

**Oracle® Retail Plan**

User Guide

Release 12.2

November 2008

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# Preface

## Audience

This document is intended for users and administrators of the Oracle Retail Plan application.

## Related Documents

For more information, see the following documents in the Oracle Retail Plan 12.2.0 documentation set:

- *Oracle Retail Plan Installation Guide*
- *Oracle Retail Plan Configuration Guide*
- *Oracle Retail Plan Operations Guide*
- *Oracle Retail Plan Online Help*
- *Oracle Retail Plan Release Notes*
- *Oracle Retail Plan Administration Guide*

### Supplemental Documentation on MetaLink

The following technical white paper is available on the MetaLink Web site:

#### **MetaLink Note 737759.1: Oracle Retail Password Security Management Guide**

Oracle Retail Plan and Place applications now include a Password Security Management module that helps you generate and store encrypted passwords used in the application. This enables you to meet the password encryption security policies or laws mandated for your business.

The white paper introduces you to the Password Security Management module and the methodology adopted to encrypt the passwords. It also includes information that will help you perform administrative or recovery tasks efficiently.

## 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

## Review Patch Documentation

If you are installing the application for the first time, you install either a base release (for example, 12.0) or a later patch release (for example, 12.2). If you are installing a software version other than the base release, be sure to read the documentation for each patch release (since the base release) before you begin installation. Patch documentation can contain critical information related to the base release and code changes that have been made since the base release.

## Oracle Retail Documentation on the Oracle Technology Network

In addition to being packaged with each product release (on the base or patch level), all Oracle Retail documentation is available on the following Web site (with the exception of the Data Model which is only available with the release packaged code):

[http://www.oracle.com/technology/documentation/oracle\\_retail.html](http://www.oracle.com/technology/documentation/oracle_retail.html)

Documentation should be available on this Web site within a month after a product release. Note that documentation is always available with the packaged code on the release date.

## Conventions

The following text conventions are used in this document:

Convention	Meaning
<b>boldface</b>	Boldface type indicates graphical user interface elements associated with an action, or terms defined in text or the glossary.
<i>italic</i>	Italic type indicates book titles, emphasis, or placeholder variables for which you supply particular values.
monospace	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

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# Getting Started

Welcome to Oracle Retail Plan, a web-based tool designed to help you create, forecast and manage merchandise planning easily and more effectively. The Oracle Retail Plan tool may be used to support the entire planning process from historical analysis to mock item planning, plan refinement and in-season tracking.

This user guide is designed to help you understand the Plan solution and how to make it work for you. This chapter includes the following topics:

- [About Plan](#)
- [Setting Up Your Web Browser](#)
- [Logging on to Plan](#)
- [Changing the Default Password](#)
- [Understanding the Plan User Interface](#)
- [Understanding Time-outs](#)
- [Understanding Navigation](#)

## About Plan

The foundation of Oracle's Retail Plan solution is advanced forecasting and optimization analytics that drive better, faster decisions. Oracle Plan provides integrated assortment and Item planning, automating the flowcharting process and enabling merchants to tailor assortments to local demand. Additionally, Plan supports in-season planning and is integrated with allocation optimization to ensure that merchant's assortment strategy is effectively executed to the stores.

To maximize the analytic potential of the Plan application, Oracle Analytic Insights; including Optimized History, Optimized Size Profiles and Optimized Pre-Pack Configurations, will provide insight into missed historical opportunities in terms of sales and gross margin at all levels of the merchandise and location hierarchies. Furthermore, these analytics will provide predictive recommendations for how to maximize future performance through informing a range of strategic, tactical and operational decisions - from informing what the driving parameters for a given assortment should be with Optimized History, to automatically executing on the assortment with optimized size profiles and pre-packs.

## Setting Up Your Web Browser

Plan is a Web-based application and can be accessed using the Microsoft Internet Explorer Web browser. Before you access the Plan application for the first time, you must set up the following browser settings to allow seamless and error free access:

- Cache Settings, see [Setting Up Cache](#).
- Security Settings, see [Setting Up Security Settings](#).

Based on the zone where the application is installed, you may configure your browser settings for *Local intranet* or as a *Trusted sites* zone.

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**Important:** Do not select *Internet* unless you have been instructed to do so by the administrator. In most cases, the application will be available on your company's intranet (*Local intranet*) or on a Oracle trusted site (*Trusted sites*).

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### Setting Up Cache

To set up the browser cache settings:

1. Start Internet Explorer as you normally do.
2. From the **Tools** menu, click **Internet Options**.
3. On the **General** tab, in the **Browsing History** area, click **Settings**. The **Temporary Internet Files and History Settings** dialog box appears.
4. In the **Temporary Internet Files** area, click the **Everytime I visit the webpage** radio button, and click **OK**.

### Setting Up Security Settings

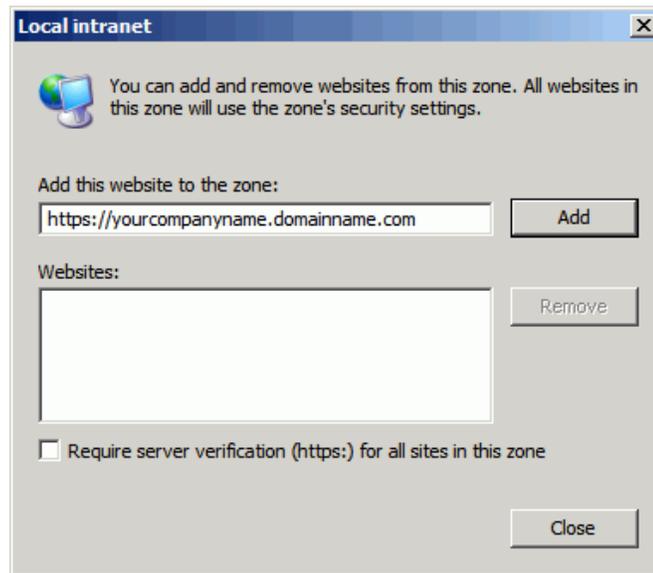
To set up the browser security settings:

1. Start the Internet Explorer as you normally do.
2. From the **Tools** menu, click **Internet Options**.
3. On the **Security** tab, click **Local intranet**, and then click **Sites**.

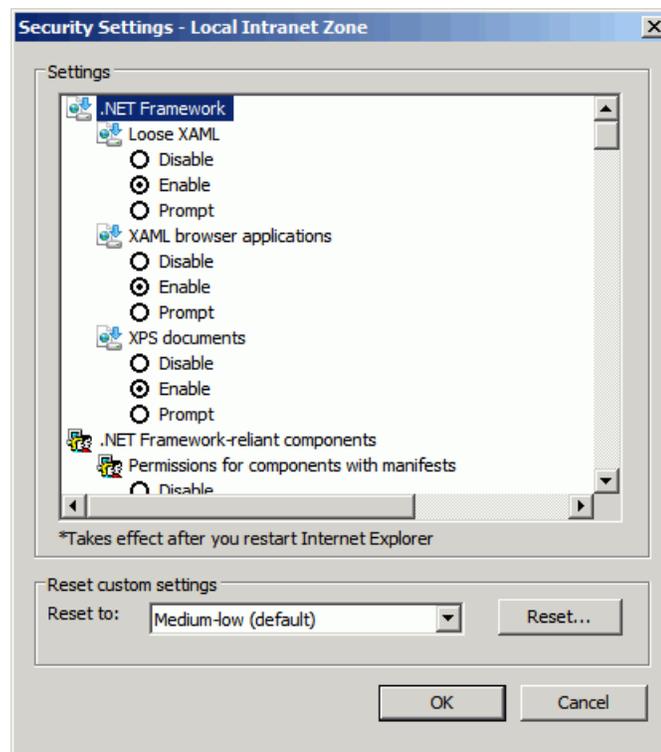
**Figure 1–1 Internet Options - Security Tab**



4. On the **Local intranet** window, click **Advanced**.
5. In the **Add this website to the zone** field, enter the application URL, click **Add**, and then click **Close**.

**Figure 1–2 Local Intranet Window - Add Website to the Zone**

6. On the **Local intranet** window, click **OK**.
7. In the **Security level for this zone** area, click **Custom level...**

**Figure 1–3 Security Settings - Local Intranet Zone Window**

8. In the **Security Settings - Local Intranet Zone** window, ensure that you select the **Prompt** or **Enable** option for the following parameters:

**Table 1–1 Parameters in the Security Settings Window**

Category	Parameter Name
<b>ActiveX controls and plug-ins</b>	
	Download signed ActiveX controls
	Initialize and script ActiveX controls not marked as safe for scripting
	Run ActiveX controls and plug-ins
<b>Downloads</b>	
	File download
<b>Miscellaneous</b>	
	Allow websites to open without address or status bars
<b>Scripting</b>	
	Active scripting

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**Note:** For more information on the **Prompt** and **Enable** options, see [About Prompt and Enable Options](#).

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9. Once you set up these parameters, click **OK**. A message appears that prompts you for a confirmation on the changes to the settings for the zone.
10. Click **Yes** to accept the changes. Based on the settings you changed, you may need to restart the Internet Explorer for the changes to take effect.

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**Note:** If you are using Merchant Desktop component for the reports, you may have additional setup requirements on the Web browser. For more information on this setup, refer to the Merchant Desktop Help.

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### About Prompt and Enable Options

The **Prompt** option provides a confirmation message box each time a specific action (for example, Download signed ActiveX controls) occurs on the Web browser. The browser grants access to the actions, based on your response.

The **Enable** setting provides a direct access to the specified action without any notification.

You may select the **Prompt** option for the download options because the downloads typically occur one time. For the running and scripting actions, since they occur frequently, you may select the **Enable** option. In case you select the **Prompt** option, you may have to respond to a message box several times in an application session.

## Logging on to Plan

If you are using the application without the Merchant Desktop feature, follow the instruction below. If you are using Merchant Desktop with the application, follow the log on instructions in Merchant Desktop Help.

Before you access the application for the first time, do the following:

- Check your settings for Microsoft Internet Explorer. For details, see [Checking Your Application Browser Settings](#).
- Obtain the following from the application administrator:

The URL (uniform resource locator); the URL is sometimes referred to as the web address. This is what you will enter from your Internet browser to access to the application. The URL will look similar to the following:

`https://yourcompanyname.p4p.oracle.com`

- A username and password. You will enter your username and password on the login screen.

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**Note:** For Single Sign-On to work correctly, the host name in the URL specified should be consistent with the URLs specified for the various common applications - reports, BRPM, and UM in *suite.properties* and *plan.properties* files.

For example: If the URL is <hostname>.us.oracle.com:<portNumber>, then the suite and plan properties configuration for URLs should contain us.oracle.com.

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To access the application

1. Start **Internet Explorer**.
2. In the **Address** field, enter the URL for your company and press **Enter**.

If you have not downloaded the Microsoft Common Dialog control yet, a prompt appears asking you to do so. Otherwise, the login screen appears.

To avoid further prompts of this security warning, click the Always trust content from Microsoft Corporation check box and click the Yes button.

The Microsoft Common Dialog control is downloaded to your computer and appears in the Downloaded Program Files directory. After you click Yes, the login screen appears.

3. On the login screen, enter your username and password in the appropriate fields and then click the **Login** button.

Your username and password are case-sensitive. If you are unable to log in, check your keyboard to make sure that the Caps Lock key is not selected.

If you forget your password, contact the application administrator to get a new password.

When you successfully enter your username and password, the Main Menu appears as in Figure 1-1.

**Figure 1–4 Plan Main Menu screen**



### What to Do Next

For information on how to use the user interface, see the section [Understanding the Plan User Interface](#). Otherwise, select any of the following links from the Main Menu, depending on what you want to accomplish:

- [Planning](#) - see [Chapter 3, "Using The Plan Worklist"](#) and [Chapter 7, "Using Plan Review"](#) to create, review, and edit Assortment, Item, and Flow plans.
- [Buy Parameters](#) - see [Chapter 5, "Buy Parameters"](#) to define merchandising, forecast and receipt flow parameters.
- [Pack Optimization](#) - see [Chapter 8, "Pack Optimization"](#) to identify the best pre-pack configuration with the store-level demand.
- [Reports](#) - see [Chapter 11, "Reports"](#) to view the Merchant Desktop Reports.

You can return to the Main Menu by clicking the Main Menu link in the upper-right of most screens.

## Changing the Default Password

After you log in to the application for the first time, it is a good idea to change your password from the one given to you by the administrator.

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**Note:** If you forget your password, contact your system administrator to get a new password.

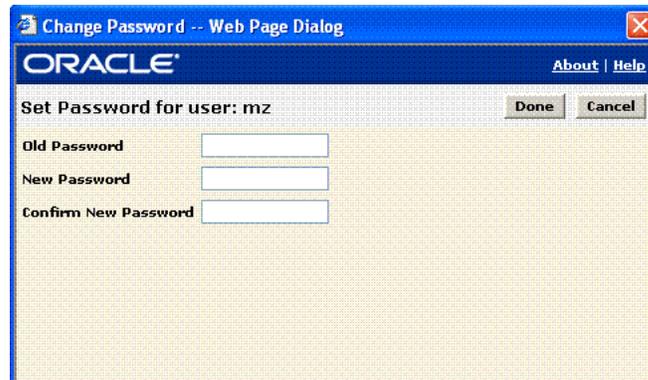
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To change your password:

1. From the **Main Menu**, click the **User Management** hyperlink.

The following Change Password dialog screen appears, as in Figure 1-4.

**Figure 1–5 Change Password Dialog Box**

2. Enter your current password in the **Old Password** field.

---

**Note:** All passwords are case-sensitive. Make sure that the Caps Lock key is not selected.

---

3. In the **New Password** field, enter a new password.  
You may use any combination of letters, numbers, and symbols, up to 50 characters.
4. In the **Confirm New Password** field, retype the new password.
5. Click the **Done** button.

If the new password does not match the confirmation password, an error message appears. Click OK on the error message dialog box and complete the New Password and Confirm New Password text boxes again.

Otherwise, the dialog box closes and the above screen appears. There is no confirmation message.

Your password is changed to the new password you entered. You must use this password the next time you want to log into Plan.

# Understanding the Plan User Interface

The following illustration shows features common to most Plan screens.

**Note:** Although your Plan screens will have the same features, the column names and metrics are typically customized for each site. Therefore, your screens may display column headings and metrics that do not appear in the screen captures.

Figure 1–6 Plan User Interface

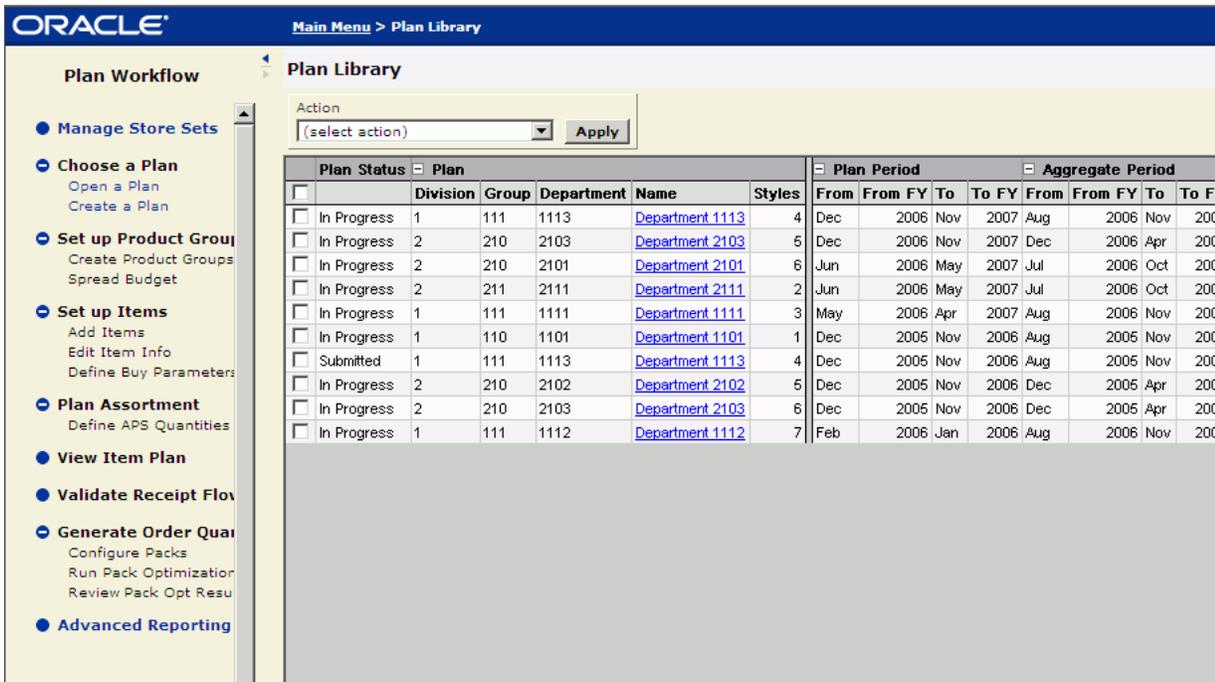


Table 1–2 Plan User Interface Descriptions

Screen area	Description
Plan Workflow Bar	This area to the left of most planning screens is an optional navigational tool. Close the Workflow bar by selecting the left arrow in the upper right corner of the Workflow Bar.
Main Screen Area	<p>Located to the right of the Workflow Bar. In this case, the Plan Library screen. Most Main screens include the following sections:</p> <p>Title Section - includes the gray bar across the top of the screen.</p> <p>Action Section - includes an Action button and other task related buttons.</p> <p>Grid Section - includes columns and rows. Usually columns may be expanded or collapsed</p>

**Table 1–2 (Cont.) Plan User Interface Descriptions**

Screen area	Description
General Links	<p>Located at the top of a main screen and may include some or all of the following links:</p> <p>About - Shows the version number, build number, date, time, and status of Plan.</p> <p>Help - Opens a browser that displays the online help system. When you click the Help link, a File Download dialog box may appear, asking if you would like to open the file or save it to your computer. It is recommended that you click Open to use the help system from its current location.</p> <p>Logout - Click this link to end your Plan session.</p>
Screen name	All screens are referred to by a screen name, usually located in the upper left corner of the screen.
Command buttons	The names of the buttons vary slightly from screen to screen, but in general most screens provide a Save button and a Done button. It is important to regularly save your changes, especially if a time out message appears.
Hyperlinks	<p>Navigate the Workflow Bar or most screens using hyperlinks. Hyperlinks take you to other screens within the Plan application.</p> <p>Most hyperlinks are colored dark blue and are underlined for emphasis.</p>
Action list	<p>An Action list contains actions you may perform on the current screen. Some actions require that you select one or more items first, and other actions apply to all of the data on the screen.</p> <p>After you select an action, click the Apply button.</p>
Tabs	<p>From some screens you may perform additional actions using tabs to selected the task.</p> <p>Tabs may be found in the Customize Table section of the Action drop-down lists, if available.</p>
Scroll Bar	Use the Scroll Bar located at the bottom and sides of the most screens. This will expand the view of information on the screen.
Summary metrics and status	These are customized to reflect the metrics that are most important to your company.

## Understanding Time-outs

After you are logged on, the application will time out after one hour of inactivity on the server. This means that although you may be working with various screens in the application, the time-out message could still appear because the server is inactive. Therefore, it is recommended that you save your work regularly.

If your session does time out, a message appears warning you the session is going to time out.

When this occurs, click OK. The Login screen appears and you must enter your username and password again.

Additionally, the Business Rules Property Manager utility, Store Set utility and Administration utility (not available to most users) have separate time-outs. See the Business Rules Property Manager Help and Store Set Management Help.

Thus, if you access either of these utilities and then leave them inactive, similar time-out messages will appear.

## Understanding Navigation

While you use the application, always use the application buttons, menus, and links to navigate from screen to screen. For example, when you are finished with a screen and want to return to another place in the application, click the Done button rather than clicking the X or the Back button in the upper-right corner of the Internet Explorer window.

If you do click the X or Back button, the following warning appears.

**Figure 1–7** *Navigation Error*



Click **Cancel** on this dialog box and then navigate from the screen using the application buttons or links.

---

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## Using the Workflow Bar and Plan Library

The Plan Workflow, also called the Plan Workflow Bar, is an optional, navigational aid that may display on almost any screen within the planning process of the application. The sequence of screens listed within the Workflow Bar display a typical planning process that may be followed when using the application.

This chapter section contains the following topics:

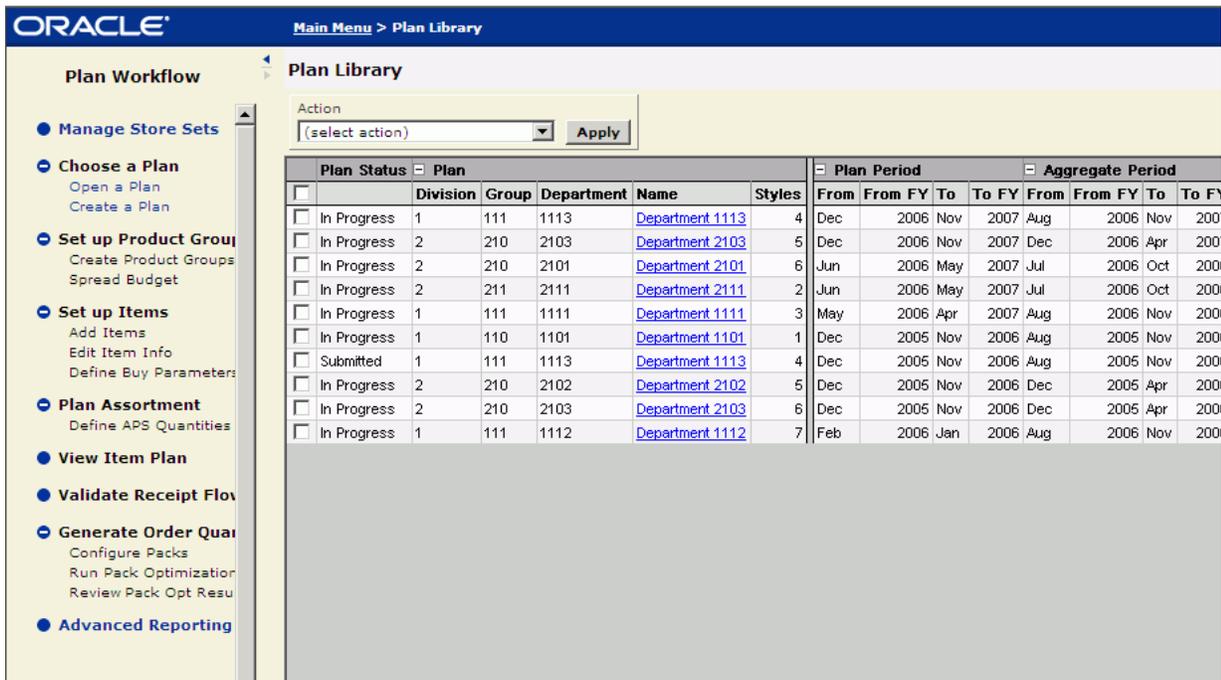
- [Understanding the Workflow Bar and Library Screen](#)
- [Using the Plan Workflow Bar Hyperlinks](#)
- [Identifying the Plan Library Screen Layout](#)
- [Creating a Plan from the Plan Library](#)
- [Delete a Plan from the Plan Library](#)
- [Publish Selected Plans to RDM](#)
- [Customize Table](#)
- [Print or Export](#)

### Understanding the Workflow Bar and Library Screen

The Plan Workflow Bar is an optional navigational aid, when selected may appear automatically on the left side of any planning screen. When you access the Planning section of the application, the first screen visible is the Plan Library screen.

Click the expand button, located in the upper left corner of the Plan Library screen. The Workflow Bar will appear and share the left side of the Library screen.

Figure 2–1 The Workflow Bar and Library Screen



You may collapse (hide) the Workflow Bar by clicking on the arrows located in the top right of the bar.

The Workflow Bar lists a sequence of available screens arranged in such a way as to mimic a typical planning process within the application. You may navigate using the hyperlinks within the Workflow Bar, or using the Plan Library screen, go directly to a plan and navigate screen by screen to perform related tasks.

Use the Plan Workflow Bar to:

- visualize, from beginning to end, all screens used when navigating through an example planning process
- click on an available hyperlink to access screens, perform tasks and actions
- quickly navigate to planning screens within the application

The purpose of the Plan Library screen is to allow users to create, delete and access plans. As the name of the screen implies, this is your first point of access to the library of plans. All plans for which you have access to edit or view will be listed within the Plan Library screen.

Use the Plan Library screen (or navigate using the Workflow Bar) to:

- access plans listed in the library
- create new plans or delete plans
- access the Plan Worklist screen

Plan level security is configured by department within the administration section of the application. See your plan administrator if you have questions about your level of access within the Plan Library screen.

## Accessing the Workflow Bar and Plan Library

To access the Workflow Bar and Plan Library screen:

1. Log into Plan using your user id and password.
2. From the Main Menu, select the Planning option
3. The Plan Library screen will appear.

Click the expand arrow in the upper left of the screen to access the Workflow Bar. When expanded the Workflow Bar will appear sharing the left side of the Plan Library screen.

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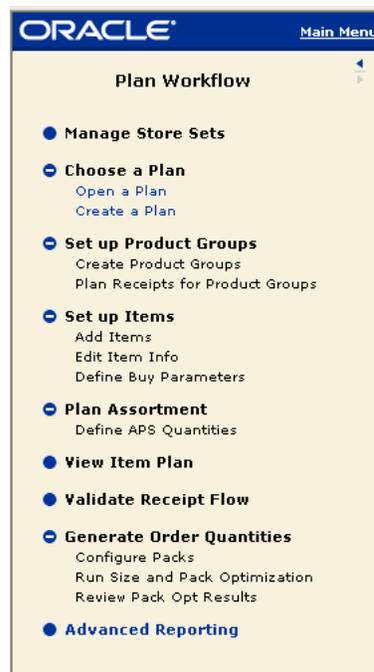
**Note:** The Plan Workflow Bar may be expanded or collapsed. To do this:

- In the upper left corner of the Plan Library screen (or any planning screen), locate a small arrow pointing right/left.
  - Click the right arrow to display the Workflow Bar.
  - Click the left arrow to hide the Workflow Bar.
- 

## Using the Plan Workflow Bar Hyperlinks

The Plan Workflow Bar will display from top to bottom on the far left side of almost any screen within the Plan application. It is clearly identified by a light color background with an expandable list of screen topics in dark type. If you display the Workflow Bar from a screen that permits access to additional screens, then those screen topics will be available hyperlinks within the Bar. Hyperlinks are identified in dark blue colored text. Single click on the hyperlink text to access the screen. There may be multiple hyperlinks listed, depending from which screen you choose to display the Workflow Bar.

**Figure 2–2** *The Plan Workflow Bar*



The Plan Workflow Bar lists the planning screens available within the application. Depending on the screen the Workflow Bar is sharing, different hyperlinks will be available. The following table identifies all of the screen titles listed in the Workflow Bar and a brief description of each:

**Table 2-1 Plan Workflow Bar Hyperlinks**

<b>Hyperlink Name</b>	<b>Description</b>
Manage Store Sets	<p>The Store Set Library screen appears. Use this screen to create new store sets, copy sets, rename existing sets, merge and add other users' sets.</p> <p>To learn how to Manage Store Groups, see the Store Set Management Help.</p>
Choose a Plan	<p>Open a Plan - Select an existing plan and go to the Plan Library. Create a Plan - Create a new plan.</p> <p>For detailed information on the Plan Library, see <a href="#">"Understanding the Workflow Bar and Library Screen"</a> on page 2-1.</p>
Set Up Product Groups	<p>A group of merchandise may have a large budget and an extensive list of items. In order to more easily manage these items:</p> <p>Assign items to each group and make these groups available to plans.</p> <p>Create Product Groups based on product attributes (create product group screen).</p> <p>Spread/allocate percentages of your budget to particular groups and/or hold budget in reserve for use later in the planning period.</p> <p>For detailed information on Plan Setup actions, see <a href="#">Chapter 4, "Using the Plan Setup Section"</a>.</p>
Set Up Items	<p>The Worklist screen allows you to perform all actions needed to successfully set up items to be used optimally within the Plan application. Add and Edit items and their associated details. Define buy parameters and related actions.</p> <p>For more information on how to Set Up Items, see <a href="#">Chapter 6, "Setting Up Items"</a>.</p>
Plan Assortment	<p>The Assortment View displays all the items contained in your plan with data on planned receipts by subset/store grade. Information may be viewed at the item or color level and you can choose to view data by particular subclasses and subsets. This is the area in which you can manually define and edit receipt quantities for the AP data segment.</p> <p>To learn about the Assortment View, see <a href="#">Chapter 7, "Using Plan Review"</a>.</p>
View Item Plan	<p>The Item View displays sales, receipts, inventory, and detailed metrics by week for a particular item, color, or group of items, such as class or subclass.</p> <p>For detailed information on the Item View, see <a href="#">"Understanding Item View"</a> on page 7-22.</p>
Validate Receipt Flow	<p>The Flow View shows the receipt flow plan for all items in the plan by week. Compare quantities planned for the data segments and compare them to financial planning constraints set for the class and subclass by month.</p> <p>To understand the Flow View, see <a href="#">"Understanding Flow view"</a> on page 7-35.</p>

**Table 2–1 (Cont.) Plan Workflow Bar Hyperlinks**

Hyperlink Name	Description
Generate order Quantities	From this link you are able to: Configure packs, run pack optimization and review pack optimization results. For detailed instructions and information on Generating Order Quantities, see <a href="#">Chapter 8, "Pack Optimization"</a> .
Advanced Reporting	These are the reports available through the Merchant Desktop.

## Identifying the Plan Library Screen Layout

**Figure 2–3 The Plan Library Screen**

Plan Status	Active	Plan					Plan Period				Aggregate Period				Access	Locked By	PI	
		Division	Group	Department	Name	Styles	From	From FY	To	To FY	From	From FY	To	To FY			Auto	
<input type="checkbox"/>	In Progress	Inactive	1	111	1113	<a href="#">Department 1113</a>	0	Dec	2006	Nov	2007	Dec	2006	Nov	2007	Write		
<input type="checkbox"/>	In Progress	Inactive	2	210	2102	<a href="#">Department 2102</a>	2	Dec	2006	Nov	2007	Dec	2006	Apr	2007	Write		
<input type="checkbox"/>	In Progress	Inactive	2	211	2111	<a href="#">Department 2111</a>	0	Jun	2006	May	2007	Jul	2006	Oct	2006	Write		
<input type="checkbox"/>	In Progress	Inactive	1	110	1101	<a href="#">Department 1101</a>	0	Dec	2005	Nov	2006	Dec	2005	Nov	2006	Write		
<input type="checkbox"/>	In Progress	Active	2	210	2102	<a href="#">Department 2102</a>	2	Dec	2005	Nov	2006	Dec	2005	Apr	2006	Write		

The Plan Library screen is organized into the following three sections:

1. **Title Section** - lists informational fields and screen action buttons.
2. **Action Section** - an action drop-down field lists available actions that may be taken while accessing the Plan Library screen.
3. **Plan Library Grid** - the columns on the Plan Library grid provide information about each of the plans listed.

### Title Section:

There are three informational fields listed within the Title Section of the Plan Library screen:

**Figure 2–4 Title Section of the Plan Library Screen**

Plan Library	Filtered:	Save	Revert	Done
	No			

- Screen Title: Plan Library
- Filtered: Identifies with a Yes or No if a Filter has been applied.

You may apply filters from the Action drop-down field.

To do this:

Select the Customize Table option from the drop-down list. From the pop-up screen, select the Filter Tab. For details on setting and deleting filters see: ["Customize Table"](#) on page 2-11 of this user guide.

- # Plan # Shown: Located below the three action buttons and report the following metrics about the plans listed on the Plan Library screen:

The first field (# Plans) lists the number of plans within the Plan application.

The second field (# Shown) lists the number of plans displayed on the Plan Library screen.

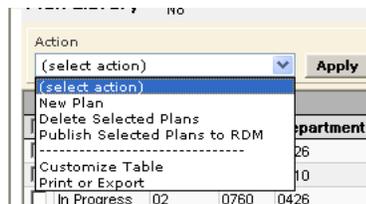
Also within the Title Section of the Plan Library screen are three buttons. These buttons allow for the following actions to be applied to the whole Plan Library screen.

- Save: Saves any changes made from the Plan Library screen.
- Revert: If you have made changes to the Plan Library screen, before saving them, you can use the Revert button to ignore the changes made and refresh the screen to the same data before making changes.
- Done: Allows you to exit out of the screen without saving any changes.

### Action Section:

The Action drop-down field, located directly below the screen title, works in conjunction with plans listed within the Plan Library grid. Select one or more plans listed within the grid, choose an action from the list of available actions from the Action drop-down field, then click the Apply button. Whatever action selected will be applied to the plan(s) selected.

**Figure 2-5 Action Drop-Down Field**



The following is a list of actions available from the Action drop-down list:

- New Plan
 

Using the New Plan option from the Action drop-down list, you may create new plans within the Plan application. To Create a New Plan using this option, see ["Creating a Plan from the Plan Library"](#) on page 2-8.
- Delete Selected Plan
 

Using the Delete Selected Plans option, in conjunction with the selection box listed as the first column within the Library grid, you may delete one or many existing plans. To Delete Selected Plans, see ["Delete a Plan from the Plan Library"](#) on page 2-11.
- Publish Selected Plan
 

You can publish the selected plan information by using the Publish Selected Plans to RDM option. To publish the selected plan, see ["Publish Selected Plans to RDM"](#).
- Customize Table

The display of information on the Plan Library screen may be altered using the following three Tab options: Sort, Filter and Change. Each of these options are explained in detail in "[Customize Table](#)" on page 2-11.

- Print of Export

Information may be printed or exported to an excel spreadsheet. Follow the procedure illustrated in "[Print or Export](#)" on page 2-14.

### Plan Library Grid:

The following table describes the columns within the Plan Library Grid:

**Table 2–2 Plan Library Grid Columns**

Column Heading	Description
Selection Box	Check this box to select one or more plans listed.
Plan Status	<p>The Plan Status column displays the status of the plan. The status is derived based on the lowest valued item within the plan.</p> <p><b>In Progress</b> is the default status indicating that the plan is currently under development.</p> <p><b>Ready</b> indicates that the plan has been completed and is ready to be reviewed by another user.</p> <p><b>Validated</b> indicates that the plan has undergone validation and is prepared to be submitted.</p> <p><b>Submitted</b> indicates the plan has been submitted to other downstream systems.</p> <p><b>Changed</b> indicates a plan has been submitted and now it is being edited.</p>
Active	<p>The item activity status indicates the in-season activity of the item. The status indicates whether the Plan or the item has actual sales and/or receipts.</p> <p>The item status is available in the Plan Worklist/Library, Assortment and Flow View screens and the Item Selector screen of Item View:</p> <ul style="list-style-type: none"> <li>■ <b>Active</b> - Plan or item is active if any item in the plan or any color at any store contains actual sales or receipts. If any color is active, the style is active.</li> <li>■ <b>Inactive</b> - If the item has not started selling, it is inactive. Effectively, all the mock items are in the inactive state.</li> <li>■ <b>Late</b> - An item or a Plan is late, if any color at any store is due for sale and has not started selling relative to the Plan Start Date. A color is late if it has not started selling in any store but the planned In-store date has passed. A style is late if any of the colors are late and inactive.</li> </ul> <p>Note: If you change the In-store date of the item or the Buy Parameters, or if you delete the style or color responsible for the item status, then, the item status changes and will be re-computed to display the new item status.</p>

**Table 2–2 (Cont.) Plan Library Grid Columns**

Column Heading	Description
Plan	<p>The various columns within the Plan group columns may vary depending on how your company implemented Oracle Plan. You may see the following columns:</p> <p><b>Division</b> - columns provide detailed descriptive information about your company and a level in the merchandise hierarchy.</p> <p><b>Group</b> - may be a numeric code identifying another level of the merchandise hierarchy.</p> <p><b>Department</b> - may be a numbered code identifying the department level within your company's merchandise hierarchy.</p> <p><b>Name</b> - is the Plan name. The name is a hyperlink to open the plan and access the Plan Worklist screen.</p> <p><b>Styles</b> - displays the number of existing styles in the plan.</p>
Plan Period	<p>The <b>Plan Period</b> columns provide information about the effective dates for each plan.</p> <ul style="list-style-type: none"> <li>■ <b>FY</b> is the plan's fiscal year.</li> <li>■ <b>From</b> is the date from which the plan period begins.</li> <li>■ <b>To</b> is the date on which the plan period ends.</li> </ul>
Aggregate Period	<p>Time frame that stores are available to the plan and indicates to which volume group they belong.</p>
Access	<p>The <b>Access</b> field displays the access rights to a specific plan.</p> <ul style="list-style-type: none"> <li>■ <b>Write</b> access enables you to edit the plan.</li> <li>■ <b>Read-Only</b> access lets you review the plan.</li> <li>■ <b>Locked</b> access means another user currently has access to that plan. Only one user may have write access to a plan at any time.</li> </ul>
Plan Updater	<p>These columns contain dates last updated by the plan update process.</p> <ul style="list-style-type: none"> <li>■ <b>Auto Update</b> - Select the Auto-Update check box to include the selected plan in the Plan Updater process.</li> <li>■ <b>Last Updated</b> - Date when the plan was last updated.</li> </ul>
Locked By	<p>The plans locked by a particular user.</p>

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**Note:** Select the Auto-Update Check Box to inform the nightly Plan update process to include the plan in its updating processes.

You may notice some delay in accessing your plan due to the update process.

---

## Creating a Plan from the Plan Library

The **New Plan** option within the Action drop-down field will allow you to create plans. This newly created plan will then be listed on the Plan Library screen.

To create a new plan from the Plan Library screen:

1. From the **Main Menu**, select the **Planning** hyperlink. The **Plan Library** displays.
2. Navigate to the **Action** drop-down field. From the drop-down list provided select **New Plan**.

3. Click **Apply**.
4. The following **New Plan** pop-up screen appears:

**Figure 2–6 New Plan Pop-up screen**

Fill in the necessary information using the drop-down fields.

5. When complete, select the OK button. This saves the newly created plan.

## Carry Over Item

A carry over item is an item whose lifecycle extends beyond the plan in which it was initially created. An item is carried over, if it has receipts extending into the next plan period. An item is carried over in the following cases:

- if the style has OOS date in the next plan and has colors.
- if the style has OOS date in next plan and has at least one color with OOS not in next plan.
- if the color inherits style OOS date.
- if the color has Receipts in the AP segment for weeks in the next plan.
- if the style is already carried over and color is added.

The carry over feature allows an item's lifecycle to flow into multiple plans and automatically create items in subsequent plans that coincide with an item's lifecycle. The calculation parameters required for forecasting are associated with the item's lifecycle and forecasts are run for the item's entire lifecycle, producing continuous lifecycle sales and receipt data for the Need segment.

Here is an overview of the carry over process:

- When you open a plan, the system checks to see if there are any styles or colors that should be carried over from the previous plan. An item qualifies for carry over, if it is actualized, not already in the plan, and the Out-Of-Stock (OOS) date for any store subset is blank or greater than or equal to the plan's start date. This occurs only on plan open, Plan updater will not carry over items.

Only colors that flow into the current plan carry over. Carry over items are re-actualized when they are first created in the second plan.

- You are not notified that carry over items have been automatically populated in the plan.

- Forecasting requires an OOS date. When unspecified, the OOS date defaults to a configurable (see below) number of months (12 by default) after the end date of the last plan that contains this carry over item.

A carry over indicator column and Item Selector screens indicate that an item has been carried over. The flag is 'N' for the first planned item in an item's lifecycle, and the flag is 'Yes' for items carried over into subsequent plans.

### **Carry Over Implementation Details**

Changing an item's OOS date, so that it is no longer a carry over item will not automatically remove the Item from the subsequent plan(s), or change the carry over indicator for the item in those plans. In this case, you must manually delete the item from subsequent plans.

Copy Need to AP only applies to weeks in the current plan, and to any unplanned weeks of the lifecycle beyond the current plan.

Default Population of Carry over items:

- Like Item information, Store Flow Dates, DC Delivery dates, Pricing Events are common across all plans for a carry over item.
- Pack Configuration also applies to the lifecycle of the item.
- Need Store base Selections and Delivery Frequency defaults to the settings from the previous plan, but may be changed in each individual plan:
  - Need Store base VG selections:
    - \* Storebase VG selections default to the settings from the previous plan for VGs that are common to both plans.
    - \* When an item is carried over, then store base is 'Done', if previous store base was done in the previous plan, even if no VGs are selected (due to lack of common VGs).
  - Min and Pres. Min are carried over from the previous plan for settings at the Chain Level, but may be changed in each individual plan. The receipt flow is impacted only by the Presentation Min in the first plan. Presentation Min must be set at the level at which the forecast is being generated (Style or Color) in order for it to effect the Receipt flow.
- When viewing AP and Need data in the Item View:
  - The Need data is filtered by the Need Storebase for the Plan associated with that week.
  - The AP data displays data only for stores eligible for the Plan associated with that week.
- Receipt Flow Calculations:
  - Assortment View displays receipts for the current plan only.
  - Adjusting the Store AP quantities scales the receipts based on the ratio between AP and Need receipts in the Plan. AP Sales are then scaled up or down based on the AP receipts.
  - Running Pack Opt and Editing Receipt % constraints only the sales (never increase sales).

## Delete a Plan from the Plan Library

The **Delete Selected Plans** option within the Action drop-down field allows you to delete one or more plans listed on the Plan Library screen. If you delete a Plan, you cannot retrieve it.

To delete a plan:

1. From the Main Menu, select the Planning hyperlink.  
The Plan Library displays.
2. Navigate to the bottom of the Library screen where all the plans are listed. Decide which plan(s) you want to delete. Navigate to the selection box directly to the left of the Plan name.
3. Click the selection box in front of the plan to select the plans.
4. Navigate to the Action drop-down field. From the drop-down list provided select: Delete Selected Plans
5. Click the Apply button.

Notice the plan(s) selected will not be listed on the Plan Library screen.

## Publish Selected Plans to RDM

The Publish Selected Plans to RDM option within the Action drop-down field will allow you to publish plan information to a system outside of Oracle Plan.

To publish selected plans:

1. From the Main Menu, select the Planning hyperlink.  
The Plan Library displays.
2. Navigate to the bottom of the Library screen where all the plans are listed. Decide which plan(s) you want to Publish. Mouse to the Selection Box directly to the left of the Plan name.
3. Click the Selection Box in front of the plan to select the plans.
4. Navigate to the Action drop-down field. From the drop-down list provided select: Publish Selected Plan
5. A pop-up will appear asking you to confirm you wish to Publish.  
Click the OK Button.

## Customize Table

Using the Customize Table option, you may change the display of Plans listed within the Plan Library screen. Do this in the following ways:

Sort the display by up to three options. Each of the options may be ordered in ascending/alphabetical or descending/reverse alphabetical order.

You have the option to select which columns to show or hide and rearrange the vertical layout of the columns.

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**Note:** The columns preceded by an asterisk (\*) are required columns and cannot be hidden.

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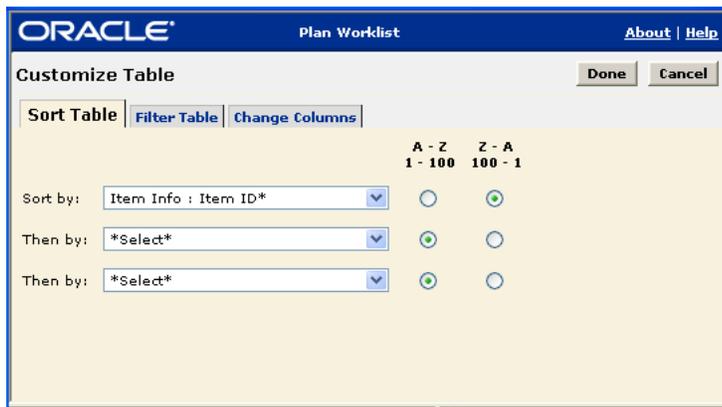
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You may also create filters to limit certain information from the display of the Library screen.

To customize a table:

1. From the Main Menu, click Planning.  
The Plan Library appears.
2. Locate the Action drop-down field. From the list, select Customize Table and click the Apply button.  
The Customize Table pop-up screen appears:

**Figure 2-7 Customize Table Pop-Up**



3. Three Tabs are visible on the Customize Table pop-up screen:
  - Sort Table** - allows you to sort three fields in the grid. Select A–Z, 1–100 for ascending and Z–A, 100–1 for descending order.
  - Filter Table** - Filter the items in the grid by a field or fields and their values that you apply.
  - Change Columns** - allows you to hide/display move columns in the Library Grid.
4. Decide if you would like to Sort, Filter or Change Columns within the Library Grid.

## To Sort

Sort using the first tab on the Customize Table screen. There are three drop-down fields to choose from, these are the three sort options available.

For each field you select to sort, you may choose:

Ascending/alphabetical (A–Z / 1–100) or descending/reverse alphabetical order (Z–A / 100–1). This defines the initial sort options for the screen.

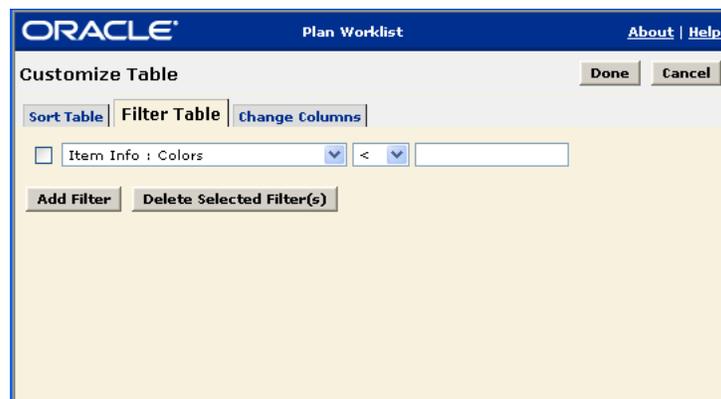
Use the drop-down lists and round radio buttons to make your selections.

Click the Done button.

## To Filter

Select the Filter tab. The Filter screen will display:

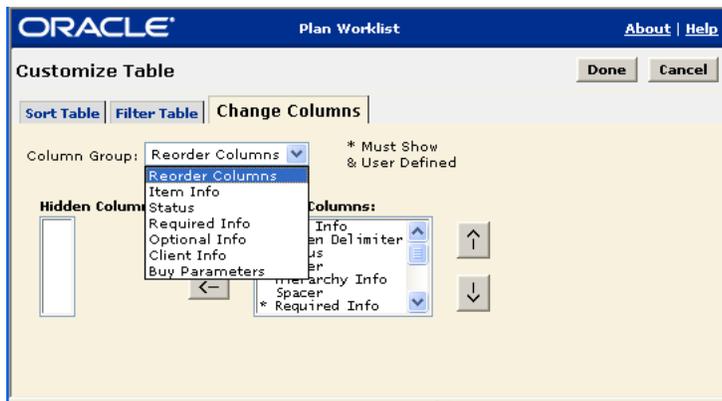
Figure 2–8 The Filter Tab



1. From the first drop-down field, a drop-down list will display.  
All available fields to filter will be in the drop-down list.
2. Click on a field from the list that you wish to filter.  
Move to the next drop-down field. Click on the down arrow to view the options in the drop-down list:  
< (less than), <= (less than and equal to), = (equal to), >= (greater than and equal to), > (greater than), is equal to (enter a word, not a number), is not equal to (enter a word, not a number).
3. In the last box, enter the corresponding value (either a number or a word value).
4. Click the Add Filter button.  
To delete, select the filter(s) you want to delete by using the selection box to the far left. All filters are visible from the Filter tab.  
Click the Delete Selected Filter(s) button.
5. Continue to add Filters in this manner. When all Filters have been added, click the Done Button.
6. Notice the Filtered display field within the Title Section of the Plan Library screen will now display: Yes.

## To Change Columns

Select the Change Columns Tab. The Change Columns screen displays:

**Figure 2–9 The Change Columns Tab**

- Click the down arrow of the Column Group drop-down field. The following options are in the drop-down list:

Reorder Columns - allows you to hide/un-hide and move a group of columns to the left or right in the grid.

Allows you to select a key field within a group of columns so you may select more fields listed within the Column box. You will be able to hide or un-hide, move right or left, the items selected.
- Navigate to the Columns box. Select a field to move.

Use the Up arrow button to move a field Up in the Columns box, this moves the column in the Library Grid to the left.

Use the Down arrow button to move a field Down in the Columns box, this moves the column in the Library Grid to the right.

Use the Left arrow button (arrow points to the Hidden Columns box), to move a field into the Hidden Columns box, this hides the column in the Library Grid.

Use the Right arrow button (arrow points to the Columns box), to move a field from the Hidden Columns box into the Columns box, this displays the column in the Library Grid.
- Click the Done Button.

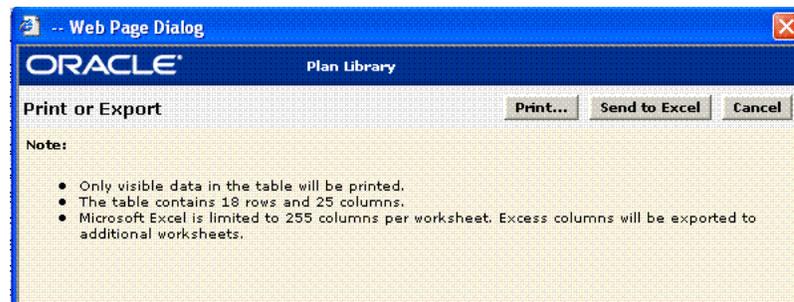
## Print or Export

To print or filter:

- From the Main Menu, click Planning.

The Plan Library appears.
- Navigate to the Action drop-down field.
- From the Action list, click the down arrow. From the list, select the Print or Export option. Click the Apply button.

The Print or Export dialog appears:

**Figure 2–10 The Print Dialog Box**

4. Click the Print button to whole Items Grid with all of the items in the Plan.

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**Note:** Ensure the orientation of the paper is correct when printing.

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5. Click the Send to Excel button. Navigate to a local drive to save your file.  
Follow your local print dialog pop-up directions  
Save the file in Excel for future use or to manipulate further.



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## Using The Plan Worklist

Once a Plan is created, the next step in the planning process is to develop an assortment skeleton by adding mock items to the plan. The mock item is actualized by copying the item attributes from the Plan application. Use the Plan Worklist screen to manage all activities related to the items within a plan, view important metrics and navigate to important setup activities.

This chapter section contains the following topics.

- ["Identifying Plan Data Segments"](#) on page 3-1
- ["Understanding the Purpose of the Plan Worklist"](#) on page 3-2
- ["The Plan Worklist Screen Layout"](#) on page 3-2

### Identifying Plan Data Segments

Since the Plan Worklist screen is the center point of contact when creating a plan, it is important to mention that the data within a plan may be organized and created for different purposes.

The Plan application has three data segments: AP (Assortment Plan), Need and LSP (Last Submitted Plan).

The item information entered on the Plan Worklist through the Plan Setup screens are common to all data segments; however, each segment has its own receipt quantities which are accessed using the Plan Review screen.

- AP is the assortment plan of record. Upon submit, its information will be sent to other down stream systems (if configured to do so). AP Receipt quantities may be derived by a number of methods including: manual input, calculation tools, or by copying other segments.
- Need is a plan based on the bottom-up forecast generated by the system. After you enter item information on the Plan Worklist and complete all calculation parameters for an item, triggering the generation of a forecast, the Need segment will auto calculate. This data segment can be modified only by altering the calculation parameters, and thus changing the forecast.
- LSP is the last submitted plan. When an item is submitted, its AP segment is copied to LSP. This version of the LSP now becomes the AP that was last submitted.

Each screen accessed from the Plan Review section: Assortment View (see [Understanding Assortment View](#)), Item View (see [Understanding Item View](#)), and Flow View (see [Understanding Flow view](#)) will allow you to view all data segments maintained within the application.

## Understanding the Purpose of the Plan Worklist

The Plan Worklist screen is the central point of contact for managing, viewing and navigating to all planning activities within a plan.

The purpose of this screen is to:

1. Navigate to the Plan Setup section to access Store Sets, Product Groups and, if necessary, allocate budget or reserve dollars across Product Groups within a plan. For more information on the Plan Setup section of the application see [Chapter 4, "Using the Plan Setup Section"](#).
2. Develop an assortment skeleton by adding 'mock' items to a plan and manage all activities related to the items within a plan. See [Chapter 6, "Setting Up Items"](#) about managing items within a plan

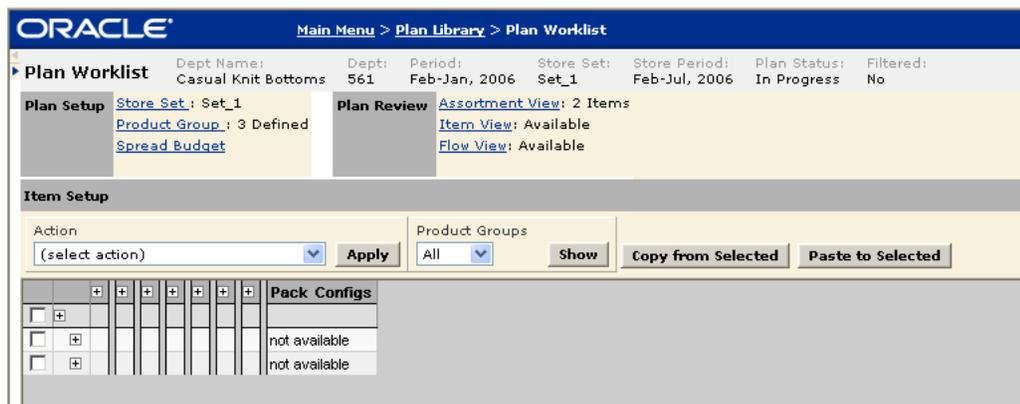
The Plan Worklist screen is also where you can access buy parameters. See [Chapter 5, "Buy Parameters"](#).

3. Navigate to the Plan Review section and view data for planned receipts by Store Set/Store Grade, detailed metrics relating to sales, receipts, and inventory. Also view the receipt flow plan for all items in the plan by week. For detailed information about the Plan Review section of the application see [Chapter 7, "Using Plan Review"](#).

## The Plan Worklist Screen Layout

Once you access the Plan Worklist, you may notice that the screen can be divided into four specific sections:

**Figure 3–1 Plan Worklist Screen**



1. Title Section - This section spans the top of the Plan Worklist screen, directly beneath the Oracle heading. It includes informational fields and screen action buttons.
2. Plan Setup - This section is located in the upper left, gray, shaded box, labeled Plan Setup. This gray box includes three hyperlinks to various setup screens.
3. Plan Review - This section is located in the upper right, gray, shaded box, labeled Plan Review. This gray box includes three hyperlinks to various views within the application.

4. Item Setup - Located in the bottom half of the Plan Worklist screen and includes an Action drop-down field, a Product Groups drop-down show field, copy and paste buttons, display fields and the Item Grid.

