt Receipts R	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In R	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out R	Read
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales MMU R	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor MMU R	Read

Measure Label	Access
Tgt Return to Vendor R	Read
Tgt Return to Vendor U	Read
Tgt Sales AUR	Read
Tgt Sales C	Read
Tgt Sales Excluding VAT R	Read
Tgt Sales R	Read
Tgt Sales R	Read
Tgt Sales U	Read
Tgt Shrink R	Read
Tgt Shrink R %	Read
Tgt Shrink U	Read
Tgt TO R	Read
Tgt TO R	Read
Tgt TO R	Read
Tgt TO U	Read
Tgt Transfer In AUR	Read
Tgt Transfer In C	Read
Tgt Transfer In R	Read
Tgt Transfer In U	Read
Tgt Transfer Out AUR	Read
Tgt Transfer Out C	Read
Tgt Transfer Out R	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH R	Read
Tgt WOH U	Read
Wa Avg Inv U	Read
Wa BOP Inv C	Read
Wa BOP Inv IMU R %	Read
Wa BOP Inv MMU R	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales MMU R	Read

Measure Label	Access
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa CMU R %	Read
Wa COGS C	Read
Wa Commitments C	Read
Wa Commitments R	Read
Wa Commitments U	Read
Wa Comp Store Sales Base R	Read
Wa Comp Store Sales R	Read
Wa Cost Adjustment C	Read
Wa Customer Returns AUR	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa Employee Disc R	Read
Wa Employee Disc R %	Read
Wa EOP Inv C	Read
Wa EOP Inv MMU R	Read
Wa EOP Inv U	Read
Wa Forward Cover R	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa GMROI R	Read
Wa Gross Sales AUR	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read
Wa In Transit R	Read
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment R	Read
Wa Inventory Adjustment U	Read
Wa Markdown Clear R	Read
Wa Markdown Clear R %	Read

Measure Label	Access
Wa Markdown Perm R	Read
Wa Markdown Perm R %	Read
Wa Markdown Promo R	Read
Wa Markdown Promo R %	Read
Wa Markup R	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa Non-Comp Store Sales R	Read
Wa On Order C	Read
Wa On Order Cxl AUR	Read
Wa On Order Cxl C	Read
Wa On Order Cxl R	Read
Wa On Order Cxl U	Read
Wa On Order R	Read
Wa On Order U	Read
Wa OTB C	Read
Wa OTB R	Read
Wa OTB U	Read
Wa OTB U	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales C	Read
Wa Promo Sales MMU R	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipt IMU R %	Read
Wa Receipts AUR	Read
Wa Receipts C	Read
Wa Receipts MMU R	Read
Wa Receipts U	Read
Wa Reclass In AUR	Read
Wa Reclass In C	Read
Wa Reclass In R	Read
Wa Reclass In U	Read
Wa Reclass Out AUR	Read

Measure Label	Access
Wa Reclass Out C	Read
Wa Reclass Out R	Read
Wa Reclass Out U	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales MMU R	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUR	Read
Wa Return to Vendor C	Read
Wa Return to Vendor MMU R	Read
Wa Return to Vendor R	Read
Wa Return to Vendor U	Read
Wa Sales AUR	Read
Wa Sales C	Read
Wa Sales Excluding VAT R	Read
Wa Sales U	Read
Wa Sales var Demand In-Season R %	Read
Wa Sales var Demand Pre-Season R %	Read
Wa Sales var Ly R %	Read
Wa Sales var Ly U %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand R	Read
Wa Selling Store On Hand U	Read
Wa Shrink R	Read
Wa Shrink R %	Read
Wa Shrink U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment R	Read
Wa Stock Adjustment U	Read
Wa TO R	Read
Wa TO U	Read
Wa Transfer In AUR	Read
Wa Transfer In C	Read
Wa Transfer In IMU R %	Read

Measure Label	Access
Wa Transfer In R	Read
Wa Transfer In U	Read
Wa Transfer Out AUR	Read
Wa Transfer Out C	Read
Wa Transfer Out IMU R %	Read
Wa Transfer Out R	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH R	Read
Wa WOH U	Read
Wp Avg Inv R	Read
Wp Avg Inv var Cp R %	Read
Wp Avg Inv var Cp U %	Read
Wp Avg Inv var Ly R %	Read
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op R %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Tgt R %	Read
Wp Avg Inv var Wa R %	Read
Wp Avg Inv var Wa U %	Read
Wp Avg Store Inv R	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv C	Read
Wp BOP Inv IMU R %	Read
Wp BOP Inv MMU R	Read
Wp BOP Inv var Cp R %	Read
Wp BOP Inv var Ly R %	Read
Wp BOP Inv var Op R %	Read
Wp BOS Inv AUR	Write
Wp BOS Inv C	Write
Wp BOS Inv IMU R %	Write
Wp BOS Inv R	Write

Measure Label	Access
Wp BOS Inv U	Write
Wp Cash Discount C	Write
Wp Cash Discount C %	Write
Wp Clearance Sales C	Read
Wp Clearance Sales Contribution to Sales U %	Write
Wp Clearance Sales Contribution to Time R %	Read
Wp Clearance Sales Contribution to Time U %	Read
Wp Clearance Sales MMU R	Read
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Commitments AUR	Write
Wp Commitments C	Read
Wp Commitments IMU R %	Write
Wp Comp Store Sales Base R	Read
Wp Comp Store Sales R	Write
Wp Comp Store Sales var Ly R %	Write
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns AUR	Write
Wp Customer Returns R	Read
Wp Customer Returns R %	Write
Wp Customer Returns U	Read
Wp Customer Returns U %	Write
Wp Customer Returns var Ly R %	Read
Wp Customer Returns var Ly U %	Read
Wp Employee Disc R %	Write
Wp EOP Inv C	Read
Wp EOP Inv MMU R	Read
Wp EOP Inv var Cp R %	Write
Wp EOP Inv var Ly R %	Write
Wp EOP Inv var Ly U %	Read
Wp EOP Inv var Ly U %	Read
Wp EOP Inv var Op R %	Write
Wp EOP Inv var Wa R %	Write

Measure Label	Access
Wp Event Information	Write
Wp Freight C %	Write
Wp Freight var Ly C %	Read
Wp GM R	Read
Wp GM R %	Read
Wp GM var CP R %	Read
Wp GM var Ly R %	Read
Wp GM var Op R %	Read
Wp GM var Tgt R %	Read
Wp GM var Wa R %	Read
Wp GMROI R	Read
Wp Gross Sales AUR	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read
Wp Gross Sales var LY R %	Read
Wp Gross Sales var LY U %	Read
Wp In Transit C	Read
Wp In Transit R	Write
Wp In Transit U	Write
Wp Inventory Adjustment C	Write
Wp Inventory Adjustment R	Write
Wp Inventory Adjustment U	Write
Wp Inventory Comments	Write
Wp Markdown Cancel R	Read
Wp Markup Cancel R	Read
Wp Markup R	Write
Wp Mkd var CP R %	Write
Wp Mkd var OP R %	Write
Wp Mkd var Tgt R %	Write
Wp Mkd var Wa R %	Write
Wp MMU R	Read
Wp MMU R %	Write
Wp Non-Comp Store Sales R	Read
Wp Non-Comp Store Sales var LY R %	Read
Wp On Order AUR	Read
Wp On Order C	Read

Measure Label	Access
Wp On Order Cxl AUR	Write
Wp On Order Cxl C	Read
Wp On Order Cxl IMU R %	Write
Wp On Order IMU R %	Read
Wp OTB C	Read
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Read
Wp Profitability Comments	Write
Wp Promo Sales C	Read
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales Contribution to Time R %	Read
Wp Promo Sales Contribution to Time U %	Read
Wp Promo Sales MMU R	Read
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipt IMU R %	Write
Wp Receipts C	Read
Wp Receipts MMU R	Read
Wp Receipts var Cp R %	Write
Wp Receipts var Ly R %	Write
Wp Receipts var Ly U %	Write
Wp Receipts var Op R %	Write
Wp Receipts var Wa R %	Write
Wp Reclass In AUR	Write
Wp Reclass In C	Read
Wp Reclass In IMU R %	Write
Wp Reclass In R	Write
Wp Reclass In U	Write
Wp Reclass Out AUR	Write
Wp Reclass Out C	Read
Wp Reclass Out IMU R %	Write
Wp Reclass Out R	Write
Wp Reclass Out U	Write
Wp Regular Sales C	Read
Wp Regular Sales Contribution to Sales U %	Write

Measure Label	Access
Wp Regular Sales Contribution to Time R %	Read
Wp Regular Sales Contribution to Time U %	Read
Wp Regular Sales MMU R	Read
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Return to Vendor AUR	Write
Wp Return to Vendor C	Read
Wp Return to Vendor MMU R	Read
Wp Sales C	Read
Wp Sales Comment	Write
Wp Sales Contribution to Product U %	Read
Wp Sales Contribution to Time U %	Read
Wp Sales Excluding VAT R	Read
Wp Sales var Cp R %	Write
Wp Sales var Cp U %	Write
Wp Sales var Demand In-Season R %	Write
Wp Sales var Demand Pre-Season R %	Write
Wp Sales var Ly R %	Write
Wp Sales var Ly U %	Write
Wp Sales var Op R %	Write
Wp Sales var Op U %	Write
Wp Sales var Tgt R %	Write
Wp Sales var Wa R %	Write
Wp Sales var Wa U %	Write
Wp Sell Thru U %	Read
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand R	Read
Wp Selling Store On Hand U	Read
Wp Shrink AUR	Write
Wp Shrink U	Write
Wp Sales AUR diff Cp	Read
Wp Sales AUR diff Ly R	Read
Wp Stk/Sls R	Write
Wp Stk/Sls U	Read
Wp Stock Adjustment C	Read

Measure Label	Access
Wp Stock Adjustment R	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand R	Read
Wp Stock On Hand U	Read
Wp TO U	Read
Wp Transfer In AUR	Write
Wp Transfer In C	Read
Wp Transfer In IMU R %	Write
Wp Transfer In R	Write
Wp Transfer In U	Write
Wp Transfer Out AUR	Write
Wp Transfer Out C	Read
Wp Transfer Out IMU R %	Write
Wp Transfer Out R	Write
Wp Transfer Out U	Write
Wp Ttl RTV Process Fee C	Read
Wp Wkrm / Other Costs C	Write
Wp WOH R	Read
Wp WOH U	Read

Planner In-Season Extra Measures

Measure Label	Access
Al Sales R	Read
Ch Op Avg Inv R	Read
Ch Op Sales R	Read
Ch Op TO R	Read
Kp Cp Sales R	Read
Kp Cp Sales U	Read
Kp Op Sales R	Read
Kp Op Sales U	Read
Cp Avg Store Inv R	Read
Cp Avg Store Inv U	Read
Cp Avg Store Sales C	Read
Cp Avg Store Sales R	Read
Cp Avg Store Sales U	Read

Measure Label	Access
Cp BOP Inv C	Read
Cp BOP Inv IMU R %	Read
Cp BOP Inv MMU R	Read
Cp Cash Discount C	Read
Cp Cash Discount C %	Read
Cp Clearance Sales AUR	Read
Cp Clearance Sales C	Read
Cp Clearance Sales MMU R	Read
Cp Clearance Sales R	Read
Cp Clearance Sales U	Read
Cp COGS C	Read
Cp Commitments AUR	Read
Cp Commitments C	Read
Cp Commitments IMU R %	Read
Cp Commitments R	Read
Cp Commitments U	Read
Cp Comp Store Sales Base R	Read
Cp Comp Store Sales R	Read
Cp Cost Adjustment C	Read
Cp Cost Adjustment C %	Read
Cp Customer Returns AUR	Read
Cp Customer Returns R	Read
Cp Customer Returns R %	Read
Cp Customer Returns U	Read
Cp Customer Returns U %	Read
Cp Employee Disc R	Read
Cp EOP Inv C	Read
Cp EOP Inv MMU R	Read
Cp Forward Cover R	Read
Cp GM R %	Read
Cp Gross Sales AUR	Read
Cp Gross Sales R	Read
Cp Gross Sales U	Read
Cp In Transit C	Read
Cp In Transit R	Read
Cp In Transit U	Read

Measure Label	Access
Cp Inventory Adjustment C	Read
Cp KP BOP Inv Contribution to TP C %	Read
Cp KP BOP Inv Contribution to TP R %	Read
Cp KP BOP Inv Contribution to TP U %	Read
Cp KP EOP Inv Contribution to TP C %	Read
Cp KP EOP Inv Contribution to TP R %	Read
Cp KP EOP Inv Contribution to TP U %	Read
Cp KP Markdown Contribution to TP R %	Read
Cp KP Receipt Contribution to TP C %	Read
Cp KP Receipt Contribution to TP R %	Read
Cp KP Receipt Contribution to TP U %	Read
Cp KP Sales Contribution to TP C %	Read
Cp KP Sales Contribution to TP R %	Read
Cp KP Sales Contribution to TP U %	Read
Cp Markup R	Read
Cp MMU R	Read
Cp MMU R %	Read
Cp Non-Comp Store Sales R	Read
Cp On Order AUR	Read
Cp On Order C	Read
Cp On Order Cxl AUR	Read
Cp On Order Cxl C	Read
Cp On Order Cxl IMU R %	Read
Cp On Order Cxl R	Read
Cp On Order Cxl U	Read
Cp On Order IMU R %	Read
Cp On Order R	Read
Cp On Order U	Read
Cp OTB C	Read
Cp OTB R	Read
Cp OTB U	Read
Cp Outbound Freight C	Read
Cp Outbound Freight C %	Read
Cp Promo Sales AUR	Read
Cp Promo Sales C	Read
Cp Promo Sales MMU R	Read

Measure Label	Access
Cp Promo Sales R	Read
Cp Promo Sales U	Read
Cp Receipts C	Read
Cp Receipts MMU R	Read
Cp Reclass In AUR	Read
Cp Reclass In C	Read
Cp Reclass In IMU R %	Read
Cp Reclass In R	Read
Cp Reclass In U	Read
Cp Reclass Out AUR	Read
Cp Reclass Out C	Read
Cp Reclass Out IMU R %	Read
Cp Reclass Out R	Read
Cp Reclass Out U	Read
Cp Regular Sales AUR	Read
Cp Regular Sales C	Read
Cp Regular Sales MMU R	Read
Cp Regular Sales R	Read
Cp Regular Sales U	Read
Cp Return Process Fee per Unit C	Read
Cp Return to Vendor AUR	Read
Cp Return to Vendor C	Read
Cp Return to Vendor MMU R	Read
Cp Return to Vendor R	Read
Cp Return to Vendor U	Read
Cp Sales AUR	Read
Cp Sales Build Rate R	Read
Cp Sales C	Read
Cp Sales Contribution to Product R %	Read
Cp Sales Contribution to Product U %	Read
Cp Sales Contribution to Time R %	Read
Cp Sales Contribution to Time U %	Read
Cp Sales Excluding VAT R	Read
Cp Sales U	Read
Cp Sales var Demand In-Season R %	Read
Cp Sales var Demand Pre-Season R %	Read

Measure Label	Access
Cp Sales var Ly R %	Read
Cp Sales var Ly U %	Read
Cp Sell Thru U %	Read
Cp Selling Store On Hand C	Read
Cp Selling Store On Hand R	Read
Cp Selling Store On Hand U	Read
Cp Shrink AUR	Read
Cp Shrink R	Read
Cp Shrink R %	Read
Cp Shrink U	Read
Cp Stk/Sls R	Read
Cp Stk/Sls U	Read
Cp Stock Adjustment C	Read
Cp Stock Adjustment R	Read
Cp Stock Adjustment U	Read
Cp Stock On Hand C	Read
Cp Stock On Hand R	Read
Cp Stock On Hand U	Read
Cp TO R	Read
Cp TO U	Read
Cp Transfer In AUR	Read
Cp Transfer In C	Read
Cp Transfer In IMU R %	Read
Cp Transfer In R	Read
Cp Transfer In R	Read
Cp Transfer In U	Read
Cp Transfer Out AUR	Read
Cp Transfer Out C	Read
Cp Transfer Out IMU R %	Read
Cp Transfer Out R	Read
Cp Transfer Out R	Read
Cp Transfer Out U	Read
Cp Ttl RTV Process Fee C	Read
Cp Wkrm / Other Costs C	Read
Cp WOH R	Read
Cp WOH U	Read

Measure Label	Access
FrcPr Demand R	Read
Ly Avg Store Inv R	Read
Ly Avg Store Inv U	Read
Ly Avg Store Sales C	Read
Ly Avg Store Sales R	Read
Ly Avg Store Sales U	Read
Ly BOP Inv C	Read
Ly BOP Inv IMU R %	Read
Ly BOP Inv MMU R	Read
Ly Cash Discount C	Read
Ly Cash Discount C %	Read
Ly Clearance Sales C	Read
Ly Clearance Sales Contribution to Sales R %	Read
Ly Clearance Sales Contribution to Sales U %	Read
Ly Clearance Sales Contribution to Time R %	Read
Ly Clearance Sales Contribution to Time U %	Read
Ly Clearance Sales MMU R	Read
Ly Clearance Sales U	Read
Ly COGS C	Read
Ly Commitments AUR	Read
Ly Commitments C	Read
Ly Commitments IMU R %	Read
Ly Commitments R	Read
Ly Commitments U	Read
Ly Comp Store Sales Base R	Read
Ly Comp Store Sales R	Read
Ly Cost Adjustment C	Read
Ly Cost Adjustment C %	Read
Ly Cost Variance C	Read
Ly Customer Returns R	Read
Ly Customer Returns U %	Read
Ly Employee Disc R	Read
Ly EOP Inv C	Read
Ly EOP Inv MMU R	Read
Ly Event Information	Read
Ly Freight C %	Read

Measure Label	Access
Ly Gross Sales AUR	Read
Ly Gross Sales R	Read
Ly Gross Sales U	Read
Ly In Transit C	Read
Ly In Transit R	Read
Ly In Transit U	Read
Ly Inventory Adjustment C	Read
Ly Inventory Adjustment R	Read
Ly Inventory Adjustment U	Read
Ly Inventory Comments	Read
Ly Markdown Cancel R	Read
Ly Markdown Clear R	Read
Ly Markdown Perm R	Read
Ly Markdown Promo R	Read
Ly Markup Cancel R	Read
Ly Markup R	Read
Ly MMU R	Read
Ly MMU R %	Read
Ly Non-Comp Store Sales R	Read
Ly On Order AUR	Read
Ly On Order C	Read
Ly On Order Cxl AUR	Read
Ly On Order Cxl C	Read
Ly On Order Cxl IMU R %	Read
Ly On Order Cxl R	Read
Ly On Order Cxl U	Read
Ly On Order IMU R %	Read
Ly On Order R	Read
Ly On Order U	Read
Ly OTB C	Read
Ly OTB R	Read
Ly OTB U	Read
Ly Outbound Freight C	Read
Ly Outbound Freight C %	Read
Ly Profitability Comments	Read
Ly Promo Sales AUR	Read

Measure Label	Access
Ly Promo Sales C	Read
Ly Promo Sales Contribution to Sales R %	Read
Ly Promo Sales Contribution to Sales U %	Read
Ly Promo Sales Contribution to Time R %	Read
Ly Promo Sales Contribution to Time U %	Read
Ly Promo Sales MMU R	Read
Ly Receipts C	Read
Ly Receipts MMU R	Read
Ly Reclass In AUR	Read
Ly Reclass In C	Read
Ly Reclass In IMU R %	Read
Ly Reclass In R	Read
Ly Reclass In U	Read
Ly Reclass Out AUR	Read
Ly Reclass Out C	Read
Ly Reclass Out IMU R %	Read
Ly Reclass Out R	Read
Ly Reclass Out U	Read
Ly Regular Sales C	Read
Ly Regular Sales Contribution to Sales R %	Read
Ly Regular Sales Contribution to Sales U %	Read
Ly Regular Sales Contribution to Time R %	Read
Ly Regular Sales Contribution to Time U %	Read
Ly Regular Sales MMU R	Read
Ly Return Process Fee per Unit C	Read
Ly Return to Vendor C	Read
Ly Return to Vendor MMU R	Read
Ly Sales C	Read
Ly Sales Comment	Read
Ly Sales Contribution to Product U %	Read
Ly Sales Contribution to Time U %	Read
Ly Sales Excluding VAT R	Read
Ly Selling Store On Hand C	Read
Ly Selling Store On Hand R	Read
Ly Selling Store On Hand U	Read
Ly Shrink AUR	Read

Measure Label	Access
Ly Shrink R	Read
Ly Shrink U	Read
Ly Stk/Sls R	Read
Ly Stk/Sls U	Read
Ly Stock Adjustment C	Read
Ly Stock Adjustment R	Read
Ly Stock Adjustment U	Read
Ly Stock On Hand C	Read
Ly Stock On Hand R	Read
Ly Stock On Hand U	Read
Ly Transfer In AUR	Read
Ly Transfer In C	Read
Ly Transfer In IMU R %	Read
Ly Transfer In R	Read
Ly Transfer In U	Read
Ly Transfer Out AUR	Read
Ly Transfer Out C	Read
Ly Transfer Out IMU R %	Read
Ly Transfer Out R	Read
Ly Transfer Out U	Read
Ly Ttl RTV Process Fee C	Read
Ly Wkrm / Other Costs C	Read
Ly WOH R	Read
Ly WOH U	Read
Op Avg Inv R	Read
Op Avg Inv R	Read
Op Avg Inv U	Read
Op Avg Store Inv R	Read
Op Avg Store Inv U	Read
Op Avg Store Sales C	Read
Op Avg Store Sales R	Read
Op Avg Store Sales U	Read
Op BOP Inv AUR	Read
Op BOP Inv C	Read
Op BOP Inv IMU R %	Read
Op BOP Inv MMU R	Read