The Item Grid is Located within the lower section of the Item Setup section of the Plan Worklist screen. This section contains item, hierarchy, required, optional and client information, item status, buy parameters and pack configuration columns. To view this section in its entirety, please use the scroll bar on the bottom of the screen, then expand all the columns in the grid.

## Title Section

There are eight informational fields listed within the Title Section of the Plan Worklist screen. The display and location of these fields cannot be changed and are a permanent part of the screen.

**Figure 3–2 Title Section of the Plan Worklist Screen**



**Table 3–1 Title Section Fields**

Field	Description
Plan Worklist	Screen title
Dept Name	The department's name for which this plan applies.
Dept	The department, may be a numeric code, for which this plan applies.
Period	The date range this plan is eligible to be
Store Set	The name of the Store Set that has been assigned to this plan. For procedures on assigning Store Sets to a Plan, see Store Set Management Help.
Store Period	The date range stores are eligible for this plan.
Plan Status	The Plan's status is derived based on the lowest value of any item in the Plan: <b>In Progress</b> - default status indicating that the Plan is currently under development <b>Ready</b> - completed and is ready to be reviewed by another user <b>Validated</b> - items have undergone validation and prepared to be submitted <b>Submitted</b> - saved to the database <b>Changed</b> - once submitted, must be in Changed status in order to edit
Filtered	Indicates with Yes or No if the Plan has any previously applied filters. For procedures on setting table filters, see " <a href="#">Customize Table</a> " on page 2-11. For procedures on how to set a Product Group filter see, " <a href="#">Product Groups Drop-Down Field and Show Button</a> " on page 3-9.

Also within this section of the screen are three buttons. These buttons allow for the following actions to be applied to the whole Plan Worklist screen.

**Table 3–2 Title Section Buttons**

Button Name	Description
Save	Use this button to save any changes made to the database and remain on the screen
Revert	Discards any changes made to the screen and reverts to the last saved state. The user remains on the current screen, and the data refreshes.
Done	Use this button when you are finished with any actions on the screen and wish to exit out of the current screen. If you have made changes to the screen, you are prompted to save your changes.

## Plan Setup Section

The Plan Setup Section of the Plan Worklist screen facilitates access to various plan setup actions. See Table 1-3 for hyperlinks and descriptions.

**Figure 3–3 Plan Setup Section**



**Table 3–3 Plan Setup Hyperlinks**

Hyperlink	Description
Store Set	<p>A Plan may include many stores. In order to manage these stores, you may need to create smaller groups of stores, called subsets. A subset could be a group of stores that share a similar characteristic, such as: climate, fashion segment or region. View, Print or Export Store Sets from this hyperlink.</p> <p>For information on using the Store Sets within the Plan Setup section of the Worklist screen see <a href="#">Chapter 4, "Using the Plan Setup Section"</a>.</p> <p>Go to the Store Set Management utility for details and procedures on how to Create, Edit, Delete, Merge, Copy and View Store Sets, see Store Set Management Help.</p>
Product Group	<p>Use Product Groups to manage similar types of items. Product Groups allow you to assign items to a Product Group - based on a common attribute such as style, fashion segment or region.</p> <p>Create, View, Edit, or Delete a Product Group from the Plan Setup Section. See <a href="#">Chapter 4, "Using the Plan Setup Section"</a>.</p> <p>Assign Product Groups to individual items from the Items Grid using the drop-down list. For procedures see <a href="#">Chapter 6, "Setting Up Items"</a>.</p> <p>Filter the view of items on the Plan Worklist by applying the Product Group show filter, see <a href="#">"Product Groups Drop-Down Field and Show Button"</a> on page 3-9.</p>
Spread Budget	<p>This hyperlink allows you to assign budget dollars (or reserve budget) across one or all Product Groups assigned to items in your plan.</p> <p>For information and Procedures on using this hyperlink, see <a href="#">Chapter 4, "Using the Plan Setup Section"</a>.</p>

## Plan Review Section

The Plan Review section includes hyperlinks to three views which allow you to manage and track your plans. In each view, you may access and view AP, LSP and Need data segments and other important information.

Figure 3-4 Plan Review Section



Table 3-4 Plan Review Hyperlinks

Hyperlink	Description
Assortment View	Displays all the items contained in your plan with data on planned receipts by Store Grade and Store Subsets. Information may be viewed at the item and color level by specific Product Groups and Subsets. This is the area in which you may define and edit receipt quantities for the AP data segment. For more information see " <a href="#">Understanding Assortment View</a> " on page 7-5.
Item View	This hyperlink displays Sales, Receipts, Inventory and detailed matrix by week for a particular item, color or group of items such as class or product group. See " <a href="#">Understanding Item View</a> " on page 7-22.
Flow View	This hyperlink shows the receipt flow plan for all items in the plan by week. Compare them to the top down financial planning constraints set for the class and Product Group by month. See " <a href="#">Understanding Flow view</a> " on page 7-35.

### Item Setup Section

The Item Setup Section includes a mixture of the following types of fields, buttons and most notably the Item Grid:

- Action drop-down field
- Product Groups drop-down show field
- Copy and Paste buttons
- Display fields
- Items Grid

Figure 3-5 Item Setup Screen

ORACLE Main Menu > Plan Library > Plan Worklist

Plan Worklist Dept Name: Department 2101 Dept: 2101 Store Set: ALL Period: Jun, 2006-May, 2007 Store Period: Jul-Oct, 2006 Plan Status: In Progress Filtered: No

Plan Setup [Store Set](#): ALL [Product Group](#): 3 Defined [Spread Budget](#) Plan Review [Assortment View](#): 6 Items [Item View](#): Available [Flow View](#): Available

Item Setup

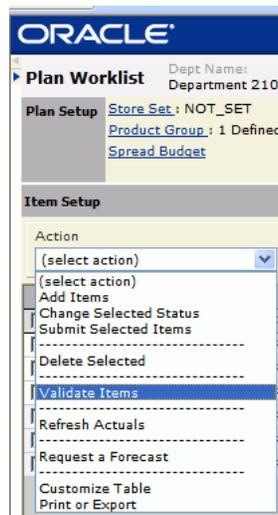
Action: (select action) Apply Product Groups: All Show Copy from Selected Paste to Selected 6 Items

Item Info				Status				Hierarchy Info			Required Info			
Item ID*	Description	Purch Type	Colors	Actualize	AP	CO	Rcpt %	Sales %	Sub-Department	Class	Sub-Class	Product Group	Cost*	Retail*
111	color mock	B	2	Mock	I	N	Sys	Sys	1 Sub Dpt 21011	2 Class 210112	1 Sub Class 2101121	Fashion	5.50	19.95
222	style mock	F	2	Mock	I	N	User	Sys	2 Sub Dpt 21012	1 Class 210121	1 Sub Class 2101211	Fashion	7.72	29.95
736885	2101 588	F	1	Actual	I	N	User	Sys	1 Sub Dpt 21011	1 Class 210111	1 Sub Class 2101111	Other	8.52	24.95
740148	2101 814	F	7	Actual	C	N	Sys	Sys	2 Sub Dpt 21012	1 Class 210121	1 Sub Class 2101211	Fashion	7.73	29.95
740799	2101 979	F	4	Actual	C	N	Sys	Sys	2 Sub Dpt 21012	1 Class 210121	1 Sub Class 2101211	Key	7.72	29.95
740819	2101 981	F	3	Actual	C	N	Sys	Sys	1 Sub Dpt 21011	1 Class 210111	1 Sub Class 2101111	Other	6.36	24.95

## Action Drop-Down Field

The Action drop-down list on the Plan Worklist screen is used to execute actions for creating, reviewing and modifying item data. Table 1-5 lists the Action drop-down list field options that are available from the Item Setup section of the Plan Worklist screen:

**Figure 3–6 Plan Worklist Action Drop-down List**



**Table 3–5 Action Drop-Down Field Options**

Action drop-down Options	Descriptions
Add Items	Select this option to add mock or real items to your Plan. The Add items pop-up window appears and prompts you to enter a number of new style-level item rows. When the Add item button
Change Selected Status	After selecting an item for the Plan Worklist Grid, you may change items' AP status: <b>In Progress</b> - item is currently being planned and is not complete. <b>Ready</b> - item is ready to be planned. <b>Validated</b> - item has been actualized and confirmed to be a valid item. <b>Changed</b> - once an item has been submitted, assign Changed status to make further edits.
Submit Selected Items	After an item or group of items, have been: actualized, planned, pack optimizations complete, and all checks have been done and are correct, you may submit items to the database. When correctly submitted, the item status will be: S (Submitted).
Delete Selected	Remove selected items from the Plan. Use this option in conjunction with the selection box, located in the first column of the Items Grid.
Validate Items	Compare actual items to the item master to check for any discrepancies/errors.
Refresh Actuals	Refresh Actuals allows you to manually update the actual data in case the automatic Update or the Weekly Actuals Load did not happen properly. For more information, see section <a href="#">Refresh Actuals</a> .

**Table 3–5 (Cont.) Action Drop-Down Field Options**

Action drop-down Options	Descriptions
Request a Forecast	Re-Forecasts a selected item based on current Buy Parameters. If the forecast is currently complete or pending, a printable window with errors and status of any pending forecast requests will appear. See section <a href="#">Requesting a Forecast</a> .
Customize a Table	Hide/Show columns, sort columns and filter columns Using the Workflow Bar and Plan Library, Customize Table. See section <a href="#">Customizing Table</a> .
Print or Export	Print a grid or export the grid to Excel. See section <a href="#">Print or Export</a> .

### Refresh Actuals

The Refresh Actuals functionality allows you to manually update the actual data in case the automatic Update or the Weekly Actuals Load did not happen properly. You can update the actuals by using the **Refresh Actuals** option from the Plan Worklist screen.

If you add an item that has already started selling in a Plan, you may need to run the Refresh Actuals action to ensure that all the previous weeks' data is updated.

---

**Note:** If an actual item has not had its actuals refreshed, it is considered as a pre-season or an in-active item.

If the item selected is actualized but not active, and you are generating a forecast or pack-optimizing, then the application considers only the future receipts for the results, and does not consider all the weeks of the plan from the In-Store date of the item.

---

The Refresh Actuals action looks for the actual data before a configurable number of weeks before the start of the earliest plan of the item. Any actual data prior to the configured offset day is not refreshed. The configuration is managed by the **In-season plan start offset** setting in the BRPM. For more information, see *Managing Business Rules* chapter in the *Oracle Retail Plan Administration Guide*.

For an in-season item, the actual sales, receipts, and inventory overwrite the planned data on a weekly basis.

- If there is no actual value for the week, the planned data is overwritten with a value of zero.
- If the in-season item has actual sales, receipts or inventory but no planned data for the week, then it updates the actual data.
- If an in-season item has the actual sales and the planned sales for the week, Refresh Actual updates the planned sales in AP and Need with the actual data.
- If an in-season item has actual sales but no planned sales for the week, it adds the actual data into AP and Need data segments.
- If an in-season item has planned sales and receipts but no actual data for the week, Refresh Actuals updates the planned data in AP and Need with a value of zero.

To refresh the actual data:

1. On the **Plan Worklist** screen, select the item for which you want to update the actuals.

You can select only a single style or multiple colors of a particular style. No other combination is allowed.

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**Note:** You cannot Refresh Actuals for a Mock item, if you have selected a mock item, a validation error appears indicating that you cannot refresh for a mock item.

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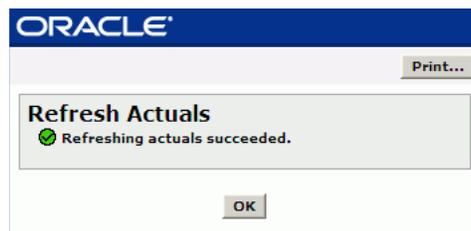
---

2. From the **Action** drop-down list, select **Refresh Actuals**.

3. Click **Apply**.

The update process takes a few minutes, the screen is refreshed with the actual data, and the following confirmation window appears on completion.

**Figure 3–7 Refresh Actuals Confirmation Window**



4. Click **OK** to complete the update process.

Now, you can view the updated actual information on the Assortment View or the Item View screen.

### Displaying Actual Metrics

For an in-season item, the past week's data display the actual metrics and the values for the future weeks are the planned quantities. The AP and Need segments of actualized items reflect the actual in-season receipts, and the sales and inventory (BOH and EOH) of the actual items.

---

---

**Note:** Some other metrics that are copied from the actuals but not calculated are: MD Sales U, MD Sales \$, PR Sales U, PR Sales \$, POS MD \$, PERM MD \$, and GP \$.

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When viewing the Item View, Flow View, and What-If screens, these actual weeks' data are displayed in a different color from the planned weeks' data to differentiate between the actual and the planned data as shown in the image below:

Figure 3-8 Actual and Planned Data on Item View

**ORACLE** Main Menu > Plan Library > Plan Worklist > Item View

**Item Plan Review** Dept Name: Department 2102 Dept: 2102 Store Set: NOT\_SET Period: Dec, 2006-Nov, 2007 Store Period: Dec, 2006-Apr, 2007 Plan Status: In Progress Filtered: No

Select items to edit

Item Info					Status					Hierarchy Info		
Item ID	Description	Purch Type	Colors	Actualize	AP	Active	Rcpt %	Sales %	Sub-Department	Class	Sub-Class	
Dept: Department 2102												
308845	2102 584	F	1	Actual	S	Inactive	Sys	Sys	3 Sub Dpt 21023	2 Class 210232	2 Sub Class 2102322	
731944	2102 494	F	1	Actual	I	Inactive	Sys	Sys	1 Sub Dpt 21021	1 Class 210211	1 Sub Class 2102111	

Assortment View | **Item View** | Flow View

Action Groups: (select action) Apply Data: AP, Need Show

Fiscal Week	Store Receipts								DC Receipts		
	AP				Need				AP		
	Receipt U	%Receipt U	Receipt \$	%Receipt \$	Receipt U	%Receipt U	Receipt \$	%Receipt \$	DC Receipt U	DC Receipt \$	DC E
Assortment Plan Total	4685		281,053		3967		237,980		906	54,351	
Jan	4089	87.3	245,299	87.3	3371	85.0	202,226	85.0	906	54,351	
49	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
50	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
51	0	0.0	0	0.0	0	0.0	0	0.0	906	54,351	
52	4089	87.3	245,299	87.3	3371	85.0	202,226	85.0	0	0	
Jan Financials									0	0	
Jan Variance									-906	(54,351)	
Feb	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
1	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
2	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
3	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
4	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
Feb Financials									0	649,940	
Feb Variance									0	649,940	

You can configure the color that needs to be used to highlight the actual weeks in the *PlanResources.properties* file.

The actual weekly data is read-only and the Store Receipt units cannot be edited for the actual week. The in-season data is updated to the system on a weekly basis.

### Product Groups Drop-Down Field and Show Button

Filter the Item data located in the Items grid by a Product Group assigned to the plan. Using the Product Groups drop-down field, you can apply a filter to display a Product Group's items within the Plan Worklist Screen.

Figure 3-9 Product Groups Drop-Down Field



If the Worklist screen already has a Product Group Filter applied you will see the indicator Yes located in the Title section of the Plan Worklist screen. Follow these steps to create a Product Group filter:

1. From the Items Set-up Section within the Plan Worklist screen, navigate to the Product Groups drop-down field.

- Click the down arrow located to the right of the field. Select an available Product Group from the drop-down list.

Important - To display all Product Groups and get rid of the filter, select the ALL option.

- Click the Show Button located to the right of the Product Groups field. Notice the Items Grid will only contain items that belong to the selected Product Groups

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**Note:** To take off a Product Group filter, navigate to the Product Group drop-down field, select ALL from the list of options. This will display all items within the Worklist and remove the filter.

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- Notice within the Title section of the Worklist screen, under the Filter display field the word Yes, is displayed.

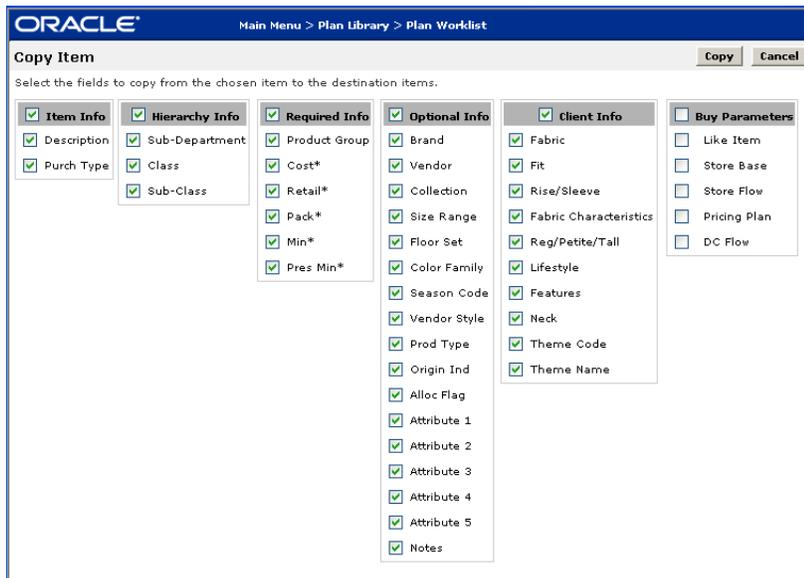
## Copy and Paste Buttons

Copy item information from one item to another by using the Copy/Paste Buttons. Selecting the Copy button will launch a Copy Items pop-up screen prompting you to select item information from various columns.

From the Worklist screen, navigate to the Items grid. Select the item you wish to copy:

- Select the item to copy by clicking inside the selection box in front of the item to copy. You may only copy one item at a time.
- Click the Copy button, the following Copy Item pop-up screen will appear:

**Figure 3–10 Copy Item Pop-Up Screen**



- Click inside the boxes in front of the information you wish to copy.

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**Note:** Click the selection box located in the column heading to select all information in the list.

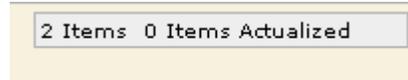
---

4. When all information has been selected to copy, click the Copy button.
5. Navigate to the item in the Items grid you wish to paste the selected Copy information.
6. Select the item. Click the Paste button.

## Display Fields

Located to the right of the Copy and Paste buttons are two numeric display fields:

**Figure 3–11 Display Fields**



The display fields communicate important metrics about the items within the plan selected:

- number of items included in the plan
- number of actualized items in the plan

## Items Grid

The Item Grid Section includes item information displayed within a grid (columns and rows).

Columns contain information about the items. Columns are grouped into heading categories which may be expanded + or collapsed -, use the expand/collapse buttons located within the grid.

Rows contain all of the items within your plan.

**Table 3–6 Items Grid Columns and Description**

Column Heading Categories	Description
Item Info	The item information columns include the following columns: expand/collapse, Item ID #, Description, Type, Colors
Status	Actualize items and access AP information from the Status columns.
Hierarchy Info	The hierarchy columns include three client specific levels within your company that is appropriate when creating Plans.
Required Info	These fields are specific to your company and how you do business.
Optional Info	These fields are specific to your company and business.
Client Info	These fields are specific to your business.
Buy Parameters	The buy parameters columns include the following: Like Items, Store Base, DC Flow, Store Flow, Pricing Plan, Forecast, and Need Type.
Pack Configurations	If the item is actual, click on the available hyperlink to view and edit pack configurations.

Use the expand buttons to view all the columns in a column category. For detailed procedures and information on working with items in plans, see [Chapter 6, "Setting Up Items"](#) and [Chapter 9, "Submitting Items"](#).



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## Using the Plan Setup Section

The Plan Setup Section of the Worklist screen is designed to facilitate some of the setup activities relating to managing a plan. Use this section of the Worklist screen to access information about store sets, subsets and stores assigned to a plan. Also, create product groups to filter plans and assign them to individual items within a plan. Finally, assign budget or reserve budget dollars for future use. You can do this here by allocating budget to store subsets across one or many product groups.

In order for a plan to be considered complete (and before you create a forecast) you must set up product and store groupings as described in this section.

This chapter contains the following topics:

- ["Understanding Store Sets, Subsets and Stores"](#) on page 4-1
- ["Accessing and Viewing Store Sets, Subsets and Stores"](#) on page 4-2
- ["Assigning a Primary Store Set to a Plan"](#) on page 4-4
- ["Exporting or Printing Subset Metric Information"](#) on page 4-4
- ["Understanding Product Groups"](#) on page 4-5
- ["Creating a Product Group"](#) on page 4-5
- ["Deleting a Product Group"](#) on page 4-6
- ["Understanding Spread Budget"](#) on page 4-7
- ["Showing Subsets and Allocating Budget Across Product Groups"](#) on page 4-9
- ["Allocating Reserve Budget"](#) on page 4-10

### Understanding Store Sets, Subsets and Stores

A plan may contain many items that may be managed more efficiently by grouping similar items into smaller groups. Store sets are simply a group of smaller grouped stores (called subsets). Store sets are assigned to plans in order to assist you in managing items within your plan.

A store set is a group of stores that share a common characteristic, for example: a region, climate, fashion segment, ad designation, or some other attribute. A store can only be a member of one subset in a given store set. However, stores may be in more than one store set.

Subsets are created, edited, deleted and assigned to store sets using the store set manager utility within the Plan application. If you do not have access to the store set manager option within Plan, see your Plan Administrator. For information on the store set manager utility, see the Store Set Management Help.

From the Plan Worklist screen use the following hyperlinks to perform the associated tasks:

- Store Set - View and access store sets, subsets and stores. Also assign a primary store set to a plan. See, "[Accessing and Viewing Store Sets, Subsets and Stores](#)" on page 4-2., for procedures.
- Product Groups - Create/Delete a Product Group. See, "[Creating a Product Group](#)" on page 4-5 and "[Deleting a Product Group](#)" on page 4-6.
- Spread Budget - Show subsets, Allocate Budget and Reserve Budget dollars. See, "[Showing Subsets and Allocating Budget Across Product Groups](#)" on page 4-9 and "[Allocating Reserve Budget](#)" on page 4-10 for detailed procedures.

## Accessing and Viewing Store Sets, Subsets and Stores

Many stores may be included in a subset. Multiple subsets may be assigned to a store set. When you access a plan, you can see the store set assigned to the plan to the right of the store set hyperlink.

Stores can possibly shift to another volume group and be removed from the plan or new stores can be added. This depends on whether or not the store ratios defined in the new group are applied in budget generation.

Use the store set hyperlink to discover which subset(s) and stores are assigned to the store set.

To View and Access store set, subset and store information:

1. From the Plan Main Menu, select the **Planning**  
The **Plan Library** screen displays.
2. Locate the Plan name you want to access from the Plan Library columns grid located on the lower portion of the screen.
3. Click the Plan Name hyperlink.  
The Plan Worklist screen displays.
4. Locate the Plan Setup section in the upper left corner.  
Click the **Store Set** hyperlink.  
The Primary Store Set screen appears.

**Figure 4–1 Primary Store Set Window**



**Table 4-1 Primary Store Set Fields**

Field Name	Definition
Primary Store Set	
Dept. Name	Name of your company's department.
Dept.	Numeric code for your company's department.
Period	Time frame the plan is valid.
Store Set	Name of the primary store set applied to the plan.
Store Period	Time frame stores are available to the plan and volume group.
Plan Status	<p>The Plan's status is derived based on the lowest value of any item in a plan:</p> <p><b>In Progress</b> - default status indicating the plan is currently under development</p> <p><b>Ready</b> - plan is completed and ready to be reviewed</p> <p><b>Validated</b> - plan has undergone validation and is now ready to be submitted</p> <p><b>Submitted</b> - plan has been saved to the database</p> <p><b>Changed</b> - plan has been submitted and now in changed status to make further edits</p>
Filtered	<p>Indicates with a Yes or No if a Customize Table and/or Product Group filter have been applied. For procedures on how to select and delete a Customize Table filter, see "<a href="#">Customize Table</a>" on page 2-11.</p> <p>For procedures on how to set a Product Group filter, see "<a href="#">Product Groups Drop-Down Field and Show Button</a>" on page 3-9.</p>

- Navigate to the store sets box, click the **Store Set** name that you want to view.  
When you click a store set name, the list of available subsets changes according to the store set selected.
- View the list of subsets in the subsets box. Click on the subset you wish to view, the following subset metrics screen will appear:

**Figure 4-2 Subsets Screen**

The screenshot shows the Oracle interface for the 'Subsets Screen'. At the top, there is a navigation bar with 'ORACLE' and 'Main Menu > Plan Library > Plan Worklist'. Below this is a header for 'Subset "ALL"' with buttons for 'Export', 'Print', and 'OK'. The main content is a table with the following columns: Store #, Location Name, Store Grade, City, Province, Receipt \$, Budget, and Sales \$.

Store #	Location Name	Store Grade	City	Province	Receipt \$	Budget	Sales \$
104	Name 104	4	City 1	S5	246892.00	186639.00	
107	Name 107	5	City 2	S5	216088.00	151079.00	
109	Name 109	5	City 3	S5	178231.00	150298.00	
111	Name 111	5	City 4	S5	186024.00	149015.00	
113	Name 113	5	City 5	S5	187974.00	154030.00	
115	Name 115	2	City 6	S5	382130.00	283262.00	
119	Name 119	5	City 7	S5	178601.00	150498.00	
120	Name 120	2	City 8	S5	375576.00	259386.00	
130	Name 130	6	City 9	S4	152067.00	131694.00	
134	Name 134	4	City 10	S4	268527.00	204677.00	
139	Name 139	6	City 12	S4	144573.00	115489.00	
152	Name 152	5	City 13	S3	212346.00	180069.00	

View subset and store information from this subset pop-up screen. Notice the metric information is displayed within a grid.

Note that the column headings are the metric headings and the row contents are the metric contents.

**Table 4–2 Subset Metrics Definition**

<b>Metric Heading</b>	<b>Metric Definition</b>
Store #	The company has given a specific store code. This will be listed in the Store # column.
Store Shopping Center	The name of the Shopping Center where the store is located.
City	The City of the store.
State	The State of the store.
Financial \$	Budget for the store.
Store Grade	Analytical optimized ranking using various attributes for each store.

7. Click the **OK** button when you are ready to navigate away from the subsets metrics pop-up screen.

## Assigning a Primary Store Set to a Plan

When you access the Plan Worklist, you may see a store set assigned to the plan.

If a store set is assigned to a plan, the name of the store set will be displayed to the right of the store set hyperlink.

If no store set has been assigned, you may access the store set hyperlink and assign a store set from the store set box.

1. From the Plan Worklist, navigate to the Plan Setup Section.
2. Click on the Store Set hyperlink
3. The Primary Store Set screen will appear. Navigate to the store set box.
4. Click on the name of the store set you would like to assign to the plan.  
View the subsets assigned to the store sets.
5. Click the OK button
6. The store set will now be assigned to the plan.

## Exporting or Printing Subset Metric Information

To export to Excel or print subset metric information:

1. Navigate to the Plan Set Up section of the Plan Worklist screen.
2. Click the Store Set hyperlink.
3. From the Primary Store Set screen, click the store set name located in the store sets box.
4. Notice the list of available subsets change according to the store set selected.
5. Click the subset name you want to print or export.

The subset pop-up screen appears with subset metrics.

- Click the **Export** button located on the upper right of the subset pop-up screen.
- Follow the pop-up screen's instructions for export

Figure 4-3 Subset Information Export Option

Store #	Location Name	Store Grade	City	Province	Receipt \$	Budget	Sales \$	Budget
104	Name 104	4	City 1	S5		246892.00		186639.00
107	Name 107	5	City 2	S5		216088.00		151079.00
109	Name 109	5	City 3	S5		176231.00		150298.00
111	Name 111	5	City 4	S5		186024.00		149015.00
113	Name 113	5	City 5	S5		187974.00		154030.00
115	Name 115	2	City 6	S5		382130.00		283262.00
119	Name 119	5	City 7	S5		176601.00		150498.00
120	Name 120	2	City 8	S5		375576.00		259386.00
130	Name 130	6	City 9	S4		152067.00		131694.00
134	Name 134	4	City 10	S4		268527.00		204677.00
139	Name 139	6	City 12	S4		144573.00		115489.00
152	Name 152	5	City 13	S3		212346.00		180069.00

6. To print the subset metrics as you see them in the subset pop-up screen:
  - Click the **Print** button located to the upper right of the subset pop-up screen.
  - Follow the Print pop-up screen's instructions to print from your local printer.
7. To exit out of the subset pop-up screen, click the **OK** button.

## Understanding Product Groups

Use product groups to help manage your plan budget of a large set of merchandise. When product groups are assigned to items you can allocate budget dollars across all or some product groups to better manage your merchandise. Also use product groups from the Worklist screen to filter the view of items in a plan.

From the Product Group hyperlink you can create a Product Group and then designate percentages of your plan budget for each Product Group.

Use the Spread Budget hyperlink from the Create Product Group screen or navigate directly from the Spread Budget hyperlink.

Use product groups to do the following:

- Create and/or delete product groups
- Filter the view of Items within a Plan. You may do this from the Item Setup section within the Plan Worklist screen.
- Assign product groups to individual Items within a Plan. Do this from the Item Grid within the Worklist screen.
- Manage large groups of items with similar characteristics by assigning product groups to each Item.
- Allocate budget dollars and/or set aside reserve dollars by Product Group by using the Set Product Groups/Reserve% Action button
- Set Product Group Reserve%

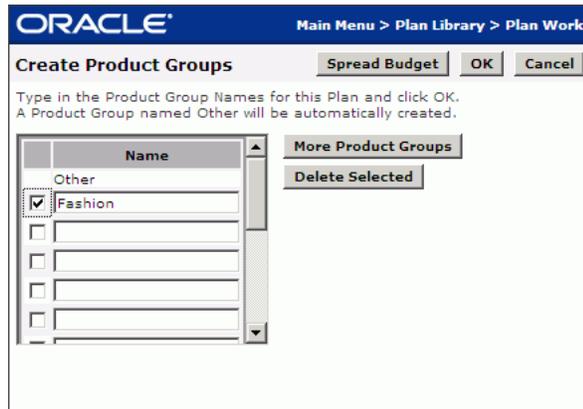
## Creating a Product Group

To create a Product Group:

1. From the Plan Setup section, click the Product Groups hyperlink.

The Create Product Groups screen appears.

**Figure 4–4 Create Product Group Screen**



Use the Name box to create Product Group names. Once a Product Group name is created, you may use the Set Product Group/Reserve% button to assign budget dollars to the new Product Group.

Also, this Product Group name now appears on the drop-down list within the Item Set-Up section of the Plan Worklist screen and within the Item Grid section (within the Required Info columns) of the same screen.

The following Action Buttons are located on the Create Product Groups screen:

**Table 4–3 Create Product Groups Action Buttons**

Action Button	Description
Set Product Groups/Reserve%	Assign budget dollars to a reserve category or various product groups by store grade and subset
OK	Applies any updates or changes made to the screen
Cancel	Exit out without applying or saving changes
More Product Groups	Creates additional lines within the Name box so you are able to create more Product Group names
Delete Selected	Used in conjunction with the Name box and the selection box directly in front of the name. Deletes a Product Group from the Name box.

- In the Name box, enter the name of the product group you want to create. You can add as many product groups as needed. If you need to enter product groups, click the More Product Groups button. Additional fields appear below the existing ones.
- After you have entered names for all of the product groups you need, click OK. Your product groups are saved.

## Deleting a Product Group

To delete a Product Group:

- From the Plan Setup section, click the **Product Groups** hyperlink. The Create Product Groups screen appears.

2. Navigate to the Name box, locate the selection box to the left of the name of the Product Group you want to delete.
3. Click inside the selection box. After selecting all of the product groups you want to delete, click the **Delete Selected** button.

---

**Note:** Items previously contained in a deleted Product Group are automatically re-assigned to the other available product groups within that Plan.

---

4. Click the **OK** button.  
The selected product groups are deleted.

## Understanding Spread Budget

You can now manage a plan's financial budget to a level of detail never available before. By allocating dollars to subsets and then dividing the budget across product groups, you can control your budget down to the smallest groupings possible.

Each store's financial budget is spread across the various product groups based on the percentage values indicated within the subset/store grade intersections identified on the Setup Product Group Percent screen.

In addition to assigning budget dollars to various product groups, you are able to set aside financial dollars for future use. Use the Reserve bucket for cases where late developing product exists or opportunistic buys might become available.

Use the Spread Budget hyperlink to:

- Show subsets and Allocate Budget Dollars Across Product Groups
- Allocate Reserve Dollars

**Figure 4-5 Set Up Product Groups Screen**

Product Group	Total		Total by Volume Group for S6							
	%	\$	VG3(0)		VG4(1)		VG5(0)		VG6(1)	
			%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store
Total VG \$		230741				121108				109633
Reserve	0.0	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0
Total Less Reserve	100.0	230741	0.0	0	100.0	121108	0.0	0	100.0	109633
Fashion	0.0	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0
Other	100.0	230741	100.0	0	100.0	121108	100.0	0	100.0	109633

The Setup Product Group Percent screen is organized into three sections:

- Titles Section
- Store Set drop-down field and Show button Section
- Boxes Section

1. Title Section:

The title section displays across the top of the Setup Product Group Percent screen. Table 1-5 lists the fields in the Title section:

**Table 4–4 Title Section Field Definitions**

Field Name	Definition
Screen title	The setup Product Group Percent screen.
Dept. Name	The company's department name.
Dept.	The company's department code.
Period	Time frame the plan is valid.
Store Set	The name of the Store Set applied to the Plan.
Store Period	Time frame stores are available to the plan and volume groups.
Plan Status	<p>The Plan's status is derived based on the lowest value of any item in a plan:</p> <p><b>In Progress</b> - default status indicating the plan is currently under development</p> <p><b>Ready</b> - plan is completed and ready to be reviewed</p> <p><b>Validated</b> - plan has undergone validation and is now ready to be submitted</p> <p><b>Submitted</b> - plan has been saved to the database</p> <p><b>Changed</b> - plan has been submitted and now in changed status to make further edits</p>
Filtered	<p>Indicates with a Yes or No if a Customize Table and/or Product Group filter have been applied. For procedures on how to set and delete a Customize Table filter, see "<a href="#">Customize Table</a>" on page 2-11.</p> <p>For procedures on how to set a Product Group filter, see "<a href="#">Product Groups Drop-Down Field and Show Button</a>" on page 3-9.</p>

**2. Store Set drop-down field and Show button and Display fields Section:**

This section includes a Store Set drop-down field, Show button, and four display fields:

- Store Set drop-down field and Show button - select the subset from the drop-down list. Once selected, click the Show button and you are now able to view important budget information for the selected store set according to the available product groups listed in the product group box. You are also able to allocate budget against this subset using the boxes section.
- Display Fields - In the upper right corner of the screen (under the Action buttons), there are four numeric display fields.
  - Total/Plan - Dollar value for the budget of this plan
  - Total/Stores - Total count of stores in the plan.
  - Subset Name (picked from the Store Set Show field)/Plan - Dollar value for that subset.
  - Subset Name (picked from the Store Set Show field)/Stores - Total count of stores for that subset

**3. Box Sections:**

This section is located within the lower half of the Setup Product Group Percent screen. Navigate to the white shaded fields to enter percentages.

Notice you are allowed to enter percentages to be applied against reserve and/or product groups.

For more details on how to use these fields, see the following procedures, "[Showing Subsets and Allocating Budget Across Product Groups](#)" on page 4-9.

## Showing Subsets and Allocating Budget Across Product Groups

Within a Plan, there may be multiple subsets assigned to the primary Store Set. Follow these procedures to show one or all and then allocate budget dollars to all store sets across product groups:

1. From the Plan Setup section of the Worklist screen, click the **Spread Budget** hyperlink.

The **Setup Product Group Percent** screen appears:

**Figure 4-6 The Setup Product Groups Percent Screen**

Product Group	Total		Total by Volume Group for S5							
	%	\$	VG3(0)		VG4(1)		VG5(0)		VG6(1)	
			%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store
Total VG \$		230741				121108				109633
Reserve	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0
Total Less Reserve	100.0	230741	0	100.0	0	121108	0	0	100.0	109633
Fashion	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0
Other	100.0	230741	100.0	0	100.0	121108	100.0	0	100.0	109633

2. Navigate to the Store Set drop-down field.
3. Click the drop-down arrow located to the right of the Store Set drop-down field.  
The subsets assigned to the store set display as the drop-down list.
4. Select the **All Subset** option (this will show all subsets).

To show one subset, select the one you are interested in Showing from the list. See Figure 6-6.

Click the **Show** button.

**Figure 4-7 Set Up Product Group Data Grid**

Product Group	Total		Total by Volume Group for ALL									
	%	\$	VG2(2)		VG4(4)		VG6(12)		VG6(5)		VG7(1)	
			%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store
Total VG \$		4966822		378853		265073		195850		149064		93410
Reserve	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0
Total Less Reserve	100.0	4966822	100.0	378853	100.0	265073	100.0	195850	100.0	149064	100.0	93410
Fashion	40.0	1986769	40.0	151541	40.0	102029	40.0	78340	40.0	59626	40.0	37364
Key	60.0	2980153	60.0	227312	60.0	163044	60.0	117510	60.0	89438	60.0	56046
Other	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0

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**Note:** By selecting and showing the ALL option from the Store Set drop-down list you are now able to allocate budget across all subsets equally by selected product groups.

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5. Navigate to the **Total by Volume Group** box.

Enter the budget dollars for all store sets by entering percentages for one or all of the product groups listed on the screen. You must enter the amount as a percent. Once you type in the percentage, the system automatically calculates:

  - Total percent
  - Total dollars
6. Enter 0% in the Reserve field within the Total by Volume Group box if you do not want to set aside a percentage of your budget for future use.

Enter 0% in any of the product groups listed for which you do not want to allocate budget dollars.

When finished entering the percentages across one or all of the product groups, click the **Save** button.

These dollar values are now allocated to the relevant product groups and Items.
7. Click the **Done** button to return to the Plan Worklist screen.

## Allocating Reserve Budget

Due to the need to put aside budget for future use, you may be interested in using the Reserve Dollars option within the Setup Product Group Percent screen. Follow these procedures to allocate reserve dollars to a selected plan:

1. From the Plan Setup section of the Worklist screen, click the **Spread Budget** hyperlink.

The Setup Product Group Percent screen appears.
2. Navigate to the Store Set drop-down field.
3. Click the drop-down arrow located to the right of the Store Set drop-down field.

The subsets assigned to the store set will display as the options in the list.
4. Click either a specific subset from the list or select All for all subsets. Click the Show button.

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**Note:** By selecting and showing the ALL option from the Store Set drop-down list shows budget dollars for all store sets and their subsets. Selecting a subset from the list shows specific subset information.

---

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5. Navigate to the Total by Volume Group box and locate the Reserve% field. This is the field used to set aside budget dollars for reserve.

Enter the amount as a whole percent. Once you type in the percentage, the system automatically calculates:

  - Total percent
  - Total dollars

Figure 4-8 Set Up Product Group - Setting Reserve Budget

Product Group	Total		Total by Volume Group for ALL							
	%	\$	VG2(2)		VG4(4)		VG5(12)		VG6(12)	
			%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store	%	Avg \$ per Store
Total VG \$		4966922		378863		256073		195850		
Reserve	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0
Total Less Reserve	100.0	4966922	100.0	378863	100.0	256073	100.0	195850	100.0	
Fashion	40.0	1986769	40.0	151541	40.0	102029	40.0	78340	40.0	
Key	60.0	2980153	60.0	227312	60.0	153044	60.0	117510	60.0	
Other	0.0	0	0.0	0	0.0	0	0.0	0	0.0	

6. Enter 0% in the Reserve field within the Total by Volume Group box if you do not want to set aside a percentage of your budget for future use.

Enter 0 or a percentage in any of the product groups listed if you do or do not want to allocate budget dollars across that Product Group.

When finished entering the percentages within the Reserve% field, click the **Save** button.

The reserve dollar values are now allocated to the associated product groups and Items.

7. Click the **Done** button.

The Plan Worklist screen appears.



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## Buy Parameters

Buy Parameters helps you define merchandising, forecast, and flow parameters that drive the bottom up forecast and receipt flow for an item or a group of items.

This chapter describes how you can define Buy Parameters for a planned item, and preview the forecast results using the Calculate What-If feature.

To access the Buy Parameters screen:

- On the Plan Workflow bar, click Define Buy Parameters in the Set up Items section.

The Buy Parameter screen appears with the following tabs:

- [Like Item Tab](#)
- [Store Base Tab](#)
- [Store Flow Tab](#)
- [Pricing Plan Tab](#)
- [DC Flow Tab](#)

### Like Item Tab

Use the Like Item tab to associate an item(s) to an item or a group of items with similar characteristics. This action helps you drive the product lifecycle curve (PLC) for the forecast. You can select the like item based on the items past performance at stores. You can select to add a generic like item which is the average of all items in the Sub-class.

Figure 5–1 Buy Parameters - Like Items Tab

The screenshot shows the Oracle Retail Plan User's Guide interface for the 'Buy Parameters' screen. The breadcrumb trail is 'Main Menu > Plan Library > Plan Worklist > Buy Parameters'. The screen displays the following information:

**Buy Parameters**  
 Dept Name: Casual Pants | Dept: 602 | Store Set: NOT\_SET | Period: Jun-Nov, 2008 | Store Period: Jun-Oct, 2008 | Filtered: No

Item Info				Hierarchy Info			Buy Parameters	
Item ID	Description	Purch Type	Colors	Sub-Department	Class	Sub-Class	Like Item	Store I
647454	Uncut cord pants w/embroidery	F	1	02 Pants	02 Relaxed	01 Very Low	done	done

**Like Item** | Store Base | Store Flow | Pricing Plan | DC Flow

Action: (select action) [Apply] | PLC Selection: Regular PLC | Need Type Owner: System

Like Item	Description	Hierarchy Info					Item In		
		Division	Group	Department	Sub-Department	Class	Sub-Class	Brand	P
655494	MIA-s-b st.cord double pkts	03	0030	0602	02	01	01		
655494004	LEAD	03	0030	0602	02	01	01		
655494007	BLACK	03	0030	0602	02	01	01		
655494013	PREPPY BROWN	03	0030	0602	02	01	01		
655494015	BRANWOOD	03	0030	0602	02	01	01		
655494080	FERN	03	0030	0602	02	01	01		
<b>Total Weight</b>									

The forecast for an item consists of the following elements:

- Shape (product lifecycle curve) – select a like item to drive the product lifecycle curve.
- Scale (magnitude of demand) – adjust like item parameters to adjust overall sales volume.

The Force Basic PLC functionality on the Like Item screen allows you to force the calc engine to use the Basic PLC.

### Using the PLC Selection Option

The PLC Selection feature is used to force the Calculation Engine to fit the forecast to a user-specific Product Lifecycle Curve (PLC). If you want to change the shape of an item's forecast to suit your needs, you can do so by choosing one of the PLCs from the drop-down list. You can manipulate the resultant curve to suit either the Basic PLC, or the Regular PLC, or the Tabulated PLC.

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**Note:** A Product Lifecycle Curve (PLC) is the sales graph of an item that shows unit sales over time. The application uses the PLC to generate forecasts for forecast based allocations.

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The PLC Selection options provide you additional ability to manipulate the resultant shape of an item's forecast curve. The seasonal and promotional effects apply to the particular PLC and are visible in the resultant forecast. The PLC Selection drop-down list contains the following options:

- Regular PLC - Regular PLC is the PLC that the Calculation Engine selects from a list of product lifecycle curves that are pre-defined in the Calculation Engine.

- Basic PLC - Basic PLC is the typical curve of a basic item. It is used to force the Calculation Engine to assume that the item is basic and demand for the item is flat over its life cycle.
- Tabular PLC - The Tabular PLC is the curve of the selected Like Item, shifted with seasonality correction. On selecting the Tabular PLC option, the Calculation Engine uses the Like Item's selling curve with the necessary shifting as the PLC for the forecast.
- Nonshifted Tabular PLC -The non shifted Tabular PLC helps to plan for selling trends that are specific to certain weeks of the year such as Christmas or New Year. This PLC type is also referred to as Fashion PLC. The peaks and troughs of the curve in the selling trend of the like item is replicated for the planned item at the same week in the current year.

The seasonal and promotional effects apply to the particular PLC and are visible in the resultant forecast. If the planned item's lifecycle or the start or end date is different from the like item's start/end date, extrapolation strategy is used. There are three types of extrapolation strategies that can be used—Flat, Linear, or No. For configuring the extrapolation strategy, refer the *Oracle Retail Plan Configuration Guide*.

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**Note:** The PLC Selection may not affect the forecast in the following scenarios:

- If you select a basic item for which the Calculation Engine has already assigned a flat curve.
  - If the sales history of the like item is spread over a large sales period, which makes the Calculation Engine to assume that the item is basic.
  - If there is significant actual in-season sale of the item being forecasted.
- 
- 

## Generating Constrained Forecasts

A regular (unconstrained) forecast request assumes an unlimited inventory to assess the need at a store. For items with a planned lifecycle or scenarios such as "What-If", the Plan application enables you to generate inventory constrained forecasts.

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**Note:** To use the constrained forecasting feature, ensure that the value for the *plan.constrainedForecast.enabled* parameter (in *plan.properties* file) is set to *true*. For more information, refer to the *Oracle Retail Plan Configuration Guide*.

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The Like Item tab includes the following components that enable you to generate forecasts constrained by the inventory (available to sell in the lifecycle):

- **Need Type Owner** drop-down list – This drop-down list appears on the Like Item tab header, next to the PLC Selection drop-down list. It enables you to determine how the need types (constrained or unconstrained) must change for the planned items and includes the following options:
  - System – This is the default option and indicates that the system will set the relevant need type based on the other parameters such as shipment confirmation, DC delivery date, On Hand (OH) inventory, On Order (OO)

inventory, and so on. The *Need Type* drop-down list (in the grid) is not editable for this option.

- User – When set to this option, the *Need Type* drop-down list becomes editable. This option provides you the ability to choose the need type for the forecast.

When you shift from the *User* option to the *System* option, the *Need Type* drop-down list becomes non-editable and the need types for all items with a confirmed shipment get reverted back to the *constrained* option.

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**Note:** For a constrained forecast, to generate a correct need value, at least one confirmed DC delivery must be sent after the current date.

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- **Need Type** drop-down list – This drop-down list appears at the style and color levels in the Like Item tab grid and is editable when the *User* option is selected in the *Need Type Owner* drop-down list. When editable, you can choose one of the following options—*Unconstrained* or *Constrained*.

The Need Type drop-down list will default to *unconstrained* when there is no confirmed DC delivery dates for a planned item. In case a confirmed DC delivery date exists, the need type for the style or color defaults to *constrained*. The need type automatically sets to *constrained*, when you confirm at least one DC delivery date for an item.

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**Note:** In case there is more than one plan for the item’s lifecycle, since items are forecasted for the entire lifecycle, the choice of constrained or unconstrained inventory is set for the lifecycle and not each plan separately.

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## Editing Like Item Forecast Start and End Dates

The Forecast Dates are the start and end dates for each like item for which the forecast will be generated. The forecast dates are editable on the Like Item grid. The system validates the forecast start date which needs to be in the past.

In some scenarios, the Like Item Start and End dates calculated by the engine, when generating a forecast, may not match your expectations. This would happen when there are stock-outs in the middle of lifecycles, or with basic items that had uniform sales throughout history, and would lead to inaccuracies in forecasts. In such cases, you can modify the forecast dates.

The source and start/end date columns are blank, until a forecast is run, which reflects (Sys) the system generated dates, or until user-defined dates (User) are entered.

To change the forecast dates:

1. Set up the calc parameters at the color level, leaving the forecast start/end dates columns empty. Save the calc parameters, and return to the Like Item screen. The forecast is generated, and the system-optimized dates are populated in the Forecast Dates section in the grid. The Source column shows Sys (indicating system-optimized) for all dates.
2. If you are not satisfied with the forecast results, and suspect that the system-optimized start/end dates are wrong for one of the like style/colors, you can edit the start/end dates for that like style/color, and save.

---

The Source column for that like item shows User (user-defined). Now you can generate a new forecast and view the results.

---

**Note:** The system-optimized dates are returned only at the level at which the like item is mapped. Similarly, the user-defined dates are applied only at the level at which the like item is mapped. Style-level, user-defined dates are not inherited at the color level.

---

## Editing Aggregation Dates

The Aggregation Dates are the range of dates for which the Like Item metrics like Receipts, Sales, Markdowns, Gross Profits, POS Sales, are displayed on the Like Item grid. The dates also govern the period for which LILY segment data is displayed in the **What If** and the **Item View** screens. You can edit these dates at the style level to display the metrics for the required period.

## Accessing the Like Item Tab

To access the Like Item tab:

1. On the **Main Menu**, click **Planning**. The **Planning Library** screen appears.
2. In the **Plan** section, under **Name**, click the plan you want. The **Plan Worklist** screen appears.
3. In the **Buy Parameters** section, click the link in the **Like Item** field for the item you want. The **Like Item** tab appears on the **Buy Parameters** screen.

## Adding Like Items

To add like items for a planned item:

1. On the **Like Item** tab, select **Add Like Item** in the **Action** field.
2. Click **Apply**. The **Add Like Item** screen appears.
3. In the **Find Item** section, select an appropriate search criterion.

You can add a like item using one of the two options - **Expert Find** or **Item ID**.

Using Expert Find option, you can search for a like item at the lowest merchandise hierarchy levels.

4. In the **Expert Find** option, enter the required data fields to find the like item.

Enter the following data fields as shown in the Figure 6-2 below:

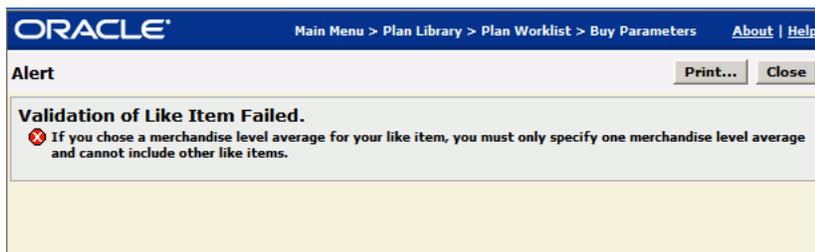
**Figure 5–2 Expert Find Screen**

- Active Sales Between Dates - the start and the end date of the sale.
- Division - the division to which the item belongs.
- Group - the class to which the item belongs.
- Department - the department to which the item belongs.
- Sub-Department - the sub-department to which the item belongs.
- Class - the class to which the item belongs.
- Sub-Class - the sub-class to which the item belongs.
- Include Generic Like Item - check the box if you want to include the generic like items in the search.

The generic item is the average of all the items in the selected merchandise level. The merchandise level can be any level between the planning level and the style level. By selecting to include the generic item, you can add the average of all the items in the level as the like item.

If you want to add the merchandise level average as the like item, you cannot add any other like item. If you do so, a validation message appears as shown below:

**Figure 5–3 Average Like Item Validation Error**



Click the **Close** window. If you wish to keep the merchandise level average like item, remove any other like items added. You can set the mapping for the merchandise level average like item similar to setting the like item total weight, sales volume, and the store weight as described in steps 7-10 below.

- **Optional Filters** - you can use the optional filters or create new filters to search the item.

If you search the item using the **Item ID** option, enter the following data fields:

- **Active Sales Between Dates** - the start and the end date of the sale.
- **Item ID** - valid item ID.

**5. Click Find.**

Records of items that match your search criteria display in the **Search Results** section.

**6. Select the item(s) you want to add to the like item list and click Add.**

The **Like Item** tab appears with the like items you added.

**7. On the Like Item grid, you can now associate the like item information using Store Weights, Sales Volume, and Total Weight at the style or color level in the Style or Color section of the grid.**

You can enter the mappings at the style or the color level.

**8. Enter a weight proportion for each item in the appropriate field.**

If you add more than one like item, you can weigh each like item proportionately based on the similarity between the like items and planned item. For example, you can assume this year's Capri pants will sell 80% of last year's Capri pant and 20% like another pant style.

**9. To scale the item's sales forecast, enter an applicable value in the Adjust Sales Volume field.**

Once you weigh the planned item based on the like items, you can scale the item's sales forecast up or down based on the expected performance and the past performance of the like item.

---

**Important:** In the **Adjust Sales Volume** field, a value 100 indicates that the item will sell the same as the previous year's volume of a like item. A value 125 indicates that the item will sell 25% more than last year's sales volume of a like item. A value 75 indicates that the item will sell 25% less than last year's sales volume of a like item.

---

**10. Enter appropriate Store Weights at the style or the color level.**

The calc engine uses the store weights to spread a chain-level forecast down to the store level. It derives the store weights from historical sales at the store level. The store weights provide a more accurate selection level for store level forecasting.

You may choose to modify the mapping of a store-weight at any of the configured levels. There are two kinds of Store weights:

- **Internal Store Weights** - like item based store weights derived by the Calculation Engine from the database dynamically.
- **External Store Weights** - Analytic system generated store weight that is fed into the system through data load.

The store weights drop-down at the style and the color level contains a list of the configured merchandise levels. If you want to use any other merchandise level, you can choose by clicking the level from the list.

11. You can modify the **Forecast Dates** generated by the system, if you are not satisfied with the dates used by the system.

Using the Forecast Dates section, you can specify start and end dates for each like item. These dates are used to forecast the item for the specified dates. The validation for the start date is that the start date needs to be in the past.

After you modify the dates, the forecast dates **Source** changes to **User**, indicating that you have modified the forecast dates.

12. You can modify the **Aggregation Dates**, if required, at the style level only.

The Aggregation Dates are the range of dates for which the Like Item metrics like Receipts, Sales, Markdowns, Gross Profits, POS Sales, are displayed on the Like Item grid.

13. Click **Save**.

After saving, the entered total weight, sales volume, and store weights values are displayed in the grid.

## Removing Like Items

You can remove all or a selected Like Item if you do not like the forecast.

To remove the like items:

1. On the **Like Item** grid, select the items you want.
2. From the **Action** drop-down list, select **Remove Selected Like Item**, and then click **Apply**.

## Clearing All Forecast Dates

You can use the Clear All Forecast Dates option if you had previously set up own start/end dates for one or more like items, then did not like the resulting forecast, and want to revert back to system-optimized dates.

You can run the Clear Forecast Dates action to clear all the user-defined dates and system generated dates in the Source column. You can generate a fresh forecast, which populates the grid with system-optimized dates for all like items.

To clear all forecast dates:

1. On the **Like Item** grid, select the item(s).
2. From the **Action** drop-down list, select **Clear All Forecast Dates**, and click **Apply**. The start and end dates displayed in the grid are removed and now you can again generate a forecast which will populate the forecast dates generated by the system.

## Like Item Screen

Here are the fields that appear on the Like Item tab:

**Table 5–1 Like Item Tab Fields**

Field	Description
Like Item	The identification number of the Like item.