Measure Label	Access
Op BOP Inv R	Read
Op BOP Inv U	Read
Op Cash Discount C	Read
Op Cash Discount C %	Read
Op Clearance Sales AUR	Read
Op Clearance Sales C	Read
Op Clearance Sales MMU R	Read
Op Clearance Sales R	Read
Op Clearance Sales U	Read
Op CMU R %	Read
Op COGS C	Read
Op Comp Store Sales Base R	Read
Op Comp Store Sales R	Read
Op Cost Adjustment C	Read
Op Cost Adjustment C %	Read
Op Customer Returns AUR	Read
Op Customer Returns R	Read
Op Customer Returns R %	Read
Op Customer Returns U	Read
Op Customer Returns U %	Read
Op Employee Disc R	Read
Op Employee Disc R %	Read
Op EOP Inv AUR	Read
Op EOP Inv C	Read
Op EOP Inv MMU R	Read
Op EOP Inv R	Read
Op EOP Inv U	Read
Op Forward Cover R	Read
Op Forward Cover U	Read
Op Freight C	Read
Op Freight C %	Read
Op GM R	Read
Op GM R %	Read
Op GMROI R	Read
Op Gross Sales AUR	Read
Op Gross Sales R	Read

Measure Label	Access
Op Gross Sales U	Read
Op In Transit C	Read
Op In Transit R	Read
Op In Transit U	Read
Op Inventory Adjustment C	Read
Op Inventory Adjustment R	Read
Op Inventory Adjustment U	Read
Op Markdown Clear R	Read
Op Markdown Clear R %	Read
Op Markdown Perm R	Read
Op Markdown Perm R %	Read
Op Markdown Promo R	Read
Op Markdown Promo R %	Read
Op Markdown R	Read
Op Markdown R %	Read
Op Markup R	Read
Op MMU R	Read
Op MMU R %	Read
Op Non-Comp Store Sales R	Read
Op Outbound Freight C	Read
Op Outbound Freight C %	Read
Op Promo Sales AUR	Read
Op Promo Sales C	Read
Op Promo Sales MMU R	Read
Op Promo Sales R	Read
Op Promo Sales U	Read
Op Receipt IMU R %	Read
Op Receipts AUR	Read
Op Receipts C	Read
Op Receipts MMU R	Read
Op Receipts R	Read
Op Receipts U	Read
Op Reclass In AUR	Read
Op Reclass In C	Read
Op Reclass In IMU R %	Read
Op Reclass In R	Read

Measure Label	Access
Op Reclass In U	Read
Op Reclass Out AUR	Read
Op Reclass Out C	Read
Op Reclass Out IMU R %	Read
Op Reclass Out R	Read
Op Reclass Out U	Read
Op Regular Sales AUR	Read
Op Regular Sales C	Read
Op Regular Sales MMU R	Read
Op Regular Sales R	Read
Op Regular Sales U	Read
Op Return Process Fee per Unit C	Read
Op Return to Vendor AUR	Read
Op Return to Vendor C	Read
Op Return to Vendor IMU R %	Read
Op Return to Vendor MMU R	Read
Op Return to Vendor R	Read
Op Return to Vendor U	Read
Op Sales AUR	Read
Op Sales Build Rate R	Read
Op Sales C	Read
Op Sales Contribution to Product R %	Read
Op Sales Contribution to Product U %	Read
Op Sales Contribution to Time R %	Read
Op Sales Contribution to Time U %	Read
Op Sales Excluding VAT R	Read
Op Sales R	Read
Op Sales U	Read
Op Sales var Demand In-Season R %	Read
Op Sales var Demand Pre-Season R %	Read
Op Sales var Ly R %	Read
Op Sales var Ly U %	Read
Op Sell Thru R %	Read
Op Sell Thru U %	Read
Op Selling Store On Hand C	Read
Op Selling Store On Hand R	Read

Measure Label	Access
Op Selling Store On Hand U	Read
Op Shrink AUR	Read
Op Shrink R	Read
Op Shrink R %	Read
Op Shrink U	Read
Op Stk/Sls U	Read
Op Stock Adjustment C	Read
Op Stock Adjustment R	Read
Op Stock Adjustment U	Read
Op Stock On Hand C	Read
Op Stock On Hand R	Read
Op Stock On Hand U	Read
Op TO R	Read
Op TO U	Read
Op Transfer In AUR	Read
Op Transfer In C	Read
Op Transfer In IMU R %	Read
Op Transfer In R	Read
Op Transfer In U	Read
Op Transfer Out AUR	Read
Op Transfer Out C	Read
Op Transfer Out IMU R %	Read
Op Transfer Out R	Read
Op Transfer Out U	Read
Op Ttl RTV Process Fee C	Read
Op Wkrm / Other Costs C	Read
Op WOH R	Read
Op WOH U	Read
Tgt Avg Inv R	Read
Tgt Avg Inv U	Read
Tgt BOP Inv C	Read
Tgt BOP Inv IMU R %	Read
Tgt BOP Inv MMU R	Read
Tgt BOP Inv R	Read
Tgt BOP Inv R	Read
Tgt BOP Inv U	Read

Measure Label	Access
Tgt Cash Discount C	Read
Tgt Cash Discount C %	Read
Tgt Clearance Sales C	Read
Tgt Clearance Sales MMU R	Read
Tgt Clearance Sales R	Read
Tgt Clearance Sales U	Read
Tgt CMU R %	Read
Tgt COGS C	Read
Tgt Commitments C	Read
Tgt Commitments R	Read
Tgt Commitments U	Read
Tgt Comp Store Sales Base R	Read
Tgt Comp Store Sales R	Read
Tgt Cost Adjustment C	Read
Tgt Cost Adjustment C %	Read
Tgt Customer Returns R	Read
Tgt Customer Returns R %	Read
Tgt Customer Returns U	Read
Tgt Customer Returns U %	Read
Tgt Employee Disc R	Read
Tgt Employee Disc R %	Read
Tgt EOP Inv C	Read
Tgt EOP Inv MMU R	Read
Tgt EOP Inv R	Read
Tgt EOP Inv U	Read
Tgt Freight C	Read
Tgt Freight C %	Read
Tgt GM R	Read
Tgt GM R %	Read
Tgt GMROI R	Read
Tgt Gross Sales R	Read
Tgt Gross Sales U	Read
Tgt Markdown Clear R	Read
Tgt Markdown Clear R %	Read
Tgt Markdown Perm R	Read
Tgt Markdown Perm R %	Read

Measure Label	Access
Tgt Markdown Promo R	Read
Tgt Markdown Promo R %	Read
Tgt Markdown R	Read
Tgt Markdown R %	Read
Tgt Markup R	Read
Tgt MMU R	Read
Tgt MMU R %	Read
Tgt Non-Comp Store Sales R	Read
Tgt Outbound Freight C	Read
Tgt Outbound Freight C %	Read
Tgt Promo Sales C	Read
Tgt Promo Sales MMU R	Read
Tgt Promo Sales R	Read
Tgt Promo Sales U	Read
Tgt Receipt IMU R %	Read
Tgt Receipts C	Read
Tgt Receipts MMU R	Read
Tgt Receipts R	Read
Tgt Receipts U	Read
Tgt Reclass In C	Read
Tgt Reclass In R	Read
Tgt Reclass In U	Read
Tgt Reclass Out C	Read
Tgt Reclass Out R	Read
Tgt Reclass Out U	Read
Tgt Regular Sales C	Read
Tgt Regular Sales MMU R	Read
Tgt Regular Sales R	Read
Tgt Regular Sales U	Read
Tgt Return Process Fee per Unit C	Read
Tgt Return to Vendor C	Read
Tgt Return to Vendor MMU R	Read
Tgt Return to Vendor R	Read
Tgt Return to Vendor U	Read
Tgt Sales AUR	Read
Tgt Sales C	Read

Measure Label	Access
Tgt Sales Excluding VAT R	Read
Tgt Sales R	Read
Tgt Sales U	Read
Tgt Shrink R	Read
Tgt Shrink R %	Read
Tgt Shrink U	Read
Tgt TO R	Read
Tgt TO U	Read
Tgt Transfer In AUR	Read
Tgt Transfer In C	Read
Tgt Transfer In R	Read
Tgt Transfer In U	Read
Tgt Transfer Out AUR	Read
Tgt Transfer Out C	Read
Tgt Transfer Out R	Read
Tgt Transfer Out U	Read
Tgt Wkrm / Other Costs C	Read
Tgt WOH R	Read
Tgt WOH U	Read
Wa Avg Inv R	Read
Wa Avg Inv U	Read
Wa BOP Inv C	Read
Wa BOP Inv IMU R %	Read
Wa BOP Inv MMU R	Read
Wa BOP Inv R	Read
Wa BOP Inv U	Read
Wa Cash Discount C	Read
Wa Cash Discount C %	Read
Wa Clearance Sales AUR	Read
Wa Clearance Sales C	Read
Wa Clearance Sales MMU R	Read
Wa Clearance Sales R	Read
Wa Clearance Sales U	Read
Wa CMU R %	Read
Wa COGS C	Read
Wa Commitments C	Read

Measure Label	Access
Wa Commitments R	Read
Wa Commitments U	Read
Wa Comp Store Sales Base R	Read
Wa Comp Store Sales R	Read
Wa Cost Adjustment C	Read
Wa Customer Returns AUR	Read
Wa Customer Returns R	Read
Wa Customer Returns R %	Read
Wa Customer Returns U	Read
Wa Customer Returns U %	Read
Wa Employee Disc R	Read
Wa Employee Disc R %	Read
Wa EOP Inv C	Read
Wa EOP Inv MMU R	Read
Wa EOP Inv R	Read
Wa EOP Inv U	Read
Wa Forward Cover R	Read
Wa Forward Cover U	Read
Wa Freight C	Read
Wa Freight C %	Read
Wa GM R	Read
Wa GM R %	Read
Wa GMROI R	Read
Wa Gross Sales AUR	Read
Wa Gross Sales R	Read
Wa Gross Sales U	Read
Wa In Transit C	Read
Wa In Transit R	Read
Wa In Transit U	Read
Wa Inventory Adjustment C	Read
Wa Inventory Adjustment R	Read
Wa Inventory Adjustment U	Read
Wa Markdown Clear R	Read
Wa Markdown Clear R %	Read
Wa Markdown Perm R	Read
Wa Markdown Perm R %	Read

Measure Label	Access
Wa Markdown Promo R	Read
Wa Markdown Promo R %	Read
Wa Markdown R	Read
Wa Markdown R %	Read
Wa Markup R	Read
Wa MMU R	Read
Wa MMU R %	Read
Wa Non-Comp Store Sales R	Read
Wa On Order C	Read
Wa On Order Cxl AUR	Read
Wa On Order Cxl C	Read
Wa On Order Cxl R	Read
Wa On Order Cxl U	Read
Wa On Order R	Read
Wa On Order U	Read
Wa OTB C	Read
Wa OTB R	Read
Wa OTB U	Read
Wa Outbound Freight C	Read
Wa Outbound Freight C %	Read
Wa Promo Sales AUR	Read
Wa Promo Sales C	Read
Wa Promo Sales MMU R	Read
Wa Promo Sales R	Read
Wa Promo Sales U	Read
Wa Receipt IMU R %	Read
Wa Receipts AUR	Read
Wa Receipts C	Read
Wa Receipts MMU R	Read
Wa Receipts R	Read
Wa Receipts U	Read
Wa Reclass In AUR	Read
Wa Reclass In C	Read
Wa Reclass In R	Read
Wa Reclass In U	Read
Wa Reclass Out AUR	Read

Measure Label	Access
Wa Reclass Out C	Read
Wa Reclass Out R	Read
Wa Reclass Out U	Read
Wa Regular Sales AUR	Read
Wa Regular Sales C	Read
Wa Regular Sales MMU R	Read
Wa Regular Sales R	Read
Wa Regular Sales U	Read
Wa Return Process Fee per Unit C	Read
Wa Return to Vendor AUR	Read
Wa Return to Vendor C	Read
Wa Return to Vendor MMU R	Read
Wa Return to Vendor R	Read
Wa Return to Vendor U	Read
Wa Sales AUR	Read
Wa Sales C	Read
Wa Sales Excluding VAT R	Read
Wa Sales R	Read
Wa Sales U	Read
Wa Sales var Demand In-Season R %	Read
Wa Sales var Demand Pre-Season R %	Read
Wa Sales var Ly R %	Read
Wa Sales var Ly U %	Read
Wa Selling Store On Hand C	Read
Wa Selling Store On Hand R	Read
Wa Selling Store On Hand U	Read
Wa Shrink R	Read
Wa Shrink R %	Read
Wa Shrink U	Read
Wa Stock Adjustment C	Read
Wa Stock Adjustment R	Read
Wa Stock Adjustment U	Read
Wa TO R	Read
Wa TO U	Read
Wa Transfer In AUR	Read
Wa Transfer In C	Read

Measure Label	Access
Wa Transfer In IMU R %	Read
Wa Transfer In R	Read
Wa Transfer In U	Read
Wa Transfer Out AUR	Read
Wa Transfer Out C	Read
Wa Transfer Out IMU R %	Read
Wa Transfer Out R	Read
Wa Transfer Out U	Read
Wa Ttl RTV Process Fee C	Read
Wa Wkrm / Other Costs C	Read
Wa WOH R	Read
Wa WOH U	Read
Wp Avg Inv var Cp U %	Read
Wp Avg Inv var Ly U %	Read
Wp Avg Inv var Op R %	Read
Wp Avg Inv var Op U %	Read
Wp Avg Inv var Tgt U %	Read
Wp Avg Store Inv R	Read
Wp Avg Store Inv U	Read
Wp Avg Store Sales C	Read
Wp Avg Store Sales R	Read
Wp Avg Store Sales U	Read
Wp BOP Inv C	Read
Wp BOP Inv IMU R %	Read
Wp BOP Inv MMU R	Read
Wp BOP Inv var Ly R %	Read
Wp BOP Inv var Op R %	Read
Wp BOS Inv AUR	Write
Wp BOS Inv C	Write
Wp BOS Inv IMU R %	Write
Wp BOS Inv R	Write
Wp BOS Inv U	Write
Wp Cash Discount C	Write
Wp Cash Discount C %	Write
Wp Clearance Sales C	Read
Wp Clearance Sales Contribution to Sales U %	Write

Measure Label	Access
Wp Clearance Sales Contribution to Time R %	Read
Wp Clearance Sales Contribution to Time U %	Read
Wp Clearance Sales Contribution to Time U %	Read
Wp Clearance Sales MMU R	Read
Wp Clearance Sales var Ly R %	Write
Wp Clearance Sales var Ly U %	Write
Wp COGS C	Read
Wp Commitments AUR	Write
Wp Commitments C	Read
Wp Commitments IMU R %	Write
Wp Comp Store Sales Base R	Read
Wp Comp Store Sales R	Write
Wp Comp Store Sales var Ly R %	Write
Wp Cost Adjustment C	Write
Wp Cost Adjustment C %	Write
Wp Cost Variance C	Read
Wp Customer Returns AUR	Write
Wp Customer Returns R	Read
Wp Customer Returns R %	Write
Wp Customer Returns U	Read
Wp Customer Returns U %	Write
Wp Customer Returns var Ly R %	Read
Wp Customer Returns var Ly U %	Read
Wp EOP Inv C	Read
Wp EOP Inv MMU R	Read
Wp EOP Inv var Ly R %	Write
Wp EOP Inv var Op R %	Write
Wp EOP Inv var Tgt R %	Write
Wp Event Information	Write
Wp Freight var Ly C %	Read
Wp GM var Op R %	Read
Wp GM var Tgt R %	Read
Wp GM var Tgt R %	Read
Wp Gross Sales AUR	Read
Wp Gross Sales R	Read
Wp Gross Sales U	Read

Measure Label	Access
Wp Gross Sales var LY R %	Read
Wp Gross Sales var LY U %	Read
Wp In Transit R	Write
Wp In Transit U	Write
Wp Inventory Adjustment C	Write
Wp Inventory Comments	Write
Wp Markdown Cancel R	Read
Wp Markup Cancel R	Read
Wp Markup R	Write
Wp Mkd var OP R %	Write
Wp Mkd var Tgt R %	Write
Wp Mkd var Tgt R %	Write
Wp MMU R	Read
Wp MMU R %	Write
Wp Non-Comp Store Sales R	Read
Wp Non-Comp Store Sales var LY R %	Read
Wp On Order AUR	Read
Wp On Order C	Read
Wp On Order Cxl AUR	Write
Wp On Order Cxl C	Read
Wp On Order Cxl IMU R %	Write
Wp OTB C	Read
Wp Outbound Freight C	Write
Wp Outbound Freight C %	Write
Wp Outbound Freight var LY C %	Read
Wp Profitability Comments	Write
Wp Promo Sales C	Read
Wp Promo Sales Contribution to Sales U %	Write
Wp Promo Sales Contribution to Time R %	Read
Wp Promo Sales Contribution to Time U %	Read
Wp Promo Sales MMU R	Read
Wp Promo Sales var Ly R %	Write
Wp Promo Sales var Ly U %	Write
Wp Receipts C	Read
Wp Receipts MMU R	Read
Wp Receipts var Ly R %	Write

Measure Label	Access
Wp Receipts var Op R %	Write
Wp Receipts var Tgt R %	Write
Wp Reclass In AUR	Write
Wp Reclass In C	Read
Wp Reclass In IMU R %	Write
Wp Reclass Out AUR	Write
Wp Reclass Out C	Read
Wp Reclass Out IMU R %	Write
Wp Reclass Out R	Write
Wp Regular Sales C	Read
Wp Regular Sales Contribution to Sales U %	Write
Wp Regular Sales Contribution to Time R %	Read
Wp Regular Sales Contribution to Time U %	Read
Wp Regular Sales MMU R	Read
Wp Regular Sales var Ly R %	Write
Wp Regular Sales var Ly U %	Write
Wp Return Process Fee per Unit C	Write
Wp Return to Vendor C	Read
Wp Return to Vendor MMU R	Read
Wp Sales C	Read
Wp Sales Comment	Write
Wp Sales Contribution to Product U %	Read
Wp Sales Contribution to Time U %	Read
Wp Sales Excluding VAT R	Read
Wp Sales var Demand In-Season R %	Write
Wp Sales var Demand Pre-Season R %	Write
Wp Sales var Op R %	Write
Wp Sales var Op U %	Write
Wp Sales var Tgt R %	Write
Wp Sales var Tgt U %	Write
Wp Selling Store On Hand C	Read
Wp Selling Store On Hand R	Read
Wp Selling Store On Hand U	Read
Wp Shrink AUR	Write
Wp Shrink U	Write
Wp Sales AUR diff Cp R	Read

Measure Label	Access
Wp Sales AUR diff Ly R	Read
Wp Stk/Sls R	Write
Wp Stk/Sls U	Read
Wp Stock Adjustment C	Read
Wp Stock Adjustment R	Read
Wp Stock Adjustment U	Read
Wp Stock On Hand C	Read
Wp Stock On Hand R	Read
Wp Stock On Hand U	Read
Wp Store Close Date	Read
Wp Store Open Date	Read
Wp Transfer In AUR	Write
Wp Transfer In C	Read
Wp Transfer In IMU R %	Write
Wp Transfer Out AUR	Write
Wp Transfer Out C	Read
Wp Transfer Out IMU R %	Write
Wp Transfer Out R	Write
Wp Ttl RTV Process Fee C	Read
Wp Wkrm / Other Costs C	Write
Wp WOH R	Read
Wp WOH U	Read

4

Measure Calculations

This chapter provides a summary of specific measure calculations and a summary of common, repeated calculations that are contained within the Merchandise Financial Planning Retail solution. Some measures in Merchandise Financial Planning Retail 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
AUR measures	Calculated by dividing the corresponding Retail measure by the Unit Measure	Sales AUR = Sales R / Sales U
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% = (Wp Sales R – Ly Sales R) / 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
IMU % measures	Calculated by taking the Retail measure minus the Cost measure divided by the retail measure	BOP IMU R % = (BOP R – BOP C) / BOP R
Calculating Cost measures in Retail Accounting	If the cost measure has a corresponding IMU %, then the Cost value is calculated from the Retail measure and IMU % measure	Receipt C = Receipt R * (1 – Receipt IMU R %)
MMU R measures	Calculated as the difference between the Retail measure less the Cost measure	MMU R = Sales R – Sales C
Cumulative measures	The values displayed at base time periods represent calculations from the beginning of the workbook through and including the current period. The beginning and end point for the cumulative calculation cannot extend outside the workbook.	CMU – calculates for the current time period using BOS as the starting point Avg Inv – calculates for the current time period using BOS as the starting point

Measure Type	Primary Calculation Method	Example
KeyPlan contribution measures	Calculated by taking the Current Plan KeyPlan measure divided by the Current Plan Merchandise Financial Planning Retail measure	Cp KP contrib TP BOP R % = KCp BOP R / MCp BOP R