**Table 5-1 (Cont.) Like Item Tab Fields**

<b>Field</b>	<b>Description</b>
Description	Description of the Like item.
<b>Hierarchy Section</b>	
Division	Identification number of the division.
Group	Identification number of the group.
Department	Identification number of the department.
Subdepartment	Identification number of the sub-department.
Class	Identification number of the class.
Subclass	Identification number of the sub-class.
<b>Item Info</b>	
Retail	Retail price of the item.
Cost	Cost price of the item.
Purch Type	Indicates the purchase type: <ul style="list-style-type: none"> <li>■ F - Fashion</li> <li>■ B - Basic</li> <li>■ K - Key</li> <li>■ M - Mixed</li> </ul>
IMU	Indicates the initial markup unit (IMU) for the item. IMU is the ratio of retail price to the cost price of the item.
Season Code	Indicates the fiscal season when you want to start selling the item. For example Spring.
Floor Set	Identification number of the sub-season (such as early spring or late spring) when you want to introduce the item on the floor.
Size Range	Indicates the size range of the item. For example S/M/L/XL.
Vendor	Indicates the name of the vendor.
Vendor Style	Identification number of the style that the vendor specifies for the item.
Prod Type	Indicates the product group.
Origin	Indicates the origin of the item (Domestic or Import).
Alloc	Indicates an automated replenishment of the item.
#Stores	Number of stores with sales or receipts.
<b>Clients Info Section</b>	
Fit	Fit value as determined by user.
Fabric	Fabric description as determined by user.
Rise/Sleeve	Design description of the item.
Fabric Characteristic	Any specific information about the fabric.
Reg/Petite/Tall	Size specification of the item.
Lifestyle	End user for the item.
Features	Unique features of the item.

**Table 5-1 (Cont.) Like Item Tab Fields**

<b>Field</b>	<b>Description</b>
Neck	Specific design description of the item.
Theme Code	Collection of items to be planned and displayed together.
Theme Name	Name to describe the theme code
<b>Receipts Section</b>	
Rcpt Units	Receipt units for the item in the allocated stores.
Avg Rcpt Units	Average receipt units in each store.
Rcpt \$	Receipt value (in dollars) for the item in the allocated stores.
Avg Rcpt \$	Average receipt value (in dollars) for the item in each store.
Receipt AUR	Average unit retail (AUR) for the item. AUR, a widely used performance metric, indicates the average price at which an item is sold.
<b>Sales Section</b>	
Sales Units	Number of units sold in the allocated stores.
Avg Sales Units	Average number of units sold in each store.
Sales \$	Sales (in dollars) for the item in the allocated stores.
Avg Sales \$	Average sales (in dollars) for the item in each store.
<b>Markdowns Section</b>	
MD \$	Markdown (in dollars) in the store.
Avg MD \$	Average markdown (in dollars) in the allocated stores.
Perm MD \$	Permanent markdown (in dollars) in the store.
Avg Perm MD \$	Average permanent markdown (in dollars) in the allocated stores.
POS MD \$	Markdown (in dollars) at the point of sale (POS).
Avg POS MD \$	Average markdown (in dollars) at the point of sale (POS) at the allocated stores.
<b>Perm MD Sales Section</b>	
Perm MD Sales Units	Number of units sold with permanent markdown at the store.
Avg Perm MD Sales Units	Average number of units sold with permanent markdown at the allocated stores.
Perm MD Sales \$	Sales (in dollars) for the item in the store, after the permanent markdown.
Avg Perm MD Sales \$	Average sales (in dollars) for the item in the allocated stores, after the permanent markdown.
<b>POS Sales Section</b>	
POS Sales Units	Number of units sold at the point of sale.
Avg POS Sales Units	Average number of units sold at the point of sales in the allocated stores.
POS Sales \$	Sales (in dollars) for the item at the point of sale.
Avg POS Sales \$	Average sales (in dollars) for the item at the point of sales in the allocated stores.

**Table 5–1 (Cont.) Like Item Tab Fields**

<b>Field</b>	<b>Description</b>
<b>Gross Profit Section</b>	
GP \$	Gross profit for the item at the store.
Avg GP \$	Average gross profit for the item at the allocated stores.
GP%	Percentage of gross profit for the item.
<b>Lifecycle Section</b>	
First Rcpt Dt	Date of the first receipt.
Planned OOS Dt	Planned out of stock date for the item.
Selling Weeks	Number of weeks the item sold.
<b>Aggregation Dates Section</b>	
Start	Date when the aggregation starts.
End	Date when the aggregation ends.
<b>Forecast Dates Section</b>	
Source	Source for forecast dates. By default, it is System. If you change the dates and save, the source changes to User.
Start	Start date of the forecast.
End	End date of the forecast.
<b>Style Section</b>	
Store Weight	Select the Store Weight option for a style item. The option selected is used to determine the store weights for that particular style item.
<b>Colors Section</b>	
Store Weight	Select the Store Weight option for a color item. The option selected is used to determine the store weights for that particular color item.

## Store Base Tab

Use the Store Base tab to determine the stores eligible for the forecast. You can set a planned store base for an item based on whether the item is targeted for all stores, specific store grades, specific store subsets, or an intersection of store grades and store subsets.

For an Active item, you can change the store base to Active stores, where the item has started selling (stores that have confirmed sales) or to **User Entered** store base. When you are in the User Entered mode, the **Set to AP** option is available.

If you have selected two items for editing, with different store base setting (combination of Active Stores and User Entered), the **Store base Mode** drop-down list displays **Mixed** option.

## Setting Storebase to Active Stores

To set the store base to active stores:

1. On the **Store Base** tab of the **Buy Parameters** screen, select the **Active Stores** option from the **Store Base Mode** drop-down list as shown in the Figure 6-4 below.

2. Click **Show**.

The Store Base tab refreshes the page with the Active stores (which are loaded through data load). The Active Stores displays the sum of all the earliest In-store dates for that style.

The list cannot be modified. You can save the Active Stores to retain the active store base.

3. Click **Save** to save the modified store base or click **Revert** to cancel the action.

## Setting Storebase to User Entered Stores

You can select the store base by individually selecting volume groups.

To change the store base to user-entered:

1. On the **Storebase** tab of the **Buy Parameters** screen, select User-Entered option from the **Store base Mode** list.

The store base screen refreshes and you can select individual volume group to include in the store base.

2. Select the volume groups to include in the store base.
3. Click **Save** to save the store base or click **Revert** to cancel the action. Click **Done** to exit the screen.

## Setting Storebase to AP Store Base

You can select the stores, store grades, or intersection of store grades and store subsets with AP quantities to set the AP store base.

1. On the **Storebase** tab of the **Buy Parameters** screen, select the **AP Stores** option from the **Store base Mode** list.

The grid refreshes with the AP Store Base. The AP store base is not editable.

2. Click **Save** to save the store base or click **Revert** to cancel the action.

## Store Base Tab Screen

Figure 5–4 Store Base Tab

Item Info				Hierarchy Info			Buy Parameters				
Item ID	Description	Purch Type	Colors	Sub-Department	Class	Sub-Class	Like Item	Store Base	Store Flow	Pricing Plan	D
308845	2102 584	F	2	3 Sub Dpt 21023	2 Class 210232	2 Sub Class 2102322	done	done	done	done	di
731944	2102 494	F	1	1 Sub Dpt 21021	1 Class 210211	1 Sub Class 2102111	done	done	done	done	di
732164	2102 416	F	2	3 Sub Dpt 21023	1 Class 210231	1 Sub Class 2102311	done	done	done	done	di

Description	Active Stores	AP Stores	Active								
Store Subset ALL	VG2(0)		VG3(0)		VG4(0)		VG5(0)				
Multiple Items											
Store Subset RemainingSubset	VG2(0)		VG3(0)		VG4(0)		VG5(0)				
Multiple Items											

Here are the fields that appear on the Store Base tab:

Table 5–2 Store Base Tab Fields

Field	Description
Item ID	The identification number of the item.
Description	The description of the item.
Need	The optimal allocation quantity in units for a store.
AP Stores	Number of stores that have AP quantities (specified in the active plan).
Stores	Number of eligible stores in the store subset.
Store Base Mode	Drop-down list to change the store base to User Entered, Active Stores, Mixed, or AP Stores

## Accessing the Store Base Tab

To access the Store Base tab:

1. On the **Main Menu**, click **Planning**. The **Planning Library** screen appears.
2. In the **Plan** section, under **Name**, click the plan you want. The **Plan Worklist** screen appears.
3. In the **Buy Parameters** section, click the link in the **Store Base** field for the item you want. The **Store Base** tab appears on the **Buy Parameters** screen.

## Store Flow Tab

Use the Store Flow tab to define the selling period of an item(s). You can set the **In-Store Date** (planned date) and **Out-Of-Stock (OOS) Date** for an item/color you

want in all stores or set specific dates by store subsets. You can also define the frequency of store deliveries to drive the receipt plan and the date after which the store will not receive any more receipts from the distribution center (DC).

The Store Flow algorithm determines the coverage period for each delivery based on the delivery frequency. For each delivery, the algorithm sums up the weeks of supply needed for the coverage period, the safety stock (set up in the Business Rule Process Manager), and the minimum presentation quantity.

The tab also displays the un-editable **Actual In-Store Date** for the item/store combination. This data is displayed after the item has started selling in stores and the date is updated during the batch process. At the style level, the Actual In-Store Date shows the earliest actual in-store date of the colors. At the Subset level, Actual-in-Store dates shows an aggregated date by store subset or the earliest date at the stores.

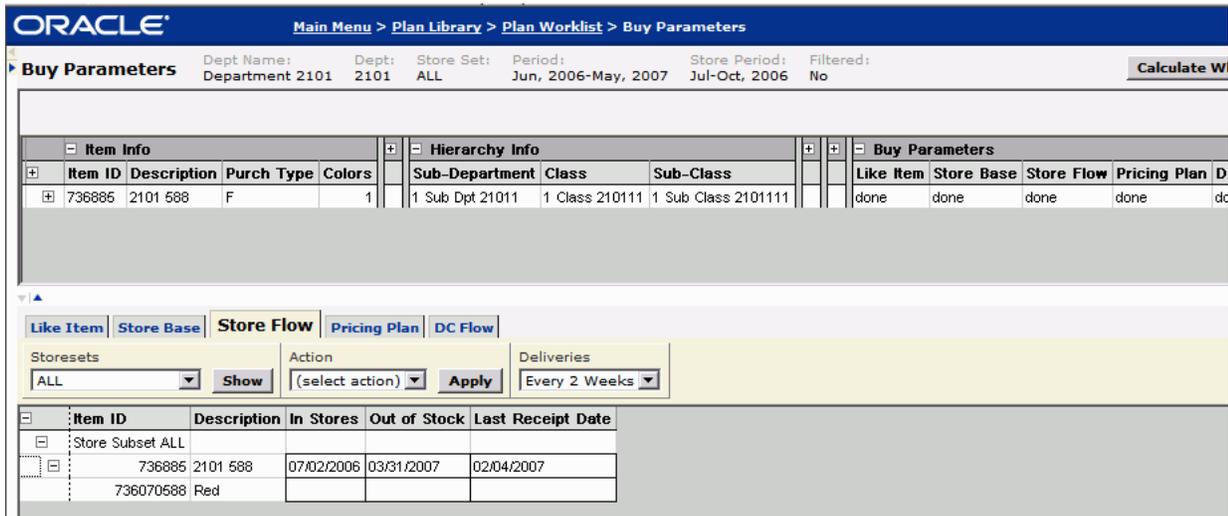
---

**Note:** The planned In-Store Date is editable, regardless of the store being active or not. However, changing this date affects the forecasts for the stores that have not started selling. Changing this date can also affect the Activity status of an item.

---

## Store Flow Screen

*Figure 5-5 Buy Parameters - Store Flow Tab*



Here are the fields that appear on the Store Flow tab:

**Table 5-3 Store Flow Tab Fields**

Field	Description
Item ID	The identification number of the item.
Description	The description of the item
Actual In-Store	The actual date on which the item has started selling in stores. The Actual In-Store date is updated by the batch process.
In Stores	The date when the item will be in stores.
Out of Stock	The date when the item will go out of stock.

**Table 5–3 (Cont.) Store Flow Tab Fields**

Field	Description
Last Receipt Date	The date after which the store will not receive any more receipts from the distribution center. The last receipt date is optional.

## Accessing the Store Flow Tab

To access the Store Flow tab:

1. On the **Main Menu**, click **Planning**. The **Planning Library** screen appears.
2. In the **Plan** section, under **Name**, click the plan you want. The **Plan Worklist** screen appears.
3. In the **Buy Parameters** section, click the link in the **Store Flow** field for the item you want. The **Store Flow** tab appears on the **Buy Parameters** screen.

## Setting Up a Selling Period for an Item

To set up a selling period for an item:

1. On the **Store Flow** tab, select the delivery frequency in the **Deliveries** field.
2. For each style or color, enter applicable dates in the **In Stores**, **Out of Stock**, and **Last Receipt Date** fields.

## Pricing Plan Tab

Use the Pricing Plan tab to define the pricing strategy of an item or a color, and derive forecast to view the sales lift and gross margin impact from planned promotions and markdowns.

You can create user-entered pricing events individually for colors and generate color level forecasts. The color-level pricing events is only applied, if the forecast is at the color-level. Style-level forecasts ignores color-level pricing events.

If you do not want to add any pricing events, click the **Pricing Plan Complete** check box to indicate that the pricing plan is complete (required to generate the forecast). You can now generate the forecast for the item.

## Sliding Window Logic

The Pricing Plan tab displays the pricing events in the grid. The pricing events can be a promotional event, a markdown, discount sales, or a traffic event. The grid displays all these events when the sliding window is disabled in the *plan.properties* file.

The sliding window is an interval of time during which the user-entered markdowns and promotions are removed from the system. The sliding window dynamically displays only the fed-in actual markdowns and promotions. The virtual sliding window is configurable from the first non-actual week up to a configurable number of days.

When the sliding window option in the *plan.properties* file is enabled, all user-entered events on the Pricing Plan screen within the configured sliding window number of days from the current date is replaced by the events from the data feed. This includes item promotions and markdowns and Chain or Division level promotions. The data feed traffic events are always displayed on the Pricing Plan screen. If the sliding window is not enabled, all fed-in and user-entered events for the lifecycle of the item are displayed in the grid.

The Pricing Plan events are displayed in ascending order and this precedence order is used to calculate the effective price when there is more than one pricing event starting on the same day.

The precedence order is configured by the data load in the *pricing\_types\_tbl*. For more information on the configuration, see the *Oracle Retail Plan Configuration Guide*.

The effective price may be totally different if the precedence order is reversed.

**Example 5-1 Example of Pricing Plan Event**

For example, for a color, if one event is a markdown whose precedence order is 1 and the other is a planned promotion whose precedence order is 2, then the markdown is applied first followed by the planned promotion.

Actual In-Store date is July 21st of 2007 and the current date is Aug 7th of 2007. The sliding window date is set to Aug 17th 2007 and the initial retail price of the item is set to \$50.

Lets assume the Planned Pricing Plan events are:

- POS 20% off Promo event between Aug 1st - Aug 15th
- Media Promo event between Aug 12th - Aug 15th
- Traffic event between Aug 29th - Aug 30th
- 40% off Markdown event on Oct 15th

Actual Pricing Plan events

- POS 30% off Promo event between Aug 4th - Aug 15th
- Media Promo event between Aug 12th - Aug 15th
- Traffic event between Aug29th - Aug 30th

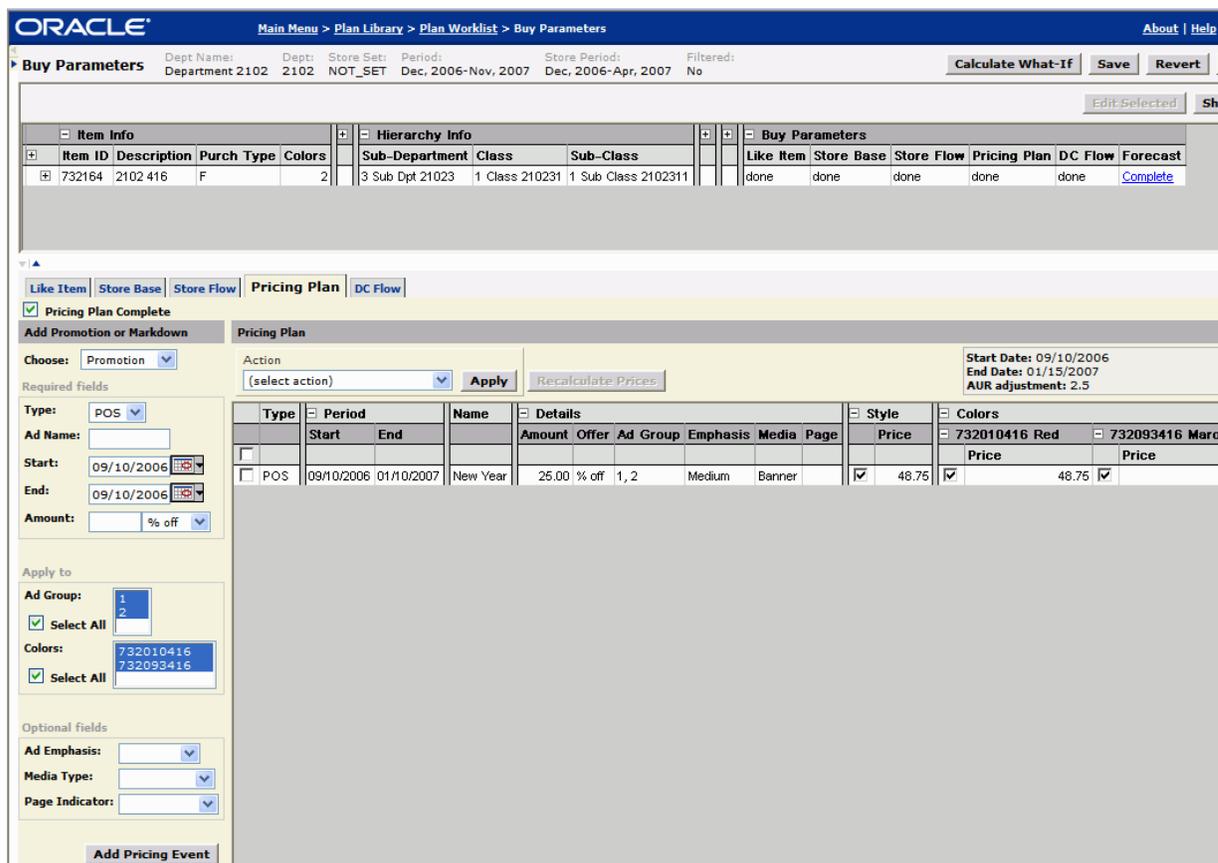
Pricing Plan - Effective Date - Price

- Price 1 on July 21st is \$50
- Price 2 of POS 30% event on Aug 4th - \$35
- Price 3 on Aug 15th is \$50
- Price 4 of 40% off MD event on Oct 15th is \$30

The current retail of the item on the assumed current date of Aug 7th is now \$35. All the forecasted weeks until Oct 15th will use an effective price of \$35. The current and upcoming weeks of the forecasted are dictated by the last effective price, which is either in the past or in the sliding window.

## Pricing Plan Tab Screen

Figure 5–6 Buy Parameters - Pricing Plan Tab



The Pricing tab consists of the following two frames:

- Add Promotion or Markdown
- Pricing Plan Grid

Here are the fields that appear on the Add Promotion or Markdown frame:

Table 5–4 Add Promotion or Markdown Frame Fields

Field	Description
Choose	Select whether you want to add a promotion or a markdown.
<b>Required Fields Section</b>	
Type	Select the type of pricing event - promotion or markdown.
Ad Name	Type a name for the promotion.
Start	Select an applicable start date for the promotion.
End	Select an applicable end date for the promotion.
Amount	Type the amount or percentage waived.
<b>Apply To Section</b>	

**Table 5–4 (Cont.) Add Promotion or Markdown Frame Fields**

<b>Field</b>	<b>Description</b>
Ad Group	Select the stores by advertisement group you want for the plan. If you want to select all stores, check the box against <b>Select All</b> .
Colors	Select the colors you want to include in the promotion. This option is used for color-level pricing events. If you want to select all the colors for the pricing event, check the box against <b>Select All</b> .
<b>Optional Fields Section</b>	
Ad Emphasis	Select the type of publicity.
Media Type	Select the medium for the promotion.
Page Indicator	Indicates the place (front or back of a page) where you want to print the information on the promotion.
Add Pricing Event	Click the button to add the pricing event.

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**Note:** The **Apply To** and **Optional Fields** sections appear when you choose to add a promotion.

---



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Here are the fields that appear on the Pricing Plan Grid:

**Table 5–5 Pricing Plan Grid Fields**

<b>Field</b>	<b>Description</b>
Type	Indicates the type of pricing event.
<b>Period Section</b>	
Start	Date when the promotion starts.
End	Date when the promotion ends.
Name	Name of the promotion.
<b>Details Section</b>	
Amount	Indicates the amount or percentage waived for the promotion.
Offer	Indicates the type of waiver.
Ad Group	Indicates the stores by advertisement group for the plan.
Emphasis	Indicates the colors you want to include in the promotion.
Media	Indicates the medium of promotion.
Page	Indicates the place (front or back of a page) where you want to print the information on the promotion.
<b>Style Section</b>	
Price	Price of the item after the promotion.
Colors	Price of the colors (of the item) after the promotion.

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**Note:** The AUR adjustment factor (appears on the right hand corner of the Pricing Plan frame) is configured to account for point-of-sale (POS) promotions, employee discounts, or any other unplanned discounts taken directly at the POS terminal. This factor affects the sales and gross margin metrics. You can configure this factor in the Business Rule Processing Manager (BRPM) module.

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## Accessing the Pricing Plan Tab

To access the pricing plan tab:

1. On the **Main Menu**, click **Planning**. The **Planning Library** screen appears.
2. In the **Plan** section, under **Name**, click the plan you want. The **Plan Worklist** screen appears.
3. In the **Buy Parameters** section, click the link in the **Pricing Plan** field for the item you want. The **Pricing Plan** tab appears on the **Buy Parameters** screen.

## Adding Promotional Events and Markdowns

To add promotional events and markdowns in the Pricing Plan grid:

1. On the **Pricing Plan** tab, under the **Add Promotion** or **Markdown** frame, in the **Choose** field, select **Promotion** or **Markdown**.
2. Enter applicable information in the **Required fields** section.
  - Type of pricing event
  - Ad Name
  - Start Date
  - End Date
  - Amount

---



---

**Note:** When adding a Markdown event, the Ad Name and End Date fields do not appear on the grid.

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---

3. In the Apply To fields, enter the following additional information on the promotion:
  - Ad Group - You can select the advertisement groups to be included in the pricing event. Select the check box to include all the available ad groups or select individual Ad Groups by clicking them. If you want to select more than one Ad group, press the Ctrl (Control Key) and select the Ad groups.

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**Note:** When adding a Markdown event, the Ad Group field does not appear on the grid.

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- Colors - You can select individual colors for a pricing event, which will be applicable only to the selected color. Select the check box to select all the available colors. If you want to select more than one color, press the Ctrl (Control Key) and select more than one color individually.

The color-level pricing events are only applied, if the forecast is at the color-level (Like Item is mapped at the color level). Style-level forecasts ignores the color-level pricing events.

4. In the **Optional Fields**, enter the following information about the promotional event:
  - Ad Emphasis
  - Media Type
  - Page (N/A)

---

---

**Note:** When adding a Markdown event, the Optional Fields do not appear on the grid.

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5. Click **Add Pricing Event**.

The promotion or markdown event appears in the Pricing Plan grid.

6. Repeat steps 1-4 to add more promotional events and markdowns.
7. Click **Save** to save the pricing events.

If you do not want to add any pricing events, click the **Pricing Plan Complete** check Box. You can now generate the forecast.

## DC Flow Tab

Use the DC Flow tab to define the deliveries to the distribution center (DC), based on the recommended receipt flow. The DC Flow tab allows you to add actual deliveries for an in-season item and examine the What-If scenario for a pre-season item. You can add, delete, or confirm individual DC receipts.

After adding the DC Receipts that are not confirmed, you need to recalculate to optimize the DC Receipts and the Store Receipts. There may be cases where the confirmed quantities are different from the bottom up calculated quantities. In such cases, you can reconcile the planned Store Receipts with the confirmed DC Receipts.

The DC Flow algorithm uses the sum of all store flow needs by week, adds transit time by store/merchandise, and then calculates the optimal number (up to the number of added deliveries) and date, frequency, and quantity for each delivery.

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**Note:** Although you may not need to add a delivery on the DC Flow tab as the application defaults to one system optimized DC delivery for an item, you may need to visit the DC Flow tab to mark the DC Flow status as **Done** in order to generate a forecast.

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## DC Flow Tab Screen

Figure 5-7 Buy Parameters - DC Flow Tab

Rem Info				Hierarchy Info			Buy Parameters			
Item ID	Description	Purch Type	Colors	Sub-Department	Class	Sub-Class	Like Item	Store Base	Store Flow	Pricing Plan
745477	1101 747	M	1	1 Sub Dpt 11011	2 Class 110112	1 Sub Class 1101121	not done	not done	done	not done

Item ID	Description	Dist Center	Shipment	AP DC Dates	Confirm Date	AP DC Receipts	AP Store Receipts	AP DC EOH	AP DC BOH	Confirm Qty
<input type="checkbox"/> 745477	1101 747	Montreal	abc	08/01/2006	<input checked="" type="checkbox"/>	500		0	500	<input checked="" type="checkbox"/>
<input type="checkbox"/> 745017747	Perwinkle					500				
<input type="checkbox"/> 745477	1101 747	Montreal	dc	09/30/2006	<input checked="" type="checkbox"/>	700	0	1200	500	<input checked="" type="checkbox"/>
<input type="checkbox"/> 745017747	Perwinkle					700				

Here are the fields that appear on the DC Flow tab:

Table 5-6 DC Flow Tab Fields

Field	Description
Item ID	Item ID
Description	Description of the item
Dist Center	DC name
Shipment	Specific shipment details
AP DC Dates	Dates on which the items are expected to be shipped to DC. You can enter the dates manually, if the dates are not set, the DC Dates is populated with the optimized dates after recalculation.
Confirm Date	If you have confirmed the dates, check the box. The confirmed DC deliveries are not optimized. If the check box is not selected, it is considered as an unconfirmed DC delivery and is considered for optimization.
AP DC Receipts	Enter the color-level DC receipts units. An editable field, it is populated with the optimized DC flow for that delivery, based on the AP receipt flow.
AP Store Receipts	The Store Receipts represents the color-level store receipts after the optimization.
AP DC EOH	When the DC Receipts are modified, the EOH (End-On-Hand) column reflects the changes after confirmation and recalculation.
AP DC BOH	DC Beginning-On-Hand. If the AP DC BOH value is negative for the first DC Delivery, it indicates that there are store receipts occurring before the initial DC Delivery Date, including the transit time.
Confirm Qty	Check the box if you confirm the DC receipt.

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**Note:** Although the receipt quantities in the Item View (on the Plan Worklist screen) tab includes colors that are part of the current plan, the DC Flow tab includes all colors in a time period. This includes colors that may not be a part of the current plan.

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## Accessing the DC Flow Tab

To access the DC Flow tab:

1. On the **Main Menu**, click **Planning**. The **Planning Library** screen appears.
2. In the **Plan** section, under **Name**, click the plan you want. The **Plan Worklist** screen appears.
3. In the **Buy Parameters** section, click the link in the **DC Flow** field for the item you want. The **DC Flow** tab appears on the **Buy Parameters** screen.

## Adding a Delivery

Use the **Add Delivery** option on the DC Flow tab to add and define a new delivery at the style level. The data on the DC Flow grid is arranged in the ascending order of the DC Dates. By default, there is an optimized single DC delivery for every item.

To add another delivery to the DC:

1. On the **DC Flow** tab, click the **Add Delivery** button.

A new row appears with the Style and Color, Description and Dist Center pre-populated. The colors associated with the style are displayed to enter the color level DC receipts. The receipt confirmation can be performed only at the color level, you may not be able to confirm receipts for items that have no colors.

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**Note:** All the cells where changes are made appear in the Green color to indicate that the changes have not been saved.

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2. Enter the **Shipment Details**, **AP DC Dates**, and **AP DC Receipts** at the color level. If the **AP DC Dates** and **AP DC Receipts** quantity are confirmed, then check the **Confirm Date** and the **Confirm Qty** check boxes.

The confirmation can be selected only after entering the dates.

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**Note:** When confirming a shipment, in case the *Need Type Owner* (Like Item tab) is set to *User*, a confirmation message appears that enables you to change the ownership to *System* without leaving the DC Flow tab. Once the ownership is transferred to *System*, the need type gets set to *constrained*.

---

---

3. Select the **Recalculate** option from the **Action** drop-down list and click **Apply**.

If the DC Deliveries that were added are unconfirmed, use the Recalculate option to optimize the DC and Store Receipts. The Recalculate option calculates the optimized DC Delivery Dates and DC Receipts after you have added any new unconfirmed DC Receipts.

You may not have two DC deliveries for the same item on the same day. If there is more than one delivery for a given item and a given DC on the same day, the deliveries should be confirmed as a single delivery.

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**Note:** The confirmed DC Receipts are not recalculated. Only the un-confirmed DC Receipts are recalculated and optimized to match the Store Receipts.

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**Note:** In case of a Carry Over item, if an item is submitted in the first plan and there are DC receipts in the second plan, it may result in difference in the DC receipts, if the DC buy parameters are changed for planning the same item in the second plan.

In such a scenario, use the **Confirm Date** functionality in the DC Flow tab to confirm the receipts on dates that fall within the first plan, and leave the dates and quantity un-confirmed for the dates in the second plan. When you click **Recalculate**, only the un-confirmed quantities will be recalculated, which will affect only the second plan.

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The actual DC deliveries may produce discrepancies with the planned Store Receipts. In case of discrepancies, indicated in the non-zero **AP DC EOH** column, you can either edit the Store Receipts in the Item View screen or reconcile the discrepancies by using the Reconcile Undershipment or Reconcile Overshipment Action items on the DC Flow tab.

After the recalculation, the grid displays the Store Receipts and the AP DC EOH values. If the AP DC EOH values need reconciliation, you can reconcile the AP DC EOH values by following the below steps.

4. To reconcile the discrepancies between the AP Store Receipts and the AP DC Receipts, select any one of the two available options:
  - **Reconcile Undershipment** - The Reconcile Undershipment option constrains the store receipts, when a confirmed delivery is less than expected, for the DC Delivery period to remove the negative EOH. It decreases the store receipts so that the AP DC EOH is zero.

You must always first reconcile the earliest negative EOH delivery.

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**Note:** If there is no BOH and the sum of Store Receipts equals that of DC Receipts, then the AP DC EOH value will be zero.

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To reconcile the undershipment:

- Select the DC Delivery that you want to reconcile. Ensure that the selected DC Delivery is confirmed.
- Select the **Reconcile Undershipment** option from the **Action** list.
- Click **Apply**.

After reconciliation, the DC Flow grid displays the adjusted Store Receipts.

- **Reconcile Overshipment** - The Reconcile Overshipment increases the store receipts during the delivery period when there is an AP DC EOH balance for a selected confirmed delivery. Using the plan receipts (actuals and future) to compute the store proportions, it increases the store receipts so that the AP DC EOH is zero.

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**Note:** The Reconcile Overshipment considers the last receipt date or out of stock date (whichever is set) and it does not add receipts after these dates. Before you run the Reconcile Overshipment, ensure that the stores are within their last receipt date or out of stock date.

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To reconcile the overshipment:

- Select the DC Delivery that you want to reconcile.  
Ensure that the DC Delivery is confirmed.
- Select the **Reconcile Overshipment** option from the **Action** list.
- Click **Apply**.  
After reconciliation, the DC Flow grid displays the adjusted Store Receipts.

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**Note:** The above-mentioned Reconciliation actions can be performed only on un-submitted items and confirmed deliveries.

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### Deleting a Delivery

Use the Delete Delivery option on the DC Flow tab to remove any of the existing DC Deliveries.

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**Note:** If the Store Receipts are reconciled to the confirmed deleted delivery, there may be incoherent plans.

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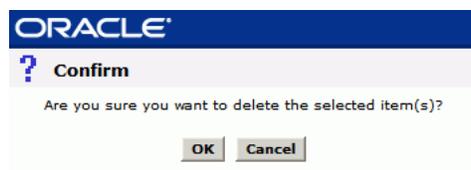
---

To delete a delivery:

1. On the **DC Flow** tab, select the delivery that you want to delete from the grid.
2. Click the **Delete Delivery** button.

The following window appears to confirm the action:

**Figure 5–8 Delete Delivery- Confirmation Window**



3. Click **OK** to continue deleting the DC Delivery or click **Cancel** to exit.

### Filtering Out Deliveries

You can filter out deliveries by dates. Use this option to filter out deliveries of items that span multiple plans.

If you set a filter prior to the very first confirmed delivery in the grid, then all the available confirmed/unconfirmed deliveries for this plan after the filter date are displayed. For a carry over item, it displays all the available confirmed/unconfirmed deliveries for the previous plans.

The Filtering Out option does not delete or remove the deliveries from the system. It only removes the delivery from the grid. When you clear the date in the Filter Out Deliveries Prior To check box, the DC Delivery is visible again, if the date falls beyond the date entered.

To filter out deliveries based on dates:

1. On the **DC Flow** tab, using the calendar, enter a date on the **Filter Out Deliveries Prior To** check box.
2. Click **Show**.

The DC Deliveries with dates before the entered date are removed from the grid.

## What-If Calculations

Before you save the buy parameters and generate a forecast, you can use the What-If feature to preview the results for the item based on the sales, receipt, inventory, gross margin by week and month.

The default view of the What-If screen is Need data segment. You can use the Data field to display and compare the Need forecast with the actual plan (AP), last submitted plan (LSP), or like item last year (LILY). The AP column displays information based on the AP quantities you have set up in the Assortment View.

## What-If Screen

Figure 5-9 Buy Parameters - What If Screen

Fiscal Week	Sales		Store Receipts		Mark Down		Gross Profit		BOH		Sell Through		DC Receipts	
	Need	Need	Need	Need	Need	Need	Need	Need	Need	Need	Need	Need	Need	
	Sales U	Receipt U	Receipt \$	Perm MD\$	POS MD\$	Total MD\$	MD IND	GP%	BOH U	%ST U	%ST \$	DC Receipt U	DC Rec	
Total	3416	3418	229006	0	5743	5743		67.3	0	100	97.4	1931	1	
Dec	510	734	49178	0	852	852		67.9	0	69	67.7	0		
44	0	0	0	0	0	0		0.0	0	0	0.0	0		
45	104	592	39664	0	172	172		67.9	0	18	17.1	0		
46	131	0	0	0	221	221		67.9	488	40	38.7	0		
47	164	0	0	0	274	274		67.9	357	67	65.7	0		
48	111	142	9514	0	185	185		67.9	193	69	67.7	0		
Jan	194	753	50451	0	327	327		67.9	224	47	46.2	1931	1	
49	53	0	0	0	89	89		67.9	224	77	74.7	0		
50	47	0	0	0	79	79		67.9	172	83	81.0	0		
51	47	753	50451	0	80	80		67.9	124	44	43.1	0		
52	47	0	0	0	79	79		67.9	830	47	46.2	1931	1	
Feb	1053	936	62712	0	1765	1765		67.1	783	73	70.7	0		
1	122	0	0	0	206	206		67.1	783	56	54.2	0		
2	274	936	62712	0	458	458		67.1	661	45	44.3	0		
3	357	0	0	0	599	599		67.1	1323	60	58.6	0		
4	300	0	0	0	502	502		67.1	966	73	70.7	0		
Mar	1080	675	45225	0	1809	1809		67.1	666	92	89.3	0		

Here are the fields that appear on the What-If screen:

**Table 5-7 What-If Screen Fields**

<b>Field</b>	<b>Description</b>
Fiscal Week	Fiscal week numbers grouped according to the calendar months.
<b>Sales Section</b>	
Sales U	Sales units for the item in the week.
Sales \$	Sales in dollars for the item in the week.
% Sales U	Percentage contribution of the week's unit sales to the total sales.
% Sales \$	Percentage contribution in dollars of the week's sales to total sales.
<b>Store Receipts Section</b>	
Receipt U	Receipt units for the item in the week.
Receipt \$	Receipt amount for the item in the week.
% Receipt U	Percentage contribution of the receipts units in this week to the total receipts.
% Receipt \$	Percentage contribution of the receipts units in dollars in this week to the total receipts.
<b>Mark Down Section</b>	
Perm MD \$	Amount of permanent markdown in the week.
POS MD \$	Amount of markdown at the point of sale (POS).
Total MD\$	Amount of markdown in the week.
MD IND	Indicates the type of markdown.
MD %	Percentage of the markdown in the week.
<b>Gross Profit Section</b>	
GP%	Percentage of gross profit in the week.
GP \$	Gross Profit in \$. Calculated as Sales \$ minus Cost of units sold.
GPROI	Gross Profit Return On Inventory. Calculated as the ratio of GP\$ to Average Inventory at Cost, expressed as a percentage.
<b>BOH</b>	
BOH U	Beginning On Hand (BOH) units for the week.
BOH \$	Beginning On Hand (BOH) in dollars for the week.
<b>Sell Through Section</b>	
%ST U	Percentage of sell through units.
%ST \$	Percentage of sell through dollars.
<b>DC Receipts Section</b>	
DC Receipts U	Number of planned receipt units in the DC during the period.
DC Receipts \$	Value in dollars of the planned receipts of the item.
DC EOH U	Number of End-On-Hand units in the DC during the period.
DC EOH \$	Value in dollars of the End-On-Hand units.
In Transit U	Number of in-transit units for the DC during the period.
In Transit \$	Value in dollars of the in-transit units.

**Table 5–7 (Cont.) What-If Screen Fields**

<b>Field</b>	<b>Description</b>
Sales AUR	Average Unit Retail of sales planned as against achieved in the period.
<b>Turn Over Section</b>	
TO U	Turn Over for the week in units.
TO \$	Turn Over for the week in dollars.
<b>Num Stores Section</b>	
WOS	Weeks of Supply. Represents the number of weeks of forward cover and projected sales of following weeks.
St w/INV	Number of stores with the inventory in the period.
St w/ REC	Number of stores that have receipts in the period.
<b>POS/Perm MD Sales Section</b>	
MD Sales U	Number of Markdown units sold in the period.
MD Sales \$	Value in dollar of the Markdown Sales in the period.
MD Sales %	Markdown Sales as percentage of the full price sale.
POS Sales U	Number of units sold at the point of sale.
POS Sales \$	Sales (in dollars) for the item at the point of sale.
POS Sales %	Percentage contribution of POS Sales in the week to total sales.
<b>EOH Section</b>	
EOH U	Ending On Hand. Inventory units on hand at the end of the week.
EOH \$	Value in dollars of the EOH Inventory.
AUC	Average Unit Cost.

## Previewing a Forecast

To preview a forecast:

- Once you set up the buy parameters, click **Calculate What-If**. The **What-If** window appears.

---

**Note:** Once the **What-If** screen is open, you can continue to make changes to the buy parameters. Each time you update the buy parameters, click **Recalculate** (on the **What-If** screen) to see the updated information.

---

## Extending Time Period

Use the Extend Time Period feature to extend the time period for the forecast and observe the effect on the sales, receipts, and inventory.

To extend the time period:

1. On the **What-If** screen, under **Action**, click **Extend Time Period**.
2. Click **Apply**. The **Extend Time Period** window appears.

3. Enter the applicable start and end dates for the extended period, and then click **OK**.

## Setting Up Items

The **Item Setup** section on the **Plan Worklist** screen contains a list of valid actions that you can perform on an item or group of items from the selected plan. The screen provides descriptive data about every item contained in the plan and allows you to add, delete, validate, or copy and paste item attributes.

Figure 6-1 Item Setup Screen

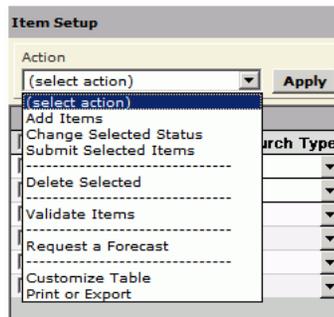
Item Info				Status				Hierarchy Info			Re	
Item ID*	Description	Purch Type	Colors	Actualize	AP	CO	Rcpt %	Sales %	Sub-Department	Class	Sub-Class	Prod
111	color mock	B	2	Mock	I	N	Sys	Sys	1 Sub Dpt 21011	2 Class 210112	1 Sub Class 2101121	Fashi
222	style mock	F	2	Mock	I	N	User	Sys	2 Sub Dpt 21012	1 Class 210121	1 Sub Class 2101211	Fashi
736885	2101 588	F	1	Actual	I	N	User	Sys	1 Sub Dpt 21011	1 Class 210111	1 Sub Class 2101111	Other
740148	2101 814	F	7	Actual	C	N	Sys	Sys	2 Sub Dpt 21012	1 Class 210121	1 Sub Class 2101211	Fashi
740799	2101 979	F	4	Actual	C	N	Sys	Sys	2 Sub Dpt 21012	1 Class 210121	1 Sub Class 2101211	Key
740819	2101 981	F	3	Actual	C	N	Sys	Sys	1 Sub Dpt 21011	1 Class 210111	1 Sub Class 2101111	Other

This chapter includes the following sections:

- Using the Action List
- Using Product Group Show
- Using Copy from Selected / Paste to Selected Buttons
- Using Display Box
- Understanding Item Setup Grid

### Using the Action List

The **Action** drop-down list on the **Item Setup** section enables you to execute actions for creating, reviewing, and modifying item data. You can select an item or a group of items from your worklist, select an action you wish to perform, then click **Apply** to proceed with the desired task.

**Figure 6–2 Item Setup Action List**

The **Actions** drop-down list enables you to perform the following tasks:

- [Adding Items](#)
- [Changing Selected Item Status](#)
- [Submitting Selected Items](#)
- [Deleting Selected Items](#)
- [Validating Items](#)
- [Requesting a Forecast](#)
- [Customizing Table](#)
- [Printing / Exporting Data](#)

## Adding Items

Once you have created a plan, the next step is to add items to the **Plan Worklist**. You can add styles via the Add Items action on the Plan Worklist screen. The **Add Items** screen develops an assortment of items by adding mock items to the plan at the style or color level.

To add items to the worklist:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select from **Plan Library**.  
The **Plan Worklist** comprising of **Plan Setup**, **Plan Review** and **Item Setup** sections appear.
3. Click the down arrow on the **Action** drop-down list of **Item Setup**, select **Add Item**, and click **Apply**.  
The **Add Items** pop-up screen appears.

**Figure 6–3 Add Item Screen**

4. Click **Cancel** to exit out of the **Add Items** pop-up screen if you do not wish to add any items.
5. Enter the number of items you want to add in the **Number of items to be added to plan** field, then click **Add Items**.

One blank row will display for each new item you added in the **Plan Worklist**.

6. Enter the appropriate data in the various fields of the grid for each new item.  
The fields to be entered are Item ID, Description, Purch Type, Colors, Hierarchy Info, and Required Info (IMU column in Required Info is a calculated field).

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**Note:** The **Required Info** fields are configurable as per user requirements.

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After entering the required information, click **Save**. The new entries are added to your **Plan Worklist** and you may continue working. If you are finished working with your **Plan Worklist**, click **Done**.

## Changing Selected Item Status

You can change the status of items in your plan after you finish making any additions or modifications and you are satisfied with the parameters.

To change the status of selected items in your plan:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. Click the checkbox of the item(s) you want to change status.
4. Click the down arrow on the drop-down **Action** list, select **Change Selected Status**, then click **Apply**.

The **Change Status** window appears.

**Figure 6–4 Change Status Screen**

5. Click the down arrow on the **New AP Status** drop-down list, select a new AP status from the following choices:
  - **No Change** indicates that no changes have been made.
  - **In Progress (I)** indicates that the item is being edited and is not yet complete.
  - **Ready (R)** indicates the item is ready for review.
  - **Validated (V)** indicates that the item data is completed validated.
  - **Changed (C)** indicates the Submitted Items status is changed.
6. When you have finished, click **Change Status**.  
If the change was successfully done, a pop-up window appears displaying that the change was done successfully.

**Figure 6–5 Change Status Confirmation Screen**

The item's status is changed to the current status in the **Status** column.

If there are validation errors, a pop-up window displays change status request failed validation and the reasons for it as shown in the figure below.

Figure 6-6 Item Status Change Message Window



7. Click **OK** and complete the required criteria to change status.

Status change requests can be implemented only when all required criteria on the **Plan Worklist** has been entered properly. If no failures are reported, the change is recorded in the **Status** column.

## Submitting Selected Items

You can submit item(s) after all the required criteria is completed without any validation errors. After you have successfully submitted the item, the status is changed to **Submitted** and the item is eligible to interface with external systems. If there are validation errors, the item can not be submitted and a pop-up message appears displaying the reason for the failure.

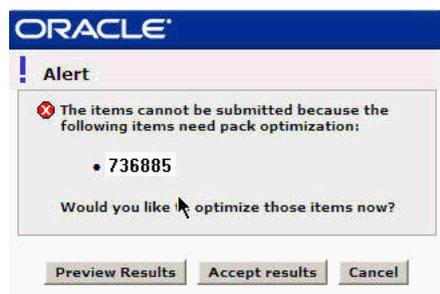
The AP data segment is read-only for the submitted item, and the LSP or Last Submitted Plan data segment is overwritten with the current AP quantity.

If you wish to make any changes to a submitted item, you must change the item's status to **Changed** to bring the AP segment back to an editable status.

To submit an item:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. Click the checkbox of the item(s) you want to submit.
4. Click the down arrow on the drop-down **Action** list, select **Submit Selected Items**, and click **Apply**. A confirmation pop-up window appears. This window allows you to submit the item for the current plan or for the entire lifecycle.
5. On the confirmation pop-up window, select one of the following options:
  - Submit for current Plan
  - Submit for entire lifecycle
6. Click **OK** to submit the item(s) or click **Cancel** to revert the action.

If there are no validation errors, the item(s) is submitted. If there are validation errors, like pack optimization or buy parameters not completed, an alert pop-up window displaying the reason for the validation failure appears.

**Figure 6–7 Submit Item Error**

7. Click **Accept Results** to optimize the items or **Cancel** to revert.

Clicking **Accept Results** overwrites the AP quantities with results of pack optimization. Clicking **Preview Results** runs pack optimization and allows you to see the results in the AP view prior to overwriting the AP quantities.

Pack optimization results must be accepted before an item can be submitted. You need to Submit the item after pack optimization is completed. The item is eligible to interface with external systems after submission.

## Deleting Selected Items

You can delete item or items from the **Plan Worklist**.

To delete items from your Plan Worklist:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. Click the checkbox next to the item(s) whose status you want to delete.
4. Click the down arrow on the **Action** drop-down list, select **Delete Selected**.  
A warning prompt appears asking to confirm your request.
5. Click **Ok** to confirm to delete the selected items. The items are deleted from the **Plan Worklist**. Or, click **Cancel** to cancel your request.

## Validating Items

The Item Master, which contains the master list of products, must be consistent with the plan. The **Validate Item** function validates the actualized items with the item setup information.

If a style is reclassified to a different subclass, then there is a discrepancy in the Validate Items popup. Mock items point to the old subclass. The user must fix the sub-class ID from the Plan Worksheet UI before actualizing the mock item.

To validate the consistency of information related to actualized items on the Plan Worklist:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** appears.
2. Click the name link of a plan to select it from the **Plan Library**.

The **Plan Worklist** screen appears.

3. Click the checkbox next to the item(s) for which you wish to validate the items.
4. Click the down arrow on the **Action** drop-down list, select **Validate Item**, and click **Apply**.

If there are no discrepancies or errors, a pop-up window appears on the screen informing that there are no errors in the actualized items.

**Figure 6–8 Validation Message**



5. Click **OK** or **Print** to print the report.

## Requesting a Forecast

You can generate /regenerate a forecast for an item based on the buy parameters. You can generate a forecast for a Mock or an Actual item.

When an item starts selling at stores, it is referred to as an Active item. For an active item, you can evaluate the performance of the plans by generating an in-season forecast. The in-season forecast provides assortment plans as per the latest demand of the item. This improves the forecast quality, as it takes actual sales and receipts in generating a forecast.

The in-season forecast begins with the actual In-Store Date and is generated for the active items that have actual sales and receipts data. The Product Lifecycle Curve (PLC) is a function of shape and scale, which is updated in-season using the actual data. The scale updates by combining the in-season sales with the pre-season expectation of sales. After in-season actual data, the scale is based entirely on the in-season performance of the item.

### **Example 6–1 Example of In-season Item Forecasting**

For example, a pre-season item is expected to sell 6 units per week with average of 4 sales/week in the first two weeks and 8 sales/week in the first 4 weeks.

After two weeks in-season data, the item sold an average of 8 sales/week. The updated scale after two weeks of in-season sale will be 9 units per week over the life of the item.

After four weeks in-season data, the item sold an average of 16 sales/week. Again the updated scale after four weeks of in-season sale will be 12 units per week over the life of the item.

Similarly, the in-season store need is updated using the pre-season need along with in-season store data. The store-level need reflects the number of units the store is expected to sell in each week. The number of weeks of sales and the sell-through percentage is used to understand the store need. Once an item has a selling history and the required sell-through percentage, the in-season store weights are based entirely on in-season actual sales of the item.

For a color-level forecast, where not all colors may be active for a active style, a color-level in-season forecasting is done for the style. An in-season forecast for an in-active color is similar to the pre-season forecast, as the color does not have any actual sales that could modify the forecast.

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**Note:** Forecasts are generated for the entire lifecycle of an item. Determining whether a style is active depends on the style's entire lifecycle. For a carryover style, the style is active if any color in any plan containing the color is selling. For a carry-over item, in-season forecast is generated even if the item has not started selling in the current plan but has started selling in the subsequent plans.

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### Data Input for Forecasting

The following table describes the data input to the Calculation Engine to generate a forecast.

**Table 6–1 Data Input for Forecasting**

Forecast Input	Derived From
Like Item and Store Weights Settings	The Like Item is user-managed on the Like Item Buy Parameter tab.
Store Base	The Store Base is pre-filtered by Eligibility and Store Weight / Budget feed. Stores are included in a Plan if they are eligible for at least one fiscal month within the store (aggregation) period of the plan and have a non-zero Store Weight from Optimized History or assigned like store.  Need Segment Store Base is managed by the user on the Store Base Buy Parameter tab to refine the stores, forecasted for each item.
In-Store Date	In-Store Date is user-managed on the Store Flow Buy Parameter tab. The pre-season is the Planned Date and the in- Season is the Actual Date. Actual In-Store Date is configured as the first week with positive sales units.
Out of Stock Date (OOS)	The OOS date is managed by the user on the Store Flow Buy Parameter tab.
Pricing Plan	Pricing events are user-entered on the Pricing Plan. The user can manually enter the planned markdowns and promotional events. The actual traffic events entered using the data feed is read-only on the Pricing Plan tab. The data feed for the actual markdowns and promotional events replace planned events within the sliding window. All actual events are used by the Calculation Engine for forecasting. For more information on the sliding window logic, see section <a href="#">Sliding Window Logic</a> .

To request a forecast for selected items:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** screen appears.
3. Click the check box next to the item(s) for which you wish to generate the forecast.
4. Click the down arrow on the **Action** drop-down list, select **Request a Forecast**, then click **Apply**.

The Request Forecast popup window shows details of forecast request, any errors, and status of any pending forecast requests for the item.

**Figure 6–9 Request Forecast Window**



5. Click **OK** to continue, or click **Print** to print the report.

If the selected item already has a generated forecast, a pop-up window informs that a forecast may not be necessary for this item.

6. If you wish to re-run the forecast, select the item and click **Run Forecast**.

While the system generates the forecast, the status of the **Forecast** column is displayed as **Pending**. After generating the forecast, the **Forecast** column status changes to **Complete**.

## Customizing Table

The customize table functionality allows you to customize display of data in the **Plan Worklist** screen. You can perform multiple sorts, show/hide columns, re-order columns and filters.

To customize the table:

1. On the **Main Menu**, click **Planning**.

The **Plan Library** screen appears.

2. Click the name link of a plan to select it from the **Plan Library**.

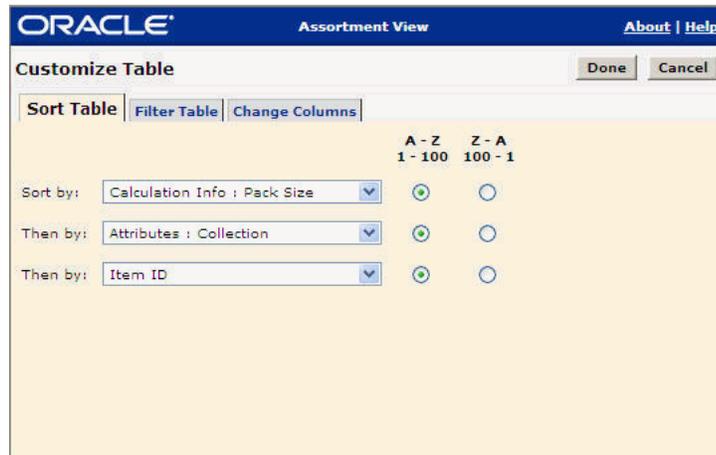
The **Plan Worklist** screen appears.

3. Select the item for which you wish to modify the table.

4. In the **Item Setup** section, click the down arrow on the **Action** drop-down list, select **Customize Table**, and click **Apply**.

The Customize Table screen appears.

Figure 6–10 Customize Table Window



5. Select from the **Sort Table**, **Filter Table**, or **Change Columns** to customize your table.
  - **Sort Table** - You can sort in ascending or descending order and in different column orders.
  - **Filter Table** - You can filter column data by setting your criteria, add a new filter or delete an existing filter. Any number of filters can be added.
  - **Change Columns** - You can re-order columns, hide/show columns, or move/up any existing column. Columns that have stars (\*) cannot be hidden.
6. Click **Done** to save the changes, or click **Cancel** to revert the changes.

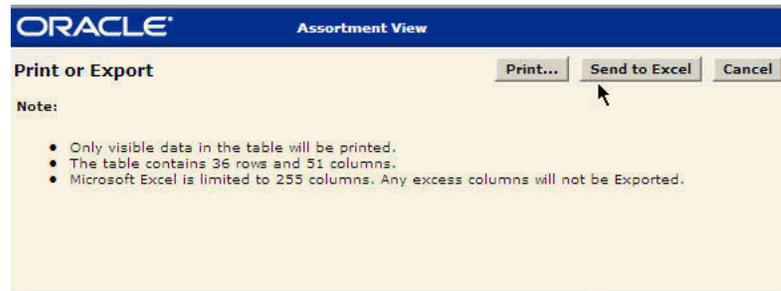
## Printing / Exporting Data

You can print or export the item data using the **Print or Export** functionality.

To print or export data:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** screen appears.
3. Select the item for which you wish to print or export data.
4. In the **Item Setup** screen, click the down arrow on the **Action** drop-down list, select **Print or Export**, then click **Apply**.

The Print or Export window appears noting the number of columns and rows that are visible.

**Figure 6–11 Print or Export Window**

5. Click **Print** if you wish to take a print document of the screen, or, click **Send to Excel** if you wish to send the data to an Excel sheet.
6. Click **Cancel** to revert.

## Using Product Group Show

The product group **Show** section of the **Item Setup** screen enables you to filter the item data based on product groups in the plan setup. You can choose to display in the grid the various defined product groups for the selected items in the plan.

**Figure 6–12 Worklist Product Group Show**

The product groups are user-specific and can be defined during the Plan setup level.

## Using Copy from Selected / Paste to Selected Buttons

The **Copy from Selected / Paste to Selected** buttons on the **Item Setup** section allows you to copy the selected item attributes and paste the attributes to destination item(s). This helps to avoid duplication of adding item attributes to the newly created items. If the items are similar, the attributes can be easily copied from the existing items.

### Coping from Selected Items

The **Copy from Selected** button enables you to copy the item attributes like item information, hierarchy, client information or the buy parameters of the chosen items to the destination items from the **Copy Item** pop-up window.

**Figure 6–13 Copy Item Window**

**Copy Item** Copy Cancel

Select the fields to copy from the chosen item to the destination items.

<input checked="" type="checkbox"/> Item Info	<input checked="" type="checkbox"/> Hierarchy Info	<input checked="" type="checkbox"/> Required Info	<input checked="" type="checkbox"/> Optional Info	<input checked="" type="checkbox"/> Client Info	<input type="checkbox"/> Buy Parameters
<input checked="" type="checkbox"/> Description	<input checked="" type="checkbox"/> Sub-Department	<input checked="" type="checkbox"/> Product Group	<input checked="" type="checkbox"/> Brand	<input checked="" type="checkbox"/> Fabric	<input type="checkbox"/> Like Item
<input checked="" type="checkbox"/> Purch Type	<input checked="" type="checkbox"/> Class	<input checked="" type="checkbox"/> Cost*	<input checked="" type="checkbox"/> Collection	<input checked="" type="checkbox"/> Fabric Characteristics	<input type="checkbox"/> Store Base
	<input checked="" type="checkbox"/> Sub-Class	<input checked="" type="checkbox"/> Retail*	<input checked="" type="checkbox"/> Color Family	<input checked="" type="checkbox"/> Features	<input type="checkbox"/> Store Flow
		<input checked="" type="checkbox"/> Pack*	<input checked="" type="checkbox"/> Floor Set	<input checked="" type="checkbox"/> Fit	<input type="checkbox"/> Pricing Plan
		<input checked="" type="checkbox"/> Min*	<input checked="" type="checkbox"/> Notes	<input checked="" type="checkbox"/> Lifestyle	<input type="checkbox"/> DC Flow
		<input type="checkbox"/> Pres Min*	<input checked="" type="checkbox"/> Season Code	<input checked="" type="checkbox"/> Neck	
			<input checked="" type="checkbox"/> Size Range	<input checked="" type="checkbox"/> Reg/Petite/Tall	
			<input checked="" type="checkbox"/> Supplier	<input checked="" type="checkbox"/> Rise/Sleeve	
				<input checked="" type="checkbox"/> Theme Code	
				<input checked="" type="checkbox"/> Theme Name	

To copy from selected items:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** screen appears.
3. Click the checkbox next to the item for which you wish to copy the item attributes.  
You can only copy from a single item or color. If you have selected two items, a pop-up alert window suggests selecting only one item and trying again.
4. Click the **Copy from Selected** button.  
The **Copy Item** pop-up window appears displaying the item data that can be copied to other items.
5. Select the fields by checking the checkbox.
6. Click **Copy**. Or, if you wish to revert the changes, click **Cancel**

## Pasting to Selected Items

The **Paste to Selected** button is the next step to **Copy from Selected**. The item information copied is pasted to selected items.

To paste to selected items:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** screen appears.
3. Click the checkbox next to the item for which you wish to paste the copied item attributes.
4. Click the **Paste to Selected** button.  
The copied fields are copied to the destination items.

## Using Display Box

The display box on **Item Setup** displays the total number of items and the number of actualized items in the Plan.

## Understanding Item Setup Grid

The Item Setup grid has the following columns:

**Table 6–2** *Item Setup Grid Fields and Description*

Column Heading	Description
<b>Item Info</b>	
Item ID	Actual or mock item number
Description	Item description
Type	Displays the item type: <ul style="list-style-type: none"> <li>■ <b>F - Fashion</b></li> <li>■ <b>B - Basic</b></li> </ul>
Colors	Number of item colors in the plan and the number hyperlinks to Color pop-up to add colors.
<b>Status</b>	
Actualize	Mock or actual item
AP	Item Status: <ul style="list-style-type: none"> <li>■ <b>I - In Progress</b></li> <li>■ <b>R - Ready</b></li> <li>■ <b>V - Validated</b></li> <li>■ <b>S - Submitted</b></li> <li>■ <b>C - Changed</b></li> </ul>
Active	<b>Active</b> - displays the current item activity status for an in-season item. <ul style="list-style-type: none"> <li>■ <b>Active</b> - Plan or item is active if any item in the plan or any color at any store contains actual sales or receipts.</li> <li>■ <b>Inactive</b> - If the item has not started selling, it is inactive. Effectively, all the mock items are in the inactive state.</li> <li>■ <b>Late</b> - An item or a Plan is late, if any color at any store is due for sale and has not started selling relative to the Plan Start Date. When an item is Late, only the AP receipts appear as actuals in a plan.</li> </ul>
CO	Carry over item. Options are Y (Yes) or N (No).
Recpt %	The receipt percentage of AP data segment. The Receipt % is set to <b>User</b> if the AP Receipt % is edited. Else, the value is <b>Sys</b> , indicating system-generated values for AP.
Sales %	The sales percentage of AP data segment. The Sales % is set to <b>User</b> if the AP Sales % is edited. Else, the value is <b>Sys</b> , indicating system-generated values for AP.
<b>Hierarchy Info</b>	
Sub-Department	Sub-departments within the plan department
Class	Class within the Sub-Department. You must select Sub-Department first.

**Table 6–2 (Cont.) Item Setup Grid Fields and Description**

<b>Column Heading</b>	<b>Description</b>
Subclass	Sub-Class within the Class. You must select Class first.
<b>Required Info</b>	
Product Group	Product group of the item.
Cost	Initial Cost of the item.
Retail	Initial Retail cost of the item.
IMU	Calculated value based on Cost and Retail (1 - Cost/Retail).
Pack	Approximate size of an average prepack for an item.
Min	Minimum receipt quantity per store for an item for the plan period. Min is for all stores, but can be set at a store grade or the primary store set level on the <b>Assortment View</b> .
Pres. Min	Presentation Minimum. It refers to the initial presentation quantity to support the item setup stores. Pres. Min is for all stores, but can be set at the store grade or the primary store set level on the <b>Assortment View</b> .
<b>Optional Info</b>	
Brand	Brand name of the item.
Supplier	Supplier for the item.
Collection	Name of the collection of the item.
Size Range	Current distinct size ranges for a department.
Floor Set	Current distinct size ranges for a department.
Color Family	Color group of the item.
Season code	Indicates the fiscal month when you want to start selling the item.  Need default values for Season code: Spring, Summer, Fall Holiday, Carry Through.
Attributes 1-5	User Defined Attribute used for sorting, filtering, and mix reporting.
Notes	Need default values for notes
<b>Client Info</b>	
Configurable data attributes	
Fabric	The fabric description as determined by user.
Fit	Fit value as determined by user.
Rise/Sleeve	The design description of the item.
Fabric Characteristic	Any specific information about the fabric.
Reg/Petite/Tall	The size specification of the item.
Lifestyle	The end user for the item
Features	The unique features of the item.
Neck	The specific design description of the item.
Theme Codes	The collection of items to be planned and displayed together.
Theme Name	The name of the theme code.
<b>Buy Parameters</b>	

**Table 6–2 (Cont.) Item Setup Grid Fields and Description**

<b>Column Heading</b>	<b>Description</b>
Like Item	Indicates if the Like item is set for the item.
Store Base	Indicates if the eligible stores for the plan are selected.
Store Flow	Indicates if the store item flow is defined.
Pricing Plan	Indicates if the pricing strategy for the item is done.
DC Flow	Indicates if the DC flow is completed.
Forecast	Indicates the forecast status for the item <ul style="list-style-type: none"> <li>■ Completed</li> <li>■ Pending</li> <li>■ Failed</li> <li>■ Invalid</li> </ul>
Need Type	<p>This drop-down list appears at the style and color levels, and is editable when the <i>User</i> option is selected in the <i>Need Type Owner</i> drop-down list (on the Like Items tab). When editable, you can choose one of the following options—Unconstrained or Constrained.</p> <p>If the like item mapping is at the style level, only the style level items will display the need type. If the like item mapping is at the color level, only the color level item will display the need type.</p>
<b>Pack Configs</b>	<p>Pack Configs column indicates whether there are valid packs for the item:</p> <ul style="list-style-type: none"> <li>■ View - Item has valid packs, you can click on this hyperlink to configure the packs for each delivery.</li> <li>■ Not Available - Item doesn't have valid packs (Mock items always have a Pack Config of 'Not Available').</li> </ul> <p>Only if the items are actualized, you can view the pack configuration of the item by clicking the <b>View</b> status in the <b>Pack Configs</b> column.</p>



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## Using Plan Review

The **Plan Review** screen on **Plan Worklist** is a compilation of **Assortment View**, **Item View**, and **Flow View**. The **Plan Review** screen enables you to manage and track plans by accessing the three views from **Plan Review**.

This chapter contains the following sections:

- [Understanding the Data Segments](#)
- [Understanding the Common Sections and Actions Groups](#)
- [Understanding Assortment View](#)
- [Understanding Item View](#)
- [Understanding Flow view](#)

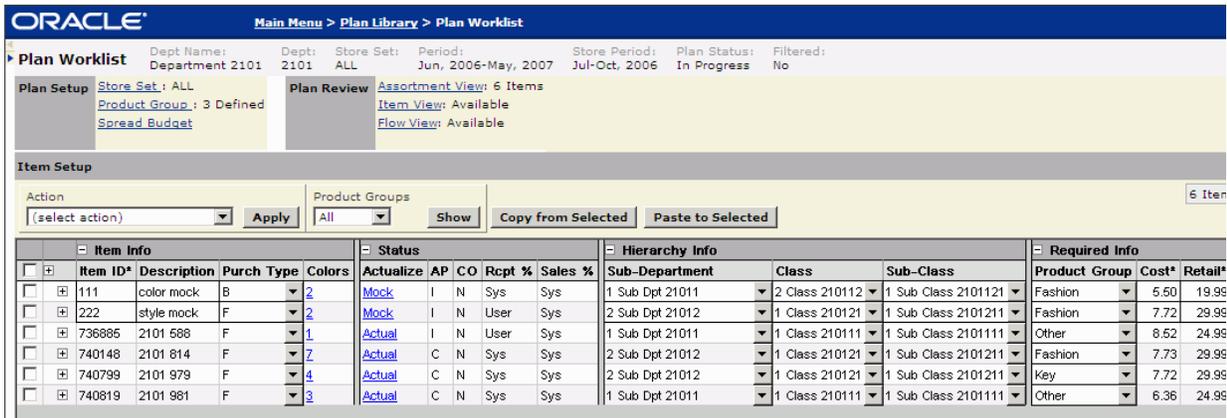
### Understanding the Data Segments

In the **Assortment View**, you can access and view the Active Plan (AP), Last Submitted Plan (LSP), and Need data segments. In the **Item View**, you can view AP, LSP, Like Item Last Year (LILY), and Need data segments, and in the **Flow View**, you can only view the AP data segment.

The different data segments in the Plan application are:

- **Active Plan** or **AP** - this data segment is the current working plan that is used to determine the required quantities for assortment.
- **Need** - the data segment is derived by the item's forecast generated by the system. The Need segment is not editable, but can be modified by changing the buy parameters and regenerating a forecast.
- **Last Submitted Plan** or **LSP** - this data segment represents the last AP that was submitted to the supplier for purchasing merchandise. You can compare an updated AP segment with the LSP to review any changes to the last plan set to purchasing.
- **Like Item Last Year** or **LILY** - This data segment refers to like item's previous year.

Figure 7–1 Plan Review Screen



The **Assortment View** link displays all the items contained in the plan. The items are grouped by primary store set/volume group. You can view the planned receipts at the item or color level and view data by particular subclasses and subsets in the assortment view. You can manually define and edit receipt quantities for the AP segment.

The **Item View** link displays sales, receipts, inventory, and detailed metrics by week for a particular item, color, or group of items, such as class or subclass. You can view the AP, Need, LILY, and LSP data segments within the screen.

The **Flow View** link shows the receipt flow plan for all items in the plan by week. You can compare the quantities planned for the AP segment and compare them to the top-down financial planning constraints set for the class and sub-class by month.

## Understanding the Common Sections and Actions Groups

There are common sections and actions groups that can be accessed from the Assortment view, Item view, and the Flow view. The common sections and actions groups of the Plan Review screen are:

- Title
- Tabs
- Customize Table
- Print or Export

### Understanding the Title section

The **Title** section is a common section to all the main Plan pages. The screen has pre-populated informational fields listed on top of every screen. It displays the information of the selected plan from of the **Plan Worklist** screen as shown in the image below:

Figure 7–2 Plan Title



The display and location of the **Title** section fields cannot be changed or moved from the screen.

**Table 7-1 Title fields of the Plan Review screen**

Field Name	Description
Assortment Planning	Screen title.
Dept Name	Merchandise description for the plan.
Dept	Department ID.
Store Set	Name of the store group applied to the Plan.
Period	Period of the plan.
Store Period	Fiscal period of the plan.
Plan Status	The Plan's status is derived based on the lowest value of any Item in the Plan: <ul style="list-style-type: none"> <li>▪ <b>In Progress</b> - default status indicating the plan is under development.</li> <li>▪ <b>Ready</b> - plan has been completed and is ready to be reviewed.</li> <li>▪ <b>Validated</b> - plan has undergone validation and is ready to be submitted.</li> <li>▪ <b>Submitted</b> - plan has been submitted to the database.</li> <li>▪ <b>Changed</b> - plan has been submitted and now it is being edited.</li> </ul>
Filtered	Indicates with a <b>Yes</b> or <b>No</b> , if a filter has been applied to the current screen.

## Using the Common Tabs

The Tab section on the **Assortment View**, **Item View** and **Flow View** tab contains links to other view screens on the **Plan Worklist**. Select the item name from the **Plan Worklist** window and click on any of the view from the **Plan Review** section to view the selected items in the desired screen.

## Customizing Table

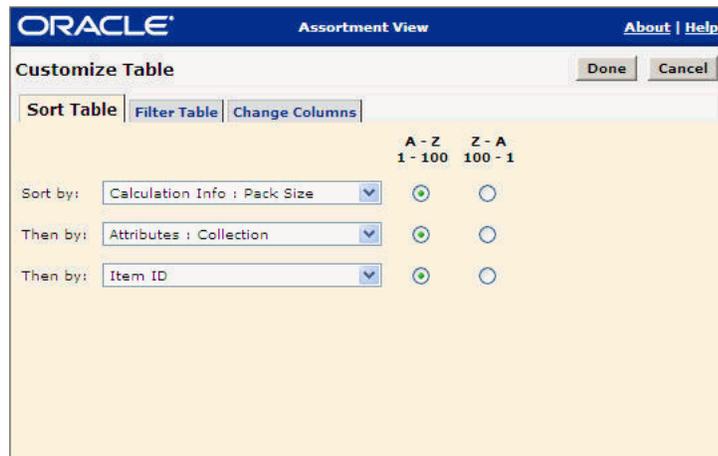
The **Customize Table** functionality is common to all the three views in the **Plan Worklist** window. It allows you to customize display of data in certain screens in the **Assortment**, **Item**, and **Flow** views. You can perform multiple sorts, show/hide columns, re-order columns and filters.

To customize the table:

1. On the Main Menu, click **Planning**.  
The Plan Library screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. In the **Plan Review** links, click the desired view screen.  
The selected view screen appears.
4. Click the down arrow on the **Action** drop-down list, select **Customize Table**, then click **Apply**.

The **Customize Table** screen appears.

**Figure 7–3 Customize Table Screen**



5. Select from the **Sort Table**, **Filter Table**, or **Change Columns** to customize your table.
  - **Sort Table** - You can sort in ascending or descending order and in different column orders.
  - **Filter Table** - You can filter column data by setting your criteria, add a new filter or delete an existing filter. Any number of filters can be added.
  - **Change Columns** - You can re-order columns, hide/show columns, or move/up any existing column. Columns that have stars (\*) are displayed by default.
6. Click **Done** to save the changes, or click **Cancel** to revert the changes.

## Printing or Exporting data

You can print your data or export the data to an excel sheet.

To print or export data:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. In the **Plan Review** links, click the desired view screen.  
The selected view screen appears.
4. Click the down arrow on the **Action** drop-down list, select **Print or Export**, then click **Apply**.  
The **Print or Export** window appears noting the number of columns and rows that are visible.
5. Click **Print** if you wish to take a print document of the screen, or click **Export** if you wish to send the data to an Excel sheet.

## Understanding Assortment View

The **Assortment View** screen displays planned receipts of merchandise at the item and color level by volume groups and subsets for the designated plan period. The display also provides top-down financial budget data at the total and volume groups/subset levels for the designated plan period and shows how the assortment plan compares to budget constraints.

Figure 7-4 Assortment View Screen

Seq	Item ID	ALL		Volume Groups				To				
		ALL(59)		VG2(4)		VG3(24)			VG4(28)		VG5(3)	
		AP Stores	APS	AP Stores	APS	AP Stores	APS		AP Stores	APS	AP Stores	APS
	ALL	59	188	4	311	24	196	28	174	3	86	
	Other	59	188	4	311	24	196	28	174	3	86	
	650131	56	23	4	54	24	27	28	16	0	0	
	653235	28	30	0	0	0	0	28	30	0	0	
	653239	0	0	0	0	0	0	0	0	0	0	
	653241	59	92	4	126	24	94	28	89	3	70	
	654670	7	37	1	45	3	38	3	34	0	0	
	654672	59	18	4	32	24	23	28	14	3	7	
	662753	0	0	0	0	0	0	0	0	0	0	
	663026	59	37	4	88	24	48	28	23	3	10	
	ALL Other Assortment Plan Units		11085		1242		4702		4882		259	
	ALL Assortment Plan Units		11085		1242		4702		4882		259	

Planned product receipt units are modified in the Assortment view based on ALL storesets and volume group levels. Receipt quantities for the AP data segment can be derived in several ways:

- Manual** is default calculation method for the Assortment Plan. You can enter data to generate average per store (APS) quantities so that every eligible store within a volume group receives the same quantity.

You can edit the store-level AP quantities in the Assortment View by clicking the **AP Stores** column in the VG Intersection or the **AP Stores** column in the ALL Stores intersection. The Store Quantities screen helps you view the breakdown of actual and planned quantities for the stores as shown in the Figure 8-5 below. You can identify the store for which you need to adjust the AP quantities and modify the quantities. This allows you to override the quantities, if necessary.

To modify the AP quantities:

- Identify the item at the ALL stores or volume group intersection, and click the **AP Stores** cell.

The AP quantity on the **AP Stores** cell is a hyperlink. Clicking the AP quantities hyperlink opens the **Store Quantities** window. The AP quantity cell is editable and you can edit the quantities for each store individually.

Figure 7-5 Store Quantities Window

ID	Name	Min	VG	AP	Receipts							Sales					Inventory							
					Act	U	Plan	U	Total	U	Diff	% Diff	Act	U	Plan	U	Total	U	BOH	U	OH	U	EOH	U
	APS				0		188		188					0		181		181		0		0		7
2200	PEN CENTRE	92	4				195		195	7	3.79%					170		170		0				25
2201	SOUTHCENTRE MALL	92	3				203		203	15	8.05%					167		167		0				36
2202	SOUTHGATE S.C.	92	2				327		327	139	74.05%					280		280		0				47
2203	GUILDFORD TOWN CENTR	92	4				212		212	24	12.84%					153		153		0				59
2204	MAYFAIR SHOPPING CTR	92	3				358		358	170	90.55%					288		288		0				70
2205	CHAMPLAIN PLACE	92	3				302		302	114	60.74%					287		287		0				15
2206	MASONVILLE PLACE	92	4				252		252	64	34.13%					227		227		0				25
2207	PDG/PACIFIC CENTRE	92	3				248		248	60	32.00%					246		246		0				2

The Store Quantities window displays the following information:

Table 7-2 Store Quantities Window

Name	Description
ID number	The store identification number.
Name	The store name.
Min	The Presentation Minimum set for the store.
VG	The Volume Group to which the store belongs to.
<b>AP - Receipts</b>	
Act U	Actual receipt units; not editable at the store level.
Plan U	Planned receipt units; it is editable at the store level.
Total U	Total of actual and planned units. It is not editable at the store level; the value updates dynamically when the planned unit changes for a store. It is calculated as actual unit + planned unit.
Diff	Variance from the average for each store, updates dynamically when the planned unit changes for a store. It is calculated as Store(n) * Total U - APS * Total U.
% Diff	Percentage of the variance; the value updates dynamically when the planned unit changes for a store. It is calculated as Diff/APS (Total U).
<b>AP - Sales</b>	
Act U	Actual sales units for the store.
Plan U	Actual planned units for the store.
Total U	Total of actual and planned units for the store.
<b>AP - Inventory</b>	
BOH U	Beginning on hand (BOH) units at the store.
OH U	Number of units on hand (OH).
EOH U	Ending on hand (EOH) units at the store.

2. Click the **AP Plan U** cell of the store and enter the required AP quantities.
3. Click **OK**.

The system displays the new percentage variance in the % Diff column and closes the window. The modified AP planned quantity is reflected in the VG totals and Store totals metrics on the Assortment View screen.

- **Auto Breadth and Depth** spreads the top-down financial budget at the planning level down to units based on various user inputs.
- **Calc %** spreads the total quantity of item at the style level down to color/store/week level.
- **Spread Item Total** calculation spreads a specific number of units as entered by the user at the item/chain level to stores given a defined store base.
- **Copy Need to AP** enables you to use the receipt quantities derived through the bottom-up or the Need data segment for the AP.

To access the Assortment View screen:

1. On the **Main Menu**, click **Planning**. The **Plan Library** appears.
2. Click the name link of a plan to select from the **Plan Library**. The **Plan Worklist** of the plan you selected appears.
3. In the **Plan Review** links, click **Assortment View**. The **Assortment View** tab appears on the screen.

The **Assortment Planning** tab consists of following sections:

- Title section - see [Understanding Assortment View Title section](#)
- Action drop-down list - see [Using Assortment View Action List](#)
- Show section - see [Using Assortment View Show Button](#)
- Assortment View Grid - see [Understanding Assortment Tab Grid](#)

## Understanding Assortment View Title section

The Assortment View tab has three buttons, which allows the following actions to be applied to the complete **Assortment view** screen.

**Table 7-3 Title Section Buttons**

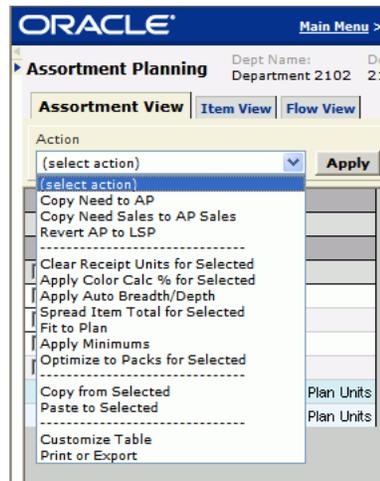
Button Name	Action
Save	Use this button to save any changes made to the database.
Revert	Use this button to discard any changes made to the screen and revert to the last saved state.
Done	Use this button when you are finished with any action on the screen and wish to exit out of the current screen.

This view also has the pre-populated informational fields that are common to all the three screens in the **Plan Worklist** window. For more information, see [Understanding the Common Sections and Actions Groups](#).

## Using Assortment View Action List

The **Action** drop-down list on the **Assortment View** tab includes actions that enable you to modify your assortment plans. You can select an item or a group of items from the grid, select an action you wish to perform on the selected merchandise, and click **Apply** to proceed with the desired task.

Figure 7–6 Assortment View Action List



You can perform the following actions using the Assortment view action drop-down list:

- Copying Need to AP
- Copying Need Sales to AP Sales
- Reverting AP to LSP
- Clearing Receipt Units for Selected
- Applying Color Calc% for Selected
- Applying Auto Breadth/Depth
- Spreading Item Total for Selected
- Applying Fit to Plan
- Applying Minimum
- Optimizing to Packs for Selected
- Copying from Selected Item / Paste to Selected Item
- Reviewing Pack Opt Results

### Copying Need to AP

The Copy Need to AP functionality copies the Need Sales and Receipts data by store to the AP Sales and Receipts within the Plan period. Use this functionality to copy the Need segment flow dates, the receipt schedule, and the receipt distribution to the AP data segment. APS quantities for each volume group/subset are then recalculated and displayed in the grid, and they are available for manual edit.

You cannot copy Need to AP for a submitted item. You can perform this action from the Assortment View and the Item View screen. On the Assortment View, you can select multiple Styles for copying from Need to AP. However you can edit only a single item on the Item View screen.

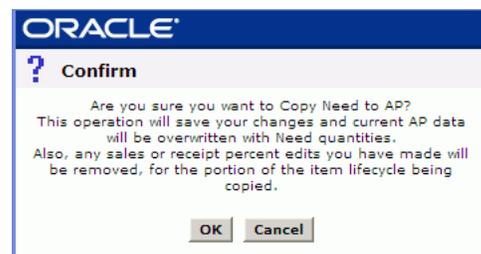
To copy an item's need data to AP:

1. On the **Main Menu**, click **Planning**.

The **Plan Library** screen appears.

2. Select the plan from the **Plan Library**.  
The Plan Worklist of the selected plan is displayed.
3. In the **Plan Review** links, click **Assortment View**.  
The Assortment View tab is displayed.
4. Select the item whose Need you want to copy by checking the box next to the item description.
5. Click the down arrow on the **Action** drop-down list, select **Copy Need to AP**, then click **Apply**.  
The following confirmation window appears informing that the current AP data is overwritten with the Need quantities:

**Figure 7-7 Confirmation Window for Copy Need to AP**



6. Click **OK** to continue or **Cancel** to cancel copying.  
On clicking **OK**, the flow dates, the receipt schedule, and the receipt distribution by store is copied to the AP segment and displayed in the APS receipts by the Volume Groups column.  
As you cannot revert this action, be sure before performing this action.

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**Caution:**

The Copy Need to AP functionality, in some scenarios, may not change AP sales to Need sales for an carry over item. Some of such scenarios are listed below:

- copying Need to AP in the second plan without first copying Need to AP in the first plan.
  - copying Need to AP in the first plan, and then in the second plan. The second plan has eligible stores that are not eligible in the first plan.
  - deleting the first plan, and then copying Need to AP in the second plan.
  - setting a store base in the first plan that is only a subset of the store base of the second plan, then copying Need to AP in the first plan, and then copying Need to AP in the second plan.
- 
- 

### Copying Need Sales to AP Sales

The Copy Need Sales to AP Sales functionality copies the future weekly Need Sales to AP Sales within the Plan period. Use this functionality when you want to update only

the AP Sales Flow and not the Receipt Flow. The Copy Need Sales occurs only for the future unplanned weeks (and for the remainder of the currently selected plan). The action overwrites all the AP segment edited Sales percents for the weeks that are being copied.

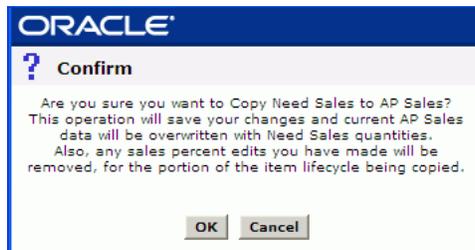
You can copy Need Sales to AP Sales from the Assortment View and the Item View screen. You cannot copy Need Sales for a Submitted item. You can select multiple Styles or Colors on the Assortment View. However, on the Item View, you can select a single style or a single color for copying.

To copy an item's Need Sales to AP Sales:

1. Select the plan from the Plan Library.  
The Plan Worklist of the selected plan appears.
2. In the Plan Review links, click Assortment View or Item View.  
The Assortment View/Item View tab appears.
3. Select the item whose Need Sales you want to copy by checking the box next to the item description.
4. Click the down arrow on the Action drop-down list, select Copy Need Sales to AP Sales, and then click Apply.

The following confirmation window appears informing that the current AP Sales data will be overwritten with the Need Sales quantities:

**Figure 7–8 Confirmation Window for Copy Need Sales to AP Sales**



As you cannot revert this action, be sure before performing this action.

5. Click **OK** to continue or **Cancel** to cancel copying.

On clicking OK, the Need Sales data is copied to the AP Sales data.

### Reverting AP to LSP

The Revert AP to LSP functionality allows you to revert the AP units of the selected style to its LSP (Last Submitted Plan) units. All weekly receipts and sales of the LSP are copied to the AP for all the future weeks in the lifecycle. You can revert AP to LSP from the Assortment and Item View screens.

On the Assortment View screen, you can select multiple styles for reverting AP to LSP. You cannot revert AP to LSP for single colors. You can perform the revert action only on the planned items with status **Changed**.

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**Note:** In case you perform a Revert AP to LSP action on items that are received differently (than what was planned), the receipt quantities planned for a store may change. This may lead to undershipped stores, ending on hand quantities, increased receipts, or constrained sales.

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To revert AP to LSP:

1. On the **Main Menu**, click **Planning**.

The **Plan Library** screen appears.

2. Select the plan from the **Plan Library**.

The **Plan Worklist** of the selected plan is displayed.

3. Select the item for which you want to revert AP to LSP units.

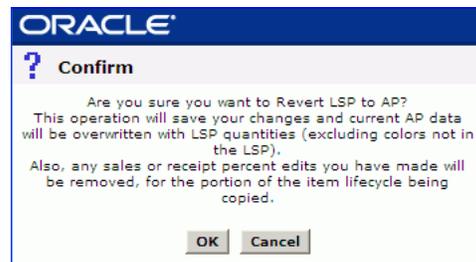
Ensure that the selected item's status is Changed. If you choose a submitted item, a validation error appears.

4. Select **Revert AP to LSP** from the **Assortment /Item View Action** drop-down list.

5. Click **Apply**.

The following confirmation window appears stating that the action will overwrite the AP data with the LSP units and that any edits made is discarded.

**Figure 7–9 Confirmation Window for Reverting AP to LSP**



6. Click **Ok** to continue. Or, click **Cancel** to cancel the revert action.

On clicking OK, the system copies the LSP data of the item to the AP segment. The grid displays the LSP units in the AP data segment.

If there are any validation errors, a pop-up window displays the validation error. Resolve the error and follow steps 1 to 6 to revert AP to LSP. If there is no LSP data for some styles, the action is not applied and a warning message is displayed.

You can check the AP quantity in the All XXX section (where XXX is the number of stores) or VG (Volume Group) section in the Assortment/Item View screen.

### Clearing Receipt Units for Selected

The **Clear Receipts Unit for Selected** functionality clears the receipt units from the AP data segment.

To clear receipts units for selected:

1. On the **Main Menu**, click **Planning**. The **Plan Library** screen appears.

2. Select the plan from the **Plan Library**. The **Plan Worklist** of the selected plan is displayed.
3. In the **Plan Review** links, click **Assortment View**. The **Assortment View** tab is displayed.
4. Check the box next to item(s) or color(s) descriptions to apply Clear receipts units.
5. Click the down arrow on the **Action** drop-down list and select **Clear Receipts unit for selected**, then click **Apply**.

The Receipt item units are deleted from the **Store Receipts** column.

### Applying Color Calc% for Selected

The **Apply Color Calc % for Selected** functionality spreads the total quantity of item at the style level down to color/store/week level. This supports the development of style/color quantities and achievement of the assortment strategy's color mix.

You can apply color calc% only when APS is set either manually by entering in Assortment view or by applying either Auto Breadth/Depth or Spread Budget or Copy Need to AP actions. The color calc % spreads the APS to color level based on the percentage set for each color taking that as a weightage.

To apply color calc % for selected:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Select the plan from the **Plan Library**.  
The **Plan Worklist** of the selected plan is displayed.
3. In the **Plan Review** links, click **Assortment View**.  
The **Assortment View** tab is displayed.
4. Check the boxes next to item descriptions to apply color calc %.
5. Enter the Calc% for each item in the **Calculation Info** column.
6. Select the **Apply Color Calc %** from **Action** drop-down list.
7. Click **Apply**.

This will spread the total quantity at the style level down to color level.

### Applying Auto Breadth/Depth

Once the AP plan is set, you can tailor buy quantities by store sets and volume groups as per the merchandising strategy. You can edit APS quantities for all stores, by volume groups or store set by adjusting buy quantities for each item/color by chain, storeset/subset, volume groups, etc. The adjustment will not overwrite store level demand, it will scale up or down the store level demand by manipulating the average.

The Apply Auto Breadth/Depth functionality calculates the optimal depth and breadth of the assortment plan, based on the financial budget dollars available by store at the department or sub-department level, the Min for each item, the retail price, and the percent of contribution each item in the assortment.

To apply auto breadth/depth:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.

2. Select the plan from the **Plan Library**.  
The **Plan Worklist** of the selected plan is displayed.
3. In the **Plan Review** links, click **Assortment View**.  
The **Assortment View** tab is displayed.
4. Check the boxes next to item descriptions to apply auto breadth/depth.
5. Enter percentage contribution in the **Calc %** field.
6. Select the **Apply Auto Breadth/Depth** from **Action** drop-down list.
7. Click **Apply**.  
This will effectively spread the financial receipt budgets to each store based on what each store can afford.

### Spreading Item Total for Selected

The **Spread Item Total for Selected** functionality spreads the total chain receipt units in the AP data segment for an item to stores using the financial budget per store as a spread metric.

To spread the receipts units to stores:

1. From **Assortment View**, select the style level item.
2. Select **Spread Item Total for Selected** from the **Action** drop-down list and click **Apply**.  
A confirmation window appears informing that the action will spread all style level quantities to stores in selected volume groups and delete all color level quantities for the item.
3. Click **OK**.  
Spread Item Total window appears.

**Figure 7–10 Spread Item Total Window**

Item:	Item Description:	Dept Name:	Dept:	Period:	Store Set:	Plan Status:	
0740148	2101 814	Department 2101	2101	Jun, 2006-May, 2007	ALL	In Progress	Spread Cancel

Indicate the receipt unit total for the item and the eligible stores for the spread.

Item Receipt Total:

The new Receipt quantity will spread the units down to stores.

Subset	ALL	(2)	(4)	(12)	(5)	(1)	# Stores
ALL	<input type="checkbox"/>	0					

4. Enter the **Item Receipt Total** and the eligible stores in the volume groups.
5. Click **Spread**.

The Item Receipt Total is spread across all the eligible stores and the Source column in the Calculation Info section indicates Item Spread.

### Applying Fit to Plan

The **Fit to Plan** functionality automatically reconciles the total item receipt quantities to individual store level financial plans within the specified Financial Plan Tolerance, by scaling the assortment plan item quantities up or down by store. This function adjusts receipt quantities in the AP data segment to match the overall department budget by store to ensure that each store is within its defined tolerance level as configured in Business Rules Property Manager.

To apply fit to plan:

1. From **Assortment View**, select the style level item.
2. Select **Fit to Plan** from the **Action** drop-down list and click **Apply**. A confirmation window appears informing that the action will fit the specified APS values to plan.
3. Click OK.

The system spreads the item receipts quantities to match the department budget by store.

### Applying Minimum

The assortment **Min** is a constraint set by the user, indicating the quantity for an item in units that must be achieved at the store level. The **Apply Minimums** functionality ensures that every item and store combination is receiving at least the minimum units and adjusts the stores that are receiving less than the minimum units.

The **Min** is set at the Chain, subset, or subset/volume group level. This feature uses the chain level values set on the **Plan Worklist**, unless the subset or volume group values have been specified in Assortment View, in which case it uses the values set at the lower level.

If no **Min** is set at the color level, the system assumes a color minimum equal to the pack size and calculates units as a total percentage of the item.

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**Note:** If you want to Apply Minimum at Subset/ VG level, you need first set the Min value by selecting Min from the Quantities drop-down of the Assortment View screen and then Apply Minimum action. If there are no APS values set for the item, then Apply Minimum functionality will not set Minimum quantity to the item.

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To apply minimums to the subset /volume group level:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. In the **Plan Review** links, click **Assortment View**.  
The **Assortment View** tab appears.
4. Check the box next to the item description to select an item to which you want to apply minimums.
5. Click the down arrow on the **Action** drop-down list, select **Apply Minimum**, then click **Apply**.  
The AP table adjusts to display the Min inputs.

## Optimizing to Packs for Selected

Optimize to Packs enable you to convert selling units to ordering units by applying pack constraints. The optimization process first applies size profiles to break item and color information down to SKU and then rounds SKU store-level receipt units based on available pack configurations.

Pack optimization needs to occur prior to item submittal and you can execute pack optimization at any point in the planning process.

To optimize plan quantities to pack configurations:

1. On the **Main Menu**, click **Planning**.

The **Plan Library** appears.

2. Click the name link of a plan to select it from the **Plan Library**.

The **Plan Worklist** of the plan you selected appears.

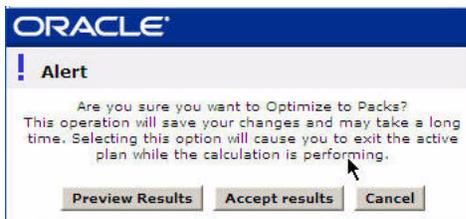
3. In the **Plan Review** links, click **Assortment View**.

The **Assortment View** tab appears.

4. Check the box next to the item description to select an item or items that you want to optimize to packs.
5. Click the down arrow on the **Action** drop-down list, select **Optimize to Packs**, then click **Apply**.

A pop-up alert window appears confirming to optimize the packs.

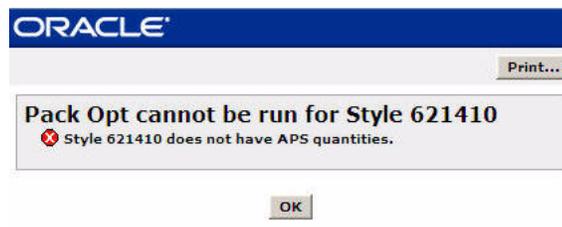
**Figure 7–11 Pack Optimization Validation Message**



6. Click **Preview Results** to view the pack optimization. Or **Accept Results** to accept the pack optimization results. Or you can click **Cancel** to cancel the pack optimization.

If there is a validation error, a pop-up window appears displaying the reason for pack optimization failure.

**Figure 7–12 Pack Optimization Error Message**



7. Click **OK** and set the APS quantities in the **Assortment View**. Follow from step 1 to step 5 to regenerate pack optimization.

The system returns to the Plan Library screen, while it executes the Optimize to Packs calculation and the plan is locked by Pack Opt. You may re-enter the plan from the Plan Library. The plan is in read-only mode until the calculation is complete.

Once the calculation is complete, you may enter the plan with write access. The receipt quantities shown on the **Assortment View** or the relevant items are updated based on the results of the pack optimization calculation. The **P-OPT** column in the Item Info section within the **Assortment View** is updated with a P or D depending on the Preview Results/Accept Results option selected, to indicate optimization is complete.

### Reviewing Pack Opt Results

If you select the Preview Results option in step 5 above, an additional action of **Review Pack Opt Result** is listed in the **Action** drop-down list. It displays the pack-opt results in a Pack Opt section. After you review the pack-opt results, two additional actions are listed in the Action drop-down list.

- **Accept Pack Opt Results**

You can accept the pack optimization results after previewing it. When you accept the results, the displayed pack opt result is removed from the grid and the **Review Pack Opt Result**, **Accept pack Opt Result**, and **Hide Pack Opt Result** actions are also removed from the Action drop-down list.

- **Hide Pack Opt Results**

You can hide the pack optimizations results after previewing it. When you hide the results, the displayed pack opt results in the grid is hidden in the grid. The Review Pack Opt Result action is listed in the Action drop-down list. You can review the pack opt results by selecting the option from the Action list.

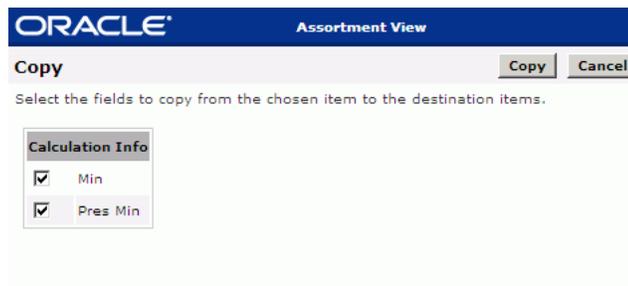
### Copying from Selected Item / Paste to Selected Item

The **Copy from Selected** option allows to copy the Min and Pres. Min calculation values from one item/color to another item/color in a plan at a Subset/VG level. You can select to copy either one or both calculation values.

To copy calculation value from the selected item:

1. From Plan Library, select the item by clicking on the item name.  
The **Plan Worklist** appears.
2. From **Plan worklist**, in the **Plan Review** section, click **Assortment View**.  
The **Assortment View** tab appears.
3. Select the Min and Pres. Min from the Quantities drop-down and set the Min & Pres. Min values for the item from which you want to copy the values.
4. Select the item from which you want to copy the Min and Pres. Min values to any style or color.
5. Click the down arrow on the **Action** drop-down list, select the Copy from Selected option, and click **Apply**.

A pop-up window appears confirming to copy Min and Pres. Min values.

**Figure 7–13 Copy From Selected Window**

6. Select the field values that you want to copy and click Copy.
7. Now, select the item to which you want to paste the copied values.
8. Select the item/color from the grid.
9. Click the down arrow on the **Action** drop-down list, select the **Paste To Selected** option, and click **Apply**.

The system now displays the modified Min and Pres. Min values in the **Calculation Info** section in Min and Pres. Min columns of the Assortment tab grid.

## Using Assortment View Show Button

The **Show** section of the Assortment Planning screen enables you to display the filter data as set by you. The **Show** drop-down list has five options to select the drop-down values to view the data at different levels of details.

To view the data, select from the drop-down values of the following fields and click the **Show** button to refresh the **Assortment View** grid:

**Table 7–4 Show Section Fields and Description**

Fields	Description
Storesets	Use the Storesets drop-down list to flip the view by changing the store set from the default primary store set to the selected store set.  The storeset list can be configured using the Store Management link on the Main Menu.
Subsets	Use the Subsets drop-down list to filter the assortment view by any subset of a selected store set.
Quantities	Use the Quantities drop-down list to select any combination of APS, Min, or Pres. Min to display in the Assortment View grid.
Data	Use the data drop-down list to select any combination of AP, Need, or LSP data segments to display in the Assortment View grid.
Product Group	Use the product group to filter Assortment View by any product group.
Show	After drop-down values are chosen, click the <b>Show</b> button to refresh the Assortment View grid.

## Understanding Assortment Tab Grid

**Table 7–5 Assortment View Tab Fields**

Column Names	Description
Expand/Collapse	Use the collapse/expand functionality by row, controlled by clicking [-] or [+], to view different cuts of data at the item or color level.
Hide/Show	Use the hide/show functionality by column grouping to expand or collapse sections in the Assortment View screen. You can use [-] or [+] to collapse and expand.
Seq	Sequence displays the item's place in the assortment sequence. Used to enter value and sort by this column.
Item ID	Item identification number.
Item Information	<p>Provides item details.</p> <ul style="list-style-type: none"> <li>■ <b>Description</b> - brief explanation of the item/color.</li> <li>■ <b>Purchase Type</b> - displays the item type, can be customized For example- F (Fashion), B (Basic)</li> <li>■ <b>AP-</b> displays the Item's Status: <ul style="list-style-type: none"> <li>■ I - In Progress</li> <li>■ R - Ready</li> <li>■ V - Validated</li> <li>■ S - Submitted</li> <li>■ C - Changed</li> </ul> </li> <li>■ <b>Active</b> - displays the current item activity status for an in-season item. The item status is available in the Plan Worklist /Library, Assortment and Flow View screens and the Item Selector screen of Item View: <ul style="list-style-type: none"> <li>■ <b>Active</b> - Plan or item is active if any item in the plan or any color at any store contains actual sales or receipts.</li> <li>■ <b>Inactive</b> - If the item has not started selling, it is inactive. Effectively, all the mock items are in the inactive state.</li> <li>■ <b>Late</b> - An item or a Plan is late, if any color at any store is due for sale and has not started selling relative to the Plan Start Date. When an item is Late, only the AP receipts appear as actuals in a plan.</li> </ul> </li> <li>■ <b>P-OPT</b> - displays the pack optimization status. D indicates that the optimization is complete.</li> <li>■ <b>Colors</b> - displays the number of planned colors in the item.</li> </ul>

**Table 7–5 (Cont.) Assortment View Tab Fields**

<b>Column Names</b>	<b>Description</b>
Calculation Info	<p>Displays data that affects calculations, including:</p> <ul style="list-style-type: none"> <li>■ <b>Source</b> - indicates calculation method for item's average per store (APS) quantities. The default value is Manual, but can be overridden with Spread or Need. <ul style="list-style-type: none"> <li>■ Manual - user-generated APS</li> <li>■ Need - copied from the forecast data segment</li> <li>■ Item Spread - spread item total</li> <li>■ Auto Breadth/Depth</li> </ul> </li> <li>■ <b>Pack Size</b> - lowest pack size associated with the item.</li> <li>■ <b>Min</b> - the minimum quantity of item stores (optional at volume grade and store subset) must receive on average in order to be eligible for that item. Validation will fail if the quantity is less than the minimum specified.</li> <li>■ <b>Pres Min</b> - minimum number of units needed in stores to support item or color presentation for the last receipt date. The default value is entered in Plan Worklist, but can be over-ridden at the volume grade or store subset in the Assortment View screen.</li> <li>■ <b>Calc%</b> - Spreads the total quantity of the item at the Style level down to Color / Store/Week level.</li> <li>■ <b>Cost</b> - wholesale cost of an item. It is read-only in the Assortment View.</li> <li>■ <b>Retail</b> - displays the item's retail price.</li> <li>■ <b>IMU</b> - initial markup percentage of an item.</li> </ul>
Client Info	Client information are client configurable item attributes.
Attributes	Attributes are client configurable.
Hierarchy Info	<p>Displays merchandise hierarchy information including:</p> <ul style="list-style-type: none"> <li>■ <b>Sub-Department</b> - the sub-department of the item.</li> <li>■ <b>Class</b> - the class of the item</li> <li>■ <b>Sub-Class</b> - the sub-class of the item</li> </ul>
All XXX	APS for each data segment, where XXX is the total number of stores.
Volume Groups	<p><b>APS</b> - for all stores within a volume group, display can be set to AP/Need/LSP data segments and Min and Pres. Min from the Quantities drop-down list.</p> <p><b># Stores</b> - selecting the # Stores cells in the VG intersection, displays the stores in the volume grade, the actual AP quantity for each store, and the variance from the Average for each store.</p>

**Table 7–5 (Cont.) Assortment View Tab Fields**

<b>Column Names</b>	<b>Description</b>
Store Totals	<p>Displays the average receipt quantities per store.</p> <p><b>Receipts</b></p> <ul style="list-style-type: none"> <li>■ <b>Total Units</b> - total receipt units.</li> <li>■ <b>Total \$</b> - total receipt value of the merchandise in dollars.</li> <li>■ <b>% Receipts U</b> - receipt unit percent contribution to Plan.</li> <li>■ <b>% Receipts \$</b> - receipt dollars percent contribution to Plan.</li> <li>■ <b>Act \$</b> - actual receipts values in dollars for a given item per StoreSet/All.</li> <li>■ <b>Act U</b> - actual receipt units for a given item per StoreSet/All.</li> <li>■ <b>Receipt \$</b> - planned receipt dollars for a given item per StoreSet, calculated as Future Receipt Units x Unit Cost.</li> <li>■ <b>Receipt U</b> - planned receipt units for a given item per StoreSet/All.</li> </ul> <p><b>Sales</b></p> <ul style="list-style-type: none"> <li>■ <b>Total U</b> - total of all sales units for a given item per StoreSet/All, calculated as Act Sales Units + Future Sales Units.</li> <li>■ <b>Total \$</b> - total of all sales dollars for a given item per StoreSet/All, calculated as Act Sales Dollars + Future Sales Dollars.</li> <li>■ <b>Act \$</b> - actual sales in dollars for a given item per StoreSet/All.</li> <li>■ <b>Sales \$</b> - planned sales in dollars for a given item per StoreSet/All.</li> <li>■ <b>Act U</b> - actual sales units for a given item per StoreSet/All.</li> <li>■ <b>Sales U</b> - all planned sales units for a given item per StoreSet/All.</li> </ul> <p><b>Inventory</b></p> <ul style="list-style-type: none"> <li>■ <b>BOH U</b> - total Beginning-On-Hand units.</li> <li>■ <b>EOH U</b> - total End-On-Hand units.</li> <li>■ <b>BOH \$</b> - total value of the BOH merchandise in dollars.</li> <li>■ <b>OH \$</b> - On-Hand units value in dollars of last week of actuals for a given item per StoreSet/All.</li> <li>■ <b>EOH \$</b> - total value of the EOH merchandise in dollars.</li> <li>■ <b>OH U</b> - On-Hand units of last week of actuals for a given item per StoreSet/All.</li> </ul>
# Stores	Number of stores in the set carrying the item.

## Performance Threshold

The Performance Threshold is used to highlight an under or over performing item depending on the AP Total Sales Units or AP Act Sales Units on the Assortment View screen. The system highlights the items having a relative difference between the AP Act Sales Units compared to the LSP Act Sales Units or the AP Total Sales Units compared to the LSP Total Sales Units. You can highlight Sales Units, Receipt Units, or OH units if there is a difference beyond the threshold.

You can set two colors to indicate two levels of performance threshold for highlighting items. That is, for under performing items falling below the first threshold, the Sales Units (Act or Total) is colored Yellow; if it falls below the second threshold, it is colored Red. The Performance threshold highlights using two different colors - light green for first threshold and green for second threshold for over performing items. The colors for the performance threshold are not configurable.

You can set these threshold values in the **Business Rules Property Manager (BRPM)** module accessible from the **Main Menu**.

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**Note:** You can set these rules only if you have access to the BRPM module.

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To set the performance threshold rules:

1. From the **Main Menu**, select the **Business Rules Property Manager**.
2. On the **Business Rules** window, slide the window to view the **Asst. View Thresholds** section.
3. Enter the threshold value between 0% to 100% in the **Assortment View Low Threshold** and **Assortment View High Threshold** cells for low and high threshold values. The values, by default, are in percentages.

**Figure 7–14 Business Rules Window for Performance Threshold**

The screenshot shows the Oracle Business Rules Property Manager window. The 'Assortment View Low Threshold Attribute' is set to 20.00% and the 'Assortment View High Threshold Attribute' is set to 50.00%.

Assortment View Low Threshold Attribute	Assortment View High Threshold Attribute
20.00%	50.00%

**Example 7–1 Example of Performance Threshold**

For example, if the low threshold value is set to 20% and the high threshold value to 50%, and if there is a Sales difference of 20% or greater but under 50% for an under performing item, the item is colored using the low threshold color yellow. However

once the difference passes 50%, the column is colored with the high threshold color red. Similarly, if the Sales difference for an over performing item falls above 20% and under 50%, the item is highlighted using the light green color. If the Sales difference passes the 50% threshold, the item is colored in green.

4. When finished, click **Save**.

A confirmation window appears to override children parameter settings.

5. Click **Yes** to override the changes to child hierarchies; else click **No**.
6. Click **Done** to exit the **Business Rules** screen.

You can revert the changes done to the performance threshold values by clicking the **Revert** button.

You can view the under/over performing items on the Assortment View screen as shown below in the Figure 8-15.

**Figure 7-15 Assortment View Screen Highlighting Under and Over Performing Items**

Seq	Item ID	Volume Groups						Store Totals				Receipts				Sales				Inventory			
		VG2(4)		VG3(14)		VG4(26)		Total U	%Receipt U	Total \$	%Receipt \$	Total U	Total \$	BOH U	EOH U	BOH \$	EOH \$						
	ALL	713	1366	447	898	404	802	19619	100.0%	354622	100.0%	12397	499733	0	7411	0	95172						
	xxx	226	806	103	602	129	465	5698	29.0%	113960	32.1%	8256	144746	0	-2345	0	0						
	642669	84	335	36	206	40	170	1868	9.5%	37360	10.5%	6231	109141	0	-4139	0	0						
	642670	142	471	67	296	89	286	3830	19.5%	76600	21.8%	2025	35605	0	1794	0	0						
	ALL xxx Assortment Plan Units	903	3222	1446	7032	3349	11841	5698	29.0%			8256		0	-2345								
	yyy	144	141	103	101	80	81	4085	20.8%	98040	27.6%	893	21133	0	3192	0	0						
	642751	144	141	103	101	80	81	4085	20.8%	98040	27.6%	893	21133	0	3192	0	0						
	ALL yyy Assortment Plan Units	576	562	1435	1411	2074	2111	4085	20.8%			893		0	3192								
	Other	343	420	242	295	195	265	9836	50.1%	142622	40.2%	3248	33854	0	6564	0	95172						
	642672	243	364	167	263	127	198	6601	33.6%	96716	27.0%	2360	21273	0	4224	0	81255						
	642746	101	56	75	42	69	67	3235	16.5%	46907	13.2%	889	12581	0	2339	0	33917						
	ALL Other Assortment Plan Units	1379	1681	3391	4132	5082	6891	9836	50.1%			3248		0	6564								
	ALL Assortment Plan Units	2862	5485	6262	12575	10505	20843	19619	100.0%			12397		0	7411								

The under/over performing items are highlighted on the AP Total Sales units or AP Act Sales Units if the differences cross either of the thresholds. If there is no LSP data or if it is not selected for display, no items are highlighted.

**Note:** By default, on the Assortment View screen, the LSP data is displayed along with AP data only if Plan has one or more Active Items.

You may not be able to see all the columns of the **Store Totals** section. You may need to use the **Customize Table** option from the **Action** list.

## Understanding Item View

The **Item View** screen displays an item or group of items and their metrics by week. The **Item View** screen provides the visibility to planned and actual sales, receipt, inventory, gross margin and key metrics by week and month.

Plan creates an optimal product store and DC flow plans based on forecasted sales, delivery frequency, flow dates, and various other data input in the plan. It also creates item plans by week based on forecasted or adjusted buy quantities and sales curves.