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	Executive Role: Sales / Turn Over
	Manager and Planner Roles: (BOP + cumulative EOP) / (# periods + 1)
Avg Store Inv	(EOP / Store Count #)
Avg Store Sales	(Sales / Store Count #)
BOP	Lag (EOP)
Cash Discount C	(Cash Discount C % * Receipts C)
Cash Discount C %	(Cash Discount C / Receipts C)
CMU %	[((BOS R) + cumulative Receipts R + cumulative Markups R + cumulative Transfer In R - cumulative Transfer Out R + cumulative Reclass In R - cumulative Reclass Out R – cumulative RTV R – Inv Adj R) - ((BOS C) + cumulative Receipts C + cumulative Transfer In C - cumulative Transfer Out C + cumulative Reclass In C – cumulative Reclass Out C – cumulative RTV C + cumulative Freight C + cumulative Out Freight C – Inv Adj C)] / ((BOS R) + cumulative Receipts R + cumulative Markups R + cumulative Transfer In R - cumulative Transfer Out R + cumulative Reclass In R - cumulative Reclass Out R – cumulative RTV R – Inv Adj R)
COGS C	((Sales R + Markdown R + Shrink R + Employee Discount R) * (1 - CMU%))
Customer Returns	(Customer Returns % * Sales)
Customer Returns %	(Customer Returns / Sales)
Employee Discount R	(Employee Discount R % * Sales R)
Employee Discount R %	(Employee Discount R / Sales R)
EOP	(BOP + Receipts + Markup - Sales - Markdown– Shrink - RTV + Transfer In– Transfer Out + Reclass In - Reclass Out– Inv Adj – Employee Discount)
Forward Cover	(EOP / (Sum of forward period Sales for the number of periods that the EOP will cover)
Freight C (Inbound Freight C)	(Receipts C * Freight C %)

Measure	Calculation
Freight C % (Inbound Freight C %)	(Freight C / Receipts C)
GM %	(Gross Margin R / Sales R)
GM R	Executive Role: (Gross Margin % * Sales R)
	Manager and Planner Roles: (Sales R – COGS C)
GMROI	(Gross Margin R / Average Inventory C)
Gross Sales	(Sales + Customer Returns)
In Transit	(BOP – Selling Store On Hand)
Markdowns R %	(Markdown R / Sales R)
Perm Markdowns R %	(Perm Markdown R / Sales R)
Promo Markdowns R %	(Promo Markdown R / Sales R)
Clear Markdowns R %	(Clear Markdown R / Sales R)
Markdown R	(Markdown % * Sales R) also
	(Markdown Clearance R + Markdown Perm R + Markdown Promo R)
Clear Markdowns R	(Clear Markdown R % * Sales R)
Promo Markdowns R	(Promo Markdown R % * Sales R)
Perm Markdowns R	(Perm Markdown R % * Sales R)
OTB	(Cp Receipts – On Order - Commitments + On Order Cancel)
Outbound Freight C	(Return to Vendor C * Outbound Freight C%)
Outbound Freight C %	(Outbound Freight C/ Returns to Vendor C)
Receipts	If EOP is edited, Receipts is calculated from the following rule: (EOP – BOP + Sales + Markdowns – Markups + Shrink + Return to Vendor – Reclass In + Reclass Out – Receipts - Transfer In + Transfer Out + Employee Disc - Inv Adj)
Sell Thru %	(Sales / (BOP + Receipts))
Shrink R	(Shrink % * Sales)
Shrink %	(Shrink / Sales)
Sales Build Rate	(Sales Current Period / Sales Last Period)
Sales	(Regular Sales + Promo Sales + Clearance Sales)
Regular Sales contribution to Sales	(Regular Sales / Sales R)
Promo Sales contribution to Sales	(Promo Sales / Sales R)
Clear Sales contribution to Sales	(Clear Sales / Sales R)
Stock Adjustment	(BOP - Stock On Hand)
Stk/Sls	(BOP Inv / Sales)

Measure	Calculation
TO	Sales / Avg Inv
Ttl Ret Process Fee C	(Return To Vendor U * Ret Process Fee C)
WOS	(BOP Inv / (Sales / number of weeks in period))

5

Merchandise Financial Planning Retail Measures List

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

Measure Name	Measure Label	Measure Description	Access
COpAvgInvR	Ch Op Avg Inv R	Channel Plan Average Inventory Value	Read
COpSlsR	Ch Op Sales R	Channel Planning Original Plan Sales Value	Read
COpTORr	Ch Op TO R	Channel Planning Turnover Value	Read
ETgAvgInvR	Tgt Avg Inv R	Average Inventory Retail	Read
ETgCMURp	Tgt CMU R %	Cumulative Markup Percentage	Read
ETgGMR	Tgt GM R	Gross Margin Value	Read
ETgGMRp	Tgt GM R %	Gross Margin expressed as a percentage of Sales	Read
ETgGMROIR	Tgt GMROI R	Gross Margin Return on Investment	Read
ETgMkdR	Tgt Markdown R	Markdown Retail Value	Read
ETgMkdRp	Tgt Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Read
ETgSlsMMUR	Tgt MMU R	Sales Retail Markup Value	Read
ETgSlsMMURp	Tgt MMU R %	Retail Markup dollars as a percent of retail sales	Read
ETgSlsR	Tgt Sales R	Sales Retail Value	Read
ETgTORr	Tgt TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
EWpAvgInvR	Wp Avg Inv R	Average Inventory Retail	Read
EWpAvgInvvCpRp	Wp Avg Inv var Cp R %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
EWpAvgInvvLyRp	Wp Avg Inv var Ly R %	Percentage increase or decrease in Average Inventory value this year over last year.	Read
EWpAvgInvvOpRp	Wp Avg Inv var Op R %	Percentage increase or decrease in Average Inventory value over the original approved plan	Read
EWpCMURp	Wp CMU R %	Cumulative Markup Percentage	Write
EWpGMR	Wp GM R	Gross Margin Value	Read
EWpGMRp	Wp GM R %	Gross Margin expressed as a percentage of Sales	Write
EWpGMvCpRp	Wp GM var CP R %	Percentage difference between Working Plan and Current Plan Gross Margin	Read
EWpGMvLyRp	Wp GM var Ly R %	Percentage difference between Working Plan and Last Year Gross Margin	Read

Measure Name	Measure Label	Measure Description	Access
EWpGMvOpRp	Wp GM var Op R %	Percentage difference between Working Plan and Original Plan Gross Margin	Read
EWpGMROIR	Wp GMROI R	Gross Margin Return on Investment	Read
EWpMkdR	Wp Markdown R	Markdown Retail Value	Read
EWpMkdRp	Wp Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Write
EWpMkdvCpRp	Wp Mkd var CP R %	Percentage difference between Working Plan and Current Plan Markdown	Write
EWpMkdvLyRp	Wp Mkd var Ly R %	Percentage difference between Working Plan and Last Year Markdown Retail Value	Write
EWpMkdvOpRp	Wp Mkd var OP R %	Percentage difference between Working Plan and Original Plan Markdown	Write
EWpSlsMMUR	Wp MMU R	Sales Retail Markup Value	Read
EWpSlsMMURp	Wp MMU R %	Retail Markup value as a percent of retail sales	Write
EWpSlsMMUvLyRp	Wp MMU var LY R %	Retail Markup value variance to LY markup value	Read
EWpSlfAppB	Wp Publish	Publish Targets	Write
EWpSlfAppTxtTx	Wp Publish Comment	Publish Comment	Write
EWpSlfAppDteD	Wp Publish Date	The date and time the user last published targets.	Read
EWpSlsR	Wp Sales R	Sales Retail Value	Write
EWpSlsbdrtRr	Wp Sales Build Rate R	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
EWpSlscPrdRp	Wp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
EWpSlscTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
EWpSlsvCpRp	Wp Sales var Cp R %	Percentage difference between Working Plan and Current Plan Sales Cost Value	Write
EWpSlsvFiRp	Wp Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Write
EWpSlsvFrcPrRp	Wp Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Write
EWpSlsvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write
EWpSlsvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan and Original Plan Sales Cost Value	Write
EWpTORr	Wp TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Write

Measure Name	Measure Label	Measure Description	Access
MCpAvgInvR	Cp Avg Inv R	Average Inventory Retail	Read
MCpAvgInvU	Cp Avg Inv U	Average Inventory Units	Read
MCpAvgSInvR	Cp Avg Store Inv R	End of Period Inventory Retail value averaged by the number of stores	Read
MCpAvgSInvU	Cp Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MCpAvgSSlsC	Cp Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MCpAvgSSlsR	Cp Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MCpAvgSSlsU	Cp Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
MCpBOPAr	Cp BOP Inv AUR	Beginning of Period Inventory Average Unit Retail	Read
MCpBOPC	Cp BOP Inv C	Beginning of Period Inventory Cost Value	Read
MCpBOPR	Cp BOP Inv R	Beginning of Period Inventory Retail Value	Read
MCpBOPU	Cp BOP Inv U	Beginning of Period Inventory Units	Read
MCpIBOPRp	Cp BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
MCpBOPMMU R	Cp BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
MCpCashDC	Cp Cash Discount C	Earned Cash Discounts	Read
MCpCashDCp	Cp Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
MCpSlsClrAr	Cp Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
MCpSlsClrC	Cp Clearance Sales C	Clearance Sales Cost Value	Read
MCpSlsClrR	Cp Clearance Sales R	Clearance Sales Retail Value	Read
MCpSlsClrU	Cp Clearance Sales U	Clearance Sales Units	Read
MCpSlsClrMMU R	Cp Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read
MCpCMURp	Cp CMU R %	Cumulative Markup Percentage	Read
MCpCOGSC	Cp COGS C	Cost of goods sold	Read
MCpCmtsAr	Cp Commitments AUR	Unit Retail Value of orders placed but not approved in the purchase order system	Read
MCpCmtsC	Cp Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
MCpCmtsR	Cp Commitments R	Retail Value of orders placed but not approved in the purchase order system	Read
MCpCmtsU	Cp Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
MCpIcmtsRp	Cp Commitments IMU R %	Difference between Commintment Retail Value and Cost as a percentage of Commitment Retail Value	Read
MCpSlsCmpR	Cp Comp Store Sales R	Comp Sales Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
MCpSlsCmpBsR	Cp Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
MCpCostAdjC	Cp Cost Adjustment C	Cost Adjustments	Read
MCpCostAdjCp	Cp Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
MCpCustRetAr	Cp Customer Returns AUR	Customer Returns Average Unit Retail	Read
MCpCustRetR	Cp Customer Returns R	Customer Returns Retail Value	Read
MCpCustRetRp	Cp Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
MCpCustRetU	Cp Customer Returns U	Customer Returns Units	Read
MCpCustRetUp	Cp Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
MCpEmpDiscR	Cp Empl Disc R	Employee Discount Retail Value	Read
MCpEmpDiscRp	Cp Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Read
MCpEOPAr	Cp EOP Inv AUR	End of Period Inventory Average Unit Retail	Read
MCpEOPC	Cp EOP Inv C	End of Period Inventory Cost Value	Read
MCpEOPR	Cp EOP Inv R	End of Period Inventory Retail	Read
MCpEOPU	Cp EOP Inv U	End Of Period Inventory Units	Read
MCpEOPMMUR	Cp EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
MCpFwdCvrR	Cp Forward Cover R	The number of future periods' Retail Sales the current End of Period Inventory will cover	Read
MCpFwdCvrU	Cp Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
MCpFreightC	Cp Freight C	Freight Cost (Inbound)	Read
MCpFreightCp	Cp Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
MCpGMR	Cp GM R	Gross Margin Value	Read
MCpGMRp	Cp GM R %	Gross Margin expressed as a percentage of Sales	Read
MCpGMROIR	Cp GMROI R	Gross Margin Return on Investment	Read
MCpGrssSlsAr	Cp Gross Sales AUR	Gross Sales Average Unit Retail (exclusive of returns)	Read
MCpGrssSlsR	Cp Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MCpGrssSlsU	Cp Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MCpInTransC	Cp In Transit C	In-Transit Inventory Cost Value	Read
MCpInTransR	Cp In Transit R	In-Transit Retail Value	Read
MCpInTransU	Cp In Transit U	In-Transit Units	Read
MCpInvAdjC	Cp Inventory Adjustment C	Inventory Adjustment Cost	Read

Measure Name	Measure Label	Measure Description	Access
MCpInvAdjR	Cp Inventory Adjustment R	Inventory Adjustment Retail Value	Read
MCpInvAdjU	Cp Inventory Adjustment U	Inventory Adjustment Units	Read
MCpBOPContCp	Cp KP BOP Inv Contribution to TP C %	KeyPlan BOP Cost percent to TopPlan BOP Cost	Read
MCpBOPContRp	Cp KP BOP Inv Contribution to TP R %	KeyPlan BOP Retail percent to TopPlan BOP Retail	Read
MCpBOPContUp	Cp KP BOP Inv Contribution to TP U %	KeyPlan BOP Units percent to TopPlan BOP Units	Read
MCpEOPContCp	Cp KP EOP Inv Contribution to TP C %	KeyPlan EOP Cost percent to TopPlan EOP Cost	Read
MCpEOPContRp	Cp KP EOP Inv Contribution to TP R %	KeyPlan EOP Retail percent to TopPlan EOP Retail	Read
MCpEOPContUp	Cp KP EOP Inv Contribution to TP U %	KeyPlan EOP Units percent to TopPlan EOP Units	Read
MCpMkdContRp	Cp KP Markdown Contribution to TP R %	KeyPlan Markdown percent to TopPlan Markdown Retail value	Read
MCpRcptContCp	Cp KP Receipt Contribution to TP C %	KeyPlan Receipt Cost percent to TopPlan Receipt Cost Value	Read
MCpRcptContRp	Cp KP Receipt Contribution to TP R %	KeyPlan Receipt Retail percent to TopPlan Receipt Retail Value	Read
MCpRcptContUp	Cp KP Receipt Contribution to TP U %	KeyPlan Receipt Units percent to TopPlan Receipt Units Value	Read
MCpSlsContCp	Cp KP Sales Contribution to TP C% C %	KeyPlan Sales Cost percent of TopPlan Sales Cost	Read
MCpSlsContRp	Cp KP Sales Contribution to TP C% R %	KeyPlan Sales Retail percent of TopPlan Sales Retail	Read
MCpSlsContUp	Cp KP Sales Contribution to TP C% U %	KeyPlan Sales Units percent of TopPlan Sales Units	Read
MCpMkdR	Cp Markdown R	Markdown Retail Value	Read
MCpMkdRp	Cp Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Read
MCpMkdClrR	Cp Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Read
MCpMkdClrRp	Cp Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Read
MCpMkdPermR	Cp Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Read
MCpMkdPermRp	Cp Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Read
MCpMkdProR	Cp Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Read
MCpMkdProRp	Cp Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Read

Measure Name	Measure Label	Measure Description	Access
MCpMkUpR	Cp Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Read
MCpSlsMMUR	Cp MMU R	Sales Retail Markup Value	Read
MCpSlsMMURp	Cp MMU R %	Retail Markup value as a percent of retail sales	Read
MCpSlsNCmpR	Cp Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
MCpOnOrderAr	Cp On Order AUR	On Order Average Unit Retail	Read
MCpOnOrderC	Cp On Order C	On Order Cost Value	Read
MCpOnOrderR	Cp On Order R	On Order Retail Value	Read
MCpOnOrderU	Cp On Order U	On Order Units	Read
MCpOnOrdCxAr	Cp On Order Cxl AUR	Cancelled On Order Average Unit Retail	Read
MCpOnOrdCxC	Cp On Order Cxl C	Cancelled On Order Cost Value	Read
MCpOnOrdCxR	Cp On Order Cxl R	Cancelled On Order Retail Value	Read
MCpOnOrdCxU	Cp On Order Cxl U	Cancelled On Order Units	Read
MCpIOnOrdXRp	Cp On Order Cxl IMU R %	Difference between Cancelled On Order Retail Value and Cost as a percentage of Cancelled On Order Retail Value	Read
MCpIOnOrdRp	Cp On Order IMU R %	Difference between On Order Retail Value and Cost as a percentage of On Order Retail Value	Read
MCpOTBC	Cp OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
MCpOTBR	Cp OTB R	Open to Buy Retail Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Retail	Read
MCpOTBU	Cp OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
MCpOFreightC	Cp Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
MCpOFreightCp	Cp Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
MCpSlsProAr	Cp Promo Sales AUR	Promotional Sales Average Unit Retail	Read
MCpSlsProC	Cp Promo Sales C	Promotional Sales Cost Value	Read
MCpSlsProR	Cp Promo Sales R	Promotional Sales Retail Value	Read
MCpSlsProU	Cp Promo Sales U	Promotional Sales Retail Value	Read
MCpSlsProMMUR	Cp Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
MCpIRcptRp	Cp Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Read
MCpRcptAr	Cp Receipts AUR	Receipts Average Unit Retail	Read
MCpRcptC	Cp Receipts C	Receipts Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
MCpRcptR	Cp Receipts R	Receipts Retail Value	Read
MCpRcptU	Cp Receipts U	Receipts Units	Read
MCpRcptMMU R	Cp Receipts MMU R	Retail Markup dollars for total Receipts	Read
MCpRclsInAr	Cp Reclass In AUR	Inventory Re-Classification additions Average Unit Retail	Read
MCpRclsInC	Cp Reclass In C	Inventory Re-Classification additions Cost Value	Read
MCpRclsInR	Cp Reclass In R	Inventory Re-Classification additions Retail Value	Read
MCpRclsInU	Cp Reclass In U	Inventory Re-Classification additions Units	Read
MCpIRcInRp	Cp Reclass In IMU R %	Difference between Reclass In Retail Value and Cost as a percentage of Reclass In Retail Value	Read
MCpRclsOutAr	Cp Reclass Out AUR	Inventory Re-Classification subtractions Average Unit Retail	Read
MCpRclsOutC	Cp Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MCpRclsOutR	Cp Reclass Out R	Inventory Re-Classification subtractions Retail Value	Read
MCpRclsOutU	Cp Reclass Out U	Inventory Re-Classification subtractions Units	Read
MCpIRcOutRp	Cp Reclass Out IMU R %	Difference between Reclass Out Retail Value and Cost as a percentage of Reclass Out Retail Value	Read
MCpSlsRegAr	Cp Regular Sales AUR	Regular Sales Average Unit Retail	Read
MCpSlsRegC	Cp Regular Sales C	Regular Sales Cost Value	Read
MCpSlsRegR	Cp Regular Sales R	Regular Sales Retail Value	Read
MCpSlsRegU	Cp Regular Sales U	Regular Sales Units	Read
MCpSlsRegMM UR	Cp Regular Sales MMU R	Regular Sales Retail Markup Value	Read
MCpRTVPFeeC	Cp Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
MCpRTVAr	Cp Return to Vendor AUR	Average Unit Retail of merchandise returned to vendors	Read
MCpRTVC	Cp Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MCpRTVR	Cp Return to Vendor R	Retail Value of merchandise returned to vendor	Read
MCpRTVU	Cp Return to Vendor U	Number of Units of merchandise returned to vendor	Read
MCpIRTVRp	Cp Return to Vendor IMU R %	Difference between Returns to Vendor Retail Value and Cost as a percentage of Returns to Vendor Retail Value	Read
MCpRTVMMU R	Cp Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
MCpSlsAr	Cp Sales AUR	Sales Average Unit Retail	Read
MCpSlsC	Cp Sales C	Sales Cost Value	Read
MCpSlsR	Cp Sales R	Sales Retail Value	Read
MCpSlsU	Cp Sales U	Sales Units	Read

Measure Name	Measure Label	Measure Description	Access
MCpSlsbdrtRr	Cp Sales Build Rate R	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
MCpSlscPrdRp	Cp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
MCpSlscPrdUp	Cp Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read
MCpSlscTmeRp	Cp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
MCpSlscTmeUp	Cp Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Read
MCpSlsXVATR	Cp Sales Excluding VAT R	Sales Retail excluding VAT value	Read
MCpSlsvFiRp	Cp Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Read
MCpSlsvFrcPrRp	Cp Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Read
MCpSlsvLyRp	Cp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Read
MCpSlsvLyUp	Cp Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Units	Read
MCpSelThrRp	Cp Sell Thru R %	Percent of total available inventory retail value sold for a period of time	Read
MCpSelThrUp	Cp Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
MCpSellStOHC	Cp Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
MCpSellStOHR	Cp Selling Store On Hand R	Selling Store Retail Value of merchandise on hand	Read
MCpSellStOHU	Cp Selling Store On Hand U	Selling Store Units on hand	Read
MCpShrinkAr	Cp Shrink AUR	Shrinkage Average Unit Retail	Read
MCpShrinkR	Cp Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
MCpShrinkRp	Cp Shrink R %	Shrinkage as a percentage of Sales	Read
MCpShrinkU	Cp Shrink U	Shrinkage units - the amount of lost inventory over time	Read
MCpStkSlsRr	Cp Stk/Sls R	Beginning of Period Inventory Retail Value to Sales Retail Value	Read
MCpStkSlsUr	Cp Stk/Sls U	Beginning of Period Inventory Units to Sales Units	Read
MCpStkAdjC	Cp Stock Adjustment C	Stock Adjustment Cost Value	Read
MCpStkAdjR	Cp Stock Adjustment R	Stock Adjustment Retail Value	Read
MCpStkAdjU	Cp Stock Adjustment U	Stock Adjustment Units	Read