Figure 7-16 Item View Screen

**ORACLE** Main Menu > Plan Library > Plan Worklist > Item View

**Item Plan Review** Dept Name: Department 2101 Dept: 2101 Store Set: ALL Period: Jun, 2006-May, 2007 Store Period: Jul-Oct, 2006 Plan Status: In Progress Filtered: No

Item Info				Status				Hierarchy Info			Required Info						
Item ID	Description	Purch Type	Colors	Actualize	AP	Rcpt %	Sales %	Sub-Department	Class	Sub-Class	Product Group	Cost	Retail	IMU	Pack Size	Min	Pre
111	color mock	B	2	Mock	I	Sys	Sys	1 Sub Dpt 21011	2 Class 210112	1 Sub Class 2101121	Fashion	\$6.50	\$19.99	72.5	1	12	

Fiscal Week	Store Receipts				DC Receipts		Sales			BOH		EOH		Mar			
	Need	Receipt U	%Receipt U	Receipt \$	%Receipt \$	DC Receipt U	DC Receipt \$	Need	Sales U	%Sales U	Sales \$	%Sales \$	BOH U		BOH \$	EOH U	EOH \$
Assortment Plan Total	2341			46797		2341	46797	2336			46532		0	0	5	98	
Oct	313	13.4	6257	13.4		0	0	398	17.0	7760	17.0		340	6800	255	5099	
36	0	0.0	0	0.0		0	0	101	4.3	1975	4.3		340	6800	239	4775	
37	165	7.0	3298	7.0		0	0	111	4.7	2154	4.7		239	4775	293	5864	
38	0	0.0	0	0.0		0	0	103	4.4	2001	4.4		293	5864	191	3811	
39	148	6.3	2959	6.3		0	0	84	3.6	1629	3.6		191	3811	255	5099	
Oct Financials						0	466986	0			570987		0				
Oct Variance						0	466986	-398			563227		-340				
Nov	274	11.7	5477	11.7		0	0	299	12.8	5832	12.8		255	5099	230	4595	
40	0	0.0	0	0.0		0	0	79	3.4	1535	3.4		255	5099	176	3524	
41	142	6.1	2839	6.1		0	0	81	3.5	1580	3.5		176	3524	237	4742	
42	0	0.0	0	0.0		0	0	72	3.1	1412	3.1		237	4742	165	3295	
43	132	5.6	2639	5.6		0	0	67	2.9	1305	2.9		165	3295	230	4595	
Nov Financials						0	299985	0			569989		0				
Nov Variance						0	299985	-299			564157		-255				
Dec	164	7.0	3278	7.0		0	0	333	14.2	6485	14.2		230	4595	61	1220	
44	0	0.0	0	0.0		0	0	71	3.1	1389	3.1		230	4595	159	3169	
45	121	5.2	2419	5.2		0	0	67	2.9	1298	2.9		159	3169	213	4257	
46	0	0.0	0	0.0		0	0	71	3.0	1378	3.0		213	4257	142	2843	
47	43	1.8	860	1.8		0	0	73	3.1	1431	3.1		142	2843	112	2234	

The **Item View** tab provides detailed performance information on how an item or group of items is expected to perform by week at the chain level. The view includes information on the AP, Need, LILY, and LSP data segments.

**Note:** Although the receipt quantities in the Item View (on the Plan Worklist screen) tab includes colors that are part of the current plan, the DC Flow tab includes all colors in a time period. This includes colors that may not be a part of the current plan.

To view the Item View:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. Check the box of an Item you would like to view. Or, select multiple Items to view the items as a roll-up.  
If you did not select an item prior to entering the **Item View**, or if you wish to change the selected items, you can use the **Edit Selected** and **Show All** buttons of the selected item to edit the grid.
4. In the **Plan Review** links, click **Item View**. The **Item View** grid appears.

You can review the product flow plan contribution for each item by season, month, or week for open-to-buy and feasibility analysis.

You can select an item or group of items on **Assortment / Item View** or the **Plan Worklist** and click the **Item View** tab to display the flow chart for the selected items.

The **Item View** tab consists of following sections:

- Selected Items to Edit - see [Selecting Items to Edit](#)
- Action drop-down list - see [Using Item View Action list](#)
- Show - see [Using Item View Show Button](#)
- Grid - see [Understanding Item View Grid](#)

## Displaying Colored Actual Metrics

The Item View displays weekly actual and planned metrics. For an in-season item, the past week's data is the actual metrics that is un-editable. On the Item View, the actual weeks' data is displayed in a different color from the planned weeks' data to differentiate between the actual and the planned data as shown in the Figure 8-17 below. The future weeks' data is the planned quantities and it is not colored.

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**Note:** Please note that:

- If an item has no actual data, the grid is not colored.
  - If an item is Late or In-active, the weekly data in the past is not colored.
  - For Late Items (items that have the planned In-Store date in the past, but have not started selling), the past weeks are displayed as Actuals in the Item View and Flow View screens, even if there was no actual sales data for the item. This is due to the fact that no sales data was received for those planned weeks, so AP and Need Sales are updated with actual sales of zero.
- 
- 

The AP and Need segments of an active item display the same actual data for the past weeks, if the Need Storebase includes all the active stores. If the Need storebase does not include all the active stores, the Need segment will not match the AP segment for the actual weeks, as data for the excluded stores is filtered out of the view.

The AP and Need segments of active items reflect the actual in-season Store Receipts, Sales and inventory (BOH and EOH) units, GM (Gross Margin), POS U (Units sold at promotional discount price), and AUR (Average Unit Retail for a time period).

For an in-season item, the data is updated on a weekly basis through the data load.

Figure 7-17 Actual and Planned Data on Item View

ORACLE Main Menu > Plan Library > Plan Worklist > Item View

Item Plan Review Dept Name: Dept: Store Set: Period: Store Period: Plan Status: Filtered: Department 2102 2102 NOT\_SET Dec, 2006-Nov, 2007 Dec, 2006-Apr, 2007 In Progress No

Select items to edit

Item Info					Status					Hierarchy Info		
Item ID	Description	Purch Type	Colors	Actualize	AP	Active	Rcpt %	Sales %	Sub-Department	Class	Sub-Class	
Dept: Department 2102												
308845	2102 584	F	1	Actual	S	Inactive	Sys	Sys	3 Sub Dpt 21023	2 Class 210232	2 Sub Class 2102322	
731944	2102 494	F	1	Actual	I	Inactive	Sys	Sys	1 Sub Dpt 21021	1 Class 210211	1 Sub Class 2102111	

Assortment View Item View Flow View

Action Groups (select action) Apply Data AP, Need Show

Fiscal Week	Store Receipts								DC Receipts		
	AP				Need				AP		
	Receipt U	%Receipt U	Receipt \$	%Receipt \$	Receipt U	%Receipt U	Receipt \$	%Receipt \$	DC Receipt U	DC Receipt \$	DC EO
Assortment Plan Total	4685		281,053		3967		237,980		906	54,351	
Jan	4089	87.3	245,299	87.3	3371	85.0	202,226	85.0	906	54,351	
49	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
50	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
51	0	0.0	0	0.0	0	0.0	0	0.0	906	54,351	
52	4089	87.3	245,299	87.3	3371	85.0	202,226	85.0	0	0	
Jan Financials									0	0	
Jan Variance									-906	(54,351)	
Feb	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
1	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
2	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
3	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
4	0	0.0	0	0.0	0	0.0	0	0.0	0	0	
Feb Financials									0	649,940	
Feb Variance									0	649,940	

You can configure the color that you want to use to highlight the actual weeks in the *plan.properties* file.

### Editing AP Sales Percentage and Store Receipt Percentage

The Item View tab displays item plans by week based on the forecasted or adjusted buy quantities. The weekly future forecasted sales data and the store receipts can be manually edited to adjust the weekly sales distribution.

When you edit AP Sales and Receipt Percentages, the application normalizes the Receipts or Sales percentage only for the edited future weeks in view to 100% by extending or reducing the period. Only the future week's data is editable.

The weekly forecasted data with actual data cannot be edited. While distributing the sales or receipts as per user-entered percentages, only the future weeks are taken into account.

Figure 7-18 Editing AP Sales and Store Receipt Percentages

ORACLE Main Menu > Plan Library > Plan Worklist > Item View															
Item Plan Review Dept Name: Dept: Store Set: Period: Store Period: Plan Status: Filtered: Department 1113 1113 NOT_SET Dec, 2005-Nov, 2006 Dec, 2005-Nov, 2006 In Progress No															
Item Info				Status				Hierarchy Info				Required Info			
Item ID	Description	Purch Type	Colors	Actualize	AP	Rcpt %	Sales %	Sub-Department	Class	Sub-Class	Product Group	Cost	Retail	IMU	
11	Long slv	F	1	Mock	R	Sys	Sys	02 2 FOR \$29.99	01 Long Sleeves	01 Solid	Other	\$15.00	\$29.99	50.0	

Fiscal Week	Store Receipts								Sales			
	AP				Need				AP			
	Receipt U	%Receipt U	Receipt \$	%Receipt \$	Receipt U	%Receipt U	Receipt \$	%Receipt \$	Sales U	%Sales U	Sales \$	%Sales
Assortment Plan Total	7342		220187		0	0.0	0	0.0	7993		239703	
Jun	2974	40.5	89190	40.5	0	0.0	0	0.0	1654	20.7	49598	
18	1508	20.5	45075	20.5	0	0.0	0	0.0	342	4.3	10271	
19	323	4.4	9687	4.4	0	0.0	0	0.0	289	3.6	8670	
20	36	0.5	10826	4.9	0	0.0	0	0.0	329	4.1	9880	
21	373	5.1	11186	5.1	0	0.0	0	0.0	327	4.1	9806	
22	414	5.6	12416	5.6	0	0.0	0	0.0	366	4.6	10971	
Jun Financials									0		62142	
Jun Variance									-1654		12545	
Jul	2225	30.3	66728	30.3	0	0.0	0	0.0	1963	24.6	68882	

After making changes to the AP Sales percentage and the Store Receipt percentage, you can view the result by clicking Show. If you do not like the results and want to change it back, the **Revert** button will return to the previously existing AP values.

However, after saving the changes by using the Save button, you can revert to the system-generated values by using [Reverting Sales to System Flow](#) in case of Sales percentage and [Reverting Receipts to System Flow](#) for Receipts percentage. This revert action removes the edits done by you and resets the AP data generated by the system-generated values.

You can edit AP sales percentage for multiple items by selecting the items from the **Select Items to Edit** panel. In case of multiple items, the percentage entered is spread to the items relative to their current sales weights.

To edit weekly AP Sales Percentage:

1. On the **Item View** screen, select the item(s).  
You can also select the item from the **Plan Worklist** screen or **Assortment View** screen and then click the **Item View** tab.
2. Click the **Edit Selected** button from the **Item Plan Review** section of the screen. The grid, by default, displays only the Need data segment.
3. Select **AP** from the **Data** drop-down list to display the AP data segment in the grid.
4. Select the week for which you want to edit by clicking the **% Sales Units** cell in the **Sales** section as shown in the Figure 8-12 above.

You can change for one or more weeks. After changing the sales units' percentage by week, the total units are normalized to 100 percentage.

5. Enter the required sales units percentage in the cell and click **Show**.

On clicking **Show**, the changes are dynamically displayed without saving and allow you to revert the changes if you would like to do so.

Now you can choose to retain the edited sales percentage or you can revert it back to system-generated data.

6. If you want to revert the edits to the sales percentage, click **Revert**.

A pop-up window appears for confirming the revert action.

7. Click **OK** to proceed or **Cancel** to stop the revert.

8. Click **Save** to save the changes.

After saving, the system refreshes the Item View screen with the modified sales units' percentage.

Now, if you want to revert, you can do so only by using the [Reverting Sales to System Flow](#) option.

9. Click **Done** to exit the Item View screen.

To edit weekly AP Store Receipts Percentage:

1. In the **Item View** grid, select the week for which you want to edit by clicking the **% Receipts Units** cell in the **Stores Receipts** section.

After changing the receipts units' percentage by week, the total receipt units are normalized to 100 percentage.

2. Enter the required receipt units' percentage in the **% Store Receipts** cell in the **Store Receipts** section as shown in the Figure 8-12 above and click **Show**.

On clicking **Show**, the changes are dynamically displayed without saving and allow you to revert the changes if you would like to do so.

Now you can choose to retain the edited receipts percentage or you can revert it back to system-generated data.

3. If you want to revert the edits to the receipts percentage, click **Revert**.

A pop-up window appears for confirming the revert action.

4. Click **OK** to proceed or **Cancel** to stop the revert.

5. Click **Save** to save the changes.

After saving, the system refreshes the Item View screen with the modified store receipt units' percentage.

Now, if you want to revert, you can do so only by using the [Reverting Receipts to System Flow](#) option.

6. Click **Done** to exit the Item View screen.

## Selecting Items to Edit

The **Select Items to Edit** option displays the information of the selected item/items from the **Plan Worklist** screen or Assortment View tab. It is read only section. If you have selected multiple items, the **Item View** tab will display all the items and item related information like Item Info, Status, Required Info, Optional Info, and Buy Parameters.

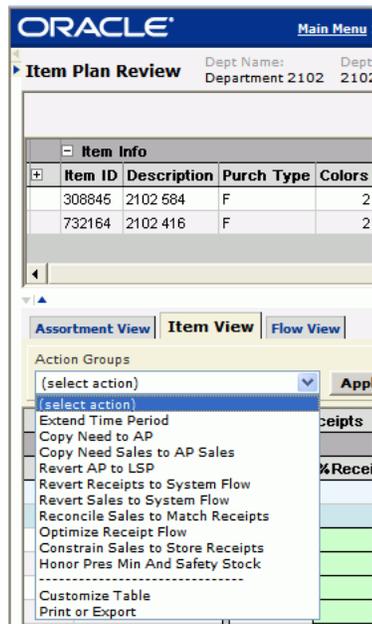
If you have not selected an item prior to entering the **Item View**, or if you wish to change the selected items, you can use the **Edit Selected** and **Show All** buttons to switch items.

You can access the Buy Parameters for the selected item in the **Select Items to Edit** grid of the **Item View** screen. When you click any of the Buy Parameters on the Select Items to Edit grid, the Parameters tab appears. You can go back to the Worklist screen by clicking the **Done** button on the Buy Parameters screen.

## Using Item View Action list

The **Action** drop-down list on the **Item View** tab enables you to perform a number of the following listed tasks. Select an item or a group of items and click **Select Items to Edit**, select an action you wish to perform on the selected items, then click **Apply** to proceed with the desired task.

**Figure 7–19** Item View Action List



The following tasks can be performed from the Item View Action drop-down list:

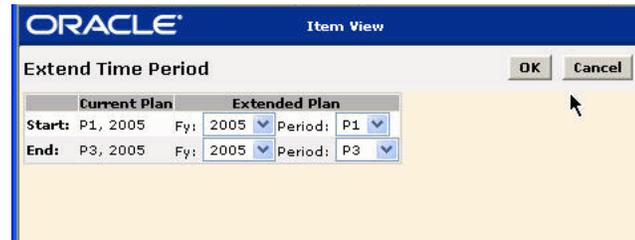
- [Extending Time Period](#)
- [Copying Need to AP](#)
- [Copying Need Sales to AP Sales](#)
- [Reverting AP to LSP](#)
- [Reverting Receipts to System Flow](#)
- [Reverting Sales to System Flow](#)
- [Reconciling Sales to Match Receipts](#)
- [Optimizing Receipt Flow](#)
- [Constraining Sales to Store Receipts](#)
- [Using Honor Pres Min and Safety Stock](#)

## Extending Time Period

The **Extend Time Period** functionality allows you to extend the time period for the selected item or items to financial periods prior to or after the plan period.

After extending the time period, the time period is persisted throughout your current session, until you utilize the Extend Time Period option again.

**Figure 7–20** *Extend Time Period Window*



To extend time period:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** screen appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. Check the box of an Item for which you would like to extend the time period and click Item View tab.  
Alternatively, you can select the item from Select items to Edit and click Edit Selected.
4. Click the down arrow on the **Action** drop-down list, select **Extend Time Period**, then click **Apply**.  
The **Extend Time Period** pop-up window appears.
5. Change the dates in the **Extended Plan** Start and End dates and click **OK**.

## Copying Need to AP

The **Copy Need to AP** feature copies the forecasted need data segment to the AP data Segment. The functionality enables you to use the receipt quantities derived through the Need data segment for the AP data segment. Refer [Copying Need to AP](#) to know how to copy need to AP.

If no item is selected from the Plan Worklist, a pop-up window displays the error that this option is available only while viewing one item.

**Figure 7–21 Item Plan Error Window**

Click OK. Select one item from the Plan Worklist and click Item View tab. Select Copy Need to AP from the Action drop-down list and click Apply. The Need receipt quantities gets copied to the AP segment.

### Copying Need Sales to AP Sales

The Copy Need Sales to AP Sales functionality copies the future weekly Need Sales to AP Sales within the Plan period. Use this functionality when you want to update only the AP Sales Flow and not the Receipt Flow. The Copy Need Sales occurs only for the future unplanned weeks (and for the remainder of the currently selected plan). The action overwrites all the AP segment edited Sales percents for the weeks that is being copied.

For more information, see the section on [Copying Need Sales to AP Sales](#).

### Reverting AP to LSP

The Revert AP to LSP functionality allows you to revert the AP units of the selected style to its LSP (Last Submitted Plan) units. All weekly receipts and sales of the LSP are copied to the AP for all the future weeks in the lifecycle. You can revert AP to LSP from the Assortment and Item View screens.

For more information, see the section on [Reverting AP to LSP](#).

### Reverting Receipts to System Flow

The Revert Receipts to System Flow functionality, on the Item View screen, re-creates a receipt flow to the Need receipt flow. The functionality reverts the changes made to the receipt flow and creates a scaled AP Receipt Flow including the flow dates, receipt schedule and receipt distribution based on the forecast.

For an in-season item, only the future weeks of Receipts is scaled. The actual Receipts are not modified. You can use this action on a single or multiple styles/colors in the Item View screen.

If you revert the style to system flow, the colors revert as well. If you revert the color to system flow, the style flow continues to be a roll-up of the color flow on a weekly basis.

To revert receipts to system flow:

1. Select the item for which you want to revert the receipts quantities to system flow.
2. On the **Item View** screen, select **Revert Receipts to System Flow** from the **Action** drop-down list.

The Revert Receipts to System Flow action appears in the Action list only if you have modified the receipts units.

3. Click **Apply**.

A pop-up window appears confirming the revert action. The system removes all the edits done by you and displays the new receipt units in the **Store Receipts** column.

4. Click **OK** to continue. Or you can **Cancel** the revert action.

The system removes all edits done and displays the receipts unit generated by the system.

### Reverting Sales to System Flow

The **Revert Sales to System Flow** functionality, on the Item View screen, aligns the sales to the total receipts. The functionality discards the previous weekly sale edits made and creates the same flow dates, sales schedule, and sales distribution as the Need segment. It affects Sales in the current plan and unplanned future weeks.

You cannot revert the Sales units to System Flow for a submitted item. On the Item View screen, you can select a single or multiple style(s).

To revert sales to system flow:

1. On the **Item View** screen, select **Revert Sales to System Flow** from the **Action** drop-down list.

The Revert Sales to System Flow action appears in the Action list only if you have modified the sales units.

2. Click **Apply**.

A pop-up window appears confirming the revert action.

3. Click **OK** to continue. Or you can **Cancel** the revert action.

The system removes all the edits done to the Sales unit and displays the scaled Need sales units.

---

**Note:** If there is no Need segment, an error message appears informing that the action cannot be performed as there are no Need quantities.

If reverting is done at the color level, the color level Need segment is used. If the color level Need segment is not available, the Style level Need segment is used.

---

### Reconciling Sales to Match Receipts

The **Reconcile AP Sales to Receipts** functionality adjusts the sales flow to match the Receipts and retains the AP Receipt flow. It adjusts the sales total and the sales flow in the current plan, maintaining the Pres Min and Safety Stock.

You can reconcile the AP Sales for an un-submitted item and can choose a single or multiple styles or colors. After reconciling the AP Sales, you can revert the changes made.

If the item carries over into an existing plan, the sales at the beginning of that plan may be affected.

To reconcile Sales to match receipts:

1. Select the item from the **Plan Worklist** and click the **Item View** tab.
2. From the **Action** drop-down list, select **Reconcile AP Sales to Receipts**.
3. Click **Apply**.

The modified AP Sales is displayed in the grid. You have the option to save or revert the changes made.

4. Click **Save** to save the modified AP Sales or you can discard the changes by clicking **Revert**.

### Optimizing Receipt Flow

The **Optimize Receipt Flow** functionality from the Item View screen adjusts the AP Receipt flow of the current plan and unplanned future weeks to cover the sales flow, taking Presentation Min, Safety Stock, Last Receipt Date, Delivery Frequency and actual on-hand into consideration. After optimizing the AP Receipt, the plan-level AP quantity is updated. It then generates the receipt flow from the weekly sales, by restricting the weekly beginning-on-hand (BOH) to a sum of Safety Stock and Presentation Minimum units. Any receipt percent edits are discarded.

When you optimize the AP receipt flow, it triggers the DC flow re-calculation for any unconfirmed DC Shipments and overrides any Receipt % edits. This is applicable to any action that modifies the AP Receipts.

You can optimize the AP Receipt for an un-submitted item. You can select multiple items from the Item View to optimize the AP Receipt flow. After generating the optimized AP receipt flow, you can revert the changes made.

To generate the optimized AP receipt flow:

1. Select the item from the **Plan Worklist** and click the **Item View** tab.
2. From the **Action** drop-down list, select **Optimize Receipt Flow**.
3. Click **Apply**.

The optimized AP Receipt flow is reflected on the grid. You have the option to save or revert the changes made.

4. Click **Save** to save the optimized AP Receipts or you can discard the changes by clicking **Revert**.

### Constraining Sales to Store Receipts

Use the **Constrain AP Sales to Store Receipts** option on the Item View screen to constrain the future sales to the available inventory for any period. (This option is used pre-season after creating the receipt flows, if you need to match the future planned sales to the available inventory to avoid negative inventory).

The available inventory is the sum of the starting inventory and the received inventory for the period. Constraining the future sales may result in reducing sales so that there are no more negative BOH.

You can constrain the sales units for an un-submitted item. You can constrain sales for a single or multiple styles and colors. In case of carry over items, constraining the AP Sales only affect sales in the current plan plus unplanned future weeks.

To constrain the AP Sales to Store Receipts:

1. Select the item from the **Plan Worklist** and click the **Item View** tab.
2. On the **Item View** screen, select **Constrain Sales to Store Receipts** from the **Action** drop-down list.
3. Click **Apply**.

The Item View grid refreshes with the modified AP Sales values. You may save the values or may revert the values to the existing Store Receipts by applying the

**Revert Receipts to System Flow** action. For more information on how to revert the receipts to system flow, see the section on [Reverting Receipts to System Flow](#).

### Using Honor Pres Min and Safety Stock

Use the **Honor Pres Min and Safety Stock** option from the Item View Action list to re-distribute Store Receipts to maintain the Presentation Minimum (Pres Min) and the Safety Stock for as long as possible in the lifecycle of the item. When you apply this action, the Pres Min and the Safety Stock are maintained on the current plan and any future unplanned weeks. The actual weeks of AP Receipts / Sales are ignored.

You can use this action on multiple items and on un-submitted plans. After honoring Pres Min and Safety Stock, you may discard the changes by clicking **Revert**.

To honor the Pres Min and Safety Stock:

1. Select the item from the **Plan Worklist** and click the **Item View** tab.
2. From the **Item View** Action list, select the **Honor Pres Min and Safety Stock** option.
3. Click **Apply**.

The grid refreshes with the optimized AP Store Receipt values to honor the Pres Min and Safety Stock for the plan's lifecycle.

After making the changes you can revert the changes made. Click Save on the Item Plan Review section of the Item View screen to save the changes or click Revert to discard the changes.

### Using Item View Show Button

This section of the **Item View** screen enables you to display the filter item data as set by you. To view the data, select from the following **Data** drop-down values and click **Show** to refresh the **Item View** grid:

- Need
- LILY
- AP
- LSP

### Understanding Item View Grid

The Item View grid displays data relative to the selected item or group of items from the Select Item to Edit section for the data segments selected in the Data drop-down list.

All columns in the Item View grid is replicated for each data segment selected from the Data drop-down list.

The Item View grid contains following columns:

**Table 7-6** *Item View Grid Fields and Description*

<b>Fields</b>	<b>Description</b>
Fiscal week	Planned fiscal week of the item.

**Table 7–6 (Cont.) Item View Grid Fields and Description**

<b>Fields</b>	<b>Description</b>
Store Receipts	<p>Displays the actual receipt quantities for all stores as per data segment selected in the Data drop-down list.</p> <ul style="list-style-type: none"> <li>■ <b>Receipts Units</b> - total receipt units by time period.</li> <li>■ <b>% Receipts Units</b> - receipt unit percent contribution to Plan. This field is editable for the AP segment and allows to alter the receipt flow</li> <li>■ <b>Receipts \$</b> - total receipt value of the merchandise in dollars by time period.</li> <li>■ <b>% Receipts \$</b> - receipt dollars percent contribution to Plan.</li> </ul>
DC Receipts	<p>Displays the total DC receipts as per data segment selected in the Data drop-down list.</p> <ul style="list-style-type: none"> <li>■ <b>DC Receipt Unit</b> - total DC receipt units by time period.</li> <li>■ <b>DC Receipts \$</b> - total DC receipt dollars by time period.</li> <li>■ <b>DC EOH U</b> - total DC units of End-On-Hand.</li> <li>■ <b>DC EOH \$</b> - total value in dollars of DC End-On-Hand</li> <li>■ <b>In Transit U</b> - total units in the transit by time period.</li> <li>■ <b>In Transit \$</b> - total value in dollars of the in transit inventory.</li> </ul>
Sales	<p>Displays the weekly sales data.</p> <ul style="list-style-type: none"> <li>■ <b>Sales U</b> - total sales units by time period.</li> <li>■ <b>% Sales U</b> - percentage of sales units by time period.</li> <li>■ <b>Sales \$</b> - total sales dollars by time period.</li> <li>■ <b>% Sales \$</b> - percentage of sales in dollars by time period.</li> </ul>
BOH	<p>Beginning On Hand.</p> <ul style="list-style-type: none"> <li>■ <b>BOH U</b> - beginning on hand units for a time period.</li> <li>■ <b>BOH \$</b> - beginning on hand dollars for a time period.</li> </ul>
EOH	<p>End On Hand</p> <ul style="list-style-type: none"> <li>■ <b>EOH U</b> - ending on hand units for a time period.</li> <li>■ <b>EOH \$</b> - ending on hand dollars for a time period.</li> </ul>
Mark Down	<p>Markdown planned for the item.</p> <ul style="list-style-type: none"> <li>■ <b>PermMD\$</b> - permanent markdown dollar totals per time period taken for selected item(s)</li> <li>■ <b>POS MD\$</b> - point of sale markdown dollar totals per time period taken at the register for selected item or items.</li> <li>■ <b>Total MD\$</b> - mark down in dollars.</li> <li>■ <b>MD %</b> - mark down in percentage.</li> <li>■ <b>MD IND</b> - markdown indicator displays all pricing events that are in effect for the week. There can be multiple values for the same week. Possible values are MD, POS, TRF or blank.</li> </ul> <p>The population of this field is driven entirely off of the pricing plan of the item. For actual weeks, the MD IND field is blank, if there are no fed-in or user-entered pricing events for that week, even if there are POS or MD Units/\$ reported for that week.</p>

**Table 7–6 (Cont.) Item View Grid Fields and Description**

<b>Fields</b>	<b>Description</b>
<b>POS/Perm MD Sales</b>	
MD Sales U	Permanent Markdown Units Sold.
MD Sales \$	Permanent Markdown \$ Sold.
MD Sales %	Ratio of MD \$ to Total Sales \$.
POS Sales U	Units sold at promotional/employee discount price.
POS Sales \$	\$ sold at promotional/employee discount price.
POS Sales %	Ratio of Promotional Sales \$ to Total Sales \$.
<b>Avg Unit</b>	Displays the average retail quantities per store. <ul style="list-style-type: none"> <li>■ <b>Sales AUR</b> - average unit retail for a time period.</li> <li>■ <b>AUC</b> - average unit cost for a time period.</li> </ul>
<b>Gross profit</b>	<ul style="list-style-type: none"> <li>■ <b>GP \$</b> - gross profit dollars by time period [Unit Sales * (AUR - AUC)].</li> <li>■ <b>GP%</b> - gross profit percentage by time period [(AUR / AUC) - 1].</li> <li>■ <b>GPROI</b> - Gross Profit Return on Investment.</li> </ul>
<b>Sell through</b>	<ul style="list-style-type: none"> <li>■ <b>% ST \$</b> - % sell through in dollars.</li> <li>■ <b>% ST U</b> - % sell through in units.</li> </ul>
<b>Turn Over</b>	<ul style="list-style-type: none"> <li>■ <b>TO \$</b> - turn over dollars.</li> <li>■ <b>TO U</b> - turn over units.</li> </ul>
<b>Num Stores</b>	<ul style="list-style-type: none"> <li>■ <b>WOS</b> - weeks of supply</li> <li>■ <b>ST w/ Inv</b> - # of stores with inventory for a time period.</li> <li>■ <b>ST w/ Rec</b> - # of stores with receipts for a time period.</li> </ul>

---

**Note:** In the AP, Need, and LSP segments, store counts displayed in the Stores with Inventory (ST w/Inv) columns include stores with more than 0.5 units of inventory.

---

## Understanding Flow view

The **Flow View** tab displays the actual data for the active item and planned data for the inactive item. It displays the AP receipt quantities flow by week throughout the relevant plan period. The screen enables a comparison of the receipt plans to the top-down financial plan. The totals are then broken down over time based on the forecast engine's sales curve and receipt flow parameters, including the In-Store Date, Out Date, Break Date, Delivery Frequency, Safety Stock, etc.

The data presented in the Flow View is read only, but can be updated by adjusting each item's calculation parameters or the overall planned receipt quantities in the Assortment View screen.

The **Flow View** shows the whole plan at a chain level by weeks. The **Flow View** can be seen in the context of the receipt data for some of DC and Store. The receipt flow can be filtered based on Product Groups available in the plan or subsets available in the primary store set.

Figure 7-22 Flow View Screen

Item ID	Item Info	# Stores	Total		Month Dec	
			AP	AP	DC Receipt U	DC Receipt \$
			DC Receipt U	DC Receipt \$	DC Receipt U	DC Receipt \$
<input type="checkbox"/>	Other		1500	41985	0	0
<input type="checkbox"/>	746075	3	600	14994	0	0
<input type="checkbox"/>	745079	3	900	26991	0	0
<input type="checkbox"/>	Other Financial Plan		0	3672245	0	0
<input type="checkbox"/>	Other Variance		-1500	3630260	0	0
<input type="checkbox"/>	Assortment Plan Total		1500	41985	0	0
<input type="checkbox"/>	Financial Plan Total		0	3672245	0	0
<input type="checkbox"/>	Total Variance		-1500	3630260	0	0

To view the Flow View tab:

1. On the **Main Menu**, click **Planning**.  
The **Plan Library** appears.
2. Click the name link of a plan to select it from the **Plan Library**.  
The **Plan Worklist** of the plan you selected appears.
3. In the **Plan Review** links, click the **Flow View** tab.

The **Flow View** tab appears. You can also click the Flow View tab from any of the Plan Review screens. The Flow View tab appears.

---

**Note:** The AP data segment leverages the sales curve from the forecast to calculate Receipt flow by item/color, even if APS values are manually input or created using top-down tools. Therefore, you must set all calculation parameters for an item in order to see its Receipt flow.

---

The **Flow View** tab consists of the following sections:

- Action drop-down list
- Show
- Flow View Grid

## Displaying Colored Actual Metrics

The Flow View displays weekly actual and planned metrics. For an in-season item, the past week's data is the actual metrics that is un-editable. On the Flow View, the actual weeks' data is displayed in a different color from the planned weeks' data to

differentiate between the actual and the planned data as shown in the Figure 8-23 below. The future weeks' data is the planned quantities and it is not colored.

For an in-season item, the data is updated on a weekly basis through the data load.

**Figure 7-23 Actual and Planned Data on Flow View**

Item ID	# Stores	Total		Month Dec		Month Jan	
		AP		AP		AP	
		DC Receipt U	DC Receipt \$	DC Receipt U	DC Receipt \$	DC Receipt U	DC Receipt \$
Other		0	0	5622	228,044	45666	2,417,583
732164	4	0	0	0	0	1647	82,334
308845	1	0	0	0	0	906	54,351
731944		0	0	2972	148,570	0	0
733851		0	0	0	0	1041	41,630
Other Financial Plan		0	189937	0	0	3442	137,646
Other Variance		0	189937	2650	79,474	0	0
Assortment Plan Total		0	0	0	0	1463	87,765
Financial Plan Total		0	189937	0	0	1437	71,836
Total Variance		0	189937	0	0	19668	1,173,884

You can configure the color that you want to use to highlight the actual weeks in the *plan.properties* file.

### Using Action List

The **Action** drop-down list on the **Flow View** tab has links to customize table and print or export options. Refer [Customizing Table](#) and [Printing or Exporting data](#) to know more on the topics.

### Using Show button

The **Show** button of the **Flow View** screen displays the receipt item data as set by you. To view the data, select from the **Show** drop-down values of the following fields and click **Show** to refresh the **Flow View** grid:

**Table 7-7 Show Drop-down Values and Description**

Fields	Description
# Stores	Number of stores in the set carrying the item.
Subsets	Use to display data for subsets in the main storeset for the plan.
Receipts	Use to filter data to view flow from/to on a weekly basis by receipts to the store or the DC.
Data	Use to display AP data segments in the grid.
Product Group	Use to filter data by any existing product group in the plan.

## Using Flow View Grid

**Table 7–8 Flow View Grid Fields and Descriptions**

<b>Fields</b>	<b>Description</b>
Expand/Collapse	Use the collapse/expand functionality by row, controlled by clicking [-] or [+], to view different cuts of data at the item or color level.
Item ID	Item identification number from Plan Worklist.
Item Info	<ul style="list-style-type: none"> <li>■ <b>Description</b> - brief explanation of the item/color.</li> <li>■ <b>Product Group</b> - product group of the item.</li> <li>■ <b>Colors</b> - displays the number of planned colors in the item.</li> <li>■ <b>Cost</b> - the wholesale cost of an item.</li> <li>■ <b>Retail</b> - displays the item's retail price.</li> <li>■ <b>Active</b> - displays the item activity status.</li> </ul>
# Stores	Number of stores in the set carrying the item.
Total	<p>Store receipts</p> <ul style="list-style-type: none"> <li>■ <b>Receipts Units</b> - store receipt units.</li> <li>■ <b>% Receipts Units</b> - store receipt unit percentage to the total store receipts for the plan period.</li> <li>■ <b>Receipt \$</b> - store receipt in dollars.</li> <li>■ <b>% Receipt \$</b> - store receipt dollars percentage to the total store receipts for the plan period.</li> </ul> <p>DC Receipts</p> <ul style="list-style-type: none"> <li>■ <b>DC Receipts Units</b> - distribution center receipt units.</li> <li>■ <b>% DC Receipts Units</b> - distribution center receipt dollars.</li> </ul> <p>Receipts details for the month and weeks.</p>

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## Pack Optimization

Pack Optimization is a process of producing a receipt flow in terms of packs to support a weekly schedule of sales units, while adhering to plan and store level constraints such as assortment quantity, Pres Min, and size profiles. The pack optimization helps to identify the best pre-pack configuration by matching the configuration with the store-level demand for an order. Pack optimization affects the AP segment and the Receipts Flow.

Pack Optimization is done at a style level, only for the future weeks in the plan for an actual item. For Mock items, Pack Optimization is done for all the weeks in the plan, as they do not have actual data. When you Pack Opt for a Mock Item, the system rounds off the receipt quantities to the pack-size defined in the Plan Worklist. Pack Optimization is a pre-requisite for submitting an item.

This chapter provides information on the types of pack optimization and also describes how you can perform a pack optimization effectively. It contains the following sections:

- [Different Methods of Pack Optimization](#)
- [Actualize Items](#)
- [Selecting Pre-defined Packs](#)
- [Optimizing Packs](#)
- [Validate Quantities](#)

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**Note:** Before running Pack Optimization, you must set up the style and color level information (Buy Parameters and APS Quantities) for an item to generate the optimal order quantities.

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## Different Methods of Pack Optimization

There are two kinds of pack optimization:

- Standard
- Adaptive

The standard pack optimization addresses the deliveries in parallel. In this case, the small stores with smaller assortment quantity remain under allocated as the per-delivery quantities are smaller than the available pack.

This issue is answered by the adaptive pack optimization by delivering in a sequence, and applying the deficit or excess allocation in one delivery to the requested quantity in the next delivery's pack optimization. The adaptive pack optimization closely fits the quantities between assortment and allocation for all stores.

For example, a store needs 12 units in a plan and the receipt flow has 4 deliveries of 7, 3, 1, 1 units respectively. The packs are configured such that the first delivery has only packs of 5 units eligible, and subsequent deliveries must use only loose stock. The standard pack optimization will recommend 5, 2, 0, 0 units respectively. This means that there is an overall deficit of 5 units.

In the adaptive optimization method with the same store requirements, the first request suffers a deficit of 2 units which is applied to the second request, that is,  $3+2=5$  units. The 3rd request is for 1 unit, which will get nothing. The last request is for  $1+1=2$  units, which is satisfied. Thus the pack-optimized receipt flow is 5, 5, 0, 2 units respectively with no deficit.

You can configure the *plan.properties* file to use any one of the pack optimization methods in the application. See the *Oracle Retail Plan Operations Guide* to know how to configure the pack optimization methods. You can switch between parallel and adaptive pack optimization methods.

## Actualize Items

Items are actualized to map it or link it to the configured pre-packs. You can do this by assigning an item identification number to the mock item. This maps the key item information, as well as supports its integration with the purchase order management, and in-season plan management.

The hierarchy information of the item must be available to actualize an item.

To actualize an item:

1. On the **Plan Worklist**, in the **Item ID** column (**Item Info** section), type the actual identification number for the item you want.
2. In the **Actualize** column, click **Mock**.

---

**Note:** If the colors of the mock item in the plan do not match the colors of the actual item (in the Item Master), an **Actualize Item** window appears where you can map each color of the mock item to the colors of the actual item. Once you map the colors, click **Add Selected Colors to Plan**.

---

3. Click **Save**.

In the Action drop-down list, use the Validate Item Data option to validate that the item's information synchronizes with the information in the Item master.

## Selecting Pre-defined Packs

For each actual item, the pack configurations are defined based on the analytic insight, optimized size profiles, and escalation logic during implementation. Once you actualize an item, you can view and select the pre-defined optimal packs for the item. You can also set up delivery of specific configurations over different time intervals.

To view and select the pre-defined packs:

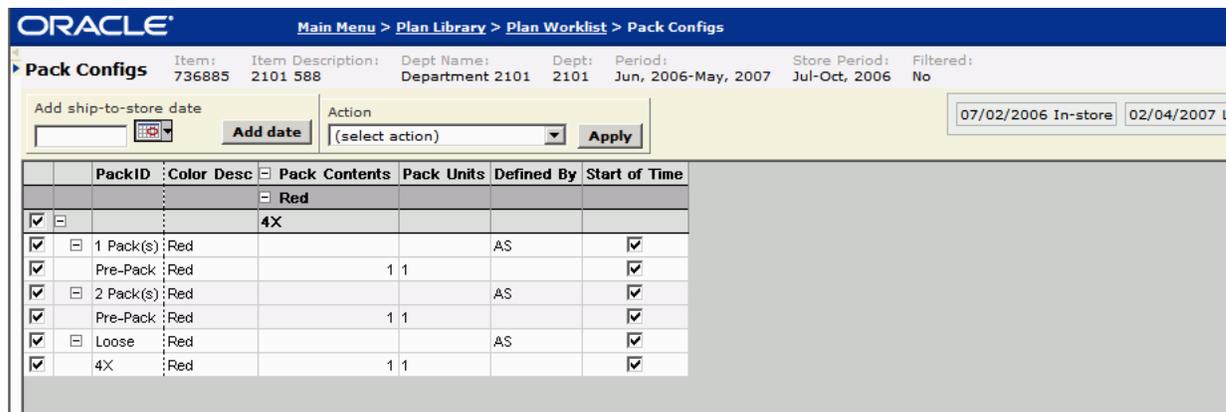
1. On the **Plan Worklist**, in the **Pack Configs** column, click **View**. The **Pack Configs** screen appears with all packs selected.
2. On the **Pack Configs** grid, clear the check box next to the pre-packs or loose sizes you want to exclude in the order quantities.
3. Click **Save**.
4. Click **Done**.

To select packs for specific shipping dates:

1. On the **Pack Configs** screen, in the **Add ship-to-store date** field, select a date you want.
2. Click **Add date**. The **Pack Configs** screen appears with an additional column for the ship-to-store date you selected.
3. In the **ship-to-store date** column, select the check boxes for the packs you want to be shipped on the delivery date.
4. Click **Save**.
5. Click **Done** to exit the screen.

## Pack Configs Screen

Figure 8–1 Pack Configuration Screen



Here are the fields that appear on the Pack Configs screen:

**Table 8–1 Fields on the Pack Configs Screen**

Field	Description
Add ship-to-store date	Select an applicable date when you want the packs to be shipped to the store.
Pack ID	The identification number of the pack.
Pack Contents	Contents of the pack based on the various attributes for the item. For example, loose sizes and fabric of a trouser.
Pack Units	Number of units in the pack.
Defined By	The source of the pack. For example, analytical services (AS) or client.
Start of Time	Date that represents the beginning of the life cycle.  If no other dates are added, this column represents the selections for the entire item life cycle. If you add a ship-to-store date, this column represents the pack selection for the beginning of the item's life cycle till the ship-to-store date.

## Optimizing Packs

Once you select the pre-defined pack configurations, you must now optimize the packs for the item.

To optimize the packs:

1. On the **Assortment View**, select the item you want.
2. In the **Action** drop-down list, click **Optimize to Packs for Selected**. A confirmation message appears.
3. To preview the pack optimization results, click **Preview Results**.

Or

To accept the pack optimization results without reviewing the results, click **Accept Results**.

---

**Important:** You have restricted (read-only) access to the plan till the pack optimization process completes. Once the optimization process starts, the Plan Library screen appears, and the plan gets locked by the Pack-Opt process.

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4. Once the process is complete, click the plan, and navigate to the **Assortment View** for the item.

---

**Note:** On the Assortment View, the P-OPT column displays the pack optimization status for the item, where:

- D – Done
  - P – Preview
- 

5. To preview the pack optimization results, in the **Action** drop-down list, click **Review Pack Opt Results**. The Assortment View now appears with additional **Pack Opt** columns that display the pack optimization results against the AP quantities.

6. To accept the pack optimization results, in the **Action** drop-down list, click **Accept Pack-Opt Results**.

Or

To continue working with plan without using the pack optimization results, in the **Action** drop-down list, click **Hide Pack-Opt Results**.

## Validate Quantities

You can validate the pack optimization results using the following Merchant Desktop reports:

- Purchase Order report – displays the SKU and Pack level chain detail for an item. See the [Purchase Order Report](#).
- Allocation report – displays the SKU and Pack level detail by store for an item. See the [Allocation - Location/Product Report](#).

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**Note:** The above mentioned reports display data only for submitted items.

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For more information on various reports, refer to the [Reports](#) chapter in this users' guide.



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## Submitting Items

Item submittal is an important step in finalizing the item plan. By submitting the item, you can process the item plan data to an external system to create purchase orders.

In order to submit an item, the item must be actualized and the following item information must be completed and validated:

- Valid color-level with AP/APS quantities
- Valid ID #
- Buy parameters
- Pack optimization
- Generated forecast

You can submit item(s) after all the required criteria is completed without any validation errors. If there are validation errors, the item can not be submitted and a pop-up message appears displaying the reason for the failure.

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**Note:** You can not submit a Mock item. The mock item must be first actualized with valid merchandise hierarchy information and then can be submitted after completing and validating the above information.

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When you submit an item, the item gets submitted for the lifecycle of the item. For example, lets say there are 3 colors for a style in one plan and 5 colors for the carried over item in another plan. In case the style in first plan is submitted, since the item submittal is for the lifecycle of the item, the 5 colors in the other plan also get submitted.

To submit an item:

1. On the **Main Menu**, click **Planning**. The Plan Library screen appears.
2. Click the name link of a plan to select it from the Plan Library. The Plan Worklist of the plan you selected appears.
3. Check the box of the item(s) you want to submit.
4. Click the down arrow on the drop-down Action list, select **Submit Selected Status**, and click **Apply**. A confirmation pop-up window appears.

**Figure 9–1 Submit an Item - Pop-up Message**



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**Note:** Once submitted, DC receipts for an item are automatically confirmed. Therefore when submitting an item, in case the *Need Type Owner* (Like Item tab) is set to *User*, a confirmation message appears that enables you to change the ownership to *System* without leaving the Planning Library screen. Once the ownership is transferred to *System*, the need type gets set to *constrained*.

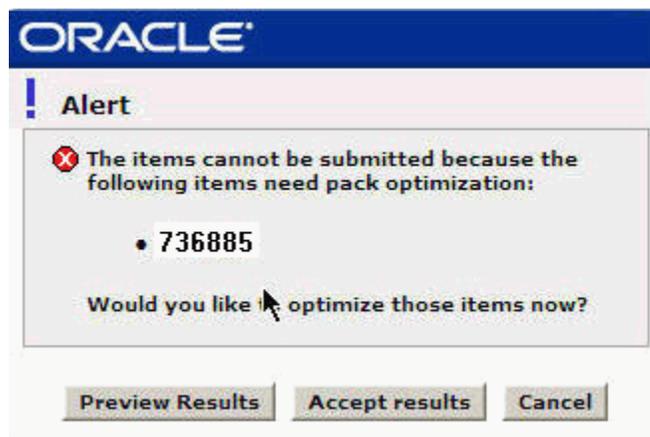
---

5. Click **OK** to submit the item(s) or click **Cancel** to revert the action.

If there are no validation errors, the item(s) is submitted.

If there are validation errors, like pack optimization or buy parameters not completed, an alert pop-up window displaying the reason for the validation failure appears.

**Figure 9–2 Submit an Item - Error Message**



6. Click **Accept Results** to optimize the items or **Cancel** to revert.

Clicking **Accept Results** overwrites the AP quantities with results of pack optimization. Clicking **Preview Results** runs pack optimization and allows you to see the results in the AP view prior to overwriting the AP quantities. Pack optimization results must be accepted before an item can be submitted.

The AP data segment is read-only for the submitted item, and the LSP or Last Submitted Plan data segment is overwritten with the current AP quantity.

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After you submit the item, the item status is changed to S (Submitted) and the item is eligible to interface with external systems. If you wish to make any changes to a submitted item, you must change the item's status to C (Changed) to bring the AP segment back to an editable status.

**Next Steps**

Once all planning actions are complete, you can view reports that are available through the Merchant Desktop. These predefined reports are supplied to the Desktop by MicroStrategy.

Using MicroStrategy, you can view and change the display of the information presented in reports.

See [Plan Reports](#) for general information on reports.

See [Accessing the Reports](#) on how to access reports within MicroStrategy.

See [About Merchant Desktop Reports](#) to know more on Merchant Desktop Reports.

See [Working with the Merchant Desktop User Interface](#) to know how to use the user interface screen.



The Merchant Desktop utility enables you to access and view the reports that are based on the assortment planning information required by your business. It also enables you to personalize the reports for your needs. This chapter describes how you can effectively use the Merchant Desktop for accessing reports. It includes the description of the reports set up for the Plan application, and procedures that help you access and export the reports in the required format.

This chapter includes the following sections:

- [About Merchant Desktop Reports](#)
- [Accessing the Reports](#)
- [Working with the Merchant Desktop User Interface](#)
- [Plan Reports](#)
- [Tips to Generate Better Reports](#)

## About Merchant Desktop Reports

Merchant Desktop is a reporting utility that helps you access the reports set up for the Plan application. It uses the MicroStrategy Intelligence Server™ and the Web Universal platform, and provides features that help you export the report information in different formats, including the PDF format. It also helps you to subscribe to a report, at a specific interval.

To access the Merchant Desktop utility, you must have the MD\_USER or MD\_POWER\_USER roles and a *view* assigned to the user account.

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**Note:** The Merchant Desktop administrator can set up different views for a specific user role. A *view* represents a combination of the tabs, screens, and components that you can access, when you log on to Merchant Desktop. For more information on the *view* or the administrative tasks, see the *Oracle® Retail Plan Administration Guide*.

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## Accessing the Reports

You can access the Merchant Desktop utility from the main menu of the Plan application. Ensure that your user account includes the roles that are necessary to access the Reports utility.

To access the Reports utility:

- On the **Main Menu**, click **Reports**.

The **Merchant Desktop** screen appears, with a list of the features that you can access.

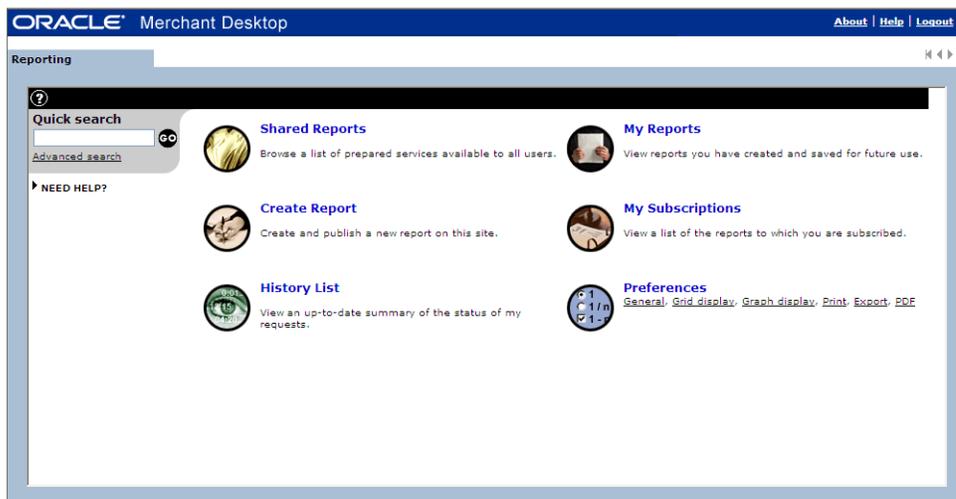
## Working with the Merchant Desktop User Interface

The Merchant Desktop User Interface enables you to view, export, or print the reports that have been set up based on your business needs. It also enables you to save or subscribe to reports.

Merchant Desktop includes the following features that help you effectively view, export, and manage the reports:

- Shared Reports – includes a list of pre-defined reports.
- Create Report – helps you create and publish the required reports.
- History List – includes an up-to-date summary of the status of the requests.
- My Reports – includes the reports that you have created or saved for future use.
- My Subscriptions – includes a list of reports to which you have subscribed.
- Preferences – helps you set up preferences such as, Grid display, Graph display, Print, Export, and PDF.

**Figure 10–1** Merchant Desktop User Interface



## Generating the Reports

The Shared Reports folder contains a list of pre-defined reports that you can use to export or print assortment based information.

To generate the shared reports:

1. On the **Reporting** tab, click the **Shared Reports** link.
2. On the **Shared Reports** page, click the report you want.

A form appears that helps you select the parameters before generating the report.

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**Note:** In the Plan application, the reports are classified based on the information they include (assortment planning or actual/optimized history), and certain other categories. For more information on the categories, see [Plan Reports](#).

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3. Select the parameters you want to include in the report, and then click **Execute Report**.

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**Note:** MicroStrategy has defined a maximum capacity of information for generating reports. You may reach the maximum level while generating reports. To work around this issue, break the information into smaller reports, or narrow the time period of your search.

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For each report in the Shared Reports folder, the following links provide quick access to view or set up parameters before you generate the report:

- Subscriptions – Click this link to view the subscription for this report.
- Export – Click this link to view and set up the export options in the Preferences page.
- PDF – Click this link to view and set up the PDF print options.

## Creating Your Own Reports

The Create Report feature enables you to create your own reports that include the metrics you want.

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**Note:** Create Report is a role-specific feature. You can create your own reports only if your user account has the access to do so.

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You can create a report using one of the following options:

- Report Builder – enables you to create a report based on the merchandise attributes and metrics you want.
- Report Wizard – enables you to create a report based on the existing report templates and filters.

### Using the Report Builder

To create a report using the Report Builder:

1. On the Create Reports page, click **Report Builder**.  
A form appears that helps you select the attributes and metrics for the report.
2. Select the parameters you want, and then click **Execute Report**.

### Using the Report Wizard

To create the report using the Report Wizard:

1. On the Create Reports page, click **Report Wizard**.  
A form appears that helps you select the templates and filters that you want to use in the report.
2. Once you select the templates and filters, click **Execute Report**.

## Setting Up Preferences

The user interfaces for the Merchant Desktop and reports display information based on the display, print, and export parameters that have been set up for your user account. The Preferences feature enables you to update these parameters.

To set up preferences:

1. On the **Reporting** tab, click **Preferences**.

The Preferences page appears, with links to the groups on the left side of the page.

2. For each group, update the preferences you want, and then click **Apply**. For more information, see [Preference Categories](#).

To revert back to the default values, click **Load Default Values**.

### Preference Categories

The Preferences feature includes the parameters in the following categories:

- General (See [Parameters in the General Category](#))
- Grid Display (See [Parameters in the Grid Display Category](#))
- Graph Display (See [Parameters in the Graph Display Category](#))
- Print (See [Parameters in the Print Category](#))
- Export (See [Parameters in the Export Category](#))

### Parameters in the General Category

The following table describes the parameters in the General category:

**Table 10–1 Parameters in the General Category**

Parameter	Description
Default start page	Use this parameter to select a default start page.
Locale	Use the parameters in this section to set up the locale settings such as language, time zone, and number and date format.
Dynamic HTML	Use this parameter to specify the use of Dynamic HTML in the reports.
Accessibility mode	Use this parameter to generate reports that are compatible with the screen readers.  Select the <i>Enable screen reader compatibility</i> check box to enable accessibility.
Drop-down menus	Use this parameter to view the menu options (open the menu), when you click the menu.  Clear the <i>Require mouse click to open menus</i> check box to view the menu options when you hover the mouse pointer over the menu.
Font style	Use this parameter to select the font and font size for the reports.

### Parameters in the Grid Display Category

The following table describes the parameters in the Grid Display category:

**Table 10–2 Parameters in the Grid Display Category**

Parameter	Description
Grid Style	Use this parameter to specify the use of the grid format in the report definition or the default grid style you set up using the other parameters on this page.
Default Grid Style	Use this parameter to specify the grid style for the report.
Maximum rows in grid	Use this parameter to limit the number of rows that appear in the grid.  In case the report contains more rows, the additional rows appear in the next page.
Maximum columns in grid	Use this parameter to limit the number of columns that appear in the grid.  In case the report contains more columns, you can view the additional columns using the <i>right arrow</i> icon at the right hand corner of the report.
Show attribute form names	Use this parameter to view the form names of the attributes in the report.
Automatic page-by	Use this parameter to specify that the page automatically loads with the new information, when you select an option in the <i>Page-by</i> drop-down list.
Use images for depicting expand and contract in outline mode	Use this parameter to specify the use of images for the expand and collapse icons in the outline mode.

### Parameters in the Graph Display Category

The following table describes the parameters in the Graph Display category:

**Table 10–3 Parameters in the Graph Display Category**

Parameter	Description
Graph size	Use the parameters in this section to set the size of the graph.
Show graph reports by default in 'Grid and Graph' view mode	Select this check box to include the graph, when you choose to view the report in the 'Grid and Graph' mode.

### Parameters in the Print Category

The following table describes the parameters in the Print category:

**Table 10–4 Parameters in the Print Category**

Parameter	Description
Orientation	Use this parameter to select the page orientation for the reports. You can select the Portrait option, or the Landscape option.
Paper size	Use this parameter to specify the page size.
Header and Footer	Click the Edit Custom Settings link to set up the header and footer for the reports. The Header / Footer Editor appears, which helps you set up the header and footer for the report.
Scaling	Use this parameter to set up the page scaling options.
Margins (inches)	Use this parameter to set up the page margins for the report.

**Table 10–4 (Cont.) Parameters in the Print Category**

<b>Parameter</b>	<b>Description</b>
Maximum header size (inches)	Use this parameter to limit the size of the header in the report. In case the report needs more space for the content, the headers and footers are removed from the report.
Maximum footer size (inches)	Use this parameter to limit the size of the footer in the report. In case the report needs more space for the content, the headers and footers are removed from the report.
Disable DHTML printing	Select this check box to print the report without DHTML formatting.
Show popup print dialog	Select this check box to display the Print dialog box when you view the <i>Printable Version</i> of the report.
Print cover page with filter details	Select this check box to include a cover page with details of the filters used in the report.
Open new window when printing	Select this check box to open a new page to preview the report.
Print the grid and the graph on the same page	Select this check box to print the graph and grid on the same page.
Expand all page-by fields when printing	Select this check box to include all combinations of the objects (in the Page-by axis) in the report.
Show options when printing	Select this check box to view and set up the print options each time you print the report.

### Parameters in the Export Category

The following table describes the parameters in the Export category:

**Table 10–5 Parameters in the Export Category**

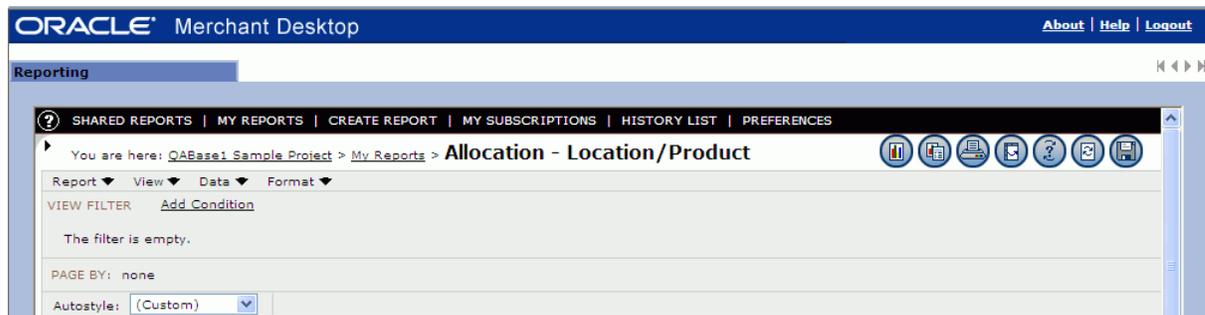
<b>Parameter</b>	<b>Description</b>
Export	Use this parameter to set the area for the export.
Export grids to	Use this parameter to specify the output format.
Export graphs to	Use this parameter to specify the format in which you want to export the graph. You can export the graph to the HTML or Microsoft® Excel® formats.
Export documents to	Use this parameter to specify the format in which you want to export the document.
Open new window when exporting	Select this check box to open a new page with the report that you extract.
Export metric values as text (Excel only)	Select this check box to extract the numeric values as text.
Export headers as text (Excel only)	Select this check box to extract the header values as text.
Export filter details	Select this check box to extract the details of the filter.
Show options when exporting	Select this check box to view and set up the export options, each time you export the report.

## Viewing the Reports

Once you generate the report, you can perform various tasks on the information included in the report. On the report screen, the following menus help you edit the views, the filters, and the information in the report:

- Report – includes options to subscribe, save, print, or export the report.
- View – includes options to view the graph, filters, and toolbars.
- Data – includes options to sort, drill, re-prompt, or filter the information in the report.
- Format – includes options to edit the report interface.

**Figure 10–2 Report User Interface**



The following icons, on the top-right corner of the screen, provide easy access to certain commonly used features:

Icon	Icon name
	<b>Graph icon</b> Click this icon to view the graph.
	<b>Grid and Graph icon</b> Click this icon to view the grid and graph on the same page.
	<b>Grid icon</b> Click this icon to view the grid.
	<b>Print icon</b> Click this icon to print the report.
	<b>Export icon</b> Click this icon to extract the report in a format you want.
	<b>Re-prompt icon</b> Click this icon to generate the report with a different selection criteria.
	<b>Refresh icon</b> Click this icon to update the report screen.
	<b>Save icon</b> Click this icon to save the report.

## Report Menu

The Report menu includes options that help you subscribe, save, print, or export the report. The following table describes the options in the Report menu:

**Table 10–6 Options in the Report Menu**

Option	Description
New	Click this option to create a new report. The Create Report screen appears. For more information, see <a href="#">Creating Your Own Reports</a> .
Save As	Click this option to save the report. The SAVE REPORT screen appears, which enables you to save the report in the My Reports or Shared Reports folder.  On the Save Report screen, you can also create sub-folders within a folder.
Add to History List	Click this option to add the report to the history list. The History List enables you to store and view an up-to-date summary of the generated reports.
Subscribe	Click this option to schedule the report on a regular basis. The SUBSCRIPTIONS panel appears on the report screen.
Print	Click this option to set up and view a printable version of the report. The Print Options screen appears, which helps you set up the header, footer, scaling, and other page setup options for the report.  To print the report: <ul style="list-style-type: none"> <li>Once you set up the print options, click <b>Show Printable Version</b>. The report displays in an HTML format. You can now print the report in the format you want.</li> </ul>
Export	Click this option to export the report in a format you want. The Export Options screen appears, which helps you choose the format and other details for the report.
Report Details	Click this option to view the information on the filters, templates, and parameters used for the report. It also provides information on the SQL statements used to display the information in the report.

## View Menu

The View menu includes options that help you view graphs, filters used, toolbars, and certain user interface components. The following table describes the options in the View menu:

**Table 10–7 Options in the View Menu**

Option	Description
Grid	Click this option to view the grid.
Graph	Click this option to view the graph. You can also click the Graph icon on the top-right corner of the screen.
Grid and Graph	Click this option to view both the graph and the grid on the same page.
Report Filter	Click this option to view the filters used to generate the report. The REPORT FILTER panel that appears on the report screen lists the filters used for the report.

**Table 10–7 (Cont.) Options in the View Menu**

Option	Description
View Filter	<p>Click this option to view and add additional filters to the report. The VIEW FILTER panel appears on the report screen.</p> <p>To add an additional filter:</p> <ol style="list-style-type: none"> <li>1. Click <b>Add Condition</b> to add additional filter conditions to filter the information included in the report.</li> <li>2. Once you set the attribute, click <b>Continue</b>, and then specify a condition (<b>Qualify</b> option) or value (<b>Select</b> option) for the attribute.</li> <li>3. Click the tick mark icon (to the right) to apply the filter.</li> </ol>
Object Browser	Click this option to view the objects used in the report.
Toolbars	Click this option to select the toolbars that you want on the report screen.
Pivot Buttons	<p>Click this option to view the pivot buttons for the columns in the report. The pivot buttons help you rearrange the information in the format you want, based on each column.</p> <p>It includes the following buttons:</p> <ul style="list-style-type: none"> <li>■ Move to left – Click to move the column to the left.</li> <li>■ Move to right – Click to move the column to the right.</li> <li>■ Move to columns – Click to rearrange the information in the column, and display as a group of columns.</li> <li>■ Move to rows – Click to rearrange the information in the column, and display it in rows.</li> <li>■ Page by this field – Click to rearrange the information, and display a single page that includes the information that is associated with each value in the column.</li> <li>■ Remove from Grid – Click to remove the column from the grid.</li> </ul>
Sort Buttons	Click this option to view the sort buttons. The sort buttons appear to the right of each column header.
Page_by_section	Click this option to view the PAGE BY panel on the report screen. The PAGE BY panel helps you select a different grid format for the report.

### Data Menu

The Data menu includes options that help you sort, drill, filter, or refresh the information in the report. It also enables you to insert new metrics or run the report with different selection criteria. The following table describes the options in the Data menu:

**Table 10–8 Options in the Data Menu**

Option	Description
Add View Filter Condition	This menu option is similar to the View Filter option in the View menu. Click this option to add an additional filter to the report.

**Table 10–8 (Cont.) Options in the Data Menu**

Option	Description
Sort	<p>Click this option to sort the information in the report. The SORT panel appears on the report screen.</p> <p>To sort the information:</p> <ol style="list-style-type: none"> <li>1. On the <b>SORT</b> panel, select the sort condition you want.</li> <li>2. Click <b>Apply</b> to review the results.</li> </ol> <p>Or</p> <p>Click <b>OK</b> to accept the result and close the SORT panel.</p>
Drill	<p>Click this option to view the information at different levels in the report. The DRILL panel appears on the report screen. It helps you drill from an attribute, to the immediate sublevels.</p> <p>Please note that not all reports have the drill functionality enabled.</p> <p>You can also drill the report in the one of the following ways:</p> <ul style="list-style-type: none"> <li>■ <b>Hyperlink drilling</b> – Certain objects in the report have a default drilling option, and the object appears to have a hyperlink. Click the hyperlink to drill to the information at the next level.</li> <li>■ <b>Right-click drilling</b> – Right-click on an object, and use the Drill menu to drill to the level you want.</li> </ul>
Filter on Selections	<p>Click this option to view the information you want, by selecting the objects in the report and applying filters. The FILTER ON SELECTIONS panel appears. Select the objects you want to view, and then click <b>Apply</b> or <b>OK</b>.</p>
Reset Data	<p>Click this option to reset the drills or additional filters applied on the report.</p>
Refresh	<p>Click this option to update the report screen.</p>
Re-prompt	<p>Click this option to generate the report with a different selection criteria. A form appears that shows the current selections for the report, and helps you select a different criteria for the report.</p> <p>Once you select the criteria you want, click <b>Execute Report</b> to generate the report.</p>
Insert New Metric	<p>Click this option to insert a new metric in the report. The RENAME/EDIT OBJECTS panel appears. You can insert an existing metric, or create a new metric (based on the metrics available for the report).</p> <p>To create and insert a new metric:</p> <ol style="list-style-type: none"> <li>1. On the RENAME/EDIT OBJECTS panel, select <b>New metric</b> from the drop-down list.</li> <li>2. In the <b>Name</b> field, type a name for the metric.</li> <li>3. In the <b>Definition</b> field, set up a metrics definition, based on the metrics available (or displayed) in the report.</li> </ol> <p>For example,</p> <p>[Pack Size] * [Num Packs]</p>
Rename/Edit Objects	<p>Click this option to rename or edit the metrics you inserted in the report. The RENAME/EDIT OBJECTS panel appears.</p> <p>You can rename or edit the metrics that you created, through your user account.</p>

**Table 10–8 (Cont.) Options in the Data Menu**

Option	Description
Totals	Use the Totals sub menu to view the subtotals or grand totals for the following calculations: <ul style="list-style-type: none"> <li>■ Average</li> <li>■ Count</li> <li>■ Maximum</li> <li>■ Minimum</li> <li>■ Standard Deviation</li> <li>■ Total</li> <li>■ Variance</li> </ul>

### Format Menu

The Format menu includes options that help you edit the report screen and review the reports better. The following table describes the options in the Format menu:

**Table 10–9 Options in the Format Menu**

Option	Description
Lock Grid Headers	This menu option enables you to review big reports better by freezing (Lock) certain rows or column headers. When you scroll through the report, it is then easier to associate each object with values.
Merge Column Headers	Click this option to group the column headers or values that are repeated.
Merge Row Headers	Click this option to group the row headers or values that are repeated.
Outline	Click this option to view the information represented in the expandable and collapsible sections. For most of the reports, small plus sign icons appear to the left of header in the left-most column. Click this icon to expand and view the sections within the header.
Show Banding	Click this option to view the alternate color bands in the reports.

## Plan Reports

The reports available in the Plan application are classified in seven categories, with each category including reports that display historical or assortment planning information in combinations at the color, style, or SKU level. Merchant Desktop provides you with 16 reports in the following categories:

- Allocation
- Attribute Mix
- Budget Reconciliation
- Data Source
- Financial View
- Item By Time
- Purchase Order

In Merchant Desktop, these reports are grouped based on the type of information they include. Each report includes one of the following types of information:

- Assortment Planning
- Actual/Optimized History

## Assortment Planning Reports

The reports can be generated to include both mock items and actualized items that have a valid forecast and/or AP quantities.

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**Note:** Make sure you refresh RDM if you make any adjustments to your plan and want to review them using the reports. The RDM updates automatically, if the Auto-Update is selected on the Plan Library screen.

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The following table lists the reports that include the assortment planning information:

**Table 10–10 Assortment Planning Reports**

Category	Report
<b>Allocation</b>	<a href="#">Allocation - Location/Product Report</a>
	<a href="#">Allocation - Product/Location Report</a>
<b>Attribute Mix</b>	<a href="#">Attribute Mix - AP/Need - Color Level Report</a>
	<a href="#">Attribute Mix - AP/Need - Style Level Report</a>
<b>Budget Reconciliation</b>	<a href="#">Budget Reconciliation - Location/Product Report</a>
	<a href="#">Budget Reconciliation - Product/Location Report</a>
<b>Data Source</b>	<a href="#">Data Source - AP/Need - Color Level Report</a>
	<a href="#">Data Source - AP/Need - Style Level Report</a>
<b>Item By Time</b>	<a href="#">Item By Time - AP/Need - Color Level Report</a>
	<a href="#">Item By Time - AP/Need - Style Level Report</a>
<b>Purchase Order</b>	<a href="#">Purchase Order Report</a>

### Allocation - Location/Product Report

The Allocation - Location/Product report displays information on allocations for a single product across all locations. It is used to review the assortment plan across locations. The report includes the aggregate total and subtotal by location for all products. The report is run at the size/store level and may not be used on a daily basis.

The Allocation reports - Location/Product Report and Product/Location Report are grouped by store receipt date to view the store-level allocations by store receipt date.

The following table describes the fields in the Allocation - Location/Product report:

**Table 10–11 Allocation - Location/Product Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Out Date	Min Out Date - extension	Date when the item is expected to be out of stock
Pack Size	Pack Opt Inside Units	Optimized number of units inside the pack
Num Packs	Pack Opt Num Packs	Optimized number of packs
Total Quantity	Pack Opt Total Receipt Units	Optimized total receipt units for a pack
% Contribution	Percent to Grand Total (Pack Opt Total Receipt Units)	Percentage of units received (from the total number of units available) for the optimized pack
Item Cost	Pack Opt Average Cost	Optimized average cost of a pack
Ext Cost	Pack Opt Total Cost	Optimized total cost
Item Retail	Pack Opt Average Retail Price	Optimized average retail price of a pack
Ext Retail	Pack Opt Total Retail	Optimized retail price of a pack
IMU %	Pack Opt IMU%	Optimized Initial Markup Units (IMU)

#### **Sample Report Screen**

The following figure ([Figure 10–3](#)) shows a sample report screen:

Figure 10–3 Allocation - Location/Product Report Sample Screen

Store Name	Department	Store Receipt Date	Style	Color	Pack	Size Range / SKU	Metrics	Out Date	Pack Size	Num Packs	Total Quantity	% Contrib
120 Store 120	2101	7/2/2006	23740819	2101 740001981	Blue	3360 2101 2101 981 981-Blue	77304129	08/14/2009				
						3697 2101 2101 981 981-Blue	77304129	08/14/2009				
						2101 981-Blue	77395128	08/14/2009				
						<b>Total</b>				0	0	
				740010981	Red	3716 Pre-Pack 2101 981-Red	77334130	08/14/2009				
						2101 981-Red	77347130	08/14/2009				
						2101 981-Red	77362130	08/14/2009				
						<b>Total</b>				0	0	
				740033981	Maroon	8754 2101 2101 981 981-Maroon	77306130	08/14/2009				
						2101 981-Maroon	77319130	08/14/2009				
						2101 981-Maroon	77399129	08/14/2009				

**Allocation - Product/Location Report**

The Allocation - Product/Location report displays information on allocations at a single location for multiple products. It is used to review assortment plan across products. The report includes the aggregate total across all locations. The report is run at the size/store level and may not be used on a daily basis.

The Allocation reports - Product/Location Report and Location/Product Report are grouped by store receipt date to view the store-level allocations by store receipt date.

The following table describes the fields in the Allocation - Product/Location report:

Table 10–12 Allocation - Product/Location Report Description

Column	Alias Metric Name	Description
Out Date	Min Out Date - extension	Date when the item is expected to get out of stock
Pack Size	Pack Opt Inside Units	Optimized number of units inside the pack
Num Packs	Pack Opt Num Packs	Optimized number of packs
Total Quantity	Pack Opt Total Receipt Units	Optimized total receipt units for a pack
% Contribution	Percent to Grand Total (Pack Opt Total Receipt Units)	Percentage of units received (from the total number of units available) for the optimized pack
Item Cost	Pack Opt Average Cost	Optimized average cost of a pack
Ext Cost	Pack Opt Total Cost	Optimized total cost

**Table 10–12 (Cont.) Allocation - Product/Location Report Description**

Column	Alias Metric Name	Description
Item Retail	Pack Opt Average Retail Price	Optimized average retail price of a pack
Ext Retail	Pack Opt Total Retail	Optimized retail price of a pack
IMU %	Pack Opt IMU%	Optimized Initial Markup Units (IMU)

**Sample Report Screen**

The following figure (Figure 10–4) shows a sample report screen:

**Figure 10–4 Allocation - Product/Location Report Sample Screen**

Department	Store Receipt Date	Style	Color	Pack	Size Range / SKU	Store Name	Metrics	Out Date	Pack Size	Num Packs	Total Quantity	% Contribution																
2101	7/2/2006	23	740819	2101	740001981	Blue	3360	2101	2101	77304129	120	Store 120	08/14/2009															
														981	981	Blue	159	Store 159	08/14/2009									
																	209	Store 209	08/14/2009									
																	134	Store 134	08/14/2009									
																	3697	2101	2101	77304129	120	Store 120	08/14/2009					
																	981	981	Blue	152	Store 152	08/14/2009						
																				159	Store 159	08/14/2009						
																				235	Store 235	08/14/2009						
																				134	Store 134	08/14/2009						
																				2101	981-Blue	77395128	120	Store 120	08/14/2009			
																						152	Store 152	08/14/2009				
																						159	Store 159	08/14/2009				
								235	Store 235	08/14/2009																		

**Attribute Mix - AP/Need - Color Level Report**

The Attribute Mix - AP/Need - Color Level report includes the assortment planning information at the color level. The report is used to dynamically compare various planning and hierarchy attributes to verify a plan is balanced appropriately.

**Note:** The Color-level reports should be used for reporting of color-level information. The color-level need is not available for items forecasted at the style level. The Style-level reports return faster results, and should be the version more commonly used.

The following table describes the fields in the Attribute Mix - AP/Need - Color Level report:

**Table 10-13 Attribute Mix - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Need Sales \$	Need Color Sl\$ \$	Amount of sales (in dollars) expected for the item at the Color level
AP Sales \$	AP Color Sl\$ \$	Amount of sales (in dollars) for the item at the Color level, based on the assortment plan
Sales \$ Diff	Diff - Sl\$ \$	Difference (in dollars) between the assortment plan and the expected sales
Need Sales \$ % to Total	Percent to Grand Total (Need Color Sl\$ \$)	Percentage of expected sales (from the total sales for the item)
AP Sales \$ % to Total	Percent to Grand Total (AP Color Sl\$ \$)	Percentage of assortment plan sales (from the total sales for the item)
Need Sales Units	Need Color Sl\$ Units	Sales (in units) expected for the item at the Color level
AP Sales Units	AP Color Sl\$ Units	Sales (in units) for the item at the Color level, based on the assortment plan
Sales Unit Diff	Diff - Sl\$ Units	Difference (in units) between the assortment plan and the expected sales
Need Sales Units % to Total	Percent to Grand Total (Need Color Sl\$ Units)	Percentage of expected sales (from the total sales of the item)
AP Sales Units % to Total	Percent to Grand Total (AP Color Sl\$ Units)	Percentage of the assortment plan sales (from the total sales of the item)
Need Rcpt \$	Need Color Rcpt \$	Amount of receipts (in dollars) expected for the item
AP Rcpt \$	AP Color Rcpt \$	Amount of receipts (in dollars) for the item, based on the assortment plan
Rcpt \$ Diff	Diff - Rcpt \$	Difference (in dollars) between the assortment plan and the expected receipts
Need Rcpt \$ % to Total	Percent to Grand Total (Need Color Rcpt \$)	Percentage of expected receipts (from the total receipts for the item)
AP Rcpt \$ % to Total	Percent to Grand Total (AP Color Rcpt \$)	Percentage of assortment plan receipts (from the total receipts for the item)
Need Rcpt Units	Need Color Rcpt Units	Receipts (in units) expected for the item at the Color level
AP Rcpt Units	AP Color Rcpt Units	Receipts (in units) for the item at the Color level, based on the assortment plan
Rcpt Units Diff	Diff - Rcpt Units	Difference between the assortment plan and the expected receipt units for the item
Need Rcpt Units % to Total	Percent to Grand Total (Need Color Rcpt Units)	Percentage of expected receipt units (from the total receipts for the item)
AP Rcpt Units % to Total	Percent to Grand Total (AP Color Rcpt Units)	Percentage of assortment plan receipt units (from the total receipts for the item)
Need GP \$	Need Color - GM \$	Amount of gross profit (in dollars) expected for the item
AP GP \$	AP Color - GM \$	Amount of gross profit (in dollars) for the item, based on the assortment plan

**Table 10-13 (Cont.) Attribute Mix - AP/Need - Color Level Report Description**

Column	Alias Metric Name	Description
GP \$ Diff	Diff - GM \$	Difference between the assortment plan and the expected gross profit (in dollars)
Need GP \$ % to Total	Percent to Grand Total (Need Color - GM \$)	Percentage of expected gross profit (from the total gross profit for the item)
AP GP \$ % to Total	Percent to Grand Total (AP Color - GM \$)	Percentage of assortment plan gross profit (from the total gross profit for the item)

### Sample Report Screen

The following figure (Figure 10-5) shows a sample report screen:

**Figure 10-5 Attribute Mix - AP/Need - Color Level Report Sample Screen**

Store Name	Style	Metrics	Need Sales \$	AP Sales \$	Sales \$ Diff	Need Sales \$ % to Total	AP Sales \$ % to Total	Need Sales Units	AP Sales Units	Sales Unit Diff	Need Sales % to Total
120 Store 120	736885 2101 588		\$414	\$0	-100%	1.32%	0.00%	17	0	-100%	
120 Store 120	740819 2101 981		\$1,598	\$1,546	3%	5.11%	7.55%	66	63	3%	
120 Store 120	740849 2101 984				-100%	0.00%	0.00%			-100%	
120 Store 120	740859 2101 985				-100%	0.00%	0.00%			-100%	
120 Store 120	740869 2101 986				-100%	0.00%	0.00%			-100%	
120 Store 120	740879 2101 987				-100%	0.00%	0.00%			-100%	
120 Store 120	740948 2101 994				-100%	0.00%	0.00%			-100%	
120 Store 120	740958 2101 995				-100%	0.00%	0.00%			-100%	
120 Store 120	742543 2101 354				-100%	0.00%	0.00%			-100%	
120 Store 120	742803 2101 280				-100%	0.00%	0.00%			-100%	
120 Store 120	742813 2101 381				-100%	0.00%	0.00%			-100%	
120 Store 120	<b>Total</b>		<b>\$2,012</b>	<b>\$1,546</b>	<b>30%</b>	<b>6.43%</b>	<b>7.55%</b>	<b>83</b>	<b>63</b>	<b>30%</b>	
135 Store 135	736885 2101 588				-100%	0.00%	0.00%			-100%	
135 Store	740819 2101				-100%	0.00%	0.00%			-100%	

### Attribute Mix - AP/Need - Style Level Report

The Attribute Mix - AP/Need - Style Level report includes the assortment planning information at the style level. This report is used to dynamically compare various planning and hierarchy attributes to verify a plan is balanced appropriately.

**Note:** The Color-level reports should be used for reporting of color-level information. The color-level need is not available for items forecasted at the style level. The Style-level reports return faster results, and should be the version more commonly used.

The following table describes the fields in the Attribute Mix - AP/Need - Style Level report:

**Table 10–14 Attribute Mix - AP/Need - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Need Sales \$	Need Style Sls \$	Amount of sales (in dollars) expected for the item at the Style level
AP Sales \$	AP Style Sls \$	Amount of sales (in dollars) for the item at the Style level, based on the assortment plan
Sales \$ Diff	Diff - Sls \$	Difference (in dollars) between the assortment plan and the expected sales
Need Sales \$ % to Total	Percent to Grand Total (Need Style Sls \$)	Percentage of expected sales (from the total sales for the item)
AP Sales \$ % to Total	Percent to Grand Total (AP Style Sls \$)	Percentage of assortment plan sales (from the total sales for the item)
Need Sales Units	Need Style Sls Units	Sales (in units) expected for the item at the Style level
AP Sales Units	AP Style Sls Units	Sales (in units) for the item at the Style level, based on the assortment plan
Sales Unit Diff	Diff - Sls Units	Difference (in units) between the assortment plan and the expected sales
Need Sales Units % to Total	Percent to Grand Total (Need Style Sls Units)	Percentage of expected sales (from the total sales for the item)
AP Sales Units % to Total	Percent to Grand Total (AP Style Sls Units)	Percentage of the assortment plan sales (from the total sales for the item)
Need Rcpt \$	Need Style Rcpt \$	Amount of receipts (in dollars) expected for the item
AP Rcpt \$	AP Style Rcpt \$	Amount of receipts (in dollars) for the item, based on the assortment plan
Rcpt \$ Diff	Diff - Rcpt \$	Difference (in dollars) between the assortment plan and the expected receipts
Need Rcpt \$ % to Total	Percent to Grand Total (Need Style Rcpt \$)	Percentage of expected receipts (from the total receipts for the item)
AP Rcpt \$ % to Total	Percent to Grand Total (AP Style Rcpt \$)	Percentage of assortment plan receipts (from the total receipts for the item)
Need Rcpt Units	Need Style Rcpt Units	Receipts (in units) expected for the item at the Style level
AP Rcpt Units	AP Style Rcpt Units	Receipts (in units) for the item, based on the assortment plan
Rcpt Units Diff	Diff - Rcpt Units	Difference between the assortment plan and the expected receipt units for the item
Need Rcpt Units % to Total	Percent to Grand Total (Need Style Rcpt Units)	Percentage of expected receipt units (from the total receipts for the item)
AP Rcpt Units % to Total	Percent to Grand Total (AP Style Rcpt Units)	Percentage of assortment plan receipt units (from the total receipts for the item)
Need GP \$	Need Style - GM \$	Amount of expected gross profit (in dollars) for the item
AP GP \$	AP Style - GM \$	Amount of gross profit (in dollars) for the item, based on the assortment plan

**Table 10-14 (Cont.) Attribute Mix - AP/Need - Style Level Report Description**

Column	Alias Metric Name	Description
GP \$ Diff	Diff - GM \$	Difference between the assortment plan and the expected gross profit (in dollars)
Need GP \$ % to Total	Percent to Grand Total (Need Style - GM \$)	Percentage of expected gross profit (from the total gross profit for the item)
AP GP \$ % to Total	Percent to Grand Total (AP Style - GM \$)	Percentage of assortment plan gross profit (from the total gross profit for the item)

**Sample Report Screen**

The following figure (Figure 10-6) shows a sample report screen:

**Figure 10-6 Attribute Mix - AP/Need - Style Level Report Sample Screen**

District	Store Name	Style	Metrics	Need Sales \$	AP Sales \$	Sales \$ Diff	Need Sales \$ % to Total	AP Sales \$ % to Total	Need Sales Units	AP Sales Units	Sales Unit Diff	Need Sales % to Total
District 2121	157 Store 157	736885	2101	\$171	\$0	-100.00%	0.55%	0.00%	7	0	-100%	
District 2121	157 Store 157	740819	2101	\$1,426	\$1,378	3.50%	4.56%	6.73%	59	57	3%	
District 2121	157 Store 157	740849	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	740859	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	740869	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	740879	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	740948	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	740958	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	741681	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	742543	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	742803	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	742813	2101			-100.00%	0.00%	0.00%			-100%	
District 2121	157 Store 157	<b>Total</b>		<b>\$1,596</b>	<b>\$1,378</b>	<b>15.88%</b>	<b>5.10%</b>	<b>6.73%</b>	<b>66</b>	<b>57</b>	<b>16%</b>	

**Budget Reconciliation - Location/Product Report**

The Budget Reconciliation - Location/Product report includes information on the budgets for a product planned across locations. The report is used to compare the financial budget with the Assortment Plan. It includes metrics at the location level, summed up across the locations.

The following table describes the fields in the Budget Reconciliation - Location/Product report:

**Table 10–15 Budget Reconciliation - Location/Product Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
FP Sls \$	Store Budget Sls \$	Amount of expected sales (in dollars) at the stores
% Contrib	Percent to Total (Store Budget Sls \$)	Percentage of expected sales (from the total sales)
AP Sls \$	AP Style Sls \$	Amount of assortment plan sales (in dollars) at the Style level
% Contrib	Percent to Total (AP Style Sls \$)	Percentage of assortment plan sales (from the total sales)
Diff (FP-AP)	Diff (FP-AP) 1	Difference between the forecasted sales and the assortment plan sales
LY Sls \$	ACT Sls \$(Last Year)	Amount of sales (in dollars) in the previous year, based on the actual history
% Contrib	Percent to Total (ACT Sls \$(Last Year))	Percentage of sales, based on the actual history
AP Sls U	AP Style Sls Units	Sales (in units) at the Style level, based on the assortment plan
% Contrib	Percent to Total (AP Style Sls Units)	Percentage of sales units at the Style level, based on the assortment plan
LY Sls U	ACT Sls Units (Last Year)	Sales (in units) in the previous year, based on the actual history
% Contrib	Percent to Total (ACT Sls Units (Last Year))	Percentage of sales last year, based on the actual history
FP Rcpt \$	Store Budget Rcpt \$	Amount of receipts (in dollars) at the stores
% Contrib	Percent to Total (Store Budget Rcpt \$)	Percentage of store receipts (from the total receipts)
DC Rcpt \$	DC Rcpt \$	Amount of receipts (in dollars) at the distribution center (DC)
% Contrib	% Contrib 1	Percentage of receipts (from the total DC receipts)
Diff (FP-DC)	Diff (FP-DC)	Difference between the receipts at the distribution center and store
LY Rcpt \$	ACT Rcpt \$ (Last Year)	Amount of receipts (in dollars) in the previous year, based on the actual history
% Contrib	Percent to Total (ACT Rcpt \$ (Last Year))	Percentage of last year receipts (from the total receipts)
DC Rcpt U	DC Rcpt Units	Receipts (in units) at the distribution center
% Contrib	% Contrib 2	Percentage of receipts at the distribution center
LY Rcpt U	ACT Rcpt Units (Last Year)	Receipts (in units) in the previous year, based on the actual history
% Contrib	% Contrib 3	Percentage of last year's receipts
FP POS MD \$	Budgeted POS MD \$	Amount of markdown (in dollars) budgeted at the Point of Sale (POS)
AP POS MD \$	AP Style - POS MD \$	Amount of markdown (in dollars) at the POS for the Style level, based on the assortment plan

**Table 10–15 (Cont.) Budget Reconciliation - Location/Product Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Diff (FP-AP)	Diff (FP-AP) 1	Difference between the budgeted markdown and the assortment plan markdown
FP POS Rate	Budgeted POS MD %	Percentage of markdown budgeted at the Point of Sale (POS)
AP POS Rate	AP Style - POS MD %	Percentage of markdown at the Point of Sale (POS), based on the assortment plan
FP Perm MD \$	Budgeted Perm MD \$	Amount of permanent markdown (in dollars) budgeted for the merchandise
AP Perm MD \$	AP Style - Perm MD \$	Amount of permanent markdown (in dollars), based on the assortment plan
Diff (FP-AP)	Diff (FP-AP) 2	Difference between the budgeted permanent markdown and the assortment plan permanent markdown
FP MD Rate	Budgeted Perm MD %	Percentage of budgeted permanent markdown
AP MD Rate	AP Style - Perm MD %	Percentage of permanent markdown at the Style level, based on the assortment plan
FP Total MD \$	Budgeted Total MD \$	Amount of budgeted markdown (in dollars)
AP Total MD \$	AP Style - Total MD \$	Amount of markdown (in dollars) at the Style level, based on the assortment plan
Diff (FP-AP)	Diff (FP-AP) 3	Difference between the budgeted markdown and the assortment plan markdown
FP Total MD Rate	Budgeted Total MD %	Percentage of budgeted markdown
AP Total MD Rate	AP Style - Total MD %	Percentage of markdown at the Style level, based on the assortment plan

**Sample Report Screen**

The following figure ([Figure 10–7](#)) shows a sample report screen:

**Figure 10–7 Budget Reconciliation - Location/Product Report Sample Screen**

Month	Metrics	FP Sls \$	% Contrib	AP Sls \$	% Contrib	Week to Month % Contribution	Diff (FP-AP)	LY Sls \$
<b>Total</b>		<b>\$3,221,131.00</b>	<b>100.00%</b>	<b>\$176,516.64</b>	<b>100.00%</b>		<b>\$3,044,614.36</b>	<b>\$1,148,167.04</b>
2/26/2005	1/30/2005 1	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
4/2/2005	2/27/2005 2	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
4/30/2005	4/3/2005 3	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
5/28/2005	5/1/2005 4	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
7/2/2005	5/29/2005 5	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
7/30/2005	7/3/2005 6	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
8/27/2005	7/31/2005 7	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
10/1/2005	8/28/2005 8	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
10/29/2005	10/2/2005 9	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
11/26/2005	10/30/2005 10	\$0.00	0.00%	\$0.00	0.00%		\$0.00	\$0.00
12/31/2005	11/27/2005 11	\$0.00	0.00%	\$50,284.72	28.49%	100.00%	(\$50,284.72)	\$0.00
1/28/2006	1/1/2006 12	\$0.00	0.00%	\$44,877.50	25.42%	100.00%	(\$44,877.50)	\$11,581.12
2/25/2006	1/29/2006 1	\$197,313.00	6.13%	\$43,909.58	24.88%	100.00%	\$153,403.42	\$56,096.39
4/1/2006	2/26/2006 2	\$331,475.00	10.29%	\$27,003.38	15.30%	100.00%	\$304,471.62	\$88,970.40
4/29/2006	4/2/2006 3	\$340,727.00	10.58%	\$2,047.76	1.16%	100.00%	\$338,679.24	\$74,160.69
5/27/2006	4/30/2006 4	\$482,974.00	14.99%	\$2,319.62	1.31%	100.00%	\$480,654.38	\$104,930.07
7/1/2006	5/28/2006 5	\$1,099,978.00	34.15%	\$2,398.99	1.36%	100.00%	\$1,097,579.01	\$145,259.25
7/29/2006	7/2/2006 6	\$437,975.00	13.60%	\$1,475.51	0.84%	100.00%	\$436,499.49	\$54,505.70
8/26/2006	7/30/2006 7	\$94,972.00	2.95%	\$337.32	0.19%	100.00%	\$94,634.68	\$9,115.74
9/30/2006	8/27/2006 8	\$29,975.00	0.93%	\$491.46	0.28%	100.00%	\$29,483.54	\$2,256.75
10/28/2006	10/1/2006 9	\$13,791.00	0.43%	\$368.45	0.21%	100.00%	\$13,422.55	\$194.05
11/25/2006	10/29/2006 10	\$0.00	0.00%	\$399.09	0.23%	100.00%	(\$399.09)	(\$9.71)
12/30/2006	11/26/2006 11	\$126,974.00	3.94%	\$536.49	0.30%	100.00%	\$126,437.51	\$34,916.83
2/3/2007	12/31/2006 12	\$64,977.00	2.02%	\$66.78	0.04%	100.00%	\$64,910.22	\$21,274.85

**Budget Reconciliation - Product/Location Report**

The Budget Reconciliation - Product/Location report includes information on the budgets for the products at each location. The report is used to compare the financial budget with the Assortment Plan. It also includes the aggregated totals and subtotals for each location, across all the products.

The following table describes the fields in the Budget Reconciliation - Product/Location report:

**Table 10–16 Budget Reconciliation - Product/Location Report Description**

Column	Alias Metric Name	Description
FP Sls \$	Store Budget Sls \$	Amount of expected sales (in dollars) at the stores
% Contrib	Percent to Total (Store Budget Sls \$)	Percentage of expected sales (from the total sales)
AP Sls \$	AP Style Sls \$	Amount of assortment plan sales (in dollars) at the Style level
% Contrib	Percent to Total (AP Style Sls \$)	Percentage of assortment plan sales (from the total sales)
Diff (FP-AP)	Diff (FP-AP) 1	Difference between the forecasted sales and the assortment plan sales
LY Sls \$	ACT Sls \$(Last Year)	Amount of sales (in dollars) in the previous year, based on the actual history

**Table 10-16 (Cont.) Budget Reconciliation - Product/Location Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
% Contrib	Percent to Total (ACT Sls \$(Last Year))	Percentage of sales, based on the actual history
AP Sls U	AP Style Sls Units	Sales (in units) at the Style level, based on the assortment plan
% Contrib	Percent to Total (AP Style Sls Units)	Percentage of sales units at the Style level, based on the assortment plan
LY Sls U	ACT Sls Units (Last Year)	Sales (in units) in the previous year, based on the actual history
% Contrib	Percent to Total (ACT Sls Units (Last Year))	Percentage of sales last year, based on the actual history
FP Rcpt \$	Store Budget Rcpt \$	Amount of receipts (in dollars) at the stores
% Contrib	Percent to Total (Store Budget Rcpt \$)	Percentage of store receipts (from the total receipts)
DC Rcpt \$	DC Rcpt \$	Amount of receipts (in dollars) at the distribution center (DC)
% Contrib	% Contrib 1	Percentage of receipts (from the total DC receipts)
Diff (FP-DC)	Diff (FP-DC)	Difference between the receipts at the distribution center and at the store
LY Rcpt \$	ACT Rcpt \$ (Last Year)	Amount of receipts (in dollars) in the previous year, based on the actual history
% Contrib	Percent to Total (ACT Rcpt \$ (Last Year))	Percentage of last year receipts (from the total receipts)
DC Rcpt U	DC Rcpt Units	Receipts (in units) at the distribution center
% Contrib	% Contrib 2	Percentage of receipts at the distribution center
LY Rcpt U	ACT Rcpt Units (Last Year)	Receipts (in units) in the previous year, based on the actual history
% Contrib	% Contrib 2	Percentage of last year's receipts
FP POS MD \$	Budgeted POS MD \$	Amount of markdown (in dollars) budgeted at the Point of Sale (POS)
AP POS MD \$	AP Style - POS MD \$	Amount of markdown (in dollars) at the POS for the Style level, based on the assortment plan
Diff (FP-AP)	Diff (FP-AP) 2	Difference between the budgeted markdown and the assortment plan markdown
FP POS Rate	Budgeted POS MD %	Percentage of markdown budgeted at the Point of Sale (POS)
AP POS Rate	AP Style - POS MD %	Percentage of markdown at the Point of Sale (POS), based on the assortment plan
FP Perm MD \$	Budgeted Perm MD \$	Amount of permanent markdown (in dollars) budgeted for the merchandise
AP Perm MD \$	AP Style - Perm MD \$	Amount of permanent markdown (in dollars), based on the assortment plan
FP MD Rate	Budgeted Perm MD %	Percentage of budgeted permanent markdown
AP MD Rate	AP Style - Perm MD %	Percentage of permanent markdown at the Style level, based on the assortment plan

**Table 10–16 (Cont.) Budget Reconciliation - Product/Location Report Description**

Column	Alias Metric Name	Description
FP Total MD \$	Budgeted Total MD \$	Amount of budgeted markdown (in dollars)
AP Total MD \$	AP Style - Total MD \$	Amount of markdown (in dollars) at the Style level, based on the assortment plan
Diff (FP-AP)	Diff (FP-AP) 3	Difference between the budgeted markdown and the assortment plan markdown
FP Total MD Rate	Budgeted Total MD %	Percentage of budgeted markdown
AP Total MD Rate	AP Style - Total MD %	Percentage of markdown at the Style level, based on the assortment plan

**Sample Report Screen**

The following figure (Figure 10–8) shows a sample report screen:

**Figure 10–8 Budget Reconciliation - Product/Location Report Sample Screen**

Department	Month	Store Name	Metrics	FP Sls \$	% Contrib	AP Sls \$	% Contrib	Week to Month % Contribution	Diff (FP-AP)	LY Sls \$
<b>Total</b>				\$3,867,079.00		\$573,729.99			\$3,293,349.01	\$1,264,288
2101 Department 2101	2/26/2005 1/30/2005	1 120 Store 120			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 135 Store 135			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 152 Store 152			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 157 Store 157			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 159 Store 159			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 205 Store 205			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 235 Store 235			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 111 Store 111			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 209 Store 209			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 104 Store 104			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 107 Store 107			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 211 Store 211			0.00%		0.00%		\$0.00	
2101 Department 2101	2/26/2005 1/30/2005	1 113 Store								

**Data Source - AP/Need - Color Level Report**

The Data Source - AP/Need - Color Level report is used as the basis for custom reports. It includes custom information, based on the needs of your business, at the color level. It contains all the metrics, and can be saved in the system to generate business-specific reports.

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**Note:** The Color-level reports should be used for reporting of color-level information. The color-level need is not available for items forecasted at the style level. The Style-level reports return faster results, and should be the version more commonly used.

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The following table describes the fields in the Data Source - AP/Need - Color Level report:

**Table 10-17 Data Source - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
ACT Sales \$ LY	ACT Sls \$(Last Year)	Amount of sales (in dollars) in the previous year, based on the actual history
OPT Sales \$ LY	OPT Sls \$ (Last Year)	Amount of sales (in dollars) in the previous year, based on the optimized history
Sales \$ % Diff	Sales \$ % Diff 1	Difference between the optimized history sales and the actual history sales
Need Sales \$	Need Color Sls \$	Amount of sales (in dollars) expected for the item
AP Sales \$	AP Color Sls \$	Amount of sales (in dollars) at the Color level, based on the assortment plan
Sales \$ % Diff	Sales \$ % Diff 1	Difference between the assortment plan sales and the expected sales
ACT Sales Units LY	ACT Sls Units (Last Year)	Sales (in units) in the previous year, based on the actual history
OPT Sales Units LY	OPT Sls Units (Last Year)	Sales (in units) in the previous year, based on the optimized history
Sales Units % Diff	Sales Units % Diff 1	Difference between the optimized sales and the actual sales
Need Sales Units	Need Color Sls Units	Sales (in units) expected at the Color level
AP Sales Units	AP Color Sls Units	Sales (in units) at the Color level, based on the assortment plan
Sales Units % Diff	Sales Units % Diff 1	Difference between the assortment plan sales and the expected sales
ACT Rcpt \$ LY	ACT Rcpt \$ (Last Year)	Amount of receipts (in dollars) in the previous year, based on the actual history
OPT Rcpt \$ LY	OPT Rcpt \$ (Last Year)	Amount of receipts (in dollars) in the previous year, based on the optimized history
Rcpt \$ % Diff	Diff - Rcpt \$	Difference between the optimized history receipts and the actual history receipts
Need Rcpt \$	Need Color Rcpt \$	Amount of receipts (in dollars) expected at the Color level
AP Rcpt \$	AP Color Rcpt \$	Amount of receipts (in dollars) at the Color level, based on the assortment plan
Rcpt \$ % Diff	Diff - Rcpt \$	Difference between the assortment plan receipts and expected receipts
Act Rcpt Units LY	ACT Rcpt Units (Last Year)	Receipts (in units) in the previous year, based on the actual history

**Table 10–17 (Cont.) Data Source - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
OPT Rcpt Units LY	OPT Rcpt Units (Last Year)	Receipts (in units) in the previous year, based on the optimized history
Rcpt Units % Diff	Diff - Rcpt Units	Difference between the optimized history receipts and the actual history receipts
Need Rcpt Units	Need Color Rcpt Units	Receipts (in units) expected at the Color level
AP Rcpt Units	AP Color Rcpt Units	Receipts (in units) at the Color level, based on the assortment plan
Rcpt Units % Diff	Diff - Rcpt Units	Difference between the assortment plan receipts and the expected receipts
AP Initial Retail	AP Color - Initial Retail By Sls	Initial retail price, weighted by sales, in the assortment plan
AP AUC	AP Color - AUC	Weekly weighted average cost (WAC) from the sales information; for aggregations, weighted average based on the end on hand (EOH) is used.
AP IMU	AP Color - IMU	Initial Markup Units (IMU) at the Color level in the assortment plan
AP ADJ IMU	AP Color - ADJ IMU	Adjusted IMU in the assortment plan
ACT GP \$ LY	ACT GP \$ Hist (Last Year)	Amount of gross profit (in dollars) in the previous year, based on the actual history
OPT GP \$ LY	OPT GP \$ (Last Year)	Amount of gross profit (in dollars) in the previous year, based on the optimized history
GP % Diff		Difference between the optimized gross profit and the actual gross profit
Need GP \$	Need Color - GM \$	Amount of gross margin (in dollars) expected at the Color level
AP GP \$	AP Color - GM \$	Amount of gross margin (in dollars) at the Color level, based on the assortment plan
GP \$ % Diff		Difference between the assortment plan gross margin and the expected gross margin
ACT GP % LY	ACT GP % Hist (Last Year)	Percentage of gross profit in the previous year, based on the actual history
OPT GP % LY	OPT GP % (Last Year)	Percentage of gross profit in the previous year, based on the optimized history
Need GP %	Need Color - GP %	Percentage of gross profit expected at the Color level
AP GP %	AP Color - GP %	Percentage of gross profit at the Color level, based on the assortment plan
AP ADJ GP %	AP Color - ADJ GP %	Adjusted gross profit percentage at the Color level
ACT Total MD \$ LY	ACT Total MD \$ (Last Year)	Amount of markdown (in dollars) in the previous year, based on the actual history
OPT Total MD \$ LY	OPT Total MD \$ (Last Year)	Amount of markdown (in dollars) in the previous year, based on the optimized history
Total MD \$ % Diff	Total MD \$ % Diff 1	Difference between the optimized markdown and the actual markdown

**Table 10-17 (Cont.) Data Source - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Need Total MD \$	Need Color - Total MD \$	Amount of markdown (in dollars) expected at the Color level
AP Total MD \$	AP Color - Total MD \$	Amount of markdown (in dollars) at the Color level, based on the assortment plan
Total MD \$ % Diff	Total MD \$ % Diff 1	Difference between the assortment plan markdown and the expected markdown
ACT ASR LY	ACT Average Selling Retail (Last Year)	Average selling retail price in the previous year, based on the actual history
OPT ASR LY	OPT Average Selling Retail (Last Year)	Average selling retail price in the previous year, based on the optimized history
Need ASR	Need Color - ASR	Average selling retail (ASR) price expected at the Color level
AP ASR	AP Color - ASR	Average selling retail (ASR) price at the Color level, based on the assortment plan
ACT BOH Units LY	ACT BOH Units (Sum Subtotal) (Last Year)	Beginning on hand (BOH) inventory (in units) in the previous year, based on the actual history
OPT BOH Units LY	OPT BOH Units (Sum Subtotal) (Last Year)	Beginning on hand (BOH) inventory (in units) in the previous year, based on the optimized history
Need BOH Units	Need Color BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units) expected at the Color level
AP BOH Units	AP Color BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units) at the Color level, based on the assortment plan
ACT BOH \$ LY	ACT BOH \$ (Last Year)	Beginning on hand (BOH) inventory (in dollars) in the previous year, based on the actual history
OPT BOH \$ LY	OPT BOH \$ (Last Year)	Beginning on hand (BOH) inventory (in dollars) in the previous year, based on the optimized history
Need BOH \$	Need Color - BOH \$	Beginning on hand (BOH) inventory (in dollars) expected at the Color level
AP BOH \$	AP Color - BOH \$	Beginning on hand (BOH) inventory (in dollars) at the Color level, based on the assortment plan
ACT Current Retail LY	ACT Current Retail by Sls (Last Year)	Current retail price (weighted by sale units) in the previous year, based on the actual history
# of Selling Weeks	AP Color - # of Weeks	Number of weeks for which the merchandise is on sale
Need ST %	Need Color ST % (Cum.)	Percentage of Sell Through (ST) expected at the Color level
AP ST %	AP Color ST % (Cum.)	Percentage of Sell Through (ST) at the Color level
# of Colors LY	# of Colors (Last Year)	Number of colors in the previous year
# of Styles LY	# of Styles (Last Year)	Number of styles in the previous year
AP # of Colors	AP Color - # of Colors with Inv	Number of colors available with the inventory
AP # of Styles	AP Color - # of Styles with Inv	Number of styles available with the inventory
AP Perm MD \$	AP Color - Perm MD \$	Permanent markdown (in dollars) at the Color level, based on the assortment plan

**Table 10–17 (Cont.) Data Source - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
AP POS MD \$	AP Color - POS MD \$	Point of Sale (POS) markdown (in dollars) at the Color level, based on the assortment plan
AP Reg Sales \$	AP Color - Reg Sls \$	Amount of sales (in dollars) at the Color level, based on the assortment plan
AP Reg Sales Units	AP Color - Reg Sls Units	Sales (in units) at the Color level, based on the assortment plan
AP POS Sales \$	AP Color - POS Sls \$	Amount of sales (in dollars) at the Point of Sale (POS), based on the assortment plan
AP POS Sales Units	AP Color - POS Sls Units	Sales (in units) at the Point of Sale (POS), based on the assortment plan
AP MD Sales \$	AP Color - MD Sls \$	Amount of sales (in dollars) associated with the markdown, based on the assortment plan
AP MD Sales Units	AP Color - MD Sls Units	Sales (in units) associated with the markdown, based on the assortment plan
AP Reg BOH \$	AP Color - Reg BOH \$	Beginning on hand (BOH) inventory (in dollars)
AP Reg BOH	AP Color - Reg BOH	Beginning on hand (BOH) inventory (in units)
AP POS BOH \$	AP Color - POS BOH \$	Beginning on hand (BOH) inventory (in dollars) at the Point of Sale (POS)
AP POS BOH	AP Color - POS BOH	Beginning on hand (BOH) inventory (in units) at the Point of Sale (POS)
AP MD BOH \$	AP Color - MD BOH \$	Beginning on hand (BOH) inventory (in dollars) associated with the markdown
AP MD BOH	AP Color - MD BOH	Beginning on hand (BOH) inventory (in units) associated with the markdown

**Sample Report Screen**

The following figure ([Figure 10–9](#)) shows a sample report screen:

Figure 10–9 Data Source - AP/Need - Color Level Report Sample Screen

Store Name	Style	Metrics	ACT Sales \$ LY	OPT Sales \$ LY	Sales \$ % Diff	Need Sales \$	AP Sales \$	Sales \$ % Diff	ACT Sales Units LY	OPT Sales Units LY	Sa
120 Store 120	297619	1111			(100.00%)			-100.00%			
120 Store 120	300273	1113			(100.00%)			-100.00%			
120 Store 120	300891	1112			(100.00%)			-100.00%			
120 Store 120	302976	1112			(100.00%)			-100.00%			
120 Store 120	736885	2101		\$0	(100.00%)	\$414	\$0	-100.00%	0		
120 Store 120	740819	2101	\$2,196		(100.00%)	\$1,598	\$1,546	3.37%	129		
120 Store 120	740849	2101	\$2,715		(100.00%)			-100.00%	178		
120 Store 120	740859	2101	\$3,806		(100.00%)			-100.00%	197		
120 Store 120	740859	2101	\$2,245		(100.00%)			-100.00%	130		
120 Store 120	740879	2101	\$5,927		(100.00%)			-100.00%	297		
120 Store 120	740948	2101	\$2,974		(100.00%)			-100.00%	164		
120 Store 120	740958	2101	\$7,763		(100.00%)			-100.00%	399		
120 Store 120	742543	2101	\$455		(100.00%)			-100.00%	21		
120 Store 120	742803	2101			(100.00%)			-100.00%			

### Data Source - AP/Need - Style Level Report

The Data Source - AP/Need - Style Level report is used as the basis for custom reports. It includes custom information, based on the needs of the business, at the style level. It contains all the metrics, and can be saved in the system to generate business-specific reports.

**Note:** The Color-level reports should be used for reporting of color-level information. The color-level need is not available for items forecasted at the style level. The Style-level reports return faster results, and should be the version more commonly used.