Measure Name	Measure Label	Measure Description	Access
MCpSOHC	Cp Stock On Hand C	Stock On-hand Cost Value	Read
MCpSOHR	Cp Stock On Hand R	Stock On-hand Retail Value	Read
MCpSOHU	Cp Stock On Hand U	Stock On-hand Units	Read
MCpTORr	Cp TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MCpTOUr	Cp TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MCpTrnsInAr	Cp Transfer In AUR	Transfers out of inventory Average Unit Retail	Read
MCpTrnsInC	Cp Transfer In C	Transfers into inventory Cost Value	Read
MCpTrnsInR	Cp Transfer In R	Transfers into inventory Retail Value	Read
MCpTrnsInU	Cp Transfer In U	Transfers into inventory Units	Read
MCpITrnsInRp	Cp Transfer In IMU R %	Difference between Transfers In Retail Value and Cost as a percentage of Transfers In Retail Value	Read
MCpTrnsOutAr	Cp Transfer Out AUR	Transfers out of inventory Average Unit Retail	Read
MCpTrnsOutC	Cp Transfer Out C	Transfers out of inventory Cost Value	Read
MCpTrnsOutR	Cp Transfer Out R	Transfers out of inventory Retail Value	Read
MCpTrnsOutU	Cp Transfer Out U	Transfers out of inventory Units	Read
MCpITrnsOutRp	Cp Transfer Out IMU R %	Difference between Transfers Out Retail Value and Cost as a percentage of Transfers Out Retail Value	Read
MCpTtlRPFeeC	Cp Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
MCpWkrmC	Cp Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
MCpWOHRr	Cp WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
MCpWOHUr	Cp WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read
MLyEvtTxtTx	Ly Event Information	Promotional Event Comments	Read
MLyInvTxtTx	Ly Inventory Comments	Inventory Comments	Read
MLyPrfTxtTx	Ly Profitability Comments	Profitability Comments	Read
MLySlsTxtTx	Ly Sales Comment	Sales Text	Read
MOpAvgInvR	Op Avg Inv R	Average Inventory Retail	Read
MOpAvgInvU	Op Avg Inv U	Average Inventory Units	Read
MOpAvgSInvR	Op Avg Store Inv R	End of Period Inventory Retail value averaged by the number of stores	Read
MOpAvgSInvU	Op Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MOpAvgSSlsC	Op Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MOpAvgSSlsR	Op Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MOpAvgSSlsU	Op Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read

Measure Name	Measure Label	Measure Description	Access
MOpBOPAr	Op BOP Inv AUR	Beginning of Period Inventory Average Unit Retail	Read
MOpBOPC	Op BOP Inv C	Beginning of Period Inventory Cost Value	Read
MOpBOPR	Op BOP Inv R	Beginning of Period Inventory Retail Value	Read
MOpBOPU	Op BOP Inv U	Beginning of Period Inventory Units	Read
MOpIBOPRp	Op BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
MOpBOPMMU R	Op BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
MOpCashDC	Op Cash Discount C	Earned Cash Discounts	Read
MOpCashDCp	Op Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
MOpSlsClrAr	Op Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
MOpSlsClrC	Op Clearance Sales C	Clearance Sales Cost Value	Read
MOpSlsClrR	Op Clearance Sales R	Clearance Sales Retail Value	Read
MOpSlsClrU	Op Clearance Sales U	Clearance Sales Units	Read
MOpSlsClrMM UR	Op Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read
MOpCMURp	Op CMU R %	Cumulative Markup Percentage	Read
MOpCOGSC	Op COGS C	Cost of goods sold	Read
MOpSlsCmpR	Op Comp Store Sales R	Comp Sales Retail Value	Read
MOpSlsCmpBsR	Op Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
MOpCostAdjC	Op Cost Adjustment C	Cost Adjustments	Read
MOpCostAdjCp	Op Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
MOpCustRetAr	Op Customer Returns AUR	Customer Returns Average Unit Retail	Read
MOpCustRetR	Op Customer Returns R	Customer Returns Retail Value	Read
MOpCustRetRp	Op Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
MOpCustRetU	Op Customer Returns U	Customer Returns Units	Read
MOpCustRetUp	Op Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
MOpEmpDiscR	Op Empl Disc R	Employee Discount Retail Value	Read
MOpEmpDiscR p	Op Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Read
MOpEOPAr	Op EOP Inv AUR	End of Period Inventory Average Unit Retail	Read
MOpEOPC	Op EOP Inv C	End Of Period Inventory Cost	Read
MOpEOPR	Op EOP Inv R	End of Period Inventory Retail	Read

Measure Name	Measure Label	Measure Description	Access
MOpEOPU	Op EOP Inv U	End Of Period Inventory Units	Read
MOpEOPMMUR	Op EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
MOpFwdCvrR	Op Forward Cover R	The number of future periods' Retail Sales the current End of Period Inventory will cover	Read
MOpFwdCvrU	Op Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
MOpFreightC	Op Freight C	Freight Cost (Inbound)	Read
MOpFreightCp	Op Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
MOpGMR	Op GM R	Gross Margin Value	Read
MOpGMRp	Op GM R %	Gross Margin expressed as a percentage of Sales	Read
MOpGMROIR	Op GMROI R	Gross Margin Return on Investment	Read
MOpGrssSlsAr	Op Gross Sales AUR	Gross Sales Average Unit Retail (exclusive of returns)	Read
MOpGrssSlsR	Op Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MOpGrssSlsU	Op Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MOpInTransC	Op In Transit C	In-Transit Inventory Cost Value	Read
MOpInTransR	Op In Transit R	In-Transit Retail Value	Read
MOpInTransU	Op In Transit U	In-Transit Units	Read
MOpInvAdjC	Op Inventory Adjustment C	Inventory Adjustment Cost	Read
MOpInvAdjR	Op Inventory Adjustment R	Inventory Adjustment Retail Value	Read
MOpInvAdjU	Op Inventory Adjustment U	Inventory Adjustment Units	Read
MOpMkdR	Op Markdown R	Markdown Retail Value	Read
MOpMkdRp	Op Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Read
MOpMkdClrR	Op Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Read
MOpMkdClrRp	Op Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Read
MOpMkdPermR	Op Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Read
MOpMkdPermRp	Op Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Read
MOpMkdProR	Op Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Read
MOpMkdProRp	Op Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Read
MOpMkUpR	Op Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Read

Measure Name	Measure Label	Measure Description	Access
MOpSlsMMUR	Op MMU R	Sales Retail Markup Value	Read
MOpSlsMMURp	Op MMU R %	Retail Markup value as a percent of retail sales	Read
MOpSlsNCmpR	Op Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
MOpOFreightC	Op Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
MOpOFreightC p	Op Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
MOpSlsProAr	Op Promo Sales AUR	Promotional Sales Average Unit Retail	Read
MOpSlsProC	Op Promo Sales C	Promotional Sales Cost Value	Read
MOpSlsProR	Op Promo Sales R	Promotional Sales Retail Value	Read
MOpSlsProU	Op Promo Sales U	Promotional Sales Retail Value	Read
MOpSlsProMM UR	Op Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
MOpIRcptRp	Op Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Read
MOpRcptAr	Op Receipts AUR	Receipts Average Unit Retail	Read
MOpRcptC	Op Receipts C	Receipts Cost Value	Read
MOpRcptR	Op Receipts R	Receipts Retail Value	Read
MOpRcptU	Op Receipts U	Receipts Units	Read
MOpRcptMMU R	Op Receipts MMU R	Retail Markup dollars for total Receipts	Read
MOpRclsInAr	Op Reclass In AUR	Inventory Re-Classification additions Average Unit Retail	Read
MOpRclsInC	Op Reclass In C	Inventory Re-Classification additions Cost Value	Read
MOpRclsInR	Op Reclass In R	Inventory Re-Classification additions Retail Value	Read
MOpRclsInU	Op Reclass In U	Inventory Re-Classification additions Units	Read
MOpIRcInRp	Op Reclass In IMU R %	Difference between Reclass In Retail Value and Cost as a percentage of Reclass In Retail Value	Read
MOpRclsOutAr	Op Reclass Out AUR	Inventory Re-Classification subtractions Average Unit Retail	Read
MOpRclsOutC	Op Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MOpRclsOutR	Op Reclass Out R	Inventory Re-Classification subtractions Retail Value	Read
MOpRclsOutU	Op Reclass Out U	Inventory Re-Classification subtractions Units	Read
MOpIRcOutRp	Op Reclass Out IMU R %	Difference between Reclass Out Retail Value and Cost as a percentage of Reclass Out Retail Value	Read
MOpSlsRegAr	Op Regular Sales AUR	Regular Sales Average Unit Retail	Read
MOpSlsRegC	Op Regular Sales C	Regular Sales Cost Value	Read
MOpSlsRegR	Op Regular Sales R	Regular Sales Retail Value	Read
MOpSlsRegU	Op Regular Sales U	Regular Sales Units	Read

Measure Name	Measure Label	Measure Description	Access
MOpSlsRegMMUR	Op Regular Sales MMU R	Regular Sales Retail Markup Value	Read
MOpRTVPFeeC	Op Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
MOpRTVAr	Op Return to Vendor AUR	Average Unit Retail of merchandise returned to vendors	Read
MOpRTVC	Op Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MOpRTVR	Op Return to Vendor R	Retail Value of merchandise returned to vendor	Read
MOpRTVU	Op Return to Vendor U	Number of Units of merchandise returned to vendor	Read
MOpIRTVRp	Op Return to Vendor IMU R %	Difference between Returns to Vendor Retail Value and Cost as a percentage of Returns to Vendor Retail Value	Read
MOpRTVMMUR	Op Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
MOpSlsAr	Op Sales AUR	Sales Average Unit Retail	Read
MOpSlsC	Op Sales C	Sales Cost Value	Read
MOpSlsR	Op Sales R	Sales Retail Value	Read
MOpSlsU	Op Sales U	Sales Units	Read
MOpSlsbdrtRr	Op Sales Build Rate R	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
MOpSlscPrdRp	Op Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
MOpSlscPrdUp	Op Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read
MOpSlscTmeRp	Op Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
MOpSlscTmeUp	Op Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Read
MOpSlsXVATR	Op Sales Excluding VAT R	Sales Retail excluding VAT value	Read
MOpSlsvFiRp	Op Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Read
MOpSlsvFrcPrRp	Op Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Read
MOpSlsvLyRp	Op Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Read
MOpSlsvLyUp	Op Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Units	Read
MOpSelThrRp	Op Sell Thru R %	Percent of total available inventory retail value sold for a period of time	Read

Measure Name	Measure Label	Measure Description	Access
MOpSelThrUp	Op Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
MOpSellStOHC	Op Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
MOpSellStOHR	Op Selling Store On Hand R	Selling Store Retail Value of merchandise on hand	Read
MOpSellStOHU	Op Selling Store On Hand U	Selling Store Units on hand	Read
MOpShrinkAr	Op Shrink AUR	Shrinkage Average Unit Retail	Read
MOpShrinkR	Op Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
MOpShrinkRp	Op Shrink R %	Shrinkage as a percentage of Sales	Read
MOpShrinkU	Op Shrink U	Shrinkage units - the amount of lost inventory over time	Read
MOpStkSlsRr	Op Stk/Sls R	Beginning of Period Inventory Retail Value to Sales Retail Value	Read
MOpStkSlsUr	Op Stk/Sls U	Beginning of Period Inventory Units to Sales Units	Read
MOpStkAdjC	Op Stock Adjustment C	Stock Adjustment Cost Value	Read
MOpStkAdjR	Op Stock Adjustment R	Stock Adjustment Retail Value	Read
MOpStkAdjU	Op Stock Adjustment U	Stock Adjustment Units	Read
MOpSOHC	Op Stock On Hand C	Stock On-hand Cost Value	Read
MOpSOHR	Op Stock On Hand R	Stock On-hand Retail Value	Read
MOpSOHU	Op Stock On Hand U	Stock On-hand Units	Read
MOpTORr	Op TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MOpTOUr	Op TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MOpTrnsInAr	Op Transfer In AUR	Transfers out of inventory Average Unit Retail	Read
MOpTrnsInC	Op Transfer In C	Transfers into inventory Cost Value	Read
MOpTrnsInR	Op Transfer In R	Transfers into inventory Retail Value	Read
MOpTrnsInU	Op Transfer In U	Transfers into inventory Units	Read
MOpITrnsInRp	Op Transfer In IMU R %	Difference between Transfers In Retail Value and Cost as a percentage of Transfers In Retail Value	Read
MOpTrnsOutAr	Op Transfer Out AUR	Transfers out of inventory Average Unit Retail	Read
MOpTrnsOutC	Op Transfer Out C	Transfers out of inventory Cost Value	Read
MOpTrnsOutR	Op Transfer Out R	Transfers out of inventory Retail Value	Read
MOpTrnsOutU	Op Transfer Out U	Transfers out of inventory Units	Read
MOpITrnsOutRp	Op Transfer Out IMU R %	Difference between Transfers Out Retail Value and Cost as a percentage of Transfers Out Retail Value	Read
MOpTtlRPFeeC	Op Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
MOpWkrmC	Op Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read

Measure Name	Measure Label	Measure Description	Access
MOpWOHRr	Op WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
MOpWOHUr	Op WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read
MTgAvgInvR	Tgt Avg Inv R	Average Inventory Retail	Read
MTgAvgInvU	Tgt Avg Inv U	Average Inventory Units	Read
MTgBOPC	Tgt BOP Inv C	Beginning of Period Inventory Cost Value	Read
MTgBOPR	Tgt BOP Inv R	Beginning of Period Inventory Retail Value	Read
MTgBOPU	Tgt BOP Inv U	Beginning Of Period Inventory Units	Read
MTgIBOPRp	Tgt BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
MTgBOPMMUR	Tgt BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
MTgCashDC	Tgt Cash Discount C	Earned Cash Discounts	Read
MTgCashDCp	Tgt Cash Discount C %	Earned Cash Discounts as a percent of Receipts Cost	Read
MTgSlsClrC	Tgt Clearance Sales C	Clearance Sales Cost Value	Read
MTgSlsClrR	Tgt Clearance Sales R	Clearance Sales Retail Value	Read
MTgSlsClrU	Tgt Clearance Sales U	Clearance Sales Units	Read
MTgSlsClrMMUR	Tgt Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read
MTgCMURp	Tgt CMU R %	Cumulative Markup Percentage	Read
MTgCOGSC	Tgt COGS C	Cost of goods sold	Read
MTgCmtsC	Tgt Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
MTgCmtsR	Tgt Commitments R	Retail Value of orders placed but not approved in the purchase order system	Read
MTgCmtsU	Tgt Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
MTgSlsCmpR	Tgt Comp Store Sales R	Comp Sales Retail Value	Read
MTgSlsCmpBsR	Tgt Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
MTgCostAdjC	Tgt Cost Adjustment C	Cost Adjustments	Read
MTgCostAdjCp	Tgt Cost Adjustment C %	Cost Adjustments as a percent of Receipts Cost	Read
MTgCustRetR	Tgt Customer Returns R	Customer Returns Retail Value	Read
MTgCustRetRp	Tgt Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
MTgCustRetU	Tgt Customer Returns U	Customer Returns Units	Read
MTgCustRetUp	Tgt Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read

Measure Name	Measure Label	Measure Description	Access
MTgEmpDiscR	Tgt Empl Disc R	Employee Discount Retail Value	Read
MTgEmpDiscRp	Tgt Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Read
MTgEOPC	Tgt EOP Inv C	End Of Period Inventory Cost Value	Read
MTgEOPR	Tgt EOP Inv R	End of Period Inventory Retail	Read
MTgEOPU	Tgt EOP Inv U	End Of Period Inventory Units	Read
MTgEOPMMUR	Tgt EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
MTgFreightC	Tgt Freight C	Freight Cost (Inbound)	Read
MTgFreightCp	Tgt Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
MTgGMR	Tgt GM R	Gross Margin Value	Read
MTgGMRp	Tgt GM R %	Gross Margin expressed as a percentage of Sales	Read
MTgGMROIR	Tgt GMROI R	Gross Margin Return on Investment	Read
MTgGrssSlsR	Tgt Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MTgGrssSlsU	Tgt Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MTgMkdR	Tgt Markdown R	Markdown Retail Value	Read
MTgMkdRp	Tgt Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Read
MTgMkdClrR	Tgt Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Read
MTgMkdClrRp	Tgt Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Read
MTgMkdPermR	Tgt Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Read
MTgMkdPermRp	Tgt Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Read
MTgMkdProR	Tgt Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Read
MTgMkdProRp	Tgt Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Read
MTgMkUpR	Tgt Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Read
MTgSlsMMUR	Tgt MMU R	Sales Retail Markup Value	Read
MTgSlsMMURp	Tgt MMU R %	Retail Markup value as a percent of retail sales	Read
MTgSlsNCmpR	Tgt Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
MTgOFreightC	Tgt Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
MTgOFreightCp	Tgt Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
MTgSlsProC	Tgt Promo Sales C	Promotional Sales Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
MTgSlsProR	Tgt Promo Sales R	Promotional Sales Retail Value	Read
MTgSlsProU	Tgt Promo Sales U	Promotional Sales Retail Value	Read
MTgSlsProMMUR	Tgt Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
MTgIRcptRp	Tgt Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Read
MTgRcptC	Tgt Receipts C	Receipts Cost Value	Read
MTgRcptR	Tgt Receipts R	Receipts Retail Value	Read
MTgRcptU	Tgt Receipts U	Receipts Units	Read
MTgRcptMMUR	Tgt Receipts MMU R	Retail Markup dollars for total Receipts	Read
MTgRclsInC	Tgt Reclass In C	Inventory Re-Classification additions Cost Value	Read
MTgRclsInR	Tgt Reclass In R	Inventory Re-Classification additions Retail Value	Read
MTgRclsInU	Tgt Reclass In U	Inventory Re-Classification additions Units	Read
MTgRclsOutC	Tgt Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MTgRclsOutR	Tgt Reclass Out R	Inventory Re-Classification subtractions Retail Value	Read
MTgRclsOutU	Tgt Reclass Out U	Inventory Re-Classification subtractions Units	Read
MTgSlsRegC	Tgt Regular Sales C	Regular Sales Cost Value	Read
MTgSlsRegR	Tgt Regular Sales R	Regular Sales Retail Value	Read
MTgSlsRegU	Tgt Regular Sales U	Regular Sales Units	Read
MTgSlsRegMMUR	Tgt Regular Sales MMU R	Regular Sales Retail Markup Value	Read
MTgRTVPFeeC	Tgt Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
MTgRTVC	Tgt Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MTgRTVR	Tgt Return to Vendor R	Retail Value of merchandise returned to vendor	Read
MTgRTVU	Tgt Return to Vendor U	Number of Units of merchandise returned to vendor	Read
MTgRTVMMUR	Tgt Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
MTgSlsAr	Tgt Sales AUR	Sales Average Unit Retail	Read
MTgSlsC	Tgt Sales C	Sales Cost Value	Read
MTgSlsR	Tgt Sales R	Sales Retail Value	Read
MTgSlsU	Tgt Sales U	Sales Units	Read
MTgSlsXVATR	Tgt Sales Excluding VAT R	Sales Retail excluding VAT value	Read
MTgShrinkR	Tgt Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
MTgShrinkRp	Tgt Shrink R %	Shrinkage as a percentage of Sales	Read
MTgShrinkU	Tgt Shrink U	Shrinkage units - the amount of lost inventory over time	Read

Measure Name	Measure Label	Measure Description	Access
MTgTORr	Tgt TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MTgTOUr	Tgt TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MTgTrnsInAr	Tgt Transfer In AUR	Transfers into inventory Average Unit Retail	Read
MTgTrnsInC	Tgt Transfer In C	Transfers into inventory Cost Value	Read
MTgTrnsInR	Tgt Transfer In R	Transfers into inventory Retail Value	Read
MTgTrnsInU	Tgt Transfer In U	Transfers into inventory Units	Read
MTgTrnsOutAr	Tgt Transfer Out AUR	Transfers out of inventory Average Unit Retail	Read
MTgTrnsOutC	Tgt Transfer Out C	Transfers out of inventory Cost Value	Read
MTgTrnsOutR	Tgt Transfer Out R	Transfers out of inventory Retail Value	Read
MTgTrnsOutU	Tgt Transfer Out U	Transfers out of inventory Units	Read
MTgWkrmC	Tgt Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
MTgWOHRr	Tgt WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
MTgWOHUr	Tgt WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read
MWpAppComTx	Wp Approval Comment	Visibility to the Comments that a Manager made while approving or rejecting the last plan submitted for approval	Write
MWpAppDteD	Wp Approve Date	Visibility to the Date and Time that the last plan submitted for approval was approved or rejected	Read
MWpAppRejTx	Wp Approve/Reject	Visibility to see if the last plan submitted for approval was Approved or Rejected by the Manager	Write
MWpAppByTx	Wp Approved By	Visibility to the Manager that approved or rejected the last submitted plan	Read
MWpAvgInvR	Wp Avg Inv R	Average Inventory Retail	Read
MWpAvgInvU	Wp Avg Inv U	Average Inventory Units	Read
MWpAvgInvvCpRp	Wp Avg Inv var Cp R %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
MWpAvgInvvCpUp	Wp Avg Inv var Cp U %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
MWpAvgInvvLyRp	Wp Avg Inv var Ly R %	Percentage increase or decrease in Average Inventory value this year over last year.	Read
MWpAvgInvvLyUp	Wp Avg Inv var Ly U %	Percentage increase or decrease in average inventory units this year over last year.	Read
MWpAvgInvvOpRp	Wp Avg Inv var Op R %	Percentage increase or decrease in Average Inventory value over the original approved plan	Read
MWpAvgInvvOpUp	Wp Avg Inv var Op U %	Percentage increase or decrease in Average Inventory units over the original approved plan	Read