The following table describes the fields in the Data Source - AP/Need - Style Level report:

**Table 10–18 Data Source - AP/Need - Style Level Report Description**

Column	Alias Metric Name	Description
ACT Sales \$ LY	ACT Sls \$(Last Year)	Amount of sales (in dollars) in the previous year, based on the actual history
OPT Sales \$ LY	OPT Sls \$ (Last Year)	Amount of sales (in dollars) in the previous year, based on the optimized history
Sales \$ % Diff	Sales \$ % Diff 1	Difference between the optimized history sales and actual history sales

**Table 10–18 (Cont.) Data Source - AP/Need - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Need Sales \$	Need Style Sls \$	Amount of sales (in dollars) expected for the item
AP Sales \$	AP Style Sls \$	Amount of sales (in dollars) at the Style level, based on the assortment plan
Sales \$ % Diff	Sales \$ % Diff 1	Difference between the assortment plan sales and expected sales
ACT Sales Units LY	ACT Sls Units (Last Year)	Sales (in units) in the previous year, based on the actual history
OPT Sales Units LY	OPT Sls Units (Last Year)	Sales (in units) in the previous year, based on the optimized history
Sales Units % Diff	Sales Unit % Diff 1	Difference between the optimized sales and actual sales
Need Sales Units	Need Style Sls Units	Sales (in units) expected at the Style level
AP Sales Units	AP Style Sls Units	Sales (in units) at the Color level, based on the assortment plan
Sales Units % Diff	Sales Unit % Diff 1	Difference between the assortment plan sales and expected sales
ACT Rcpt \$ LY	ACT Rcpt \$ (Last Year)	Amount of receipts (in dollars) in the previous year, based on the actual history
OPT Rcpt \$ LY	OPT Rcpt \$ (Last Year)	Amount of receipts (in dollars) in the previous year, based on the optimized history
Rcpt \$ % Diff	Diff - Rcpt \$	Difference between the optimized history receipts and the actual history receipts
Need Rcpt \$	Need Style Rcpt \$	Amount of receipts (in dollars) expected at the Style level
AP Rcpt \$	AP Style Rcpt \$	Amount of receipts (in dollars) at the Style level, based on the assortment plan
Rcpt \$ % Diff	Diff - Rcpt \$	Difference between the assortment plan receipts and the expected receipts
ACT Rcpt Units LY	ACT Rcpt Units (Last Year)	Receipts (in units) in the previous year, based on the actual history
OPT Rcpt Units LY	OPT Rcpt Units (Last Year)	Receipts (in units) in the previous year, based on the optimized history
Rcpt Units % Diff	Diff - Rcpt Units	Difference between the optimized history receipts and the actual history receipts
Need Rcpt Units	Need Style Rcpt Units	Receipts (in units) expected at the Style level
AP Rcpt Units	AP Style Rcpt Units	Receipts (in units) at the Color level, based on the assortment plan
Rcpt Units % Diff	Diff - Rcpt Units	Difference between the assortment plan receipts and the expected receipts
AP Initial Retail	AP Style - Initial Retail By Sls	Initial retail price, weighted by sales, in the assortment plan
AP AUC	AP Style - AUC	Weekly weighted average cost (WAC) from the sales information; for aggregations, weighted average based on the end on hand (EOH) is used

**Table 10–18 (Cont.) Data Source - AP/Need - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
AP IMU	AP Style - IMU	Initial Markup Units (IMU) at the Style level in the assortment plan
AP Adj IMU	AP Style - ADJ IMU	Adjusted IMU in the assortment plan
ACT GP \$ LY	ACT GP \$ Hist (Last Year)	Amount of gross profit (in dollars) in the previous year, based on the actual history
OPT GP \$ LY	OPT GP \$ (Last Year)	Amount of gross profit (in dollars) in the previous year, based on the optimized history
GP \$ % Diff	GP \$ % Diff 1	Difference between the optimized gross profit and the actual gross profit
Need GP \$	Need Style - GM \$	Amount of gross margin (in dollars) expected at the Style level
AP GP \$	AP Style - GM \$	Amount of gross margin (in dollars) at the Style level, based on the assortment plan
GP \$ % Diff	GP \$ % Diff 1	Difference between the assortment plan gross margin and the expected gross margin
ACT GP % LY	ACT GP % Hist (Last Year)	Percentage of gross profit in the previous year, based on the actual history
OPT GP % LY	OPT GP % (Last Year)	Percentage of gross profit in the previous year, based on the optimized history
Need GP %	Need Style - GP %	Percentage of gross profit expected at the Style level
AP GP %	AP Style - GP %	Percentage of gross profit at the Style level, based on the assortment plan
AP ADJ GP %	AP Style - ADJ GP %	Adjusted gross profit percentage at the Style level
ACT Total MD \$ LY	ACT Total MD \$ (Last Year)	Amount of markdown (in dollars) in the previous year, based on the actual history
OPT Total MD \$ LY	OPT Total MD \$ (Last Year)	Amount of markdown (in dollars) in the previous year, based on the optimized history
Total MD \$ % Diff	Total MD \$ Diff AP to Need	Difference between the optimized markdown and the actual markdown
Need Total MD \$	Need Style - Total MD \$	Amount of markdown (in dollars) expected at the Style level
AP Total MD \$	AP Style - Total MD \$	Amount of markdown (in dollars) at the Style level, based on the assortment plan
Total MD \$ % Diff	Total MD \$ Diff AP to Need	Difference between the assortment plan markdown and the expected markdown
ACT ASR LY	ACT Average Selling Retail (Last Year)	Average selling retail price in the previous year, based on the actual history
OPT ASR LY	OPT Average Selling Retail (Last Year)	Average selling retail price in the previous year, based on the optimized history
Need ASR	Need Style ASR	Average selling retail (ASR) price expected at the Style level
AP ASR	AP Style ASR	Average selling retail (ASR) price at the Style level, based on the assortment plan

**Table 10–18 (Cont.) Data Source - AP/Need - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
ACT BOH Units LY	ACT BOH Units (Sum Subtotal) (Last Year)	Beginning on hand (BOH) inventory (in units) in the previous year, based on the actual history
OPT BOH Units LY	OPT BOH Units (Sum Subtotal) (Last Year)	Beginning on hand (BOH) inventory (in units) in the previous year, based on the optimized history
Need BOH Units	Need Style BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units) expected at the Style level
AP BOH Units	AP Style BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units) at the Style level, based on the assortment plan
ACT BOH \$ LY	ACT BOH \$ (Last Year)	Beginning on hand (BOH) inventory (in dollars) in the previous year, based on the actual history
OPT BOH \$ LY	OPT BOH \$ (Last Year)	Beginning on hand (BOH) inventory (in dollars) in the previous year, based on the optimized history
Need BOH \$	Need Style - BOH \$	Beginning on hand (BOH) inventory (in dollars) expected at the Style level
AP BOH \$	AP Style - BOH \$	Beginning on hand (BOH) inventory (in dollars) at the Style level, based on the assortment plan
ACT Current Retail LY	ACT Current Retail by Sls (Last Year)	Current retail price (weighted by sale units) in the previous year, based on the actual history
# of Selling Weeks	AP Style - # of Weeks	Number of weeks the merchandise is on sale
Need ST %	Need Style ST % (Cum.)	Percentage of Sell Through (ST) expected at the Style level
AP ST %	AP Style ST % (Cum.)	Percentage of Sell Through (ST) at the Style level
# of Styles LY	# of Styles (Last Year)	Number of styles in the previous year
AP # of Styles	AP Style - # of Style with Inv	Number of styles available with inventory
AP Perm MD \$	AP Style - Perm MD \$	Permanent markdown (in dollars) at the Style level, based on the assortment plan
AP POS MD \$	AP Style - POS MD \$	Point of Sale (POS) markdown (in dollars) at the Style level, based on the assortment plan
AP Reg Sales \$	AP Style - Reg Sls \$	Amount of sales (in dollars) at the Style level, based on the assortment plan
AP Reg Sales Units	AP Style - Reg Sls Units	Sales (in units) at the Style level, based on the assortment plan
AP POS Sales \$	AP Style - POS Sls \$	Amount of sales (in dollars) at the Point of Sale (POS), based on the assortment plan
AP POS Sales Units	AP Style - POS Sls Units	Sales (in units) at the Point of Sale (POS), based on the assortment plan
AP MD Sales \$	AP Style - MD Sls \$	Amount of sales (in dollars) associated with the markdown, based on the assortment plan
AP MD Sales Units	AP Style - MD Sls Units	Sales (in units) associated with the markdown, based on the assortment plan
AP Reg BOH \$	AP Style - Reg BOH \$	Beginning on hand (BOH) inventory (in dollars)
AP Reg BOH	AP Style - Reg BOH	Beginning on hand (BOH) inventory (in units)

**Table 10–18 (Cont.) Data Source - AP/Need - Style Level Report Description**

Column	Alias Metric Name	Description
AP POS BOH \$	AP Style - POS BOH \$	Beginning on hand (BOH) inventory (in dollars) at the Point of Sale (POS)
AP POS BOH	AP Style - POS BOH	Beginning on hand (BOH) inventory (in units) at the Point of Sale (POS)
AP MD BOH \$	AP Style - MD BOH \$	Beginning on hand (BOH) inventory (in dollars) associated with the markdown
AP MD BOH	AP Style - MD BOH	Beginning on hand (BOH) inventory (in units) associated with the markdown

**Sample Report Screen**

The following figure (Figure 10–10) shows a sample report screen:

**Figure 10–10 Data Source - AP/Need - Style Level Report Sample Screen**

Store Name	Style	Metrics	ACT Sales \$ LY	OPT Sales \$ LY	Sales \$ % Diff	Need Sales \$	AP Sales \$	Sales \$ % Diff	ACT Sales Units LY	OPT Sales Units LY
120 Store 120	297619 1111	961			(100.00%)			-100.00%		
120 Store 120	300273 1113	327			(100.00%)			-100.00%		
120 Store 120	300891 1112	189			(100.00%)			-100.00%		
120 Store 120	302976 1112	697			(100.00%)			-100.00%		
120 Store 120	736885 2101	588	\$0		(100.00%)	\$414	\$0	-100.00%	0	
120 Store 120	740819 2101	981	\$2,196		(100.00%)	\$1,598	\$1,546	3.37%	129	
120 Store 120	740849 2101	984	\$2,715		(100.00%)			-100.00%	178	
120 Store 120	740859 2101	985	\$3,806		(100.00%)			-100.00%	197	
120 Store 120	740869 2101	986	\$2,245		(100.00%)			-100.00%	130	
120 Store 120	740879 2101	987	\$5,927		(100.00%)			-100.00%	297	
120 Store 120	740948 2101	894	\$2,974		(100.00%)			-100.00%	164	
120 Store 120	740958 2101	895	\$7,763		(100.00%)			-100.00%	399	
120 Store 120	742543 2101	354	\$455		(100.00%)			-100.00%	21	
120 Store 120	742803 2101									

**Item By Time - AP/Need - Color Level Report**

The Item By Time - AP/Need - Color Level report includes the item assortment planning information over a specific time period. The report is used to analyze an item or a grouping of items over time at the color level. It returns weekly information, which can be grouped monthly or quarterly using the drill functionality.

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**Note:** The Color-level reports should be used for reporting of color-level information. The color-level need is not available for items forecasted at the style level. The Style-level reports return faster results, and should be the version more commonly used.

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The following table describes the fields in the Item By Time - AP/Need - Color Level report:

**Table 10–19 Item By Time - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
ACT Sales Units LY	ACT Sls Units (Last Year)	Sales (in units) for the item in the previous year, based on the actual history
AP Sales Units	AP Color Sls Units	Sales (in units) at the Color level, based on the assortment plan
Need Sales Units	Need Color Sls Units	Sales (in units) expected at the Color level
Diff	Diff - Color Sls Units	Difference between the assortment plan sales and expected sales
LTD ACT Sales Units LY	ACT Sls Units (Cum.) (Last Year)	Cumulative sum of sales (in units) for the item in the previous year, based on the actual history
LTD AP Sales Units	AP Color Sls Units (Cum.)	Cumulative sum of sales (in units) at the Color level, based on the assortment plan information
LTD Need Sales Units	Need Color Sls Units (Cum.)	Cumulative sum of sales (in units) expected at the Color level
ACT EOH Units LY	ACT EOH Units (Last Subtotal) (Last Year)	End on hand (EOH) inventory (in units) in the previous year
AP EOH Units	AP Color EOH Units (LTD)	Life to date (LTD) EOH inventory (in units), based on the assortment plan
Need EOH Units	Need Color EOH Units (LTD)	Life to date (LTD) EOH inventory (in units) expected at the Color level
AP Rcpt Units	AP Color Rcpt Units	Receipts (in units) at the Color level, based on the assortment plan
Need Rcpt Units	Need Color Rcpt Units	Receipts (in units) expected at the Color level
LTD AP Rcpt Units	AP Color Rcpt Units (Cum.)	Cumulative sum of receipts (in units) at the Color level, based on the assortment plan
LTD Need Rcpt Units	Need Color Rcpt Units (Cum.)	Cumulative sum of receipts (in units) expected at the Color level
Need WOS	Need Color - WOS	Weeks of Supply (WOS) expected at the Color level
AP ST %	AP Color ST % (Cum.)	Cumulative percentage of Sell Through (ST) at the Color level, based on the assortment plan
Need ST %	Need Color ST % (Cum.)	Cumulative percentage of Sell Through (ST) expected at the Color level
ACT Sales \$ LY	ACT Sls \$(Last Year)	Amount of sales (in dollars) in the previous year, based on the actual history
AP Sales \$	AP Color Sls \$	Amount of sales (in dollars) at the Color level, based on the assortment plan
Need Sales \$	Need Color Sls \$	Amount of sales (in dollars) expected at the Color level

**Table 10–19 (Cont.) Item By Time - AP/Need - Color Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
LTD ACT Sales \$ LY	ACT Sls \$ (Cum.) (Last Year)	Cumulative sum of sales (in dollars) for the item in the previous year, based on the actual history
LTD AP Sales \$	AP Color Sls \$ (Cum.)	Cumulative sum of sales (in dollars) at the Color level, based on the assortment plan
LTD Need Sales \$	Need Color Sls \$ (Cum.)	Cumulative sum of sales (in dollars) expected at the Color level
Diff	Diff - Color Sls \$ (Cum.)	Difference between the cumulative sales from the assortment plan and forecast
AP Rcpt \$	AP Color Rcpt \$	Amount of receipts (in dollars) at the Color level, based on the assortment plan
Need Rcpt \$	Need Color Rcpt \$	Amount of receipts (in dollars) expected at the Color level
LTD AP Rcpt \$	AP Color Rcpt \$ (Cum.)	Cumulative sum of receipts (in dollars) at the Color level, based on the assortment plan
LTD Need Rcpt \$	Need Color Rcpt \$ (Cum.)	Cumulative sum of receipts (in dollars) expected at the Color level
Diff	Diff - Color Rcpt \$ (Cum.)	Difference between the cumulative sum of receipts from the assortment plan and forecast
Need IMU	Need Color - IMU	Initial Markup Units (IMU) expected at the Color level
AP GP \$	AP Color - GM \$	Amount of gross margin (in dollars) at the Color level, based on the assortment plan
Need GP \$	Need Color - GM \$	Amount of gross margin (in dollars) expected at the Color level
AP Total MD \$	AP Color - Total MD \$	Amount of markdown (in dollars) at the Color level, based on the assortment plan
Need Total MD \$	Need Color - Total MD \$	Amount of markdown (in dollars) expected at the Color level
AP POS MD \$	AP Color - POS MD \$	Amount of markdown (in dollars) at the Point of Sale (POS), based on the assortment plan
Need POS MD \$	Need Color - POS MD \$	Amount of markdown (in dollars) expected at the Point of Sale (POS)
AP Perm MD \$	AP Color - Perm MD \$	Amount of permanent markdown (in dollars) at the Color level, based on the assortment plan
Need Perm MD \$	Need Color - Perm MD \$	Amount of permanent markdown (in dollars) expected at the Color level
AP AUC	AP Color - AUC	Weekly weighted average cost (WAC) from the sales information; for aggregations, weighted average based on the end on hand (EOH) is used.
ACT ASR LY	ACT Average Selling Retail (Last Year)	Average selling retail price in the previous year, based on the actual history
AP ASR	AP Color - ASR	Average selling retail price at the Color level, based on the assortment plan

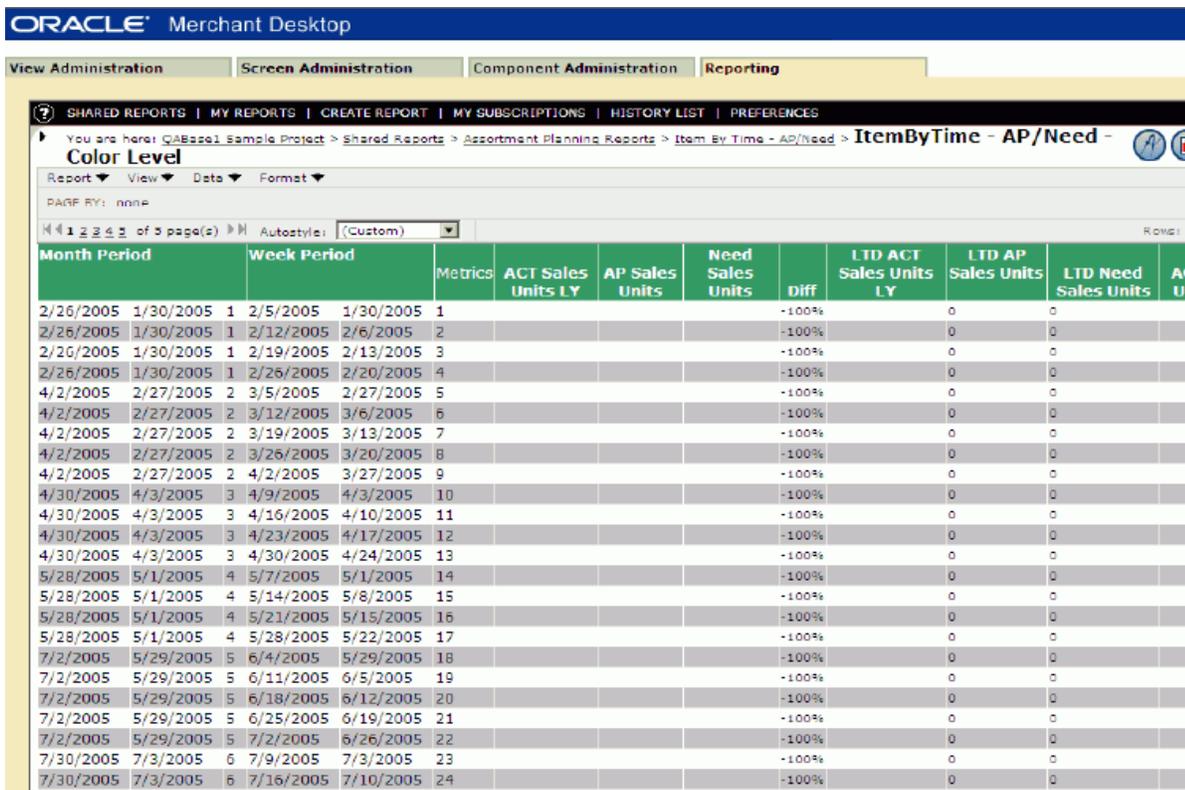
**Table 10–19 (Cont.) Item By Time - AP/Need - Color Level Report Description**

Column	Alias Metric Name	Description
Need ASR	Need Color - ASR	Average selling retail price expected at the Color level
ACT EOH \$ LY	ACT EOH \$ (Last Year)	End on hand (EOH) inventory (in dollars), based on the actual history
AP EOH \$	AP Style EOH \$ (LTD)	Life to date (LTD) EOH inventory (in dollars), based on the assortment plan

**Sample Report Screen**

The following figure (Figure 10–11) shows a sample report screen:

**Figure 10–11 Item By Time - AP/Need - Color Level Report Sample Screen**



**Item By Time - AP/Need - Style Level Report**

The Item By Time - AP/Need - Style Level report includes the item assortment planning information over a specific time period. The report is used to analyze an item or a grouping of items over time at the style level. It returns weekly information, which can then be grouped monthly or quarterly using the drill functionality.

**Note:** The Color-level reports should be used for reporting of color-level information. The color-level need is not available for items forecasted at the style level. The Style-level reports return faster results, and should be the version more commonly used.

The following table describes the fields in the Item By Time - AP/Need - Style Level report:

**Table 10–20 Item By Time - AP/Need - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
ACT Sales Units LY	ACT Sls Units (Last Year)	Sales (in units) for the item in the previous year, based on the actual history
AP Sales Units	AP Style Sls Units	Sales (in units) at the Style level, based on the assortment plan
Need Sales Units	Need Style Sls Units	Sales (in units) expected at the Style level
Diff	Diff - Style Sls Units	Difference between the assortment plan sales and expected sales
LTD ACT Sales Units LY	ACT Sls Units (Cum.) (Last Year)	Cumulative sum of sales (in units) for the item in the previous year, based on the actual history
LTD AP Sales Units	AP Style Sls Units (Cum.)	Cumulative sum of sales (in units) at the Style level, based on the assortment plan information
LTD Need Sales Units	Need Style Sls Units (Cum.)	Cumulative sum of sales (in units) expected at the Style level
ACT EOH Units LY	ACT EOH Units (Last Subtotal) (Last Year)	End on hand (EOH) inventory (in units) in the previous year
AP EOH Units	AP Style EOH Units (LTD)	Life to date (LTD) EOH inventory (in units), based on the assortment plan
Need EOH Units	Need Style EOH Units (LTD)	Life to date (LTD) EOH inventory (in units) expected at the Style level
AP Rcpt Units	AP Style Rcpt Units	Receipts (in units) at the Style level, based on the assortment plan
Need Rcpt Units	Need Style Rcpt Units	Receipts (in units) expected at the Style level
LTD AP Rcpt Units	AP Style Rcpt Units (Cum.)	Cumulative sum of receipts (in units) at the Style level, based on the assortment plan
LTD Need Rcpt Units	Need Style Rcpt Units (Cum.)	Cumulative sum of receipts (in units) expected at the Style level
Need WOS	Need Style - WOS	Weeks of Supply (WOS) expected at the Style level
AP ST %	AP Style ST % (Cum.)	Cumulative percentage of Sell Through (ST) at the Style level, based on the assortment plan
Need ST %	Need Style ST % (Cum.)	Cumulative percentage of Sell Through (ST) expected at the Style level
ACT Sales \$ LY	ACT Sls \$(Last Year)	Amount of sales (in dollars) in the previous year, based on the actual history
AP Sales \$	AP Style Sls \$	Amount of sales (in dollars) at the Style level, based on the assortment plan
Need Sales \$	Need Style Sls \$	Amount of sales (in dollars) expected at the Style level
LTD ACT Sales \$ LY	ACT Sls \$ (Cum.) (Last Year)	Cumulative sum of sales (in dollars) for the item in the previous year, based on the actual history
LTD AP Sales \$	AP Style Sls \$ (Cum.)	Cumulative sum of sales (in dollars) at the Style level, based on the assortment plan

**Table 10–20 (Cont.) Item By Time - AP/Need - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
LTD Need Sales \$	Need Style Sls \$ (Cum.)	Cumulative sum of sales (in dollars) expected at the Style level
Diff	Diff - Style Sls \$ (Cum.)	Difference between the cumulative sales from the assortment plan and forecast
AP Rcpt \$	AP Style Rcpt \$	Amount of receipts (in dollars) at the Style level, based on the assortment plan
Need Rcpt \$	Need Style Rcpt \$	Amount of receipts (in dollars) expected at the Style level
LTD AP Rcpt \$	AP Style Rcpt \$ (Cum.)	Cumulative sum of receipts (in dollars) at the Style level, based on the assortment plan
LTD Need Rcpt \$	Need Style Rcpt \$ (Cum.)	Cumulative sum of receipts (in dollars) expected at the Style level
Diff	Diff - Style Rcpt \$ (Cum.)	Difference between the cumulative sum of receipts from the assortment plan and forecast
Need IMU	Need Style - IMU	Initial Markup Units (IMU) expected at the Style level
AP GP \$	AP Style - GM \$	Amount of gross margin (in dollars) at the Style level, based on the assortment plan
Need GP \$	Need Style - GM \$	Amount of gross margin (in dollars) expected at the Style level
AP Total MD \$	AP Style - Total MD \$	Amount of markdown (in dollars) at the Style level, based on the assortment plan
Need Total MD \$	Need Style - Total MD \$	Amount of markdown (in dollars) expected at the Style level
AP POS MD \$	AP Style - POS MD \$	Amount of markdown (in dollars) at the Point of Sale (POS), based on the assortment plan
Need POS MD \$	Need Style - POS MD \$	Amount of markdown (in dollars) expected at the Point of Sale (POS)
AP Perm MD \$	AP Style - Perm MD \$	Amount of permanent markdown (in dollars) at the Style level, based on the assortment plan
Need Perm MD \$	Need Style - Perm MD \$	Amount of permanent markdown (in dollars) expected at the Style level
AP AUC	AP Style - AUC	Weekly weighted average cost (WAC) from the sales information; for aggregations, the weighted average based on the end on hand (EOH) is used
ACT ASR LY	ACT Average Selling Retail (Last Year)	Average selling retail price in the previous year, based on the actual history
AP ASR	AP Style - ASR	Average selling retail price at the Style level, based on the assortment plan
Need ASR	Need Style - ASR	Average selling retail price expected at the Style level
ACT EOH \$ LY	ACT EOH \$ (Last Year)	End on hand (EOH) inventory (in dollars), based on the actual history
AP EOH \$	AP Style EOH \$ (LTD)	Life to date (LTD) EOH inventory (in dollars), based on the assortment plan

## Sample Report Screen

The following figure (Figure 10–12) shows a sample report screen:

**Figure 10–12 Item By Time - AP/Need - Style Level Report Sample Screen**

Month Period	Week Period	Metrics	ACT Sales Units LY	AP Sales Units	Need Sales Units	Diff	LTD ACT Sales Units LY	LTD AP Sales Units	LTD Need Sales Units	AC Un
2/26/2005 1/30/2005 1	2/5/2005 1/30/2005 1					-100%	0	0		
2/26/2005 1/30/2005 1	2/12/2005 2/6/2005 2					-100%	0	0		
2/26/2005 1/30/2005 1	2/19/2005 2/13/2005 3					-100%	0	0		
2/26/2005 1/30/2005 1	2/26/2005 2/20/2005 4					-100%	0	0		
4/2/2005 2/27/2005 2	3/5/2005 2/27/2005 5					-100%	0	0		
4/2/2005 2/27/2005 2	3/12/2005 3/6/2005 6					-100%	0	0		
4/2/2005 2/27/2005 2	3/19/2005 3/13/2005 7					-100%	0	0		
4/2/2005 2/27/2005 2	3/26/2005 3/20/2005 8					-100%	0	0		
4/2/2005 2/27/2005 2	4/2/2005 3/27/2005 9					-100%	0	0		
4/30/2005 4/3/2005 3	4/9/2005 4/3/2005 10					-100%	0	0		
4/30/2005 4/3/2005 3	4/16/2005 4/10/2005 11					-100%	0	0		
4/30/2005 4/3/2005 3	4/23/2005 4/17/2005 12					-100%	0	0		
4/30/2005 4/3/2005 3	4/30/2005 4/24/2005 13					-100%	0	0		
5/28/2005 5/1/2005 4	5/7/2005 5/1/2005 14					-100%	0	0		
5/28/2005 5/1/2005 4	5/14/2005 5/8/2005 15					-100%	0	0		
5/28/2005 5/1/2005 4	5/21/2005 5/15/2005 16					-100%	0	0		
5/28/2005 5/1/2005 4	5/28/2005 5/22/2005 17					-100%	0	0		
7/2/2005 5/29/2005 5	6/4/2005 5/29/2005 18					-100%	0	0		
7/2/2005 5/29/2005 5	6/11/2005 6/5/2005 19					-100%	0	0		
7/2/2005 5/29/2005 5	6/18/2005 6/12/2005 20					-100%	0	0		
7/2/2005 5/29/2005 5	6/25/2005 6/19/2005 21					-100%	0	0		
7/2/2005 5/29/2005 5	7/2/2005 6/26/2005 22					-100%	0	0		
7/30/2005 7/3/2005 6	7/9/2005 7/3/2005 23					-100%	0	0		
7/30/2005 7/3/2005 6	7/16/2005 7/10/2005 24					-100%	0	0		

## Purchase Order Report

The Purchase Order report provides complete information necessary for you to write a purchase order for the Assortment Plan results.

The following table describes the fields in the Purchase Order report:

**Table 10–21 Purchase Order Report Description**

Column	Alias Metric Name	Description
Out Date	Max Out Date - extension	Latest out of stock date, within a group of items with different out of stock dates
Pack Size	Pack Opt Inside Units	Optimized number of units inside the pack
Num Packs	Pack Opt Num Packs	Optimized number of packs
Order Quantity	Pack Opt Total Receipt Units	Optimized total receipt units for a pack
Item Cost	Pack Opt Average Cost	Optimized average cost of a pack
Ext Cost	Pack Opt Total Cost	Optimized total cost
Item Retail	Pack Opt Average Retail Price	Optimized average retail price of a pack

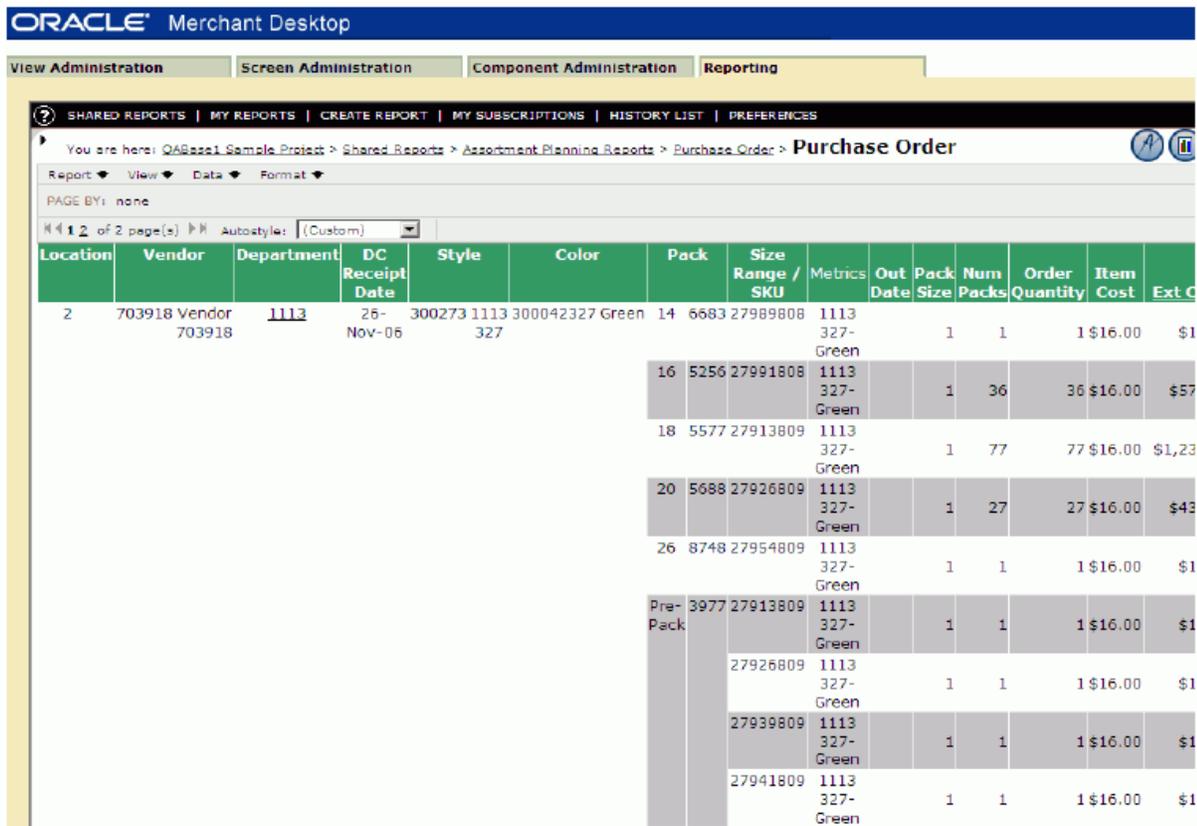
**Table 10–21 (Cont.) Purchase Order Report Description**

Column	Alias Metric Name	Description
Ext Retail	Pack Opt Total Retail	Optimized retail price of a pack
IMU %	Pack Opt IMU%	Optimized Initial Markup Units (IMU)
Special Instructions	–	

**Sample Report Screen**

The following figure (Figure 10–13) shows a sample report screen:

**Figure 10–13 Purchase Order Report Sample Screen**



**Actual/Optimized History Reports**

The following table lists the reports that include the actual/optimized history information:

**Table 10–22 Actual/Optimized History Reports**

Category	Report
Attribute Mix	<a href="#">Attribute Mix - Act/OH - SKU Level Report</a>
	<a href="#">Attribute Mix - Act/OH - Style Level Report</a>
Financial View	

**Table 10–22 (Cont.) Actual/Optimized History Reports**

Category	Report
	Financial View - Act/OH - SKU Level Report
	Financial View - Act/OH - Style Level Report
<b>Item By Time</b>	
	Item By Time - Act/OH Report

**Attribute Mix - Act/OH - SKU Level Report**

The Attribute Mix - AP/Need - SKU Level report includes the actual and optimized history information on assortment selections at the SKU level.

The following table describes the fields in the Attribute Mix - Act/OH - SKU Level report:

**Table 10–23 Attribute Mix - Act/OH - SKU Level Report Description**

Column	Alias Metric Name	Description
OPT Sales \$	OPT Sls \$	Amount of sales (in dollars) at the SKU level, based on the optimized history
TY Sales \$	ACT Sls \$	Amount of sales (in dollars) at the SKU level, based on the actual history
Diff	Diff - Sls \$	Difference between the optimized and actual sales
OPT Sales \$ % to Total	Percent to Grand Total (OPT Sls \$)	Percentage of sales (from the total sales), based on the optimized history
TY Sales \$ % to Total	Percent to Grand Total (ACT Sls \$)	Percentage of sales (from the total sales), based on the actual history
OPT Sales Units	OPT Sls Units	Sales (in units) at the SKU level, based on the optimized history
TY Sales Units	ACT Sls Units	Sales (in units) at the SKU level, based on the actual history
Diff	Diff - Sls Units	Difference between the optimized and actual sales
OPT Sales Units % to Total	Percent to Grand Total (OPT Sls Units)	Percentage of sales, based on the optimized history
TY Sales Units % to Total	Percent to Grand Total (ACT Sls Units)	Percentage of sales, based on the actual history
OPT Rcpt \$	OPT Rcpt \$	Amount of receipts (in dollars) at the SKU level, based on the optimized history
TY Rcpt \$	ACT Rcpt \$	Amount of receipts (in dollars) at the SKU level, based on the actual history
Diff	Diff - Rcpt \$	Difference between the optimized and the actual receipts
OPT Rcpt \$ % to Total	Percent to Grand Total (OPT Rcpt \$)	Percentage of receipts at the SKU level, based on the optimized history
TY Rcpt \$ % to Total	Percent to Grand Total (ACT Rcpt \$)	Percentage of receipts at the SKU level, based on the actual history
OPT Rcpt Units	OPT Rcpt Units	Receipts (in units) at the SKU level, based on the optimized history

**Table 10–23 (Cont.) Attribute Mix - Act/OH - SKU Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
TY Rcpt Units	ACT Rcpt Units	Receipts (in units) at the SKU level, based on the actual history
Diff	Diff - Rcpt Units	Difference between the optimized and the actual receipt units
OPT Rcpt Units % to Total	Percent to Grand Total (OPT Rcpt Units)	Percentage of receipts at the SKU level, based on the optimized history
TY Rcpt Units % to Total	Percent to Grand Total (ACT Rcpt Units)	Percentage of receipts at the SKU level, based on the actual history
OPT GP \$	OPT GP \$	Amount of gross profit (in dollars) at the SKU level, based on the optimized history
TY GP \$	ACT GP \$	Amount of gross profit (in dollars) at the SKU level, based on the actual history
Diff	Diff - GP \$	Difference between the optimized and actual gross profit
OPT GP % to Total	Percent to Grand Total (OPT GP \$)	Percentage of gross profit at the SKU level, based on the optimized history
TY GP % to Total	Percent to Grand Total (ACT GP \$)	Percentage of gross profit at the SKU level, based on the actual history

**Sample Report Screen**

The following figure ([Figure 10–14](#)) shows a sample report screen:

Figure 10-14 Attribute Mix - Act/OH - SKU Level Report Sample Screen

Store Name	Style	Metrics	OPT Sales \$	TY Sales \$	Diff	OPT Sales \$ % to Total	TY Sales \$ % to Total	OPT Sales Units	TY Sales Units	Diff	OPT Sales Units to Total
120 Store 120	736885	2101		\$0	-100%		0.00%		0	-100%	
120 Store 120	740819	2101		\$2,196	-100%		0.26%		129	-100%	
120 Store 120	740849	2101		\$2,715	-100%		0.33%		178	-100%	
120 Store 120	740859	2101		\$3,806	-100%		0.46%		197	-100%	
120 Store 120	740869	2101		\$2,245	-100%		0.27%		130	-100%	
120 Store 120	740879	2101		\$5,927	-100%		0.71%		297	-100%	
120 Store 120	740948	2101		\$2,974	-100%		0.36%		164	-100%	
120 Store 120	740958	2101		\$7,763	-100%		0.93%		399	-100%	
120 Store 120	741681	2101		\$26,440	-100%		3.18%		1,341	-100%	
120 Store 120	742543	2101		\$455	-100%		0.05%		21	-100%	
120 Store 120	742803	2101		\$1,019	-100%		0.12%		53	-100%	
120 Store 120	742813	2101		\$1,140	-100%		0.14%		59	-100%	
120 Store 120	<b>Total</b>		<b>\$0</b>	<b>\$56,680</b>	<b>-100%</b>		<b>6.82%</b>	<b>0</b>	<b>2,968</b>	<b>-100%</b>	
135 Store	736885	2101									

### Attribute Mix - Act/OH - Style Level Report

The Attribute Mix - Act/OH - Style Level report includes the actual and optimized history information on the assortment selections at the style level.

The following table describes the fields in the Attribute Mix - Act/OH - Style report:

**Table 10-24 Attribute Mix - Act/OH - Style Level Report Description**

Column	Alias Metric Name	Description
OPT Sales \$	OPT SlS \$	Amount of sales (in dollars) at the SKU level, based on the optimized history
TY Sales \$	ACT SlS \$	Amount of sales (in dollars) at the SKU level, based on the actual history
Diff	Diff - SlS \$	Difference between the optimized and actual sales
OPT Sales \$ % to Total	Percent to Grand Total (OPT SlS \$)	Percentage of sales (from the total sales), based on the optimized history
TY Sales \$ % to Total	Percent to Grand Total (ACT SlS \$)	Percentage of sales (from the total sales), based on the actual history
OPT Sales Units	OPT SlS Units	Sales (in units) at the SKU level, based on the optimized history
TY Sales Units	ACT SlS Units	Sales (in units) at the SKU level, based on the actual history

**Table 10–24 (Cont.) Attribute Mix - Act/OH - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
Diff	Diff - Sls Units	Difference between the optimized and actual sales
OPT Sales Units % to Total	Percent to Grand Total (OPT Sls Units)	Percentage of sales, based on the optimized history
TY Sales Units % to Total	Percent to Grand Total (ACT Sls Units)	Percentage of sales, based on the actual history
OPT Rcpt \$	OPT Rcpt \$	Amount of receipts (in dollars) at the SKU level, based on the optimized history
TY Rcpt \$	ACT Rcpt \$	Amount of receipts (in dollars) at the SKU level, based on the actual history
Diff	Diff - Rcpt \$	Difference between the optimized and the actual receipts
OPT Rcpt \$ % to Total	Percent to Grand Total (OPT Rcpt \$)	Percentage of receipts at the SKU level, based on the optimized history
TY Rcpt \$ % to Total	Percent to Grand Total (ACT Rcpt \$)	Percentage of receipts at the SKU level, based on the actual history
OPT Rcpt Units	OPT Rcpt Units	Receipts (in units) at the SKU level, based on the optimized history
TY Rcpt Units	ACT Rcpt Units	Receipts (in units) at the SKU level, based on the actual history
Diff	Diff - Rcpt Units	Difference between the optimized and the actual receipt units
OPT Rcpt Units % to Total	Percent to Grand Total (OPT Rcpt Units)	Percentage of receipts at the SKU level, based on the optimized history
TY Rcpt Units % to Total	Percent to Grand Total (ACT Rcpt Units)	Percentage of receipts at the SKU level, based on the actual history
OPT GP \$	OPT GP \$	Amount of gross profit (in dollars) at the SKU level, based on the optimized history
TY GP \$	ACT GP \$	Amount of gross profit (in dollars) at the SKU level, based on the actual history
Diff	Diff - GP \$	Difference between the optimized and actual gross profit
OPT GP % to Total	Percent to Grand Total (OPT GP \$)	Percentage of gross profit at the SKU level, based on the optimized history
TY GP % to Total	Percent to Grand Total (ACT GP \$)	Percentage of gross profit at the SKU level, based on the actual history

**Sample Report Screen**

The following figure (Figure 10–15) shows a sample report screen:

Figure 10–15 Attribute Mix - Act/OH - Style Level Report Sample Screen

Store Name	Style	Metrics	OPT Sales \$	TY Sales \$	Diff	OPT Sales \$ % to Total	TY Sales \$ % to Total	OPT Sales Units	TY Sales Units	Diff	OPT Sales Units to Total
120 Store 120	736885	2101 588		\$0	-100%		0.00%		0	-100%	
120 Store 120	740819	2101 981		\$2,196	-100%		0.26%		129	-100%	
120 Store 120	740849	2101 984		\$2,715	-100%		0.33%		178	-100%	
120 Store 120	740859	2101 985		\$3,806	-100%		0.46%		197	-100%	
120 Store 120	740869	2101 986		\$2,245	-100%		0.27%		130	-100%	
120 Store 120	740879	2101 987		\$5,927	-100%		0.71%		297	-100%	
120 Store 120	740948	2101 894		\$2,974	-100%		0.36%		164	-100%	
120 Store 120	740958	2101 895		\$7,763	-100%		0.93%		399	-100%	
120 Store 120	741681	2101 168		\$26,440	-100%		3.18%		1,341	-100%	
120 Store 120	742543	2101 354		\$455	-100%		0.05%		21	-100%	
120 Store 120	742803	2101 380		\$1,019	-100%		0.12%		53	-100%	
120 Store 120	742813	2101 381		\$1,140	-100%		0.14%		59	-100%	
120 Store 120	<b>Total</b>			<b>\$0</b>	<b>\$56,680</b>	<b>-100%</b>		<b>6.82%</b>	<b>0</b>	<b>2,968</b>	<b>-100%</b>
135 Store	736885	2101									

### Financial View - Act/OH - SKU Level Report

The Financial View - Act/OH - SKU Level report includes the sales, inventory, and gross margin information at the SKU level.

**Note:** The Color-level report should be used only for color-level information. The color-level information is not available for items forecasted at the style level. The Style-level report should be more commonly used, as it executes reports quickly.

The following table describes the fields in the Financial View - Act/OH - SKU Level report:

**Table 10–25 Financial View - Act/OH - SKU Level Report Description**

Column	Alias Metric Name	Description
OPT Sales \$	OPT Sl\$ \$	Amount of sales (in dollars) for the item, based on the optimized history
TY Sales \$	ACT Sl\$ \$	Amount of sales (in dollars) for the item, based on the actual history
Diff	Diff 1	Difference between the optimized and actual sales
OPT Sales Units	OPT Sl\$ Units	Sales (in units) for the item, based on the optimized history

**Table 10–25 (Cont.) Financial View - Act/OH - SKU Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
TY Sales Units	ACT Sls Units	Sales (in units) for the item, based on the actual history
Diff	Diff 1	Difference between the optimized and actual sales units
OPT Rcpt \$	OPT Rcpt \$	Amount of receipts (in dollars) for the item, based on the optimized history
TY Rcpt \$	ACT Rcpt \$	Amount of receipts (in dollars) for the item, based on the actual history
Diff	Rcpt \$ Diff	Difference between the optimized and actual receipts
OPT Rcpt Units	OPT Rcpt Units	Receipts (in units) for the item, based on the optimized history
TY Rcpt Units	ACT Rcpt Units	Receipts (in units) for the item, based on the actual history
Diff	Rcpt U Diff	Difference between the optimized and actual receipts
TY AUC	ACT AUC	Weighted average cost, based on the actual history sales units
TY IMU	ACT IMU	Initial Markup Units (IMU), based on the actual history
OPT GP \$	OPT GP \$	Amount of gross profit (in dollars), based on the optimized history
TY GP \$	ACT GP \$	Amount of gross profit (in dollars), based on the actual history
Diff	Diff - GP \$	Difference between the optimized and actual gross profit
OPT GP %	OPT GP %	Percentage of gross profit, based on the optimized history
TY GP %	ACT GP %	Percentage of gross profit, based on the actual history
OPT Total MD \$	OPT Total MD \$	Amount of markdown (in dollars), based on the optimized history
TY Total MD \$	ACT Total MD \$	Amount of markdown (in dollars), based on the actual history
OPT ASR	OPT Average Selling Retail	Average selling retail price based on the optimized history
TY ASR	ACT Average Selling Retail	Average selling retail price based on the actual history
OPT BOH Units	OPT BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units), based on the optimized history
TY BOH Units	ACT BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units), based on the actual history
OPT EOH Units	OPT EOH Units (Sum Subtotal)	End on hand (EOH) inventory (in units), based on the optimized history
TY EOH Units	ACT EOH Units (Sum Subtotal)	End on hand (EOH) inventory (in units), based on the actual history

**Table 10–25 (Cont.) Financial View - Act/OH - SKU Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
# of Weeks	# of Weeks	Maximum number of weeks an item is on sale
Min Out Date	Min Out Date	Earliest out of stock date
Max Out Date	Max Out Date	Latest out of stock date
TY ST %	ACT ST % (Cum.)	Percentage of Sell Through (ST), based on the actual history
OPT ST %	OPT ST % (Cum.)	Percentage of Sell Through (ST), based on the optimized history
# of Colors	# of Colors	Number of colors
# of Styles	# of Styles	Number of styles
OPT Perm MD \$	OPT Perm MD \$	Permanent markdown (in dollars) based on the optimized history
TY Perm MD \$	ACT Perm MD \$	Permanent markdown (in dollars) based on the actual history
OPT POS MD \$	OPT POS MD \$	Amount of sales (in dollars) associated with the markdown at the Point of Sale (POS), based on the optimized history
TY POS MD \$	ACT POS MD \$	Amount of sales (in dollars) associated with the markdown at the Point of Sale (POS), based on the actual history
Reg Sales \$	ACT Reg Sl\$ \$	Amount of sales (in dollars) for the item, based on the actual history
Reg Sales Units	ACT Reg Sl\$ Units	Sales (in units) for the item, based on the actual history
POS Sales \$	ACT POS Sl\$ \$	Amount of sales (in dollars) at the Point of Sale (POS), based on the actual history
POS Sales Units	ACT POS Sl\$ Units	Sales (in units) at the Point of Sale (POS), based on the actual history
MD Sales \$	ACT MD Sl\$ \$	Amount of sales (in dollars) associated with the markdown, based on the actual history
MD Sales Units	ACT MD Sl\$ Units	Sales (in units) associated with the markdown, based on the actual history

**Sample Report Screen**

The following figure (Figure 10–16) shows a sample report screen:

Figure 10–16 Financial View - Act/OH - SKU Level Report Sample Screen

Store Name	Style	Metrics	OPT Sales \$	TY Sales \$	Diff	OPT Sales Units	TY Sales Units	Diff	OPT Rcpt \$	TY Rcpt \$
120 Store 120	736885	2101 588		\$0	-100%		0	-100%		-\$60
120 Store 120	740819	2101 981		\$2,196	-100%		129	-100%		\$3,291
120 Store 120	740849	2101 984		\$2,715	-100%		178	-100%		\$2,681
120 Store 120	740859	2101 985		\$3,806	-100%		197	-100%		\$3,101
120 Store 120	740869	2101 986		\$2,245	-100%		130	-100%		\$1,991
120 Store 120	740879	2101 987		\$5,927	-100%		297	-100%		\$8,931
120 Store 120	740948	2101 894		\$2,974	-100%		164	-100%		\$2,201
120 Store 120	740958	2101 895		\$7,763	-100%		399	-100%		\$8,781
120 Store 120	742543	2101 354		\$455	-100%		21	-100%		\$1,381
120 Store 120	742803	2101 380		\$1,019	-100%		53	-100%		\$1,491
120 Store 120	742813	2101 381		\$1,140	-100%		59	-100%		\$1,931
120 Store 120	<b>Total</b>		<b>\$0</b>	<b>\$30,240</b>	<b>-100%</b>	<b>0</b>	<b>1,627</b>	<b>-100%</b>	<b>\$0</b>	<b>\$35,771</b>
135 Store 135	736885	2101 588			-100%			-100%		
135 Store 135	740819	2101 981		\$956	-100%		53	-100%		\$1,341
135 Store 135	740849	2101 984		\$1,087	-100%		63	-100%		\$851
135 Store 135	740859	2101 985		\$1,586	-100%		81	-100%		\$1,271
135 Store 135	740869	2101 986		\$737	-100%		36	-100%		\$501
135 Store 135	740879	2101 987		\$3,510	-100%		183	-100%		\$4,711
135 Store 135	740948	2101 894		\$1,384	-100%		70	-100%		\$1,201
135 Store 135	740958	2101 895		\$6,958	-100%		353	-100%		\$7,971
135 Store 135	742543	2101 354		\$858	-100%		48	-100%		\$1,461
135 Store 135	742803	2101 380		\$464	-100%		28	-100%		\$801
135 Store 135	742813	2101 381		\$941	-100%		50	-100%		\$1,391
135 Store 135	<b>Total</b>		<b>\$0</b>	<b>\$18,480</b>	<b>-100%</b>	<b>0</b>	<b>965</b>	<b>-100%</b>	<b>\$0</b>	<b>\$21,511</b>
152 Store 152	736885	2101 588		\$0	-100%		0	-100%		\$0
152 Store 152	740819	2101 981		\$1,549	-100%		74	-100%		\$1,841

**Financial View - Act/OH - Style Level Report**

The Financial View - Act/OH - Style Level report includes the sales, inventory, and gross margin information at the style level.

The following table describes the fields in the Financial View - Act/OH - Style Level report:

Table 10–26 Financial View - Act/OH - Style Level Report Description

Column	Alias Metric Name	Description
OPT Sales \$	OPT Sl\$ \$	Amount of sales (in dollars) for the item, based on the optimized history
TY Sales \$	Act Sl\$ \$	Amount of sales (in dollars) for the item, based on the actual history
Diff	Diff - Sl\$ \$	Difference between the optimized and actual sales
OPT Sales Units	OPT Sl\$ Units	Sales (in units) for the item, based on the optimized history
TY Sales Units	ACT Sl\$ Units	Sales (in units) for the item, based on the actual history
Diff	Diff - Sl\$ U	Difference between the optimized and actual sales units
OPT Rcpt \$	OPT Rcpt \$	Amount of receipts (in dollars) for the item, based on the optimized history

**Table 10–26 (Cont.) Financial View - Act/OH - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
TY Rcpt \$	ACT Rcpt \$	Amount of receipts (in dollars) for the item, based on the actual history
Diff	Diff - Rcpt \$	Difference between the optimized and the actual receipts
OPT Rcpt Units	OPT Rcpt Units	Receipts (in units) for the item, based on the optimized history
TY Rcpt Units	ACT Rcpt Units	Receipts (in units) for the item, based on the actual history
Diff	Diff - Rcpt U	Difference between the optimized and actual receipts
TY AUC	ACT AUC	Weighted average cost, based on the actual history sales units
TY IMU	ACT IMU	Initial Markup Units (IMU), based on the actual history
OPT GP \$	OPT GP \$	Amount of gross profit (in dollars), based on the optimized history
TY GP \$	ACT GP \$	Amount of gross profit (in dollars), based on the actual history
Diff	Diff - GP \$	Difference between the optimized and actual gross profit
OPT GP %	OPT GP %	Percentage of gross profit, based on the optimized history
TY GP %	ACT GP %	Percentage of gross profit, based on the actual history
OPT Total MD \$	OPT Total MD \$	Amount of markdown (in dollars), based on the optimized history
TY Total MD \$	ACT Total MD \$	Amount of markdown (in dollars), based on the actual history
OPT ASR	OPT Average Selling Retail	Average selling retail price based on the optimized history
TY ASR	ACT Average Selling Retail	Average selling retail price based on the actual history
OPT BOH Units	OPT BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units), based on the optimized history
TY BOH Units	ACT BOH Units (Sum Subtotal)	Beginning on hand (BOH) inventory (in units), based on the actual history
OPT EOH Units	OPT EOH Units (Sum Subtotal)	End on hand (EOH) inventory (in units), based on the optimized history
TY EOH Units	ACT EOH Units (Sum Subtotal)	End on hand (EOH) inventory (in units), based on the actual history
# of Weeks	# of Weeks	Maximum number of weeks an item is on sale
Min Out Date	Min Out Date	Earliest out of stock date
Max Out Date	Max Out Date	Latest out of stock date
OPT ST %	OPT ST % (Cum.)	Percentage of Sell Through (ST), based on the optimized history

**Table 10–26 (Cont.) Financial View - Act/OH - Style Level Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
TY ST %	ACT ST % (Cum.)	Percentage of Sell Through (ST), based on the actual history
# of Colors	# of Colors	Number of colors
# of Styles	# of Styles	Number of styles
OPT Perm MD \$	OPT Perm MD \$	Permanent markdown (in dollars) based on the optimized history
TY Perm MD \$	ACT Perm MD \$	Permanent markdown (in dollars) based on the actual history
OPT POS MD \$	OPT POS MD \$	Amount of sales (in dollars) associated with the markdown at the Point of Sale (POS), based on the optimized history
POS MD \$	ACT POS MD \$	Amount of sales (in dollars) associated with the markdown at the Point of Sale (POS), based on the actual history
Reg Sales \$	ACT Reg Sls \$	Amount of sales (in dollars) for the item, based on the actual history
Reg Sales Units	ACT Reg Sls Units	Sales (in units) for the item, based on the actual history
POS Sales \$	ACT POS Sls \$	Amount of sales (in dollars) at the Point of Sale (POS), based on the actual history
POS Sales Units	ACT POS Sls Units	Sales (in units) at the Point of Sale (POS), based on the actual history
MD Sales \$	ACT MD Sls \$	Amount of sales (in dollars) associated with the markdown, based on the actual history
MD Sales Units	ACT MD Sls Units	Sales (in units) associated with the markdown, based on the actual history

**Sample Report Screen**

The following figure ([Figure 10–17](#)) shows a sample report screen:

Figure 10–17 Financial View - Act/OH - Style Level Report Sample Screen

Style	Store Name	Metrics	OPT Sales \$	TY Sales \$	Diff	OPT Sales Units	TY Sales Units	Diff	OPT Rcpt \$	TY Rcpt \$	
736885 2101 588	120	Store 120		\$0	-100.0%		0	-100.0%		-\$60	
736885 2101 588	135	Store 135			-100.0%			-100.0%			
736885 2101 588	152	Store 152		\$0	-100.0%		0	-100.0%		\$0	
736885 2101 588	157	Store 157		\$10	-100.0%		1	-100.0%		\$0	
736885 2101 588	159	Store 159		\$10	-100.0%		1	-100.0%		-\$40	
736885 2101 588	205	Store 205		\$149	-100.0%		29	-100.0%		\$290	
736885 2101 588	235	Store 235			-100.0%			-100.0%			
736885 2101 588	111	Store 111		\$0	-100.0%		0	-100.0%		-\$40	
736885 2101 588	209	Store 209		\$4	-100.0%		1	-100.0%		\$20	
736885 2101 588	104	Store 104		\$0	-100.0%		0	-100.0%		-\$40	
736885 2101 588	107	Store 107		\$0	-100.0%		0	-100.0%		-\$20	
736885 2101 588	211	Store 211		\$10	-100.0%		1	-100.0%		\$0	
736885 2101 588	113	Store 113		\$10	-100.0%		1	-100.0%		-\$20	
736885 2101 588	158	Store 158		\$27	-100.0%		2	-100.0%		\$0	
736885 2101 588	206	Store 206		\$0	-100.0%		0	-100.0%		-\$20	
736885 2101 588	115	Store 115		\$10	-100.0%		1	-100.0%		-\$10	
736885 2101 588	173	Store 173		\$22	-100.0%		2	-100.0%		\$0	
736885 2101 588	208	Store 208		\$22	-100.0%		2	-100.0%		\$0	
736885 2101 588	119	Store 119		\$0	-100.0%		0	-100.0%		-\$20	
736885 2101 588	130	Store 130		\$0	-100.0%		1	-100.0%		\$0	
736885 2101 588	134	Store 134		\$0	-100.0%		0	-100.0%		\$0	
736885 2101 588	139	Store 139		\$0	-100.0%		0	-100.0%		-\$20	
736885 2101 588	156	Store 156		\$22	-100.0%		2	-100.0%		\$0	
736885 2101 588	109	Store 109		\$0	-100.0%		0	-100.0%		-\$20	
736885 2101 588	222	Store 222		\$35	-100.0%		3	-100.0%		\$20	
736885 2101 588	<b>Total</b>			<b>\$0</b>	<b>\$341</b>	<b>-100.0%</b>	<b>0</b>	<b>47</b>	<b>-100.0%</b>	<b>\$0</b>	<b>\$30</b>

### Item By Time - Act/OH Report

The Item By Time - Act/OH report includes the actual and optimized history information on the item, over a specific time period.