Measure Name	Measure Label	Measure Description	Access
MWpAvgInvvTgRp	Wp Avg Inv var Tgt R %	Percentage increase or decrease in Average Inventory value over superior's plan Target	Read
MWpAvgInvvWaRp	Wp Avg Inv var Wa R %	Percentage increase or decrease in Average Inventory value over the waiting for approval plan	Read
MWpAvgInvvWaUp	Wp Avg Inv var Wa U %	Percentage increase or decrease in Average Inventory units over the waiting for approval plan	Read
MWpAvgSInvR	Wp Avg Store Inv R	End of Period Inventory Retail value averaged by the number of stores	Read
MWpAvgSInvU	Wp Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
MWpAvgSSlsC	Wp Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
MWpAvgSSlsR	Wp Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
MWpAvgSSlsU	Wp Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
MWpBOPAr	Wp BOP Inv AUR	Beginning of Period Inventory Average Unit Retail	Read
MWpBOPC	Wp BOP Inv C	Beginning of Period Inventory Cost Value	Read
MWpBOPR	Wp BOP Inv R	Beginning of Period Inventory Retail Value	Write
MWpBOPU	Wp BOP Inv U	Beginning of Period Inventory Units	Read
MWpIBOPRp	Wp BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
MWpBOPMMUR	Wp BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
MWpBOPvCpRp	Wp BOP Inv var Cp R %	Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Retail value	Read
MWpBOPvLyRp	Wp BOP Inv var Ly R %	Percentage difference between Working Plan and Last Year Beginning of Period Inventory Retail value	Read
MWpBOPvOpRp	Wp BOP Inv var Op R %	Percentage difference between Working Plan and Original Plan Beginning of Period Inventory Retail value	Read
MWpBOSAr	Wp BOS Inv AUR	Initializes the first period's Beginning of Period Inventory Average Unit Retail	Write
MWpBOSC	Wp BOS Inv C	Initializes the first period's Beginning of Period Inventory Cost value	Write
MWpBOSR	Wp BOS Inv R	Initializes the first period's Beginning of Period Inventory Retail value	Write
MWpBOSU	Wp BOS Inv U	Initializes the first period's Beginning of Period Inventory Units	Write
MWpIBOSRp	Wp BOS Inv IMU R %	Difference between the first Beginning of Period Inventory Retail Value and Cost as a percentage of the first Beginning of Per	Write
MWpCashDC	Wp Cash Discount C	Earned Cash Discounts	Write

Measure Name	Measure Label	Measure Description	Access
MWpCashDCp	Wp Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Write
MWpSlsClrAr	Wp Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
MWpSlsClrC	Wp Clearance Sales C	Clearance Sales Cost Value	Read
MWpSlsClrR	Wp Clearance Sales R	Clearance Sales Retail Value	Write
MWpSlsClrU	Wp Clearance Sales U	Clearance Sales Units	Write
MWpSlsClrcSlRp	Wp Clearance Sales Contribution to Sales R %	Clearance Sales Retail value % contribution to Sales Retail value	Write
MWpSlsClrcSlUp	Wp Clearance Sales Contribution to Sales U %	Clearance Sales Retail value % contribution to Sales Retail value	Write
MWpSlsClrcTmRp	Wp Clearance Sales Contribution to Time R %	A specific time period's Clearance Sales Retail value % contribution to the highest time period.	Read
MWpSlsClrcTmUp	Wp Clearance Sales Contribution to Time U %	A specific time period's Clearance Sales Units % contribution to the highest time period.	Read
MWpSlsClrMMUR	Wp Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read
MWpSlsClrvLyRp	Wp Clearance Sales var Ly R %	Percentage difference between Working Plan and Last Year Clearance Sales Retail value	Write
MWpSlsClrvLyUp	Wp Clearance Sales var Ly U %	Percentage difference between Working Plan and Last Year Clearance Sales Units	Write
MWpCMURp	Wp CMU R %	Cumulative Markup Percentage	Read
MWpCOGSC	Wp COGS C	Cost of goods sold	Read
MWpCmtsAr	Wp Commitments AUR	Unit Retail Value of orders placed but not approved in the purchase order system	Write
MWpCmtsC	Wp Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
MWpCmtsR	Wp Commitments R	Retail Value of orders placed but not approved in the purchase order system	Write
MWpCmtsU	Wp Commitments U	Unit Value of orders placed but not approved in the purchase order system	Write
MWpIcmtsRp	Wp Commitments IMU R %	Difference between Commintment Retail Value and Cost as a percentage of Commitment Retail Value	Write
MWpSlsCmpR	Wp Comp Store Sales R	Comp Sales Retail Value	Write
MWpSlsCmpBsR	Wp Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
MWpSlsCmpvLyRp	Wp Comp Store Sales var Ly R %	Percentage difference between Working Plan and Last Year Comp Sales R	Write
MWpCostAdjC	Wp Cost Adjustment C	Cost Adjustments	Write
MWpCostAdjCp	Wp Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Write
MWpCostVarC	Wp Cost Variance C	Cost Variance	Read

Measure Name	Measure Label	Measure Description	Access
MWpCustRetAr	Wp Customer Returns AUR	Customer Returns Average Unit Retail	Write
MWpCustRetR	Wp Customer Returns R	Customer Returns Retail Value	Read
MWpCustRetRp	Wp Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Write
MWpCustRetU	Wp Customer Returns U	Customer Returns Units	Read
MWpCustRetUp	Wp Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Write
MWpCRetvLyRp	Wp Customer Returns var Ly R %	Percentage difference between Working Plan and Last Year Customer Returns Retail Value	Read
MWpCRetvLyUp	Wp Customer Returns var Ly U %	Percentage difference between Working Plan and Last Year Customer Returns Unit Value	Read
MWpEmpDiscR	Wp Empl Disc R	Employee Discount Retail Value	Read
MWpEmpDiscRp	Wp Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Write
MWpEOPAr	Wp EOP Inv AUR	End of Period Inventory Average Unit Retail	Write
MWpEOPC	Wp EOP Inv C	End Of Period Inventory Cost	Read
MWpEOPR	Wp EOP Inv R	End of Period Inventory Retail	Write
MWpEOPU	Wp EOP Inv U	End Of Period Inventory Units	Read
MWpEOPMMUR	Wp EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
MWpEOPvCpRp	Wp EOP Inv var Cp R %	Percentage difference between Working Plan and Current Plan End of Period Inventory Retail Value	Write
MWpEOPvLyRp	Wp EOP Inv var Ly R %	Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value	Write
MWpEOPvLyUp	Wp EOP Inv var Ly U %	Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value	Read
MWpEOPvOpRp	Wp EOP Inv var Op R %	Percentage difference between Working Plan and Original Plan End of Period Inventory Retail Value	Write
MWpEOPvWaRp	Wp EOP Inv var Wa R %	Percentage difference between Working Plan and Waiting for Approval End of Period Inventory Retail Value	Write
MWpEvtTxtTx	Wp Event Information	Promotional Event Comments	Write
MWpFwdCvrR	Wp Forward Cover R	The number of future periods' Retail Sales the current End of Period Inventory will cover	Write
MWpFwdCvrU	Wp Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Write
MWpFreightC	Wp Freight C	Freight Cost (Inbound)	Write
MWpFreightCp	Wp Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Write
MWpFrtvLyCp	Wp Freight var Ly C %	Percentage difference between Working Plan and Last Year Freight (Inbound) Cost	Read

Measure Name	Measure Label	Measure Description	Access
MWpGMR	Wp GM R	Gross Margin Value	Read
MWpGMRp	Wp GM R %	Gross Margin expressed as a percentage of Sales	Read
MWpGMvCpRp	Wp GM var CP R %	Percentage difference between Working Plan and Current Plan Gross Margin	Read
MWpGMvLyRp	Wp GM var Ly R %	Percentage difference between Working Plan and Last Year Gross Margin	Read
MWpGMvOpRp	Wp GM var Op R %	Percentage difference between Working Plan and Original Plan Gross Margin	Read
MWpGMvTgRp	Wp GM var Tgt R %	Percentage difference between Working Plan and Target Gross Margin	Read
MWpGMvWaRp	Wp GM var Wa R %	Percentage difference between Working Plan and Waiting for Approval Gross Margin	Read
MWpGMROIR	Wp GMROI R	Gross Margin Return on Investment	Read
MWpGrssSlsAr	Wp Gross Sales AUR	Gross Sales Average Unit Retail (exclusive of returns)	Read
MWpGrssSlsR	Wp Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
MWpGrssSlsU	Wp Gross Sales U	Gross Sales Units (exclusive of returns)	Read
MWpGSvLyRp	Wp Gross Sales var LY R %	Percentage difference between Working Plan and Last Year Gross Sales Retail	Read
MWpGSvLyUp	Wp Gross Sales var LY U %	Percentage difference between Working Plan and Last Year Gross Sales Units	Read
MWpInTransC	Wp In Transit C	In-Transit Inventory Cost Value	Read
MWpInTransR	Wp In Transit R	In-Transit Retail Value	Write
MWpInTransU	Wp In Transit U	In-Transit Units	Write
MWpInvAdjC	Wp Inventory Adjustment C	Inventory Adjustment Cost	Write
MWpInvAdjR	Wp Inventory Adjustment R	Inventory Adjustment Retail Value	Write
MWpInvAdjU	Wp Inventory Adjustment U	Inventory Adjustment Units	Write
MWpInvTxtTx	Wp Inventory Comments	Inventory Comments	Write
MWpMkdR	Wp Markdown R	Markdown Retail Value	Write
MWpMkdRp	Wp Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Write
MWpMkdCxR	Wp Markdown Cancel R	Markdown Cancel Retail Value	Read
MWpMkdClrR	Wp Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Write
MWpMkdClrRp	Wp Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Write
MWpMkdPermR	Wp Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Write
MWpMkdPermRp	Wp Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Write

Measure Name	Measure Label	Measure Description	Access
MWpMkdProR	Wp Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Write
MWpMkdProRp	Wp Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Write
MWpMkUpR	Wp Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Write
MWpMkUpCxR	Wp Markup Cancel R	Markup Cancel Retail Value	Read
MWpMkdvCpRp	Wp Mkd var CP R %	Percentage difference between Working Plan and Current Plan Markdown	Write
MWpMkdvLyRp	Wp Mkd var Ly R %	Percentage difference between Working Plan and Last Year Markdown Retail Value	Write
MWpMkdvOpRp	Wp Mkd var OP R %	Percentage difference between Working Plan and Original Plan Markdown	Write
MWpMkdvTgRp	Wp Mkd var Tgt R %	Percentage difference between Working Plan and Target Markdown Retail Value	Write
MWpMkdvWaRp	Wp Mkd var Wa R %	Percentage difference between Working Plan and Waiting for Approval Markdown Retail Value	Write
MWpSlsMMUR	Wp MMU R	Sales Retail Markup Value	Read
MWpSlsMMURp	Wp MMU R %	Retail Markup value as a percent of retail sales	Write
MWpSlsNCmpR	Wp Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
MWpSlsNCmpvLyRp	Wp Non-Comp Store Sales var LY R %	Percentage difference between Working Plan and Last Year Comp Sales	Read
MWpOnOrderAr	Wp On Order AUR	On Order Average Unit Retail	Read
MWpOnOrderC	Wp On Order C	On Order Cost Value	Read
MWpOnOrderR	Wp On Order R	On Order Retail Value	Read
MWpOnOrderU	Wp On Order U	On Order Units	Read
MWpOnOrdCxAr	Wp On Order Cxl AUR	Cancelled On Order Average Unit Retail	Write
MWpOnOrdCxC	Wp On Order Cxl C	Cancelled On Order Cost Value	Read
MWpOnOrdCxR	Wp On Order Cxl R	Cancelled On Order Retail Value	Write
MWpOnOrdCxU	Wp On Order Cxl U	Cancelled On Order Units	Write
MWpIOnOrdXRp	Wp On Order Cxl IMU R %	Difference between Cancelled On Order Retail Value and Cost as a percentage of Cancelled On Order Retail Value	Write
MWpIOnOrdRp	Wp On Order IMU R %	Difference between On Order Retail Value and Cost as a percentage of On Order Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
MWpOTBC	Wp OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
MWpOTBR	Wp OTB R	Open to Buy Retail Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Retail	Read
MWpOTBU	Wp OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
MWpOFreightC	Wp Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Write
MWpOFreightCp	Wp Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Write
MWpOFrtvLyCp	Wp Outbound Freight var LY C %	Percentage difference between Working Plan and Last Year Outgoing Freight Cost	Read
MWpPrfTxtTx	Wp Profitability Comments	Profitability Text	Write
MWpSlsProAr	Wp Promo Sales AUR	Promotional Sales Average Unit Retail	Read
MWpSlsProC	Wp Promo Sales C	Promotional Sales Cost Value	Read
MWpSlsProR	Wp Promo Sales R	Promotional Sales Retail Value	Write
MWpSlsProU	Wp Promo Sales U	Promotional Sales Retail Value	Write
MWpSlsProcSlRp	Wp Promo Sales Contribution to Sales R %	Promotional Sales Retail value percent contribution to Sales Retail	Write
MWpSlsProcSlUp	Wp Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Write
MWpSlsProcTmRp	Wp Promo Sales Contribution to Time R %	A specific time period's Promotional Sales Retail value % contribution to the highest time period.	Read
MWpSlsProcTmUp	Wp Promo Sales Contribution to Time U %	A specific time period's Promotional Sales Retail value % contribution to the highest time period.	Read
MWpSlsProMMUR	Wp Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
MWpSlsProvLyRp	Wp Promo Sls var Ly R %	Percentage difference between Working Plan and Last Year Promotional Sales Retail	Write
MWpSlsProvLyUp	Wp Promo Sls var Ly U %	Percentage difference between Working Plan and Last Year Promotional Sales Retail	Write
MWpSlfAppB	Wp Publish	Publish Targets	Write
MWpSlfAppTxtTx	Wp Publish Comment	Publish Comment	Write
MWpSlfAppDteD	Wp Publish Date	The date and time the user last published targets.	Read
MWpIRcptRp	Wp Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Write
MWpRcptAr	Wp Receipts AUR	Receipts Average Unit Retail	Write
MWpRcptC	Wp Receipts C	Receipts Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
MWpRcptR	Wp Receipts R	Receipts Retail Value	Write
MWpRcptU	Wp Receipts U	Receipts Units	Write
MWpRcptMMU R	Wp Receipts MMU R	Retail Markup dollars for total Receipts	Read
MWpRcptvCpR p	Wp Receipts var Cp R %	Percentage difference between Working Plan and Current Plan Receipts Retail Value	Write
MWpRcptvLyR p	Wp Receipts var Ly R %	Percentage difference between Working Plan and Last Year Receipts Retail Value	Write
MWpRcptvOpR p	Wp Receipts var Op R %	Percentage difference between Working Plan and Current Plan Receipts Retail Value	Write
MWpRcptvWaR p	Wp Receipts var Wa R %	Percentage difference between Working Plan and Waiting for Approval Receipts Retail Value	Write
MWpRclsInAr	Wp Reclass In AUR	Inventory Re-Classification additions Average Unit Retail	Write
MWpRclsInC	Wp Reclass In C	Inventory Re-Classification additions Cost Value	Read
MWpRclsInR	Wp Reclass In R	Inventory Re-Classification additions Retail Value	Write
MWpRclsInU	Wp Reclass In U	Inventory Re-Classification additions Units	Write
MWpIRcInRp	Wp Reclass In IMU R %	Difference between Reclass In Retail Value and Cost as a percentage of Reclass In Retail Value	Write
MWpRclsOutAr	Wp Reclass Out AUR	Inventory Re-Classification subtractions Average Unit Retail	Write
MWpRclsOutC	Wp Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
MWpRclsOutR	Wp Reclass Out R	Inventory Re-Classification subtractions Retail Value	Write
MWpRclsOutU	Wp Reclass Out U	Inventory Re-Classification subtractions Units	Write
MWpIRcOutRp	Wp Reclass Out IMU R %	Difference between Reclass Out Retail Value and Cost as a percentage of Reclass Out Retail Value	Write
MWpSlsRegAr	Wp Regular Sales AUR	Regular Sales Average Unit Retail	Read
MWpSlsRegC	Wp Regular Sales C	Regular Sales Cost Value	Read
MWpSlsRegR	Wp Regular Sales R	Regular Sales Retail Value	Write
MWpSlsRegU	Wp Regular Sales U	Regular Sales Units	Write
MWpSlsRegcSlR p	Wp Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Write
MWpSlsRegcSlU p	Wp Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Write
MWpSlsRegcTm Rp	Wp Regular Sales Contribution to Time R %	The contribution that a Last Year Regular Sales Value at a specific calendar hierarchy level bears to the Total Last Year Regul	Read
MWpSlsRegcTm Up	Wp Regular Sales Contribution to Time U %	The contribution that a Last Year Regular Sales Value at a specific calendar hierarchy level bears to the Total Last Year Regul	Read

Measure Name	Measure Label	Measure Description	Access
MWpSlsRegMMUR	Wp Regular Sales MMU R	Regular Sales Retail Markup Value	Read
MWpSlsRegvLyRp	Wp Regular Sales var Ly R %	Percentage difference between Working Plan and Last Year Regular Sales Retail	Write
MWpSlsRegvLyUp	Wp Regular Sales var Ly U %	Percentage difference between Working Plan and Last Year Regular Sales Units	Write
MWpRejDteD	Wp Reject Date	Visibility to the Date and Time that the last plan submitted for approval was approved or rejected	Read
MWpRTVPFeeC	Wp Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Write
MWpRTVAr	Wp Return to Vendor AUR	Average Unit Retail of merchandise returned to vendors	Write
MWpRTVC	Wp Return to Vendor C	Cost Value of merchandise returned to vendor	Read
MWpRTVR	Wp Return to Vendor R	Retail Value of merchandise returned to vendor	Write
MWpRTVU	Wp Return to Vendor U	Number of Units of merchandise returned to vendor	Write
MWpIRTVRp	Wp Return to Vendor IMU R %	Difference between Returns to Vendor Retail Value and Cost as a percentage of Returns to Vendor Retail Value	Write
MWpRTVMMUR	Wp Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
MWpSlsAr	Wp Sales AUR	Sales Average Unit Retail	Read
MWpSlsC	Wp Sales C	Sales Cost Value	Read
MWpSlsR	Wp Sales R	Sales Retail Value	Write
MWpSlsU	Wp Sales U	Sales Units	Write
MWpSlsbdrtRr	Wp Sales Build Rate R	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
MWpSlsTxtTx	Wp Sales Comment	Sales Text	Write
MWpSlscPrdRp	Wp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
MWpSlscPrdUp	Wp Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read
MWpSlscTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
MWpSlscTmeUp	Wp Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific time hierarchy level makes to the Sales Unit value at the highest time p	Read
MWpSlsXVATR	Wp Sales Excluding VAT R	Sales Retail excluding VAT value	Read
MWpSlsvCpRp	Wp Sales var Cp R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write

Measure Name	Measure Label	Measure Description	Access
MWpSlsvCpUp	Wp Sales var Cp U %	Percentage difference between Working Plan and Current Plan Sales Units	Write
MWpSlsvFiRp	Wp Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Write
MWpSlsvFrcPrRp	Wp Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Write
MWpSlsvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write
MWpSlsvLyUp	Wp Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Units	Write
MWpSlsvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
MWpSlsvOpUp	Wp Sales var Op U %	Percentage difference between Working Plan and Current Plan Sales Units	Write
MWpSlsvTgRp	Wp Sales var Tgt R %	Percentage difference between Working Plan and Target Sales Retail Value	Write
MWpSlsvWaRp	Wp Sales var Wa R %	Percentage difference between Working Plan and Waiting for Approval Sales Retail Value	Write
MWpSlsvWaUp	Wp Sales var Wa U %	Percentage difference between Working Plan and Waiting for Approval Sales Units	Write
MWpSelThrRp	Wp Sell Thru R %	Percent of total available inventory retail value sold for a period of time	Read
MWpSelThrUp	Wp Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
MWpSellStOHC	Wp Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
MWpSellStOHR	Wp Selling Store On Hand R	Selling Store Retail Value of merchandise on hand	Read
MWpSellStOHU	Wp Selling Store On Hand U	Selling Store Units on hand	Read
MWpShrinkAr	Wp Shrink AUR	Shrinkage Average Unit Retail	Write
MWpShrinkR	Wp Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
MWpShrinkRp	Wp Shrink R %	Shrinkage as a percentage of Sales	Write
MWpShrinkU	Wp Shrink U	Shrinkage units - the amount of lost inventory over time	Write
MWpSlsAdCpR	Wp Sls AUR diff Cp R	Percentage difference between Working Plan and Current Plan Sales Average Unit Retail	Read
MWpSlsAdLyR	Wp Sls AUR diff Ly R	Percentage difference between Working Plan and Last Year Sales Average Unit Retail	Read
MWpStkSlsRr	Wp Stk/Sls R	Beginning of Period Inventory Retail Value to Sales Retail Value	Write
MWpStkSlsUr	Wp Stk/Sls U	Beginning of Period Inventory Units to Sales Units	Read
MWpStkAdjC	Wp Stock Adjustment C	Stock Adjustment Cost Value	Read
MWpStkAdjR	Wp Stock Adjustment R	Stock Adjustment Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
MWpStkAdjU	Wp Stock Adjustment U	Stock Adjustment Units	Read
MWpSOHC	Wp Stock On Hand C	Stock On-hand Cost Value	Read
MWpSOHR	Wp Stock On Hand R	Stock On-hand Retail Value	Read
MWpSOHU	Wp Stock On Hand U	Stock On-hand Units	Read
MWpTORr	Wp TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
MWpTOUr	Wp TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
MWpTrnsInAr	Wp Transfer In AUR	Transfers out of inventory Average Unit Retail	Write
MWpTrnsInC	Wp Transfer In C	Transfers into inventory Cost Value	Read
MWpTrnsInR	Wp Transfer In R	Transfers into inventory Retail Value	Write
MWpTrnsInU	Wp Transfer In U	Transfers into inventory Units	Write
MWpITrnsInRp	Wp Transfer In IMU R %	Difference between Transfers In Retail Value and Cost as a percentage of Transfers In Retail Value	Write
MWpTrnsOutAr	Wp Transfer Out AUR	Transfers out of inventory Average Unit Retail	Write
MWpTrnsOutC	Wp Transfer Out C	Transfers out of inventory Cost Value	Read
MWpTrnsOutR	Wp Transfer Out R	Transfers out of inventory Retail Value	Write
MWpTrnsOutU	Wp Transfer Out U	Transfers out of inventory Units	Write
MWpITrnsOutRp	Wp Transfer Out IMU R %	Difference between Transfers Out Retail Value and Cost as a percentage of Transfers Out Retail Value	Write
MWpTtlRPFeeC	Wp Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
MWpWkrmC	Wp Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Write
MWpWOHRr	Wp WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
MWpWOHUr	Wp WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read
0			
PAlSlsR	Al Sales R	Adjusted LY sales (to account for timeshift)	Read
PFiDemandR	FrcIn Demand R	Retail Sales Demand InSeason	Read
PFrcPrDemandR	FrcPr Demand R	Retail Sales Demand PreSeason	Read
PLyAvgInvR	Ly Avg Inv R	Average Inventory Retail	Read
PLyAvgInvU	Ly Avg Inv U	Average Inventory Units	Read
PLyAvgSInvR	Ly Avg Store Inv R	End of Period Inventory Retail value averaged by the number of stores	Read
PLyAvgSInvU	Ly Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
PLyAvgSSlsC	Ly Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
PLyAvgSSlsR	Ly Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read

Measure Name	Measure Label	Measure Description	Access
PLyAvgSSlsU	Ly Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
PLyBOPAr	Ly BOP Inv AUR	Beginning of Period Inventory Average Unit Retail	Read
PLyBOPC	Ly BOP Inv C	Beginning of Period Inventory Cost Value	Read
PLyBOPR	Ly BOP Inv R	Beginning of Period Inventory Retail Value	Read
PLyBOPU	Ly BOP Inv U	Beginning of Period Inventory Units	Read
PLyIBOPRp	Ly BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
PLyBOPMMUR	Ly BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
PLyCashDC	Ly Cash Discount C	Earned Cash Discounts	Read
PLyCashDCp	Ly Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
PLySlsClrAr	Ly Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
PLySlsClrC	Ly Clearance Sales C	Clearance Sales Cost Value	Read
PLySlsClrR	Ly Clearance Sales R	Clearance Sales Retail Value	Read
PLySlsClrU	Ly Clearance Sales U	Clearance Sales Units	Read
PLySlsClrcSlRp	Ly Clearance Sales Contribution to Sales R %	Clearance Sales Retail value % contribution to Sales Retail value	Read
PLySlsClrcSlUp	Ly Clearance Sales Contribution to Sales U %	Clearance Sales Units % contribution to Sales Units	Read
PLySlsClrcTmRp	Ly Clearance Sales Contribution to Time R %	A specific time period's Clearance Sales Retail value % contribution to the highest time period.	Read
PLySlsClrcTmUp	Ly Clearance Sales Contribution to Time U %	A specific time period's Clearance Sales Retail value % contribution to the highest time period.	Read
PLySlsClrMMUR	Ly Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read
PLyCMURp	Ly CMU R %	Cumulative Markup Percentage	Read
PLyCOGSC	Ly COGS C	Cost of goods sold	Read
PLyCmtsAr	Ly Commitments AUR	Unit Retail Value of orders placed but not approved in the purchase order system	Read
0			
PLyCmtsC	Ly Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
PLyCmtsR	Ly Commitments R	Retail Value of orders placed but not approved in the purchase order system	Read
PLyCmtsU	Ly Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
PLyIcmtsRp	Ly Commitments IMU R %	Difference between Commintment Retail Value and Cost as a percentage of Commitment Retail Value	Read
PLySlsCmpR	Ly Comp Store Sales R	Comp Sales Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
PLySlsCmpBsR	Ly Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
PLyCostAdjC	Ly Cost Adjustment C	Cost Adjustments	Read
PLyCostAdjCp	Ly Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Read
PLyCostVarC	Ly Cost Variance C	Cost Variance	Read
PLyCustRetAr	Ly Customer Returns AUR	Customer Returns Average Unit Retail	Read
PLyCustRetR	Ly Customer Returns R	Customer Returns Retail Value	Read
PLyCustRetRp	Ly Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
PLyCustRetU	Ly Customer Returns U	Customer Returns Units	Read
PLyCustRetUp	Ly Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
PLyEmpDiscR	Ly Empl Disc R	Employee Discount Retail Value	Read
PLyEmpDiscRp	Ly Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Read
PLyEOPAr	Ly EOP Inv AUR	End of Period Inventory Average Unit Retail	Read
PLyEOPC	Ly EOP Inv C	End Of Period Inventory Cost	Read
PLyEOPR	Ly EOP Inv R	End of Period Inventory Retail	Read
PLyEOPU	Ly EOP Inv U	End Of Period Inventory Units	Read
PLyEOPMMUR	Ly EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
PLyEvtTxtTx	Ly Event Information	Promotional Event Comments	Read
PLyFwdCvrR	Ly Forward Cover R	The number of future periods' Retail Sales the current End of Period Inventory will cover	Read
PLyFwdCvrU	Ly Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
PLyFreightC	Ly Freight C	Freight Cost (Inbound)	Read
PLyFreightCp	Ly Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
PLyGMR	Ly GM R	Gross Margin Value	Read
PLyGMRp	Ly GM R %	Gross Margin expressed as a percentage of Sales	Read
PLyGMROIR	Ly GMROI R	Gross Margin Return on Investment	Read
PLyGrssSlsAr	Ly Gross Sales AUR	Gross Sales Average Unit Retail (exclusive of returns)	Read
PLyGrssSlsR 0	Ly Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
PLyGrssSlsU	Ly Gross Sales U	Gross Sales Units (exclusive of returns)	Read
PLyInTransC	Ly In Transit C	In-Transit Inventory Cost Value	Read
PLyInTransR	Ly In Transit R	In-Transit Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
PLyInTransU	Ly In Transit U	In-Transit Units	Read
PLyInvAdjC	Ly Inventory Adjustment C	Inventory Adjustment Cost	Read
PLyInvAdjR	Ly Inventory Adjustment R	Inventory Adjustment Retail Value	Read
PLyInvAdjU	Ly Inventory Adjustment U	Inventory Adjustment Units	Read
PLyInvTxtTx	Ly Inventory Comments	Inventory Comments	Read
PLyMkdR	Ly Markdown R	Markdown Retail Value	Read
PLyMkdRp	Ly Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Read
PLyMkdCxR	Ly Markdown Cancel R	Markdown Cancel Retail Value	Read
PLyMkdClrR	Ly Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Read
PLyMkdClrRp	Ly Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Read
PLyMkdPermR	Ly Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Read
PLyMkdPermRp	Ly Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Read
PLyMkdProR	Ly Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Read
PLyMkdProRp	Ly Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Read
PLyMkUpR	Ly Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Read
PLyMkUpCxR	Ly Markup Cancel R	Markup Cancel Retail Value	Read
PLySlsMMUR	Ly MMU R	Sales Retail Markup Value	Read
PLySlsMMURp	Ly MMU R %	Retail Markup value as a percent of retail sales	Read
PLySlsNCmpR	Ly Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
PLyOnOrderAr	Ly On Order AUR	On Order Average Unit Retail	Read
PLyOnOrderC	Ly On Order C	On Order Cost Value	Read
PLyOnOrderR	Ly On Order R	On Order Retail Value	Read
PLyOnOrderU	Ly On Order U	On Order Units	Read
PLyOnOrdCxAr	Ly On Order Cxl AUR	Cancelled On Order Average Unit Retail	Read
PLyOnOrdCxC	Ly On Order Cxl C	Cancelled On Order Cost Value	Read
PLyOnOrdCxR	Ly On Order Cxl R	Cancelled On Order Retail Value	Read
PLyOnOrdCxU 0	Ly On Order Cxl U	Cancelled On Order Units	Read
PLyIOnOrdXRp	Ly On Order Cxl IMU R %	Difference between Cancelled On Order Retail Value and Cost as a percentage of Cancelled On Order Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
PLyIOnOrdRp	Ly On Order IMU R %	Difference between On Order Retail Value and Cost as a percentage of On Order Retail Value	Read
PLyOTBC	Ly OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
PLyOTBR	Ly OTB R	Open to Buy Retail Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Retail	Read
PLyOTBU	Ly OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
PLyOFreightC	Ly Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
PLyOFreightCp	Ly Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
PLyPrfTxtTx	Ly Profitability Comments	Profitability Comments	Read
PLySlsProAr	Ly Promo Sales AUR	Promotional Sales Average Unit Retail	Read
PLySlsProC	Ly Promo Sales C	Promotional Sales Cost Value	Read
PLySlsProR	Ly Promo Sales R	Promotional Sales Retail Value	Read
PLySlsProU	Ly Promo Sales U	Promotional Sales Retail Value	Read
PLySlsProcSlRp	Ly Promo Sales Contribution to Sales R %	Promotional Sales Retail value percent contribution to Sales Retail	Read
PLySlsProcSlUp	Ly Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Read
PLySlsProcTmRp	Ly Promo Sales Contribution to Time R %	A specific time period's Promotional Sales Retail value % contribution to the highest time period.	Read
PLySlsProcTmUp	Ly Promo Sales Contribution to Time U %	A specific time period's Promotional Sales Retail value % contribution to the highest time period.	Read
PLySlsProMMUR	Ly Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
PLyIRcptRp	Ly Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Read
PLyRcptAr	Ly Receipts AUR	Receipts Average Unit Retail	Read
PLyRcptC	Ly Receipts C	Receipts Cost Value	Read
PLyRcptR	Ly Receipts R	Receipts Retail Value	Read
PLyRcptU	Ly Receipts U	Receipts Units	Read
PLyRcptMMUR	Ly Receipts MMU R	Retail Markup dollars for total Receipts	Read
PLyRclsInAr	Ly Reclass In AUR	Inventory Re-Classification additions Average Unit Retail	Read
PLyRclsInC	Ly Reclass In C	Inventory Re-Classification additions Cost Value	Read
PLyRclsInR	Ly Reclass In R	Inventory Re-Classification additions Retail Value	Read
PLyRclsInU	Ly Reclass In U	Inventory Re-Classification additions Units	Read

Measure Name	Measure Label	Measure Description	Access
PLyIRcInRp	Ly Reclass In IMU R %	Difference between Reclass In Retail Value and Cost as a percentage of Reclass In Retail Value	Read
PLyRclsOutAr	Ly Reclass Out AUR	Inventory Re-Classification subtractions Average Unit Retail	Read
PLyRclsOutC	Ly Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
PLyRclsOutR	Ly Reclass Out R	Inventory Re-Classification subtractions Retail Value	Read
PLyRclsOutU	Ly Reclass Out U	Inventory Re-Classification subtractions Units	Read
PLyIRcOutRp	Ly Reclass Out IMU R %	Difference between Reclass Out Retail Value and Cost as a percentage of Reclass Out Retail Value	Read
PLySlsRegAr	Ly Regular Sales AUR	Regular Sales Average Unit Retail	Read
PLySlsRegC	Ly Regular Sales C	Regular Sales Cost Value	Read
PLySlsRegR	Ly Regular Sales R	Regular Sales Retail Value	Read
PLySlsRegU	Ly Regular Sales U	Regular Sales Units	Read
PLySlsRegcSlRp	Ly Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Read
PLySlsRegcSlUp	Ly Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Read
PLySlsRegcTmRp	Ly Regular Sales Contribution to Time R %	A specific time period's Retail Sales Retail value % contribution to the highest time period.	Read
PLySlsRegcTmUp	Ly Regular Sales Contribution to Time U %	A specific time period's Retail Sales Retail value % contribution to the highest time period.	Read
PLySlsRegMMUR	Ly Regular Sales MMU R	Regular Sales Retail Markup Value	Read
PLyRTVPFeeC	Ly Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
PLyRTVAr	Ly Return to Vendor AUR	Average Unit Retail of merchandise returned to vendors	Read
PLyRTVC	Ly Return to Vendor C	Cost Value of merchandise returned to vendor	Read
PLyRTVR	Ly Return to Vendor R	Retail Value of merchandise returned to vendor	Read
PLyRTVU	Ly Return to Vendor U	Number of Units of merchandise returned to vendor	Read
PLyIRTVRp	Ly Return to Vendor IMU R %	Difference between Returns to Vendor Retail Value and Cost as a percentage of Returns to Vendor Retail Value	Read
PLyRTVMMUR	Ly Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
PLySlsAr	Ly Sales AUR	Sales Average Unit Retail	Read
PLySlsC	Ly Sales C	Sales Cost Value	Read
PLySlsR	Ly Sales R	Sales Retail Value	Read
PLySlsU	Ly Sales U	Sales Units	Read
PLySlsbdrtRr	Ly Sales Build Rate R	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read

Measure Name	Measure Label	Measure Description	Access
PLySlsTxtTx	Ly Sales Comment	Sales Text	Read
PLySlscPrdRp	Ly Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
PLySlscPrdUp	Ly Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read
PLySlscTmeRp	Ly Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
PLySlscTmeUp	Ly Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific calendar hierarchy level makes to the Sales Unit value at the next highe	Read
PLySlsXVATR	Ly Sales Excluding VAT R	Sales Retail excluding VAT value	Read
PLySelThrRp	Ly Sell Thru R %	Percent of total available inventory retail value sold for a period of time	Read
PLySelThrUp	Ly Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
PLySellStOHC	Ly Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
PLySellStOHR	Ly Selling Store On Hand R	Selling Store Retail Value of merchandise on hand	Read
PLySellStOHU	Ly Selling Store On Hand U	Selling Store Units on hand	Read
PLyShrinkAr	Ly Shrink AUR	Shrinkage Average Unit Retail	Read
PLyShrinkR	Ly Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
PLyShrinkRp	Ly Shrink R %	Shrinkage as a percentage of Sales	Read
PLyShrinkU	Ly Shrink U	Shrinkage units - the amount of lost inventory over time	Read
PLyStkSlsRr	Ly Stk/Sls R	Beginning of Period Inventory Retail Value to Sales Retail Value	Read
PLyStkSlsUr	Ly Stk/Sls U	Beginning of Period Inventory Units to Sales Units	Read
PLyStkAdjC	Ly Stock Adjustment C	Stock Adjustment Cost Value	Read
PLyStkAdjR	Ly Stock Adjustment R	Stock Adjustment Retail Value	Read
PLyStkAdjU	Ly Stock Adjustment U	Stock Adjustment Units	Read
PLySOHC	Ly Stock On Hand C	Stock On-hand Cost Value	Read
PLySOHR	Ly Stock On Hand R	Stock On-hand Retail Value	Read
PLySOHU	Ly Stock On Hand U	Stock On-hand Units	Read
PLyTORr	Ly TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
PLyTOUr	Ly TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
PLyTrnsInAr	Ly Transfer In AUR	Transfers into inventory Average Unit Retail	Read

Measure Name	Measure Label	Measure Description	Access
PLyTrnsInC	Ly Transfer In C	Transfers into inventory Cost Value	Read
PLyTrnsInR	Ly Transfer In R	Transfers into inventory Retail Value	Read
PLyTrnsInU	Ly Transfer In U	Transfers into inventory Units	Read
PLyITrnsInRp	Ly Transfer In IMU R %	Difference between Transfers In Retail Value and Cost as a percentage of Transfers In Retail Value	Read
PLyTrnsOutAr	Ly Transfer Out AUR	Transfers out of inventory Average Unit Retail	Read
PLyTrnsOutC	Ly Transfer Out C	Transfers out of inventory Cost Value	Read
PLyTrnsOutR	Ly Transfer Out R	Transfers out of inventory Retail Value	Read
PLyTrnsOutU	Ly Transfer Out U	Transfers out of inventory Units	Read
PLyITrnsOutRp	Ly Transfer Out IMU R %	Difference between Transfers Out Retail Value and Cost as a percentage of Transfers Out Retail Value	Read
PLyTtlRPFeeC	Ly Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
PLyWkrmC	Ly Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
PLyWOHRr	Ly WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
PLyWOHUr	Ly WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read
PWaAvgInvR	Wa Avg Inv R	Average Inventory Retail	Read
PWaAvgInvU	Wa Avg Inv U	Average Inventory Units	Read
PWaBOPC	Wa BOP Inv C	Beginning of Period Inventory Cost Value	Read
PWaBOPR	Wa BOP Inv R	Beginning of Period Inventory Retail Value	Read
PWaBOPU	Wa BOP Inv U	Beginning of Period Inventory Units	Read
PWaIBOPRp	Wa BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
PWaBOPMMUR	Wa BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
PWaCashDC	Wa Cash Discount C	Earned Cash Discounts	Read
PWaCashDCp	Wa Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Read
PWaSlsClrAr	Wa Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
PWaSlsClrC	Wa Clearance Sales C	Clearance Sales Cost Value	Read
PWaSlsClrR	Wa Clearance Sales R	Clearance Sales Retail Value	Read
PWaSlsClrU	Wa Clearance Sales U	Clearance Sales Units	Read
PWaSlsClrMMUR	Wa Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read
PWaCMURp	Wa CMU R %	Cumulative Markup Percentage	Read
PWaCOGSC	Wa COGS C	Cost of goods sold	Read

Measure Name	Measure Label	Measure Description	Access
PWaCmtsC	Wa Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
PWaCmtsR	Wa Commitments R	Retail Value of orders placed but not approved in the purchase order system	Read
PWaCmtsU	Wa Commitments U	Unit Value of orders placed but not approved in the purchase order system	Read
PWaSlsCmpR	Wa Comp Store Sales R	Comp Sales Retail Value	Read
PWaSlsCmpBsR	Wa Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
PWaCostAdjC	Wa Cost Adjustment C	Cost Adjustments	Read
PWaCustRetAr	Wa Customer Returns AUR	Customer Returns Average Unit Retail	Read
PWaCustRetR	Wa Customer Returns R	Customer Returns Retail Value	Read
PWaCustRetRp	Wa Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Read
PWaCustRetU	Wa Customer Returns U	Customer Returns Units	Read
PWaCustRetUp	Wa Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Read
PWaEmpDiscR	Wa Empl Disc R	Employee Discount Retail Value	Read
PWaEmpDiscRp	Wa Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Read
PWaEOPC	Wa EOP Inv C	End Of Period Inventory Cost	Read
PWaEOPR	Wa EOP Inv R	End of Period Inventory Retail	Read
PWaEOPU	Wa EOP Inv U	End Of Period Inventory Units	Read
PWaEOPMMUR	Wa EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
PWaFwdCvrR	Wa Forward Cover R	The number of future periods' Retail Sales the current End of Period Inventory will cover	Read
PWaFwdCvrU	Wa Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Read
PWaFreightC	Wa Freight C	Freight Cost (Inbound)	Read
PWaFreightCp	Wa Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Read
PWaGMR	Wa GM R	Gross Margin Value	Read
PWaGMRp	Wa GM R %	Gross Margin expressed as a percentage of Sales	Read
PWaGMROIR	Wa GMROI R	Gross Margin Return on Investment	Read
PWaGrssSlsAr	Wa Gross Sales AUR	Gross Sales Average Unit Retail (exclusive of returns)	Read
PWaGrssSlsR	Wa Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
PWaGrssSlsU	Wa Gross Sales U	Gross Sales Units (exclusive of returns)	Read
PWaInTransC	Wa In Transit C	In-Transit Inventory Cost Value	Read

Measure Name	Measure Label	Measure Description	Access
PWaInTransR	Wa In Transit R	In-Transit Retail Value	Read
PWaInTransU	Wa In Transit U	In-Transit Units	Read
PWaInvAdjC	Wa Inventory Adjustment C	Inventory Adjustment Cost	Read
PWaInvAdjR	Wa Inventory Adjustment R	Inventory Adjustment Retail Value	Read
PWaInvAdjU	Wa Inventory Adjustment U	Inventory Adjustment Units	Read
PWaMkdR	Wa Markdown R	Markdown Retail Value	Read
PWaMkdRp	Wa Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Read
PWaMkdClrR	Wa Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Read
PWaMkdClrRp	Wa Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Read
PWaMkdPermR	Wa Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Read
PWaMkdPermRp	Wa Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Read
PWaMkdProR	Wa Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Read
PWaMkdProRp	Wa Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Read
PWaMkUpR	Wa Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Read
PWaSlsMMUR	Wa MMU R	Sales Retail Markup Value	Read
PWaSlsMMURp	Wa MMU R %	Retail Markup value as a percent of retail sales	Read
PWaSlsNCmpR	Wa Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
PWaOnOrderC	Wa On Order C	On Order Cost Value	Read
PWaOnOrderR	Wa On Order R	On Order Retail Value	Read
PWaOnOrderU	Wa On Order U	On Order Units	Read
PWaOnOrdCxAr	Wa On Order Cxl AUR	Cancelled On Order Average Unit Retail	Read
PWaOnOrdCxC	Wa On Order Cxl C	Cancelled On Order Cost Value	Read
PWaOnOrdCxR	Wa On Order Cxl R	Cancelled On Order Retail Value	Read
PWaOnOrdCxU	Wa On Order Cxl U	Cancelled On Order Units	Read
PWaOTBC	Wa OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
PWaOTBR	Wa OTB R	Open to Buy Retail Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Retail	Read