The following table describes the fields in the Item By Time - Act/OH report:

**Table 10–27 Item By Time - Act/OH Report Description**

Column	Alias Metric Name	Description
TY Sls Units	ACT Sls Units	Sales (in units) for the item, based on the actual history
OPT Sls Units	OPT Sls Units	Sales (in units) for the item, based on the optimized history
Diff	Diff 2	Difference between the optimized and actual history sales units
TY Sls Units (Cum.)	ACT Sls Units (Cum.)	Cumulative sum of sales (in units), based on the actual history
OPT Sls Units (Cum.)	OPT Sls Units (Cum.)	Cumulative sum of sales (in units), based on the optimized history
TY EOH Units	ACT EOH Units (Last Subtotal)	End on hand (EOH) inventory (in units), based on the actual history
TY Rcpt Units	ACT Rcpt Units	Store receipts (in units) from distribution centers and transfers, based on the actual history

**Table 10–27 (Cont.) Item By Time - Act/OH Report Description**

<b>Column</b>	<b>Alias Metric Name</b>	<b>Description</b>
TY WOS	ACT WOS	Weeks of Supply (WOS) for the item, based on the actual history
TY ST %	ACT ST % (Cum.)	Percentage of Sell Through (ST), based on the actual history
OPT ST %	OPT ST % (Cum.)	Percentage of Sell Through (ST), based on the optimized history
TY Sls \$	ACT Sls \$	Amount of sales (in dollars), based on the actual history
OPT Sls \$	OPT Sls \$	Amount of sales (in dollars), based on the optimized history
TY Sls \$ (Cum.)	ACT Sls \$ (Cum.)	Cumulative sum of sales (in dollars), based on the actual history
OPT Sls \$ (Cum.)	OPT Sls \$ (Cum.)	Cumulative sum of sales (in dollars), based on the optimized history
Diff	Diff 1	Difference between the cumulative actual sales and the optimized sales
TY Rcpt \$	ACT Rcpt \$	Amount of receipts (in dollars), based on the actual history
OPT Rcpt \$	OPT Rcpt \$	Amount of receipts (in dollars), based on the optimized history
Diff	Diff 1	Difference between the actual history and optimized history receipts
TY IMU	ACT IMU	Actual Initial Markup Units (IMU)
TY GP \$	ACT GP \$	Amount of gross profit (in dollars), based on the actual history
OPT GP \$	OPT GP \$	Amount of gross profit (in dollars), based on the optimized history
TY Total MD \$	ACT Total MD \$	Amount of total markdown (in dollars), based on the actual history
OPT Total MD \$	OPT Total MD \$	Amount of total markdown (in dollars), based on the optimized history
TY POS MD \$	ACT POS MD \$	Amount of markdown (in dollars) at the Point of Sale (POS), based on the actual history
OPT POS MD \$	OPT POS MD \$	Amount of markdown (in dollars) at the Point of Sale (POS), based on the optimized history
TY Perm MD \$	ACT Perm MD \$	Amount of permanent markdown (in dollars), based on the actual history
OPT Perm MD \$	OPT Perm MD \$	Amount of permanent markdown (in dollars), based on the optimized history
TY AUC	ACT AUC	Weighted average cost, based on the actual history sales units

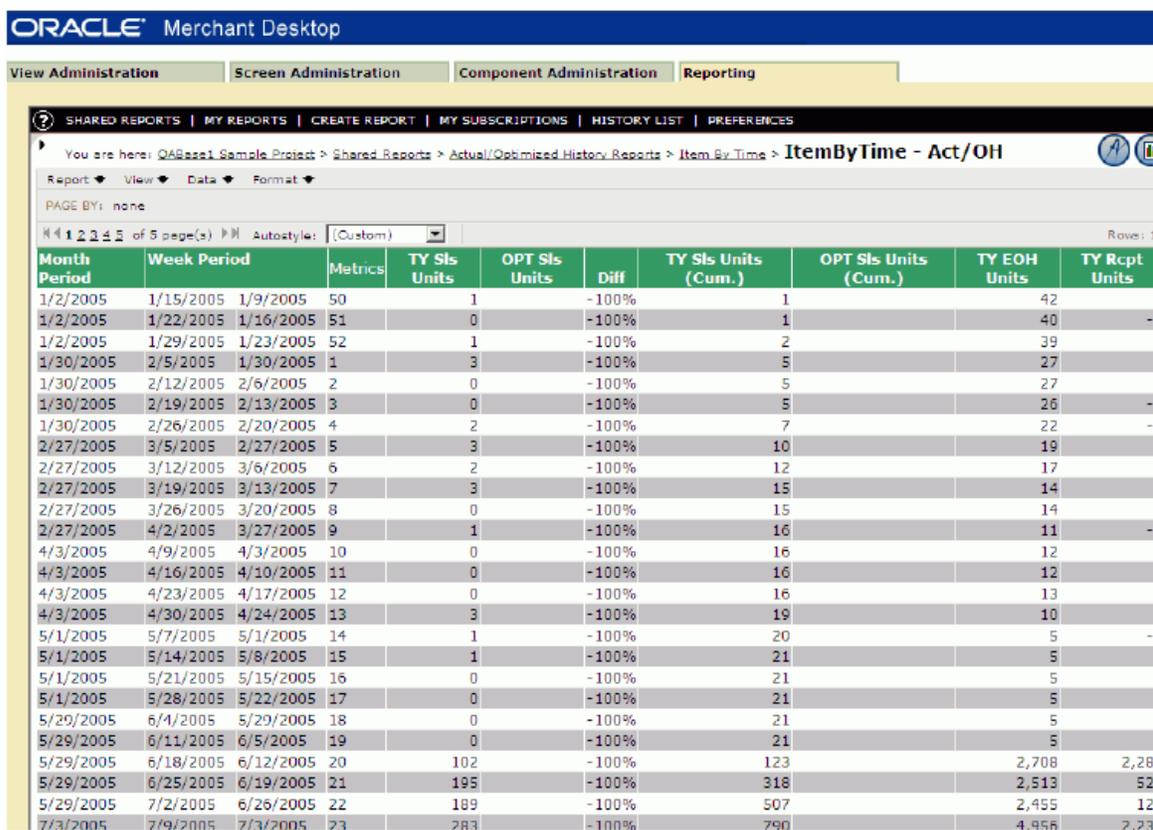
**Table 10-27 (Cont.) Item By Time - Act/OH Report Description**

Column	Alias Metric Name	Description
TY ASR	ACT Average Selling Retail	Average selling retail price, based on the actual history
OPT ASR	OPT Average Selling Retail	Average selling retail price, based on the optimized history
TY EOH \$	ACT EOH \$	Amount (in dollars) of the End on hand (EOH) inventory, based on the actual history

**Sample Report Screen**

The following figure (Figure 10-18) shows a sample report screen:

**Figure 10-18 Item By Time - Act/OH Report Sample Screen**



## Tips to Generate Better Reports

This section includes some tips that will help you generate better reports faster, and also make the most out of the Merchant Desktop utility.

The following table includes the features that help you effectively manage and work with your reports:

**Table 10–28** *Tips to Generate Better Reports*

Feature	Tip
<b>Weeks Prompt</b>	When you select the criteria for a report, use the <b>Weeks</b> prompt and select a relevant range of weeks, to get quicker reports.
<b>My History List</b>	You can run multiple reports at the same time. Once you start executing a report, you can start another report by adding the first report to the <b>My History List</b> folder.
<b>My Reports</b>	Save the reports, that you generate on a regular basis, to the <b>My Reports</b> folder. You can save the report with just the information, or also include the selection criteria set for the report. For more information, see <a href="#">Report Menu</a> .
<b>Subscriptions</b>	Use the <b>Add Subscription</b> feature, and schedule the reports that you generate on a regular basis. Once subscribed, you can access the reports through the <b>My History List</b> or the <b>My Subscriptions</b> folders. For more information, see <a href="#">Report Menu</a> .
<b>Re-prompt</b>	Use the <b>Re-prompt</b> option to generate the reports with a different selection criteria. For more information on this option, see <a href="#">Data Menu</a> .
<b>Drill</b>	Use the <b>Drill</b> option to view the information at different levels of hierarchy in the report. For more information on this option, see <a href="#">Data Menu</a> .
<b>Export</b>	Use the <b>Export</b> option to extract the information to a format, that helps you update or add any additional formatting. For more information on this option, see <a href="#">Data Menu</a> .
<b>Data Menu Options</b>	Use the <b>Sort, Move, Pivot Buttons</b> options to adjust and rearrange the information in a way that best suits your need. For more information on these options, see <a href="#">Data Menu</a> .

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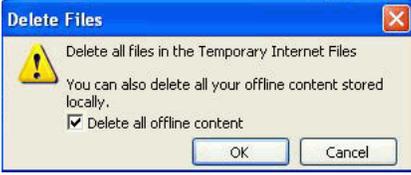
## Troubleshooting

The following section addresses some common issues occasionally encountered when using Oracle Retail applications.

**Table 11–1 Common Issues and Solutions to Oracle Retail Applications**

<b>Problem</b>	<b>Solution</b>
You attempt to access the application login screen, but a security warning message appears, asking if you want to install and run Service Pack 6 for Visual Basic.	This is a normal, expected message when your PC is missing a Microsoft® Common Control dialog that the application uses. See, Application Information - Logging On.
When you attempt to access the application login screen, a blank screen appears instead.	See, Active X Downloads and Firewalls within Application Information.
After you enter your username and password and click Login, nothing happens.	It is possible that pop-up blocker software is prohibiting the application main menu from appearing. Try disabling the software and then attempt to log in to the application again.
One or both of the following error messages occur: 1. Error with Excel Initiation: Active X Component can't create object.  This occurs because of an Excel component that is marked as unsafe. The application does not install this component, but it does use it to export data to Excel.	These messages indicate that the internet browser setting are incorrect for the application zone (Local intranet or Trusted sites). To remedy this situation, follow the instructions in Application Information, Checking your Browser Settings, paying particular attention to the actual settings on the Security Settings dialog box.
2. Export did not succeed. The settings on your version of Internet Explorer may need to be altered to accommodate this feature. Please contact PC support to correct the problem.	This occurs because the application requires the components to be scriptable even though not all of the components are marked as safe.  These messages indicate that the internet browser setting are incorrect for the application zone (Local intranet or Trusted sites). To remedy this situation, follow the instructions in Application Information, Checking your Browser Settings, paying particular attention to the actual settings on the Security Settings dialog box.

**Table 11-1 (Cont.) Common Issues and Solutions to Oracle Retail Applications**

Problem	Solution
When you attempt to navigate between the various screens of the application, an Internet Explorer error message is displayed that reads, 'Internet Explorer cannot open the Internet site'.	It is recommended that you check your Internet Explorer settings.  On the Settings Dialog Box, select 'Every visit to the page' on the 'Check for newer versions of stored pages' option.
Your password is no longer working	Passwords are case-sensitive, so make sure that the Caps Lock key has not been selected. In addition, if the administrator has changed your password or user name recently, it's possible that Internet Explorer is using the wrong stored password. This can occur when the only change in the user name or password is case.
You have been working in the application, but a time-out message still appears.	Time-out messages appear after a configured amount of time on the application server. Some of the actions you perform in the user interface do not communicate with the server and thus the server sends the time-out message.  For more information, see Application Information, Timeouts.
The following error message appears:  A System error has occurred during this action. Please report this as a bug.  In addition, the following link appears in the upper-right corner of the screen:  Must define these in XActionServlet.java.	At least once a week, Professional Services must disable logins to the application (typically for about five minutes) so that they can synchronize data. If you are using the application while the logins are disabled, this message appears.  Just quit the application and check with an administrator or Professional Services to determine when it will be available again.
You are not able to navigate to some of the screens.	This may be because the Internet settings are not correct.  Go to Internet Options, delete the files in Temporary Internet Files, and ensure the Delete all offline content is checked, as shown in the image below.
	
You receive an ASN-Revise for an Accepted allocation and Place rejects the ASN-Revise	Place cannot handle the ASN-Revise at the terminal stage of the allocation. If an ASN is revised at this stage, the external system will need to send the changes to Place as a separate ASN.
The application Online Help does not work.	The Application Development Framework (ADF) libraries, required for the Online Help, may not be invoked in the WebLogic Server Home directory. For more information, see the <i>Setting Up ADF Libraries</i> section in the <i>Installing Place</i> chapter of the <i>Oracle Retail Place Installation Guide</i> .  You will need to contact your administrator to source the ADF libraries in the WebLogic Server Home directory.

## Appendix

The Appendix chapter lists all Plan metrics and calculations used in the application. The metrics are used primarily on the Review Allocation and the Worklist screen.

The following table lists the calculation of the metrics on the Review Allocation screens of the application.

**Table 12–1 Table Describing the Plan Metrics Calculation**

Metric	Display Name	Description	Calculation	Screen Name
<b>Store Totals - Receipts</b>				
TotalReceiptUnits	Total Units	Total receipt units	Total Store Receipt U (Act U + Receipt U)	Assortment View
TotalReceiptDollars	Total \$	Total receipt value of the merchandise in dollars.	Total Store Receipt U * Initial Retail	Assortment View
ReceiptUnitsTotalPct	% Receipt U	Receipt unit percent contribution to Plan. EDITABLE  To adjust the flow over time of the receipts. True for sales also.	Style_Total_Receipt U / Plan_Total_Receipt U * 100	Assortment View
ReceiptDollarsTotalPct	% Receipt \$	Receipt dollars percent contribution to Plan.	Style_Total_Receipt \$ / Plan_Total_Receipt \$ * 100	
PastReceiptDollars	Act \$	Actual receipts values in dollars for a given item per StoreSet/All.	Act U * Initial Retail	
PastReceiptUnits	Act U	Actual receipt units for a given item per StoreSet/All.	Actual Store Receipts U, Fed	Assortment View
TotalReceiptDollars	Receipt \$	Planned receipt dollars for a given item per StoreSet.	Receipt U * Initial Retail	Assortment View
ReceiptUnits	Receipt U	Planned receipt units for a given item per StoreSet/All.	Planned Future ReceiptUnits	Assortment View
<b>Store Totals - Sales</b>				
TotalSalesUnits	Total U	Total of all sales units for a given item per StoreSet/All	Act Sales Units + Future Sales Units.	Assortment View
TotalSalesDollars	Total \$	Total of all sales dollars for a given item per StoreSet/All	Act Sales Dollars + Future Sales Dollars.	Assortment View
PastSalesDollars	Act \$	Actual sales in dollars for a given item per StoreSet/All	Actual Sales \$, Fed	Assortment View
TotalSalesDollars	Sales \$	Planned sales in dollars for a given item per StoreSet/All	Sum of Weekly Sales \$ for all future weeks in current Plan	Assortment View

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

<b>Metric</b>	<b>Display Name</b>	<b>Description</b>	<b>Calculation</b>	<b>Screen Name</b>
PastSalesUnits	Act U	Actual sales units for a given item per StoreSet/All	Actual Sales, Fed	Assortment View
TotalSalesUnits	Sales U	All planned sales units for a given item per StoreSet/All	Planned Future SalesUnits	Assortment View
<b>Store Totals - Inventory</b>				
BOHUnits	BOH U	Beginning on Hand units of the Plan Period for a given item per StoreSet/All	For Items Carry-over from Prev-Plan, BOH = EOH units of Previous Plan (if any) For others, BOH = 0, Fed	Assortment View
BOHDollars	BOH \$	Beginning on Hand dollars of the Plan Period for a given item per StoreSet/All	BOHUnits * Current Retail	Assortment View
EOHUnits	EOH U	Ending on Hand units of the Plan Period for a given item per StoreSet/All	<ul style="list-style-type: none"> <li>■ Pre-season Units = BOH + Receipt Units – Sales Units</li> <li>■ In-season Units = OH + Receipt Units – Sales Units Plan until OH overtakes last week at which the front-end will use the OH amount as EOH.</li> </ul>	Assortment View
EOHDollars	EOH \$	Ending on Hand dollars of the Plan Period for a given item per StoreSet/All	EOH * Current Retail	Assortment View
OHUnits	OH U	On Hand units of last week of Actuals for a given item per StoreSet/All	In-season only = EOH units of last week of Actuals, Fed	Assortment View
OHDollars	OH \$	On Hand dollars of last week of Actuals for a given item per StoreSet/All	In-season only = EOH dollars of last week of Actuals, Fed	Assortment View
<b>Store Receipts</b>				
	Receipt U	Total Receipt units for time period	Fed <ul style="list-style-type: none"> <li>■ Weekly Calculation Store Receipts (units) in this week In AP &amp; Need, Actuals is updated LSP : Always from last submitted</li> <li>■ Monthly/Grand Total Calculation SUM[Weekly RECEIPT_UNITS]</li> </ul>	Item View
	% Receipt U	Percent of Receipt units for a time period contribution to the total Receipts for the item. EDITABLE FOR AP-segment, allows the user to alter the receipt flow.	<ul style="list-style-type: none"> <li>■ Weekly Calculation Receipt U (for the week) / Plan_Total_Receipts_Units * 100</li> <li>■ Monthly/Grand Total Calculation SUM[Weekly Store RECEIPT_UNITS] / / Plan_Total_Receipts * 100</li> </ul>	Item View
	Receipt \$	Total Receipt dollars for time period	Fed <ul style="list-style-type: none"> <li>■ Weekly Calculation RECEIPT_UNITS * Initial Retail</li> <li>■ Monthly/Grand Total Calculation SUM[Weekly RECEIPT_\$]</li> </ul>	Item View

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

Metric	Display Name	Description	Calculation	Screen Name
	% Receipt \$	Percent of Receipt dollars for a time period contribution to the total Receipts for the item	<ul style="list-style-type: none"> <li>▪ Weekly Calculation RECEIPT_\$/ Plan_Total_Receipts_ \$\$ * 100</li> <li>▪ Monthly/Grand Total Calculation SUM[Weekly Store RECEIPT_\$/ Plan_Total_Receipts_ \$\$ * 100</li> </ul>	Item View
<b>DC Receipts</b>				
	DC Receipt U	Total DC Receipt units by time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation DC_RECEIPT_UNITS for the week In AP &amp; Need, comes from Confirmed receipts LSP : Always from last submitted</li> <li>▪ Monthly/Grand Total Calculation SUM[Weekly DC_RECEIPT_UNITS]</li> </ul>	Item View
	DC Receipt \$	Total DC Receipt dollars by time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation DC Receipt U * InitialRetail</li> <li>▪ Monthly/Grand Total Calculation SUM[Weekly DC_RECEIPT_\$/]</li> </ul>	Item View
	DC EOH U	Number of units in the Distribution Center (DC) at the end of a time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation DC_EOH (Units) at the end of current week</li> <li>▪ Monthly/Grand Total Calculation DC EOH Units in the Last Week of the Month</li> </ul>	Item View
	DC EOH \$	Total value in dollars of DC End-On-Hand	<ul style="list-style-type: none"> <li>▪ Weekly Calculation DC EOH U * CurrentPermPrice\$</li> <li>▪ Monthly/Grand Total Calculation DC EOH Dollars in the Last Week of the Month</li> </ul>	Item View
	In Transit U	Total units in transit during this time period. Units shipped from DC and yet to be received at Stores	<ul style="list-style-type: none"> <li>▪ Weekly Calculation Calculated based on Store Receipt Date and Transit Time for each store</li> <li>▪ Monthly/Grand Total Calculation In Transit U for the last week of the month</li> </ul>	Item View
	In Transit \$	Total value in dollars of the in transit inventory	<ul style="list-style-type: none"> <li>▪ Weekly Calculation In Transit U * CurrentPermPrice</li> <li>▪ Monthly/Grand Total Calculation In Transit \$ for the last week of the month</li> </ul>	Item View
<b>Sales</b>	Sales U	Total Sales units by time period	<ul style="list-style-type: none"> <li>Fed</li> <li>▪ Weekly Calculation SALES in Units in current week, In AP and Need, Actuals is updated, LSP always from last submitted</li> <li>▪ Monthly/Grand Total Calculation Sum of all Weekly Sales (units) in this month</li> </ul>	Item View

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

<b>Metric</b>	<b>Display Name</b>	<b>Description</b>	<b>Calculation</b>	<b>Screen Name</b>
	% Sales U	Percent of Sales Units for a time period contribution to the total Sales Units for the item  EDITABLE FOR AP-segment, allows the user to alter the sales flow.	<ul style="list-style-type: none"> <li>▪ Weekly Calculation Sales U / Total SALES_UNITS</li> <li>▪ Monthly/Grand Total Calculation Sum of all Weekly Sales / Total SALES_UNITS * 100</li> </ul>	Item View
	Sales \$	Total Sales dollars by time period	Fed <ul style="list-style-type: none"> <li>▪ Weekly Calculation (SALES_UNITS * AUR) * (1-AUR Adjustment/100)</li> <li>▪ Monthly/Grand Total Calculation Sum of all Weekly Sales \$ in this month</li> </ul>	Item View
	% Sales \$	Percent of Sales dollars for a time period contribution to the total Sales \$ for the item	<ul style="list-style-type: none"> <li>▪ Weekly Calculation Sales \$ / Total SALES_UNITS</li> <li>▪ Monthly/Grand Total Calculation Sum of all Weekly Sales \$/ Total SALES_\$ * 100</li> </ul>	Item View
<b>BOH</b>				
	BOH U	Beginning On Hand Units for a Time Period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation Sum of BOH Store Inventory (Units) at the start of this week, calculated in Load Script</li> <li>▪ Monthly/Grand Total Calculation BOH_UNITS in the First Week of the month</li> </ul>	Item View
	BOH \$	Beginning On Hand Dollars for a Time Period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation BOH U * CurrentPermPrice, calculated in Load Script</li> <li>▪ Monthly/Grand Total Calculation BOH_\$ in the First Week of the month</li> </ul>	Item View
<b>EOH</b>				
	EOH U	Ending On Hand Units for a Time Period	Fed <ul style="list-style-type: none"> <li>▪ Weekly Calculation Sum of EOH Store Inventory (Units) at the end of this week, In AP and Need, Actuals is updated, LSP is Always from last submitted</li> <li>▪ Monthly/Grand Total Calculation EOH_UNITS in the Last Week of the month</li> </ul>	Item View
	EOH \$	Ending On Hand Dollars for a Time Period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation EOH U * CurrentPermPrice</li> <li>▪ Monthly/Grand Total Calculation EOH_\$ in the Last Week of the month</li> </ul>	Item View

**Mark Down**

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

<b>Metric</b>	<b>Display Name</b>	<b>Description</b>	<b>Calculation</b>	<b>Screen Name</b>
	PERM MD \$	Permanent Markdown \$ for a time period triggered by change in total inventory valuation due to a permanent markdown.	Fed <ul style="list-style-type: none"> <li>■ Weekly Calculation BOH_Units * (CurrPermPrice-in-LastWeek - CurrPermPrice) + Receipt U * (RETAIL - CurrPermPrice)</li> <li>■ Monthly/Grand Total Calculation Sum of Perm MD \$ for all weeks in this month</li> </ul>	Item View
	POS MD \$	POS (Temporary) Markdown \$ component of weekly sales	Fed <ul style="list-style-type: none"> <li>■ Weekly Calculation Sales U * (CurrPermPrice - AUR)</li> <li>■ Monthly/Grand Total Calculation Sum of POS MD \$ for all weeks in this month</li> </ul>	Item View
	TOTAL MD \$	Total markdown \$, either promo or permanent markdown	<ul style="list-style-type: none"> <li>■ Weekly Calculation POS MD \$ + PERM MD \$</li> <li>■ Monthly/Grand Total Calculation Sum of Total MD \$ for all weeks in this month</li> </ul>	Item View
	MD %	Markdown Percent	<ul style="list-style-type: none"> <li>■ Weekly Calculation MD\$/Sales \$ @ Retail * 100</li> <li>■ Monthly/Grand Total Calculation Month MD\$/Month Sales \$ @ Retail * 100</li> </ul>	Item View
	MD IND	Displays multiple values for a given week (MD, POS, TRF), and is driven off of the Pricing Plan. It behaves the same way for Planned and Actual weeks.	Shows whether there is a MD or POS-event or Traffic event effective during the current week	Item View
<b>POS/Perm MD Sales</b>				
	POS Sales U	Sales Units of items on Promotion	Fed <ul style="list-style-type: none"> <li>■ Weekly Calculation IF Item is on promotion, POS Sales U = Sales U for the week</li> <li>■ Monthly/Grand Total Calculation IF Item is on promotion, POS Sales U = Sales U for the week</li> </ul>	Item View
	POS Sales \$	Sales \$ of Promotional Items	Fed <ul style="list-style-type: none"> <li>■ Weekly Calculation IF Item is on promotion, POS Sales \$ = Sales \$ for the week</li> <li>■ Monthly/Grand Total Calculation Sum of all weeks of the month</li> </ul>	Item View
	POS Sales %	Ratio of Promotional Sales \$ to Total Sales \$	<ul style="list-style-type: none"> <li>■ Weekly Calculation For the week, PR_SALES_UNITS / SALES_UNITS * 100</li> <li>■ Monthly/Grand Total Calculation For the month, PR_SALES_UNITS / SALES_UNITS * 100</li> </ul>	Item View

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

<b>Metric</b>	<b>Display Name</b>	<b>Description</b>	<b>Calculation</b>	<b>Screen Name</b>
	MD Sales U	Sales Units of Clearance Items	Fed <ul style="list-style-type: none"> <li>▪ Weekly Calculation IF Item is on markdown, MD Sales U = Sales U for the week</li> <li>▪ Monthly/Grand Total Calculation Sum of all weeks of the month</li> </ul>	Item View
	MD Sales \$	Sales \$ of Clearance Items	Fed <ul style="list-style-type: none"> <li>▪ Weekly Calculation IF Item is on markdown, MD \$ = Sales \$ for the week</li> <li>▪ Monthly/Grand Total Calculation Sum of all weeks of the month</li> </ul>	Item View
	MD Sales %		<ul style="list-style-type: none"> <li>▪ Weekly Calculation For the week, MD_SALES_UNITS / SALES_UNITS * 100</li> <li>▪ Monthly/Grand Total Calculation For the month, MD_SALES_UNITS / SALES_UNITS * 100</li> </ul>	Item View
<b>Avg Unit</b>				
	Sales AUR	Average unit retail for a time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation Sales \$ / Sales U</li> <li>▪ Monthly/Grand Total Calculation Sum (Sales \$ in the month) / Sum (Sales U in the month)</li> </ul>	Item View
	AUC	Average unit cost for a time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation SalesDollarsAtCost/SalesUnits</li> <li>▪ Monthly/Grand Total Calculation SalesDollarsAtCost/SalesUnits</li> </ul>	Item View
<b>Gross Profit</b>				
	GP%	Gross profit percentage by time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation IMU * (1- (MD % + Merch Charge % + Shrink % + Freight %))</li> <li>▪ Monthly/Grand Total Calculation (SUM [WeeklyGrossProfitDollars] / MonthlySalesDollars) * 100</li> </ul>	Item View
	GP\$	Gross profit dollars by time period	Fed <ul style="list-style-type: none"> <li>▪ Weekly Calculation [GP% * Sales \$] / 100</li> <li>▪ Monthly/Grand Total Calculation Sum of Weekly GP \$ in the month</li> </ul>	Item View
	GPROI	Gross profit return on investment	Monthly Calculation SUM [WeeklyGrossProfitDollars] / AverageInventoryDollarsAtCost	Item View
<b>Sell Through</b>				
	% ST \$	% Sell Through in Dollars	<ul style="list-style-type: none"> <li>▪ Weekly Calculation LTD_SALES_\$ / (LTD_RECEIPT_\$)</li> <li>▪ Monthly/Grand Total Calculation % ST \$ of last week in the month</li> </ul>	Item View

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

<b>Metric</b>	<b>Display Name</b>	<b>Description</b>	<b>Calculation</b>	<b>Screen Name</b>
	% ST U	% Sell Through in Units	<ul style="list-style-type: none"> <li>■ Weekly Calculation LTD_SALES_UNITS / (LTD_RECEIPT_UNITS)</li> <li>■ Monthly/Grand Total Calculation % ST U of last week in the month</li> </ul>	Item View
<b>Turn Over</b>				
	TO \$	Turn Over Dollars	Monthly Calculation SALES_\$ / AVG_INV_\$_RTL	Item View
	TO U	Turn Over Units	Monthly Calculation SALES_UNITS / AVG_INV_U	Item View
<b>Num Stores</b>				
	WOS	Forward Weeks of Supply	<ul style="list-style-type: none"> <li>■ Weekly Calculation Current BOH_UNITS / SUM[Weekly SALES_UNITS by week] where SUM[Weekly SALES_UNITS by week] &lt; BOH_UNITS Remainder is dropped. If not enough sales weeks to reach constraint, then WOS metric will append a '+'</li> <li>■ Monthly/Grand Total Calculation Monthly WOS = First week of Month; Grand Total WOS = First Month of Display</li> </ul>	Item View
	ST w/Inv	# of Stores with Inventory for a Time Period	<ul style="list-style-type: none"> <li>■ Weekly Calculation # of Stores w/ EOH_UNITS &gt; 0</li> <li>■ Monthly/Grand Total Calculation MAX[Weekly ST_WITH_INV]</li> </ul>	Item View
	ST w/Rec	# of Stores with Receipts for a Time Period	<ul style="list-style-type: none"> <li>■ Weekly Calculation # of Stores w/ RECEIPT_UNITS &gt; 0 in the week</li> <li>■ Monthly/Grand Total Calculation MAX[Weekly ST_WITH_REC]</li> </ul>	Item View
<b>Store Receipts</b>				
	Receipt U	Total Receipt units for time period	<ul style="list-style-type: none"> <li>■ Weekly Calculation Planned / actual Store Receipts (units) in this week</li> <li>■ Monthly/Grand Total Calculation SUM[Weekly RECEIPT_UNITS]</li> </ul>	Flow View
	Receipt \$	Total Receipt dollars for time period	<ul style="list-style-type: none"> <li>■ Weekly Calculation RECEIPT_UNITS * InitialRetail</li> <li>■ Monthly/Grand Total Calculation SUM[Weekly RECEIPT_\$]</li> </ul>	Flow View

**Table 12–1 (Cont.) Table Describing the Plan Metrics Calculation**

Metric	Display Name	Description	Calculation	Screen Name
<b>DC Receipts</b>				
	DC Receipt U	Total DC Receipt units by time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation DC_RECEIPT_UNITS for the week</li> <li>▪ Monthly/Grand Total Calculation SUM[Weekly DC_RECEIPT_UNITS]</li> </ul>	Flow View
	DC Receipt \$	Total DC Receipt dollars by time period	<ul style="list-style-type: none"> <li>▪ Weekly Calculation DC Receipt U * InitialRetail</li> <li>▪ Monthly/Grand Total Calculation SUM[Weekly DC_RECEIPT_\$]</li> </ul>	Flow View

The following table lists metrics used in the Worklist screen of the application.

**Table 12–2 Table Describing the Plan Metrics that appear on the Worklist Screen**

Metric	Display Name	Description	Calculations	Screen Name
AP		Status of AP - Done / Not Done		
Active		Shows whether this Style is Active / Inactive		
CO				
Rcpt %				
Sales %				
IMU		Initial Markup %, calculated based on Cost & Retail above		
Pack		Minimum Pack Size, should be less than or equal to "Min" below		

# Glossary

This chapter lists down terms and definitions used in Plan.

Term	Meaning
Active Item	Item that is currently selling at a store.
Actualized Item	Planning items for which all required product characteristics are defined - such as Style #, Colors, Size Ranges, Sizes, Vendor, Retail Price, Cost, Product Attributes (Fabric, Design, Silhouette etc.).
AP Data Segments	This data segment is the official plan of record populated by the user and represents the data that is submitted to the supplier to determine the purchase quantity of the merchandise.
APS	Average per store value. It is calculated based on the average of stores that have positive active plan (AP) quantities.
Aggregation Dates	Range of dates for which the metrics are displayed in the Like Item grid.
Assortment Planning	Act of planning (the mix of) items to be offered in a planning period. This involves deciding on the number of styles/options to be carried, their attributes, lifecycles, and distribution.
Beginning of Coverage Quantity (BOC Qty)	Beginning of coverage period (In-Store Date) for this Allocation. BOC = OH + OO (incl Pend OO) through BOC date - Sales from current date to BOC date.
Beginning of Period (BOP)	Beginning of Fiscal Period.
Beginning of Period Dollars (BOP \$)	Planned (or actual for past dates) inventory dollars for beginning of the store/plan level/OTR fiscal period. Sum by store groups and all stores BOP plan is integrated from the Location Plan.
Beginning of Period Units (BOP U)	Planned (or actual for past dates) inventory units for beginning of the store/plan level/OTR fiscal period. Sum by store groups and all stores. BOP plan is integrated from the Location Plan.
Brand	Brand name of a particular item
Brand #	Brand number of a particular item
Brand Type	Brand type of a particular item
Breadcrumbs	Provides list of links to the screens from which the user navigated to the current screen and can be used to return to a prior screen.

<b>Term</b>	<b>Meaning</b>
Break Date	Range of the dates the item presentation criteria no longer needs to apply (can be broken), defaulted from Plan if item was assortment planned; user-entered or modified within Place.
Bulk Delivery Instruction (Bulk DI)	Bulk Delivery Instruction. A Delivery Instruction that has been rolled up as Ship to SSC/Mark for SSC. This Delivery Instruction requires Allocation Instructions to be released separately.
Carry Over Item	An item carried in multiple back-to-back plans for the same merchandise planning level.
Cancel Date	The latest date of the shipping window for allocations. The supplier is required to ship the merchandise between the ship and cancel dates.
Category	The category of a particular item. Category is a grouping within a subdivision.
City	The city where a store, warehouse or SSC is located.
Class	Class is a merchandise hierarchy level below subdivision. Class number assigned to the item.
Climate	The pre-defined Climate of a store.
Close Date (Close Dt)	The date a store is scheduled to close, if applicable.
Collection	The name identifying a collection (related merchandise within Subdivisions)
Collection Number (Col #)	The number identifying a collection (related merchandise within Subdivisions)
Color	Two digit color Number of an item. Unique within a style.
Color Description	Color name unique within the style number.
Item Master	Features the master list of products and several pieces of information on each item.
Comparison Allocations	Existing Allocation(s) chosen during Allocation Review to compare against the current Allocation.
Comparison Assortment Plans	Existing Assortment Plan(s) chosen during Allocation Review to compare against the current Allocation.
Comparison Items	Existing Item(s) chosen during Allocation Review to compare against the current Allocation.
Corporate Store File	Store numbers and all store attributes.
Cost	Cost of the item (lot, color, line levels)
Coverage Period	Time span that a given allocation is intended to cover. Beginning of range (BOC) is In-Store Date. End of range (EOC) is Coverage End Date (End Date).
Current On Hand (Curr OH)	Quantity of the item in units currently On-Hand in a given location.
Current On Order (Curr OO)	Quantity of the item in units currently On-Order in a given location within a specified time frame.
Delivery Indicator (Deliv Ind)	Indicates what instructions are to be created and sent to interfacing systems by A4P after Release of Allocation. Options are B=bulk, D= direct, and S=ship to / mark for (ship to SSC, mark for store).

<b>Term</b>	<b>Meaning</b>
Delivery Instructions (DI)	Store-level Allocation details rolled up to an SSC level. Applies to allocations from a PO. Applies to the first allocation of receipt of a PO. The Delivery Instruction Number for PO to SSC or Whse to SSC.
Demand Forecast	A forward-looking projection of customer demand (sales forecast) that considers price changes, seasonality, and other causes, all in conjunction with an item's natural demand curve.
Dimension	A dimension is an aspect or perspective by which the facts or metrics may be accessed, selected, sequenced, grouped, filtered and aggregated. Each dimension consists of multiple dimension levels. A dimension is typically a text value, such as a region or department.
Direct to Store	A Delivery Indicator that merchandise should be shipped from source location directly to store. (Do not roll up items/stores to an SSC Delivery Instructions).
Disposition Code (Disp Cd)	Disposition Code (from PDB) which indicates the orderability of an item and is validated at the time a PO is written. Disp codes 0, 1 and 3 are orderable. Disp code 2 = discontinued. Disp code 6 = pending (not all item attributes are setup).
Dynamic Store Set	A Store Set that will be updated based on the subset filter and store attributes.
Electronic Order File (EOF)	Delivery and Allocation instructions with a Store Mark-for location; Delivery Instruction and Allocation Instruction cancellations.
Eligible	Specification of whether a particular Store/Class combination will be carried at a particular store during a particular Allocation Fiscal Period.
End of Coverage Period Quantify (EOC Qty)	End of coverage period (End Date) for this Allocation. EOC = OH + OO (incl. Pend OO) through EOC date - Sales from current date to EOC date.
End of Fiscal Period (EOP)	End of Fiscal Period.
Expedite Flag (Exp)	Flag used to determine the required shipping method for a PO/DI. Values are: blank (normal shipping), A (Air) or S (Surface).
Filter	A filter is used to limit the amount of data displayed in a report. Filters are report objects or metric qualifiers that can be created using custom expressions. A filter specifies the conditions that the data must meet in order to be included in the report results.
Fiscal Period	Defined through a fiscal calendar interface. Refers to a fiscal period based on the financial accounting period (Fiscal Calendar follows a 5 week-4 week-4week flow.)
Flow	A single planned receipt within an Assortment Plan.
Force Quantity	A user-entered allocation quantity that is applied to selected stores.
Forecasted Net Needs (FNN)	\$ or units forecasted to be ordered for each store to replenish basic merchandise. FNN is calculated by store/sku/week and applies to the OTR calculation.

<b>Term</b>	<b>Meaning</b>
Forecast Dates	The Forecast Dates are the start and end dates for each like item for which the forecast will be generated. The validation for the start date is that the start date needs to be in the past.
Forecast Parameters	Information which is necessary to retrieve a forecast from the Calculation Engine.
Front/Back Indicator (F/B Ind)	Indicator if ad is on front or back of promotion vehicle. Options are F, B or blank.
Gross Square Footage (Gross Sq Ft)	The pre-defined Store Gross Square Footage for the store (entire store including stock room).
Group Indicator (Grp Ind)	Indicates if item is a Group or Prepack.
Hierarchy	Refers to the merchandise hierarchy, particularly the hierarchy which includes Division, Entity, Subdivision, Class, Style, Color, Line, SKU.
Holdback	The ability to retain some portion of the total available to allocate for future allocations. May be designed in Units or Percent.
Holdback - Auto Holdback	System determined amount of holdback based on all allocation criteria being met. Remainder would be the holdback.
Holdback - Manual Holdback	User designated Holdback. Can be units or percent.
Holdback - Recommended Holdback	System generated holdback recommendation.
Holdback Location (Holdback Loc)	Valid Holdback Locations - Warehouse or SSC #. Valid locations vary based on source and store destinations.
Holdback Location Number (Holdback Loc #)	Valid Holdback Location Number (warehouse or SSC number).
Initial Allocation	The first allocation for a new item.
Initial In-Store	Range of the first dates the item was available for sale in stores. Defaulted from Plan if the item was planned but has not started selling. Updated from actual sales history once item has sales.
In-Store Date	In-Store date (date items is planned to arrive in store) assigned to the item from Purchase Order or system calculated for warehouse and SSC inventory. User entered for Simulation. This is the start of a coverage period for an allocation.
In-season Plan	A plan that has its plan start date in the past and the plan end date in the future.
Interim PO	An Interim PO is an allocation that is treated like a simulation, but that actually represents real inventory and a real allocation.
Item	Item number assigned to the item at multiple levels of the merchandise hierarchy (Color, Style, Line, SKU)
Item Properties	Specific Item Attributes.
Last 8 Weeks Sales (L8W Sls)	Actual net sales by store/color for last eight weeks. Sum by store, store groups, and all stores. Also sum across merchandise hierarchy - Style and Color by store, store groups and all stores.
Last Run	Date of last Engine run.

<b>Term</b>	<b>Meaning</b>
Like Item	An existing or historical item that is mapped to a new item for the purposes of generating a sales forecast. Users can adjust the relative weight of multiple like items as well as the magnitude of the forecast. Defined in the Item Properties - Like Item screen.
LILY	Like Item Last Year. It refers to like item's previous year.
Location Plan	Store financial plan information by sub/class/fiscal year/fiscal period in units and dollars (updated nightly).
Lock	A function on the allocation review screen that allows the user to protect one or more store allocations while recalculating others. Any merchandise level can be locked. Lock prevents changes to Allocated Quantity when re-running the model, spreading, or specify a force quantity, but does not prevent manual user overrides.
Logistics Transit Tables	Provides transit time from supplier zip code to SSC and SSC to store.
LSP Data Segments	Last Submitted Plan. This data segment represents the last AP that was submitted.
Master Collection (Mstr Col)	Indication of whether the item belongs to a master collection (used across Subdivisions)
Max	Maximum Presentation Quantity. The maximum number of units that can be on display in a given fixture.
Media Database	Includes list of promotional events scheduled by location over time (updated nightly).
Merge	Merge new item's (item being allocated) and an existing item's sales and inventory. A new item merges with an existing item when the new item and the existing item should be considered together for forecasting purposes. The inventory for both are combined in calculating the store need. Merge is persistent until changed by the user.
Metric	A piece of measurable data, which is a derivative of a quantifiable fact. Metrics capture quantifiable business facts that may be used as business measures on reports - any data that may be mathematically manipulated to produce meaningful information. For example, Sales \$ may be used as a business measure of store performance
Min	Shipping Minimum. The minimum number of units that can be allocated to a store at one time, regardless of existing inventory of that item in the store.
Mock Items	A concept, that is used to plan assortments in initial stages to decide what product to buy, before you have select the actual styles to buy. After you have decided on the assortment, you must actualize these items.
Model Status	Indicator that defines the item's status in terms of model activity. Options are: Pass, Fail, Error, Pending, Blank, and Modified.
Model Status - Blank	Status occurs when system has not run on that item.

<b>Term</b>	<b>Meaning</b>
Model Status - Error	Status occurs when system has run and did not generate an allocation recommendation for that item. Error is due to a data error or problems accessing the model.
Model Status - Failed	Status occurs when system generates a recommendation while violating one or more constraints.
Model Status - Modified	Status indicates that the user has made a manual change on Allocation Review and that the output no longer represents the model output.
Model Status - Pass	Status indicates system has generated a recommendation for the item and the item satisfies all allocation constraints.
Model Status - Pending	Status indicates item is in the queue to run the model (either now or batch schedule).
Need	The optimal allocation quantity (in units) from the model for a store subject to user entered constraints but not constrained by available inventory. At store grouping, need is the average of the stores in the group.
Need Difference in Units (Need Diff U)	Difference between forecast need and allocated quantity. (Alloc Qty-Need). Sum by store groups and all stores; do not sum across merchandise hierarchy
Need Difference Percent (Need Diff %)	Percentage difference between forecast Need and Allocated Quantity. (Alloc Qty - Need) /Need as a %. Recalculate by store groups and all stores; do not recalculate across merchandise hierarchy
Net Square Footage (Net Sq Ft)	The pre-defined Net Square Footage for the store (for selling space only, not including stockrooms)
Net Subdivision Square Footage (Net Sub SF)	The pre-defined Subdivision Net Square Footage for the store (selling space only, not including stockrooms)
New Store Indicator (New Str)	The designation occurs if store's open date falls in the range of x days prior to current date to y days after current date.
Non-Warehouse Purchase Order	Purchase Order not passing through a Warehouse.
Not After/Cancel	The latest shipping window date for a PO. Represents DI cancel date once a DI's are created for the PO (individual row for each DI created)
Not Before/Ship	The earliest shipping window date for a PO. Represents DI ship date once a DI's are created for the PO (individual row for each DI created)
On Order (OO)	On Order. Inventory that has been charged to stores, but is not yet received in stores (this includes in-transit inventory).
On Order Visibility Database (OOV)	On Order Visibility - a database which contains all on order data from POs, Whse or SSC inventory allocations and store-to-store transfers. Includes store on order by SKU and date.
Open Date for Store (Open Dt)	The date a store is scheduled to open, if applicable

<b>Term</b>	<b>Meaning</b>
Open to Receive (OTR)	Open to Receive. Amount required to get store inventory dollars to the ship-to-fiscal period's planned BOP \$. This is original OTR before this allocation. Sum by store groups and all stores. Represented in dollars or units
Open to Receive Dollar Need Percent (OTR - \$ Need %)	Store OTR\$ / BOP \$. This is the original need percent before this allocation. Calculated at the store group and All Stores level
Open to Receive Receipt Period (OTR - Rec Per)	Defines the BOP fiscal period to be used in calculating OTR
Open to Receive Unit Need Percent (OTR - U Need %)	Store OTR Units / BOP Units. This is the original need percent before this allocation. Calculated at the store group and All Stores level
Ordering Line vs. Selling Line	The orderable prepack vs. sellable items that make up the components of the prepack.
Out Date	Date after which merchandise should be out of stock. See also Out of Stock Dates
Out of Stock Dates (OOS)	Range of the dates after which merchandise should be out of stock by location. Information is from the Out of Stock database.
Pack Size (Pack Sz)	The number of units in a pack. (Packs quantities of items are shipped to a single location as a unit and must be allocated in multiples of the pack size.)
Pending On-Order (Pend OO)	On Order for Allocations that are in Approved status but have not yet been released to interfacing systems.
Plan Period	A Plan Period can be a single or combination of contiguous fiscal calendar months. This time refers to the time frame in which the user is planning their receipt budget.
Pre-pack	A group of items that are ordered under the ID of one item but sold as individual components with a different ID. Some lots might include several pack configurations. Pre-packs are a shipping constraint that specifies the total quantity and item quantities within a pre-packed shipping unit. Users will select items from the worklist based on ordering prepack, set criteria by the selling components, review allocation by the ordering prepack, and review scorecard by the selling components.
Pre-season Plan	A plan that has its In-Store Date in the future.
Prior Allocation Items (Prior Alloc Items)	Item numbers for items in the prior allocation.
Product Lifecycle Curve (PLC)	This is the sales-graph of an item that shows unit sales over time. Typically, any PLC will have Inception (Introduction), Growth, Maturity and Decline phases.
Purchase Order (PO)	Purchase Order entered into POM for the amount to be allocated.
Purchase Order Acknowledgement (PO Ack)	Indicates if PO needs to be acknowledged by the supplier. Options are Y=yes, N=no and blank.
Purchase Order Comment (PO Comment)	Comment from PO Comment in POM. Limit is 50 characters.

<b>Term</b>	<b>Meaning</b>
Purchase Order Indicator (PO Ind)	Indicator of what level the Delivery Instructions need to be released to POM.
Purchase Order Management (POM)	Purchase Order Management. System responsible for creating and maintaining purchase orders and PO Delivery Instructions, communicating PO and DI data to suppliers (via EDI).
Purchase Order Number (PO #)	Purchase Order number for the Available to Allocate item.
Purchase Order Warehouse Number (PO Whse #)	The Warehouse number for a PO that is designated for a Warehouse.
Purchase Type (Purch Type)	Indicates the replenishment type for the item. Options are F- Fashion, B-Basic.
Purge	An automatic, pre-scheduled distribution of all remaining inventory to stores.
Purge Date	The date on which a purge is executed for a particular item to enforce no holdback.
Recalculate	Function used to recalculate items in the Actual column on Review to pack size.
Recommended Allocation Quantity (Rec)	The recommended allocation quantity calculated from the most recent model run. Will be blank if the model has not run. At store group level, recommended is the average of the stores in the group.
Recurrence	Create a schedule for running a specific allocation. Options are: No Recurrence, Daily, Weekly, Monthly)
Revert	Returns Allocation to a Recommended quantities.
Revert to Assortment Plan	Returns Allocation to Assortment Plan quantities.
Run Model	Initiate a run of the allocation forecast and optimization engines. Based on the specified parameters, Place will optimize the selected merchandise to the store base in the allocation.
Save Now	Will save the current changes made to the allocation.
Season	The fiscal seasons. Fiscal seasons are defined as first half (season 1 - fiscal periods 1 though 6 (Feb - July) and season 2 - fiscal periods 7 through 12 (Aug - Jan))
Season to Date Sales (STD Sls)	Actual net sales by store/ color for season-to-date Sum by store, store groups, and all stores. Also sum across merchandise hierarchy - Lot and Color by store, store groups and all stores
Sell-Through Percent, Last Eight Week (ST% - L8W)	Sell-through percent calculated by store/ color for data from the last 8 weeks of sales. Calculated at the store group and All Stores level, also calculated across the merchandise hierarchy (total merch, lot and color level)
Sell-Through Percent, Season to Date (ST% - STD)	Sell-through percent calculated by store/ color from the sales from the beginning of the fiscal season to the current date. Calculated at the store group and All Stores level, also calculate across the merchandise hierarchy (total merch, lot and color level)

<b>Term</b>	<b>Meaning</b>
Sell-Through Percent, Year to Date (ST% - YTD)	Sell-through percent calculated by store/color from the sales from the beginning of the fiscal year to the current date. Calculated at the store group and All Stores level, also calculate across the merchandise hierarchy (total merch, lot and color level)
Set Name	The name assigned to a Store Set
Ship Date	The earliest date of the shipping window for allocations. The supplier is required to ship the merchandise between the ship and cancel dates.
Simulation	A hypothetical allocation, calculated like a real allocation, that allows the user to create, edit and manage simulated allocations that do not relate to any specific source or quantity, and to send those allocation quantities to the POM system for creation of a Purchase Order.
Size Group (Size Grp)	Description of the size group - represents the second dimension of size for 2-dimensional sized items like dress shirts or men's pants.
Size Profiling	System which provides percent breakdown by size at multiple levels of the hierarchy and by location (updated nightly).
Size Range (Size Rng)	Description of the size range - represents the full range of sizes a particular item contains (ex. S-XL)
SKU	Two digit PDB SKU number. Unique within a Line Number. Represents a distinct size within a line.
Source Indicator (Source Ind)	Indicates the type of Source for the Allocation. Options are Non-Whse PO, Whse PO (disp PO), Whse Inventory, SSC Inventory. Options are P, W, S.
Source Number (Source #)	The PO, Warehouse, or SSC source number for the allocation.
Spread	Re-proportions the quantities available to allocate to stores based on a user-specified metric.
Start Sell Date	The first date an item has started selling in any stores, or the B4P initial in-store date if the item is new and has not started selling yet.
Static	Static Store Set. Store subset assignment will not update based on the selected filters and store attributes.
Stock to Sales Ratio (S/S)	Calculated ratio of inventory to sales. 1 field should be displayed: SSR Last 8 weeks. Calculated at the store group and All Stores level, also calculate across the merchandise hierarchy (total merch, lot and color level)
Store Attribute	Any characteristic of a store, such as square feet, city, or climate.
Store Base	A static list of stores included in an allocation. All stores in a store base are considered available for allocation by the Allocation Engine.
Store Eligibility	Store Allocation Eligibility by sub/class/fiscal year/fiscal period.

<b>Term</b>	<b>Meaning</b>
Store Grade	Store Grade assigned in the Store Grade System. Includes a group of stores that have been associated based on their sales budget for a particular class and time period.
Store Grade Fiscal Period	Fiscal month used when accessing Store Grades for a specific allocation. Store Grade Fiscal Period is the same as the Allocation Fiscal Period.
Store Grade Fiscal Year	Fiscal Year used when accessing Store Grade's for a specific allocation. Store Grade Fiscal Year is the same as the Allocation Fiscal Year.
Store Grade System (SGS)	System that determines current store grade by sub/fiscal year/fiscal period (updated nightly).
Store Group	Grouping of the stores available to set break dates. Defaulted from B4P if item is in an assortment plan, or system admin Climate store set from A4P.
Store Service Center (SSC)	The Store Service Center. A facility for merchandise receiving, preparation and redistribution to stores, not intended to maintain significant quantities of merchandise for an extended period of time. An SSC services a specific group of stores. Each store is assigned to only one SSC.
Store Service Center (SSC) Inventory	SSC Inventory available to allocate. (updated nightly)
Store Set	A customizable, set of stores that a user can create and use in the application by selecting attributes. Users can maintain multiple store sets. Sets can be both static and dynamic.
Store Subset	Groups of stores within a Store Set.
Store Weight Node	The node in the merchandise hierarchy to use as starting point of escalation to retrieve store weight from AS store weights insight file.
Subdivision (Sub)	Subdivision number assigned to the item.
Total Allocation (Total Alloc)	Total allocation quantity in units defined by model and/or adjustments. This does not include holdback. Ordering orientation in ReviewAllocation (Shown as Total Qty in Packs). At store grouping, actual is the sum of the stores in the group.
Total Order Capture (TOC)	A stores allocation quantities for interim POs to be formatted for EDI and sent to supplier.
Warehouse	Facility where merchandise is received from vendor and a portion may be held back for subsequent allocations.
Warehouse Inventory	Inventory available to allocate from a Warehouse.
Warehouse Operating System (WOS)	Warehouse system which provides interface for warehouse inventory available to allocate, and receives delivery instructions for shipping merchandise from the warehouse.
Warehouse Purchase Orders	Purchase Order that will first be received at a warehouse.

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<b>Term</b>	<b>Meaning</b>
Weeks of Supply (WOS)	Number of weeks of trended forward sales and markdowns will be covered by current inventory. Calculated at the store group and All Stores level, also calculate across the merchandise hierarchy (lot and color level)
Worklist	A filtered list of allocations and merchandise available to allocate.



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