Measure Name	Measure Label	Measure Description	Access
PWaOTBU	Wa OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
PWaOFreightC	Wa Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Read
PWaOFreightCp	Wa Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Read
PWaSlsProAr	Wa Promo Sales AUR	Promotional Sales Average Unit Retail	Read
PWaSlsProC	Wa Promo Sales C	Promotional Sales Cost Value	Read
PWaSlsProR	Wa Promo Sales R	Promotional Sales Retail Value	Read
PWaSlsProU	Wa Promo Sales U	Promotional Sales Retail Value	Read
PWaSlsProMMUR	Wa Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
PWaIRcptRp	Wa Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Read
PWaRcptAr	Wa Receipts AUR	Receipts Average Unit Retail	Read
PWaRcptC	Wa Receipts C	Receipts Cost Value	Read
PWaRcptR	Wa Receipts R	Receipts Retail Value	Read
PWaRcptU	Wa Receipts U	Receipts Units	Read
PWaRcptMMUR	Wa Receipts MMU R	Retail Markup dollars for total Receipts	Read
PWaRclsInAr	Wa Reclass In AUR	Inventory Re-Classification additions Average Unit Retail	Read
PWaRclsInC	Wa Reclass In C	Inventory Re-Classification additions Cost Value	Read
PWaRclsInR	Wa Reclass In R	Inventory Re-Classification additions Retail Value	Read
PWaRclsInU	Wa Reclass In U	Inventory Re-Classification additions Units	Read
PWaRclsOutAr	Wa Reclass Out AUR	Inventory Re-Classification subtractions Average Unit Retail	Read
PWaRclsOutC	Wa Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
PWaRclsOutR	Wa Reclass Out R	Inventory Re-Classification subtractions Retail Value	Read
PWaRclsOutU	Wa Reclass Out U	Inventory Re-Classification subtractions Units	Read
PWaSlsRegAr	Wa Regular Sales AUR	Regular Sales Average Unit Retail	Read
PWaSlsRegC	Wa Regular Sales C	Regular Sales Cost Value	Read
PWaSlsRegR	Wa Regular Sales R	Regular Sales Retail Value	Read
PWaSlsRegU	Wa Regular Sales U	Regular Sales Units	Read
PWaSlsRegMMUR	Wa Regular Sales MMU R	Regular Sales Retail Markup Value	Read
PWaRTVPFeeC	Wa Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Read
PWaRTVAr	Wa Return to Vendor AUR	Average Unit Retail of merchandise returned to vendors	Read

Measure Name	Measure Label	Measure Description	Access
PWaRTVC	Wa Return to Vendor C	Cost Value of merchandise returned to vendor	Read
PWaRTVR	Wa Return to Vendor R	Retail Value of merchandise returned to vendor	Read
PWaRTVU	Wa Return to Vendor U	Number of Units of merchandise returned to vendor	Read
PWaRTVMMUR	Wa Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
PWaSlsAr	Wa Sales AUR	Sales Average Unit Retail	Read
PWaSlsC	Wa Sales C	Sales Cost Value	Read
PWaSlsR	Wa Sales R	Sales Retail Value	Read
PWaSlsU	Wa Sales U	Sales Units	Read
PWaSlsXVATR	Wa Sales Excluding VAT R	Sales Retail excluding VAT value	Read
PWaSlsvFiRp	Wa Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Read
PWaSlsvFrcPrRp	Wa Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Read
PWaSlsvLyRp	Wa Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Read
PWaSlsvLyUp	Wa Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Cost Value	Read
PWaSellStOHC	Wa Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
PWaSellStOHR	Wa Selling Store On Hand R	Selling Store Retail Value of merchandise on hand	Read
PWaSellStOHU	Wa Selling Store On Hand U	Selling Store Units on hand	Read
PWaShrinkR	Wa Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
PWaShrinkRp	Wa Shrink R %	Shrinkage as a percentage of Sales	Read
PWaShrinkU	Wa Shrink U	Shrinkage units - the amount of lost inventory over time	Read
PWaStkAdjC	Wa Stock Adjustment C	Stock Adjustment Cost Value	Read
PWaStkAdjR	Wa Stock Adjustment R	Stock Adjustment Retail Value	Read
PWaStkAdjU	Wa Stock Adjustment U	Stock Adjustment Units	Read
PWaTORr	Wa TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
PWaTOUr	Wa TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
PWaTrnsInAr	Wa Transfer In AUR	Transfers into inventory Average Unit Retail	Read
PWaTrnsInC	Wa Transfer In C	Transfers into inventory Cost Value	Read
PWaTrnsInR	Wa Transfer In R	Transfers into inventory Retail Value	Read
PWaTrnsInU	Wa Transfer In U	Transfers into inventory Units	Read
PWaITrnsInRp	Wa Transfer In IMU R %	Difference between Transfers In Retail Value and Cost as a percentage of Transfers In Retail Value	Read

Measure Name	Measure Label	Measure Description	Access
PWaTrnsOutAr	Wa Transfer Out AUR	Transfers out of inventory Average Unit Retail	Read
PWaTrnsOutC	Wa Transfer Out C	Transfers out of inventory Cost Value	Read
PWaTrnsOutR	Wa Transfer Out R	Transfers out of inventory Retail Value	Read
PWaTrnsOutU	Wa Transfer Out U	Transfers out of inventory Units	Read
PWaITrnsOutRp	Wa Transfer Out IMU R %	Difference between Transfers Out Retail Value and Cost as a percentage of Transfers Out Retail Value	Read
PWaTtlRPFeeC	Wa Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
PWaWkrmC	Wa Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Read
PWaWOHRr	Wa WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
PWaWOHUr	Wa WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read
PWpAvgInvR	Wp Avg Inv R	Average Inventory Retail	Read
PWpAvgInvU	Wp Avg Inv U	Average Inventory Units	Read
PWpAvgInvvCpRp	Wp Avg Inv var Cp R %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
PWpAvgInvvCpUp	Wp Avg Inv var Cp U %	Percentage increase or decrease in Average Inventory value over the current approved plan	Read
PWpAvgInvvLyRp	Wp Avg Inv var Ly R %	Percentage increase or decrease in Average Inventory value this year over last year.	Read
PWpAvgInvvLyUp	Wp Avg Inv var Ly U %	Percentage increase or decrease in average inventory units this year over last year.	Read
PWpAvgInvvOpRp	Wp Avg Inv var Op R %	Percentage increase or decrease in Average Inventory value over the original approved plan	Read
PWpAvgInvvOpUp	Wp Avg Inv var Op U %	Percentage increase or decrease in Average Inventory units over the original approved plan	Read
PWpAvgInvvTgRp	Wp Avg Inv var Tgt R %	Percentage increase or decrease in Average Inventory value over superior's plan Target	Read
PWpAvgInvvTgUp	Wp Avg Inv var Tgt U %	Percentage increase or decrease in Average Inventory units over superior's plan Target	Read
PWpAvgSInvR	Wp Avg Store Inv R	End of Period Inventory Retail value averaged by the number of stores	Read
PWpAvgSInvU	Wp Avg Store Inv U	End of Period Inventory Unit value averaged by the number of stores	Read
PWpAvgSSlsC	Wp Avg Store Sls C	Cost Sales value averaged by the number of stores.	Read
PWpAvgSSlsR	Wp Avg Store Sls R	Retail Sales value averaged by the number of stores.	Read
PWpAvgSSlsU	Wp Avg Store Sls U	Unit Sales value averaged by the number of stores.	Read
PWpBOPAr	Wp BOP Inv AUR	Beginning of Period Inventory Average Unit Retail	Read
PWpBOPC	Wp BOP Inv C	Beginning of Period Inventory Cost Value	Read
PWpBOPR	Wp BOP Inv R	Beginning of Period Inventory Retail Value	Write

Measure Name	Measure Label	Measure Description	Access
PWpBOPU	Wp BOP Inv U	Beginning of Period Inventory Units	Read
PWpIBOPRp	Wp BOP Inv IMU R %	Difference between Beginning of Period Inventory Retail Value and Cost as a percentage of Beginning of Period Inventory Retail	Read
PWpBOPMMUR	Wp BOP Inv MMU R	Markup Retail Value for Beginning of period inventory	Read
PWpBOPvCpRp	Wp BOP Inv var Cp R %	Percentage difference between Working Plan and Current Plan Beginning of Period Inventory Retail value	Read
PWpBOPvLyRp	Wp BOP Inv var Ly R %	Percentage difference between Working Plan and Last Year Beginning of Period Inventory Retail value	Read
PWpBOPvOpRp	Wp BOP Inv var Op R %	Percentage difference between Working Plan and Original Plan Beginning of Period Inventory Retail value	Read
PWpBOSAr	Wp BOS Inv AUR	Initializes the first period's Beginning of Period Inventory Average Unit Retail	Write
PWpBOSC	Wp BOS Inv C	Initializes the first period's Beginning of Period Inventory Cost value	Write
PWpBOSR	Wp BOS Inv R	Initializes the first period's Beginning of Period Inventory Retail value	Write
PWpBOSU	Wp BOS Inv U	Initializes the first period's Beginning of Period Inventory Units	Write
PWpIBOSRp	Wp BOS Inv IMU R %	Difference between the first Beginning of Period Inventory Retail Value and Cost as a percentage of the first Beginning of Per	Write
PWpCashDC	Wp Cash Discount C	Earned Cash Discounts	Write
PWpCashDCp	Wp Cash Discount C %	Cash Discounts expressed as a percent of Total Receipts at Cost	Write
PWpSlsClrAr	Wp Clearance Sales AUR	Clearance Sales Average Unit Retail value	Read
PWpSlsClrC	Wp Clearance Sales C	Clearance Sales Cost Value	Read
PWpSlsClrR	Wp Clearance Sales R	Clearance Sales Retail Value	Write
PWpSlsClrU	Wp Clearance Sales U	Clearance Sales Units	Write
PWpSlsClrcSlRp	Wp Clearance Sales Contribution to Sales R %	Clearance Sales Retail value % contribution to Sales Retail value	Write
PWpSlsClrcSlUp	Wp Clearance Sales Contribution to Sales U %	Clearance Sales Units % contribution to Sales Units	Write
PWpSlsClrcTmRp	Wp Clearance Sales Contribution to Time R %	A specific time period's Clearance Sales Retail value % contribution to the highest time period.	Read
PWpSlsClrcTmUp	Wp Clearance Sales Contribution to Time U %	A specific time period's Clearance Sales Retail value % contribution to the highest time period.	Read
PWpSlsClrMMUR	Wp Clearance Sales MMU R	Clearance Merchandise Retail Markup Value	Read

Measure Name	Measure Label	Measure Description	Access
PWpSlsClrvLyRp	Wp Clearance Sales var Ly R %	Percentage difference between Working Plan and Last Year Clearance Sales Retail value	Write
PWpSlsClrvLyUp	Wp Clearance Sales var Ly U %	Percentage difference between Working Plan and Last Year Clearance Sales Units	Write
PWpCMURp	Wp CMU R %	Cumulative Markup Percentage	Read
PWpCOGSC	Wp COGS C	Cost of goods sold	Read
PWpCmtsAr	Wp Commitments AUR	Unit Retail Value of orders placed but not approved in the purchase order system	Write
PWpCmtsC	Wp Commitments C	Cost Value of orders placed but not approved in the purchase order system	Read
PWpCmtsR	Wp Commitments R	Retail Value of orders placed but not approved in the purchase order system	Write
PWpCmtsU	Wp Commitments U	Unit Value of orders placed but not approved in the purchase order system	Write
PWpIcmtsRp	Wp Commitments IMU R %	Difference between Commintment Retail Value and Cost as a percentage of Commitment Retail Value	Write
PWpSlsCmpR	Wp Comp Store Sales R	Comp Sales Retail Value	Write
PWpSlsCmpBsR	Wp Comp Store Sales Base R	Last Year Sales Retail value for stores that are Comp this year	Read
PWpSlsCmpvLyRp	Wp Comp Store Sales var Ly R %	Percentage difference between Working Plan Comp Store Sales and Last Year Comp Store Sales Retail	Write
PWpCostAdjC	Wp Cost Adjustment C	Cost Adjustments	Write
PWpCostAdjCp	Wp Cost Adjustment C %	Cost Adjustments as a percentage of Total Receipts Cost	Write
PWpCostVarC	Wp Cost Variance C	Cost Variance	Read
PWpCustRetAr	Wp Customer Returns AUR	Customer Returns Average Unit Retail	Write
PWpCustRetR	Wp Customer Returns R	Customer Returns Retail Value	Read
PWpCustRetRp	Wp Customer Returns R %	Customer Returns Retail value expressed as a percentage of Sales Retail value	Write
PWpCustRetU	Wp Customer Returns U	Customer Returns Units	Read
PWpCustRetUp	Wp Customer Returns U %	Customer Returns Unit value expressed as a percentage of Sales Unit value	Write
PWpCRetvLyRp	Wp Customer Returns var Ly R %	Percentage difference between Working Plan and Last Year Customer Returns Retail Value	Read
PWpCRetvLyUp	Wp Customer Returns var Ly U %	Percentage difference between Working Plan and Last Year Customer Returns Unit Value	Read
PWpEmpDiscR	Wp Empl Disc R	Employee Discount Retail Value	Read
PWpEmpDiscRp	Wp Empl Disc R %	Employee Discount Retail Value expressed as a percentage of Sales	Write
PWpEOPAr	Wp EOP Inv AUR	End of Period Inventory Average Unit Retail	Write
PWpEOPC	Wp EOP Inv C	End Of Period Inventory Cost	Read

Measure Name	Measure Label	Measure Description	Access
PWpEOPR	Wp EOP Inv R	End of Period Inventory Retail	Write
PWpEOPU	Wp EOP Inv U	End Of Period Inventory Units	Read
PWpEOPMMUR	Wp EOP Inv MMU R	Markup Retail Value for End of period inventory	Read
PWpEOPvCpRp	Wp EOP Inv var Cp R %	Percentage difference between Working Plan and Current Plan End of Period Inventory Retail Value	Write
PWpEOPvLyRp	Wp EOP Inv var Ly R %	Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value	Write
PWpEOPvLyUp	Wp EOP Inv var Ly U %	Percentage difference between Working Plan and Last Year End of Period Inventory Retail Value	Read
PWpEOPvOpRp	Wp EOP Inv var Op R %	Percentage difference between Working Plan and Original Plan End of Period Inventory Retail Value	Write
PWpEOPvTgRp	Wp EOP Inv var Tgt R %	Percentage difference between Working Plan and Target End of Period Inventory Retail Value	Write
PWpEvtTxtTx	Wp Event Information	Promotional Event Comments	Write
PWpFwdCvrR	Wp Forward Cover R	The number of future periods' Retail Sales the current End of Period Inventory will cover	Write
PWpFwdCvrU	Wp Forward Cover U	The number of future periods' Unit Sales the current End of Period Inventory will cover	Write
PWpFreightC	Wp Freight C	Freight Cost (Inbound)	Write
PWpFreightCp	Wp Freight C %	Freight (Inbound) expressed as a percent of Total Receipts Cost	Write
PWpFrtvLyCp	Wp Freight var Ly C %	Percentage difference between Working Plan and Last Year Freight (Inbound) Cost	Read
PWpGMR	Wp GM R	Gross Margin Value	Read
PWpGMRp	Wp GM R %	Gross Margin expressed as a percentage of Sales	Read
PWpGMvCpRp	Wp GM var CP R %	Percentage difference between Working Plan and Current Plan Gross Margin	Read
PWpGMvLyRp	Wp GM var Ly R %	Percentage difference between Working Plan and Last Year Gross Margin	Read
PWpGMvOpRp	Wp GM var Op R %	Percentage difference between Working Plan and Original Plan Gross Margin	Read
PWpGMvTgRp	Wp GM var Tgt R %	Percentage difference between Working Plan and Target Gross Margin	Read
PWpGMROIR	Wp GMROI R	Gross Margin Return on Investment	Read
PWpGrssSlsAr	Wp Gross Sales AUR	Gross Sales Average Unit Retail (exclusive of returns)	Read
PWpGrssSlsR	Wp Gross Sales R	Gross Sales Retail Value (exclusive of returns)	Read
PWpGrssSlsU	Wp Gross Sales U	Gross Sales Units (exclusive of returns)	Read
PWpGSvLyRp	Wp Gross Sales var LY R %	Percentage difference between Working Plan and Last Year Gross Sales Retail	Read

Measure Name	Measure Label	Measure Description	Access
PWpGSvLyUp	Wp Gross Sales var LY U %	Percentage difference between Working Plan and Last Year Gross Sales Units	Read
PWpInTransC	Wp In Transit C	In-Transit Inventory Cost Value	Read
PWpInTransR	Wp In Transit R	In-Transit Retail Value	Write
PWpInTransU	Wp In Transit U	In-Transit Units	Write
PWpInvAdjC	Wp Inventory Adjustment C	Inventory Adjustment Cost	Write
PWpInvAdjR	Wp Inventory Adjustment R	Inventory Adjustment Retail Value	Write
PWpInvAdjU	Wp Inventory Adjustment U	Inventory Adjustment Units	Write
PWpInvTxtTx	Wp Inventory Comments	Inventory Comments	Write
PWpMkdR	Wp Markdown R	Markdown Retail Value	Write
PWpMkdRp	Wp Markdown R %	Markdown Retail Value as a percentage of Sales Retail	Write
PWpMkdCxR	Wp Markdown Cancel R	Markdown Cancel Retail Value	Read
PWpMkdClrR	Wp Markdown Clear R	Clearance Markdown Retail Value - Price reduction used to clear aged or slow moving inventory	Write
PWpMkdClrRp	Wp Markdown Clear R %	Clearance Markdowns Retail Value as a percentage of Sales Retail	Write
PWpMkdPermR	Wp Markdown Perm R	Permanent Markdown Retail Value - Permanent decrease to the inventory-owned merchandise price	Write
PWpMkdPermRp	Wp Markdown Perm R %	Permanent Markdowns Retail Value as a percentage of Sales Retail	Write
PWpMkdProR	Wp Markdown Promo R	Promotional Markdown Retail Value - Temporary reduction to the inventory-owned merchandise price	Write
PWpMkdProRp	Wp Markdown Promo R %	Promotional Markdowns Retail Value as a percentage of Sales Retail	Write
PWpMkUpR	Wp Markup R	Mark-Up Value. Permanent value increase to the inventory-owned merchandise price	Write
PWpMkUpCxR	Wp Markup Cancel R	Markup Cancel Retail Value	Read
PWpMkdvCpRp	Wp Mkd var CP R %	Percentage difference between Working Plan and Current Plan Markdown	Write
PWpMkdvLyRp	Wp Mkd var Ly R %	Percentage difference between Working Plan and Last Year Markdown Retail Value	Write
PWpMkdvOpRp	Wp Mkd var OP R %	Percentage difference between Working Plan and Original Plan Markdown	Write
PWpMkdvTgRp	Wp Mkd var Tgt R %	Percentage difference between Working Plan and Target Markdown Retail Value	Write
PWpSlsMMUR	Wp MMU R	Sales Retail Markup Value	Read
PWpSlsMMURp	Wp MMU R %	Retail Markup dollars as a percent of retail sales	Write
PWpSlsNCmpR	Wp Non-Comp Store Sales R	Non-Comp Sales Retail Value	Read
PWpSlsNCmpvLyRp	Wp Non-Comp Store Sales var LY R %	Percentage difference between Working Plan and Last Year Comp Sales	Read

Measure Name	Measure Label	Measure Description	Access
PWpOnOrderAr	Wp On Order AUR	On Order Average Unit Retail	Read
PWpOnOrderC	Wp On Order C	On Order Cost Value	Read
PWpOnOrderR	Wp On Order R	On Order Retail Value	Read
PWpOnOrderU	Wp On Order U	On Order Units	Read
PWpOnOrdCxAr	Wp On Order Cxl AUR	Cancelled On Order Average Unit Retail	Write
PWpOnOrdCxC	Wp On Order Cxl C	Cancelled On Order Cost Value	Read
PWpOnOrdCxR	Wp On Order Cxl R	Cancelled On Order Retail Value	Write
PWpOnOrdCxU	Wp On Order Cxl U	Cancelled On Order Units	Write
PWpIOnOrdXRp	Wp On Order Cxl IMU R %	Difference between Cancelled On Order Retail Value and Cost as a percentage of Cancelled On Order Retail Value	Write
PWpIOnOrdRp	Wp On Order IMU R %	Difference between On Order Retail Value and Cost as a percentage of On Order Retail Value	Read
PWpOTBC	Wp OTB C	Open to Buy Cost Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Cost	Read
PWpOTBR	Wp OTB R	Open to Buy Retail Value of goods that may be received into stock without exceeding Current Plan End of Period Inventory Retail	Read
PWpOTBU	Wp OTB U	Open to Buy Units that may be received into stock without exceeding Current Plan End of Period Inventory Units	Read
PWpOFreightC	Wp Outbound Freight C	Outgoing Freight Cost for Returns to Vendor	Write
PWpOFreightCp	Wp Outbound Freight C %	Outgoing Freight Cost as a percent of Returns to Vendor Cost	Write
PWpOFrtvLyCp	Wp Outbound Freight var LY C %	Percentage difference between Working Plan and Last Year Outgoing Freight Cost	Read
PWpPrfTxtTx	Wp Profitability Comments	Profitability Text	Write
PWpSlsProAr	Wp Promo Sales AUR	Promotional Sales Average Unit Retail	Read
PWpSlsProC	Wp Promo Sales C	Promotional Sales Cost Value	Read
PWpSlsProR	Wp Promo Sales R	Promotional Sales Retail Value	Write
PWpSlsProU	Wp Promo Sales U	Promotional Sales Retail Value	Write
PWpSlsProcSlRp	Wp Promo Sales Contribution to Sales R %	Promotional Sales Retail value percent contribution to Sales Retail	Write
PWpSlsProcSlUp	Wp Promo Sales Contribution to Sales U %	Promotional Sale Units percent contribution to Sales Units	Write
PWpSlsProcTmRp	Wp Promo Sales Contribution to Time R %	A specific time period's Promotional Sales Retail value % contribution to the highest time period.	Read
PWpSlsProcTmUp	Wp Promo Sales Contribution to Time U %	A specific time period's Promotional Sales Cost value % contribution to the highest time period.	Read

Measure Name	Measure Label	Measure Description	Access
PWpSlsProMMUR	Wp Promo Sales MMU R	Promotional Sales Retail Markup Value	Read
PWpSlsProvLyRp	Wp Promo Sls var Ly R %	Percentage difference between Working Plan and Last Year Promotional Sales Retail	Write
PWpSlsProvLyUp	Wp Promo Sls var Ly U %	Percentage difference between Working Plan and Last Year Promotional Sales Units	Write
PWpIRcptRp	Wp Receipt IMU R %	Difference between Receipt Retail Value and Cost as a percentage of Receipt Retail Value	Write
PWpRcptAr	Wp Receipts AUR	Receipts Average Unit Retail	Write
PWpRcptC	Wp Receipts C	Receipts Cost Value	Read
PWpRcptR	Wp Receipts R	Receipts Retail Value	Write
PWpRcptU	Wp Receipts U	Receipts Units	Write
PWpRcptMMUR	Wp Receipts MMU R	Retail Markup dollars for total Receipts	Read
PWpRcptvCpRp	Wp Receipts var Cp R %	Percentage difference between Working Plan and Current Plan Receipts Retail Value	Write
PWpRcptvLyRp	Wp Receipts var Ly R %	Percentage difference between Working Plan and Last Year Receipts Retail Value	Write
PWpRcptvOpRp	Wp Receipts var Op R %	Percentage difference between Working Plan and Current Plan Receipts Retail Value	Write
PWpRcptvTgRp	Wp Receipts var Tgt R %	Percentage difference between Working Plan and Target Receipts Retail Value	Write
PWpRclsInAr	Wp Reclass In AUR	Inventory Re-Classification additions Average Unit Retail	Write
PWpRclsInC	Wp Reclass In C	Inventory Re-Classification additions Cost Value	Read
PWpRclsInR	Wp Reclass In R	Inventory Re-Classification additions Retail Value	Write
PWpRclsInU	Wp Reclass In U	Inventory Re-Classification additions Units	Write
PWpIRcInRp	Wp Reclass In IMU R %	Difference between Reclass In Retail Value and Cost as a percentage of Reclass In Retail Value	Write
PWpRclsOutAr	Wp Reclass Out AUR	Inventory Re-Classification subtractions Average Unit Retail	Write
PWpRclsOutC	Wp Reclass Out C	Inventory Re-Classification subtractions Cost Value	Read
PWpRclsOutR	Wp Reclass Out R	Inventory Re-Classification subtractions Retail Value	Write
PWpRclsOutU	Wp Reclass Out U	Inventory Re-Classification subtractions Units	Write
PWpIRcOutRp	Wp Reclass Out IMU R %	Difference between Reclass Out Retail Value and Cost as a percentage of Reclass Out Retail Value	Write
PWpSlsRegAr	Wp Regular Sales AUR	Regular Sales Average Unit Retail	Read
PWpSlsRegC	Wp Regular Sales C	Regular Sales Cost Value	Read
PWpSlsRegR	Wp Regular Sales R	Regular Sales Retail Value	Write
PWpSlsRegU	Wp Regular Sales U	Regular Sales Units	Write

Measure Name	Measure Label	Measure Description	Access
PWpSlsRegcSlRp	Wp Regular Sales Contribution to Sales R %	Regular Sales Retail value contribution to Sales Retail	Write
PWpSlsRegcSlUp	Wp Regular Sales Contribution to Sales U %	Regular Sales Unit value contribution to Sales Units	Write
PWpSlsRegcTmRp	Wp Regular Sales Contribution to Time R %	The contribution that a Last Year Regular Sales Value at a specific calendar hierarchy level bears to the Total Last Year Regul	Read
PWpSlsRegcTmUp	Wp Regular Sales Contribution to Time U %	The contribution that a Last Year Regular Sales Value at a specific calendar hierarchy level bears to the Total Last Year Regul	Read
PWpSlsRegMMUR	Wp Regular Sales MMU R	Regular Sales Retail Markup Value	Read
PWpSlsRegvLyRp	Wp Regular Sales var Ly R %	Percentage difference between Working Plan and Last Year Regular Sales Retail	Write
PWpSlsRegvLyUp	Wp Regular Sales var Ly U %	Percentage difference between Working Plan and Last Year Regular Sales Units	Write
PWpRTVPFeeC	Wp Return Process Fee per Unit C	Per unit Return to Vendor Processing Fee Cost	Write
PWpRTVAr	Wp Return to Vendor AUR	Average Unit Retail of merchandise returned to vendors	Write
PWpRTVC	Wp Return to Vendor C	Cost Value of merchandise returned to vendor	Read
PWpRTVR	Wp Return to Vendor R	Retail Value of merchandise returned to vendor	Write
PWpRTVU	Wp Return to Vendor U	Number of Units of merchandise returned to vendor	Write
PWpIRTVRp	Wp Return to Vendor IMU R %	Difference between Returns to Vendor Retail Value and Cost as a percentage of Returns to Vendor Retail Value	Write
PWpRTVMMUR	Wp Return to Vendor MMU R	Retail Markup dollars for returns to vendor	Read
PWpSlsAr	Wp Sales AUR	Sales Average Unit Retail	Read
PWpSlsC	Wp Sales C	Sales Cost Value	Read
PWpSlsR	Wp Sales R	Sales Retail Value	Write
PWpSlsU	Wp Sales U	Sales Units	Write
PWpSlsbdrtRr	Wp Sales Build Rate R	Ratio of Sales Retail for this period to Sales Retail for prior displayed period	Read
PWpSlsTxtTx	Wp Sales Comment	Sales Text	Write
PWpSlscPrdRp	Wp Sales Contribution to Product R %	The contribution that a Sales Retail value of a specific product hierarchy level makes to the Sales Retail value at the highest	Read
PWpSlscPrdUp	Wp Sales Contribution to Product U %	The contribution that a Sales Unit value of a specific product hierarchy level makes to the Sales Unit value at the highest pro	Read

Measure Name	Measure Label	Measure Description	Access
PWpSlscTmeRp	Wp Sales Contribution to Time R %	The contribution that a Sales Retail value of a specific time hierarchy level makes to the Sales Retail value at the highest ti	Read
PWpSlscTmeUp	Wp Sales Contribution to Time U %	The contribution that a Sales Unit value of a specific calendar hierarchy level makes to the Sales Unit value at the next highe	Read
PWpSlsXVATR	Wp Sales Excluding VAT R	Sales Retail excluding VAT value	Read
PWpSlsvCpRp	Wp Sales var Cp R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
PWpSlsvCpUp	Wp Sales var Cp U %	Percentage difference between Working Plan and Current Plan Sales Units	Write
PWpSlsvFiRp	Wp Sales var Demand In-Season R %	Percentage difference between Working Plan and In-Season Forecast Sales Retail Value	Write
PWpSlsvFrcPrRp	Wp Sales var Demand Pre-Season R %	Percentage difference between Working Plan and Pre-Season Forecast Sales Retail Value	Write
PWpSlsvLyRp	Wp Sales var Ly R %	Percentage difference between Working Plan and Last Year Sales Retail Value	Write
PWpSlsvLyUp	Wp Sales var Ly U %	Percentage difference between Working Plan and Last Year Sales Units	Write
PWpSlsvOpRp	Wp Sales var Op R %	Percentage difference between Working Plan and Current Plan Sales Retail Value	Write
PWpSlsvOpUp	Wp Sales var Op U %	Percentage difference between Working Plan and Current Plan Sales Units	Write
PWpSlsvTgRp	Wp Sales var Tgt R %	Percentage difference between Working Plan and Target Sales Retail Value	Write
PWpSlsvTgUp	Wp Sales var Tgt U %	Percentage difference between Working Plan and Target Sales Units	Write
PWpSelThrRp	Wp Sell Thru R %	Percent of total available inventory retail value sold for a period of time	Read
PWpSelThrUp	Wp Sell Thru U %	Percent of total available inventory units sold for a period of time	Read
PWpSellStOHC	Wp Selling Store On Hand C	Selling Store Cost Value of merchandise on hand	Read
PWpSellStOHR	Wp Selling Store On Hand R	Selling Store Retail Value of merchandise on hand	Read
PWpSellStOHU	Wp Selling Store On Hand U	Selling Store Units on hand	Read
PWpShrinkAr	Wp Shrink AUR	Shrinkage Average Unit Retail	Write
PWpShrinkR	Wp Shrink R	Shrinkage Retail Value - the value of lost inventory over time	Read
PWpShrinkRp	Wp Shrink R %	Shrinkage as a percentage of Sales	Write
PWpShrinkU	Wp Shrink U	Shrinkage units - the amount of lost inventory over time	Write
PWpSlsAdCpR	Wp Sls AUR diff Cp R	Percentage difference between Working Plan and Current Plan Sales Average Unit Retail	Read

Measure Name	Measure Label	Measure Description	Access
PWpSlsAdLyR	Wp Sls AUR diff Ly R	Percentage difference between Working Plan and Last Year Sales Average Unit Retail	Read
PWpStkSlsRr	Wp Stk/Sls R	Beginning of Period Inventory Retail Value to Sales Retail Value	Write
PWpStkSlsUr	Wp Stk/Sls U	Beginning of Period Inventory Units to Sales Units	Read
PWpStkAdjC	Wp Stock Adjustment C	Stock Adjustment Cost Value	Read
PWpStkAdjR	Wp Stock Adjustment R	Stock Adjustment Retail Value	Read
PWpStkAdjU	Wp Stock Adjustment U	Stock Adjustment Units	Read
PWpSOHC	Wp Stock On Hand C	Stock On-hand Cost Value	Read
PWaSOHC	Wp Stock On Hand C	Stock On-hand Cost Value	Read
PWpSOHR	Wp Stock On Hand R	Stock On-hand Retail Value	Read
PWaSOHR	Wp Stock On Hand R	Stock On-hand Retail Value	Read
PWpSOHU	Wp Stock On Hand U	Stock On-hand Units	Read
PWaSOHU	Wp Stock On Hand U	Stock On-hand Units	Read
PWpStrClDtD	Wp Store Close Date	The date a store is closed	Read
PWpStrOpDtD	Wp Store Open Date	The date a store is open for business	Read
PWpSubB	Wp Submit	Submit Plan for Approval	Write
PWpSubComTx	Wp Submit Comment	Comments regarding the Plan being Submitted for Approval	Write
PWpSubByTx	Wp Submitted By	The Planner that submitted the plan for approval	Read
PWpSubDteD	Wp Submitted Date	The date and time the Planner last submitted the plan for approval.	Read
PWpCurVsnTx	Wp Submitted Version	The plan version the Planner is working on.	Read
PWpTORr	Wp TO R	The frequency with which inventory value is sold and replaced over a stated time period.	Read
PWpTOUr	Wp TO U	The frequency with which inventory units are sold and replaced over a stated time period.	Read
PWpTrnsInAr	Wp Transfer In AUR	Transfers into inventory Average Unit Retail	Write
PWpTrnsInC	Wp Transfer In C	Transfers in to inventory Cost Value	Read
PWpTrnsInR	Wp Transfer In R	Transfers into inventory Retail Value	Write
PWpTrnsInU	Wp Transfer In U	Transfers into inventory Units	Write
PWpITrnsInRp	Wp Transfer In IMU R %	Difference between Transfers In Retail Value and Cost as a percentage of Transfers In Retail Value	Write
PWpTrnsOutAr	Wp Transfer Out AUR	Transfers out of inventory Average Unit Retail	Write
PWpTrnsOutC	Wp Transfer Out C	Transfers out of inventory Cost Value	Read
PWpTrnsOutR	Wp Transfer Out R	Transfers out of inventory Retail Value	Write
PWpTrnsOutU	Wp Transfer Out U	Transfers out of inventory Units	Write

Measure Name	Measure Label	Measure Description	Access
PWpITrnsOutRp	Wp Transfer Out IMU R %	Difference between Transfers Out Retail Value and Cost as a percentage of Transfers Out Retail Value	Write
PWpTtlRPFeeC	Wp Ttl RTV Process Fee C	Return to Vendor Processing Fee Cost Value	Read
PWpWkrmC	Wp Wkrm / Other Costs C	Workroom Cost or other Cost of Sales	Write
PWpWOHRr	Wp WOH R	Ratio of End of Period Inventory Retail Value to Sales Retail Value for a specific period of time	Read
PWpWOHUr	Wp WOH U	Ratio of End of Period Inventory Units to Sales Units for a specific period of time	Read

Appendix: Merchandise Financial Planning Administration

Overview

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

- **Inventory Initialization workbook** – Used once to establish Beginning of Period and End of Period inventory values in the domain using loaded Stock on Hand data.

- **Seeding Administration workbook** – Seeds the working financial plans with data from a selected version.

- **Merchandise Financial Planning Administration workbook** – Sets high-level store information, such as store counts and square footage. The administrator also uses this administration workbook to map time periods to account for holiday and other calendar shifts and for 52/53 week year mapping.

Inventory Initialization Workbook

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

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

Usage Notes

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

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

Inventory Initialization Process

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

Create an Inventory Initialization Workbook

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

> **Note:** No calculations or data edits are required.

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

Seeding Administration Workbook

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

- Data are seeded from one product to that same product from one year to the next. Merchandise Financial Planning does not currently allow users to seed data across different products.

- The user must select the products, channels, and time periods that are to be seeded at the time the Seeding Administration workbook is built. If the time period to be seeded is the year 2004, the user must select the entire FY 2004 time period when building the workbook. The time period to be seeded from (such as 2003) does not need to be included in the workbook.

- Alternatively, actual users may initiate the seeding process from inside their workbooks, but they cannot select the data source that the measures are seeded from. That can only be executed in the System Administration workbook.

Seeding Process

Creating a Seeding Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.

2. Select the **Planning Administration** tab.

3. Select **Seeding Administration**, and click **OK**. The Seeding Administration wizard appears.

4. Select the desired channels, products, and time periods on the respective pages of the wizard. Click **Finish**. The Seeding Administration workbook is created.

Setting up the Source Data

1. Select the **Source Setup** tab to display the Source Setup worksheet.

2. For each Product, select the plan version from which the data is to be copied into the Wp. Different sources may be selected for different time periods and for different products.

   The available plan versions are:

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

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

3. Once the selections are made, click **Calculate**. This replicates the selections to lower hierarchy dimension members.

4. From the File menu, select the **Commit Now** option. This will commit the seed data source selections to the database so they are available for planners when they opt to seed their plans from their workbooks.

   OR

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

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

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

Reviewing the Results of Seeding

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

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

Merchandise Financial Planning Administration Workbook

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

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

Establishing Store Counts

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

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

Store Count is used to calculate the following measures:

- Average Store Sales
- Average Store Inventory (EOP)

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

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

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

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

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

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

Store Count Process

Creating a Merchandise Financial Planning Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.

2. Select **Planning Administration** tab.

3. Select Merchandise Financial Planning Administration, and click **OK**. The Merchandise Financial Planning Administration wizard appears.

4. Select the desired channels and time periods on the respective pages of the wizard. Click **Finish**. The Merchandise Financial Planning Administration workbook is created.

Setting Up the Store Counts

1. Select the **Store Counts** tab to display the Store Counts worksheet.

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

Store Counts Worksheet

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

Mapping Time Periods

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

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

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

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

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

Holiday Period Shifts

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

53-Week Years

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

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

Mapping Time Periods Process

Creating a Merchandise Financial Planning Administration Workbook

1. Click **New** on the toolbar. The New dialog box appears.

2. Select the **Planning Administration** tab.

3. Select **Merchandise Financial Planning Administration**, and click **OK**. The Merchandise Financial Planning Administration wizard appears.

4. Select the desired channels and time periods on the respective pages of the wizard. Both the year to be mapped and the year being mapped from need to be selected. Click **Finish**. The Merchandise Financial Planning Administration workbook is created.

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

Setting Up the History Map

1. Select the **History Map** tab to display the History Map worksheet.

2. Select the Year time period and Outline mode to produce the following layout:
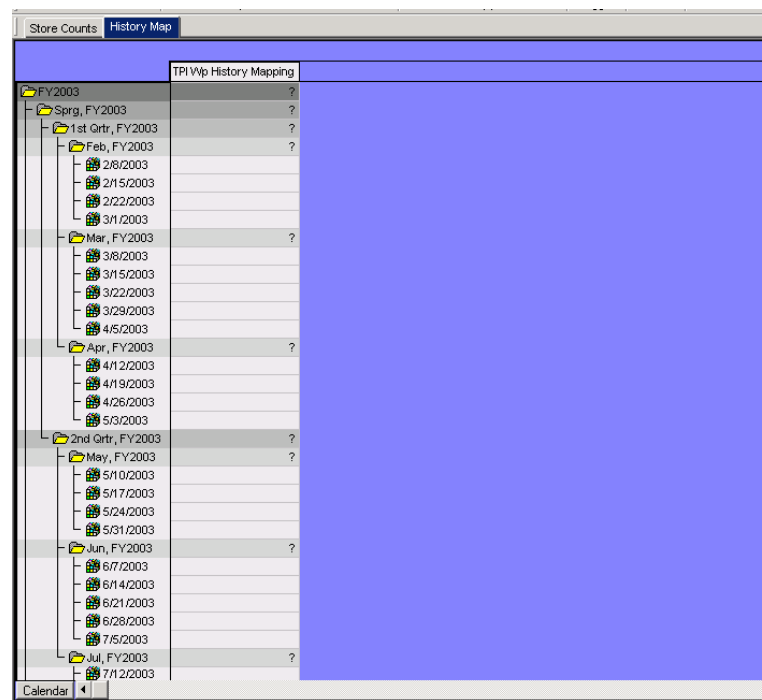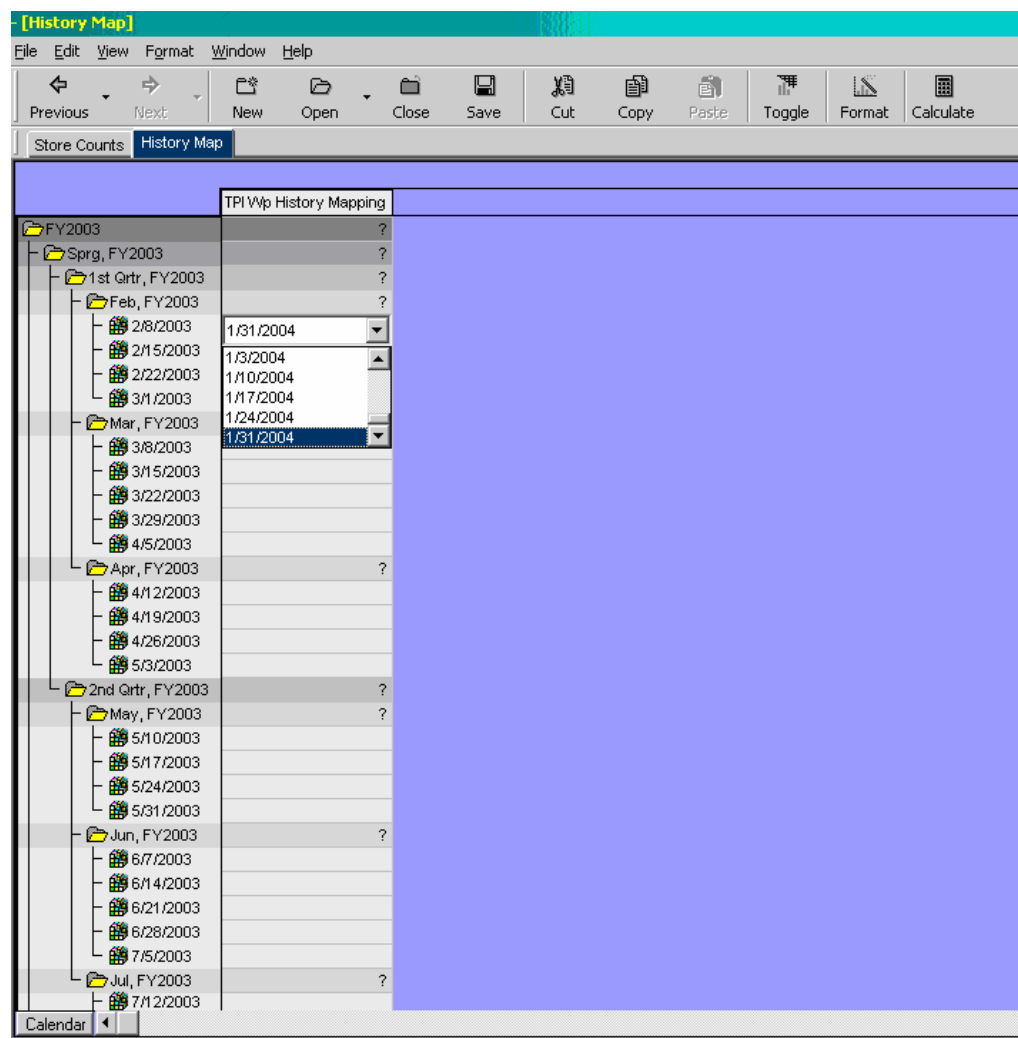

History Map Worksheet

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

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

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

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

History Map Worksheet

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

User Administration and Security

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

B

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.