

ORACLE RETAIL MERCHANDISING SYSTEM



A COMPREHENSIVE,
SCALABLE AND PROVEN
MERCHANDISING SYSTEM
FOR RETAILERS OF ALL
VERTICALS, GEOGRAPHIES
AND SIZES.

KEY FEATURES

- Merchandise and Organizational Hierarchies
- Supplier Management
- Item Maintenance for all verticals
- Grouping Tools & Mass Maintenance
- Multi-language and Multi-currency
- Security Controls
- EDI
- Order Management
- Robust Cost and Deal Management
- Replenishment
- Centralized Inventory Management
- Merchandise Financial Management
- Wholesale Operations

KEY BENEFITS

- Proven scalability for some of the largest global retailers
- Multi-vertical support ensures business agility
- Data integrity improved by providing one central source for merchandising transaction information
- Greater business visibility promotes greater return on inventory investment
- Integrated, but modular solutions allow for adaptability and flexibility

Underlying every well-run retailer are the business processes and infrastructure necessary to make sure customers get the product they want, at a price they can afford, when they want it. Orchestrating an item from initial creation through to its final clearance means managing tremendous amounts of information such as costs, deals, prices, orders, returns and more. In many cases, this information is stored or scattered across multiple content repositories, making end to end visibility and execution challenging. An integrated, centralized repository for all merchandising data provides retailers with the information they need to make better informed decisions based on a single version of the truth.

Overview

One of the key challenges in retail is to centralize, consolidate and maximize the value of the vast amount of information available. Retailers need to make the connections between items, locations and suppliers, track purchase orders, monitor deal income, manage replenishment settings, execute pricing decisions, and aggregate transaction information into stock ledger reporting levels. As the central source of all information, merchandising solutions provide organizations with an accurate view of perpetual inventory and financial performance.

Introducing Oracle Retail Merchandising System

Oracle Retail Merchandising is the market leading integrated merchandising solution for retailers of all sizes. This solution enables many of the best retailers in the world to better manage, control and perform crucial day-to-day merchandising activities with ease. From new product introduction to financial inventory valuation, Oracle Retail Merchandising provides retailers with a complete end-to-end solution and is the most comprehensive and integrated solution for global retailing.

Unique Features of Oracle Retail Merchandising System

Foundation Data Management. Oracle Retail Merchandising provides users with a complete application to manage their strategic relationships. Suppliers can be integrated from the financial system and supplemented with additional information related to EDI, returns, inventory management and supply chain. Store and warehouse locations with their specific attributes are organized for reporting and efficiency purposes into the Organizational Hierarchy. Items are classified into the Merchandise Hierarchy which facilitates operational processing and reporting. Grocery, Fashion and Hardline items are all supported in one agile solution and can either be created manually or inducted from an external source. The merchandising system also provides flexibility for orderable and sellable items with various pack

configurations and enables the management of item-location range relationships.

Multi-Channel Inventory. The Oracle Retail Merchandising system is well placed to handle the requirements of the fast-paced multi-channel environment. New channels can be added easily and the organizational hierarchy adjusted as necessary. Oracle Retail Merchandising supports retailers who need to track channel profitability by being able to segregate inventories and monitor all transactions, including sales, by channel. Each physical warehouse can have one or many “virtual” warehouses which allow the retailer to order and fulfill differently by channel. However, even though inventory is segregated, the retailer never loses their ability to leverage consolidated purchase order buys, or shift inventory to ensure customer satisfaction.

Ability to play Master or Slave. Oracle Retail’s Merchandising system is unique in that depending on the retailer’s requirements, it can act as either the master or slave for particular information. Orders can be created within the Merchandising System itself, or they can be sent from an external system via standards-based web services.

Comprehensive Cost Tracking. Oracle Retail Merchandising manages supplier unit costs, bracket costs and estimated landed costs. The solution automates the defaulting and calculation of estimated landed cost, which provides retailers with objective support for deciding on lowest-cost suppliers and ensures more accurate inventory valuation in the purchasing cycle. Landed cost components can be percentage-based or specific amounts per unit of measure and optionally be based on the value of other expenses which provides for great flexibility in cost tracking. Cost Component activation dates and defaulting options promote usability and accuracy.

Robust Supplier Deal Management. Retailers need a solution to manage the end to end trade funds process effectively. With Oracle Retail Merchandising, all types of off-invoice deals, billbacks, and rebates can be entered, the income tracked from purchases, receipts or sales, and the revenue automatically requested from the supplier or partner. A seamless process from negotiation to collection provides margin opportunity for the bottom line.

Multiple Replenishment Methods and Mass Maintenance. Oracle Retail Merchandising offers multiple forecast-driven and non-forecast driven replenishment methods, depending on the type of item and rate of sale. Items can be placed on replenishment using various mass maintenance options including leveraging size profiles to populate stock values for fashion items. Parameters can be forward dated for increased efficiency and revert back to a master template for greater usability. For Grocery retailers in particular, replenished quantities can be automatically split between multiple suppliers and scaled to full truckloads. In tandem with replenishment, Investment Buying allows retailers to capitalize on any cost advantages while weighing the additional costs of investment and storage.

Centralized Inventory Management. All inventory transactions whether in or out of the organization come back to the Oracle Retail Merchandising system. This provides ultimate visibility and accurate perpetual inventory from which to drive

decisions on replenishment, allocation, pricing and more.

Retail Stock Ledger. Since all transactions are held within the merchandising system, it is the perfect place to understand the true value of inventory and the gross margin achieved within a period. Unit and value stock counts allow the retailer to reconcile budgeted shrinkage with actual shrinkage and revalue the inventory if necessary. Stock ledger information is sent to Financials for posting and analytical purposes.

Globalization. The Oracle Retail Merchandising System supports multi-currency and multi-language in a single instance. The solution is multi-byte enabled and available in 11 languages as standard. New languages can easily be added as the translatable code is externalized from the base application code. In addition, the Merchandising System provides support for retailers who operate in multiple countries with multiple sets of financial books.

Alternative Business Models Although the Oracle Retail Merchandising System is designed for retailers, Oracle recognizes that in today's competitive market, retailers need the flexibility to try new business models. The Merchandising System supports retailers with secondary wholesale operations as well as those that run consignment or concession operations.

Documented Business Processes and Implementation Tools. Oracle Retail understands that the key to unlocking the value of a merchandising system lies in a successful implementation. In order to help retailers implement the system as efficiently and in accordance with best practices, Oracle has developed a complete set of Business Process Documentation (BPD), a Foundation Conversion tool, Implementation Guides, Configuration Documentation and a set of pre-configured Batch Templates in partnership with UC4. In addition, a graphical user interface installer tool facilitates product installation and upgrades.

Complete, Seamless Integration. Retailers need much more than world-class functionality; they need the ability to seamlessly interact with all facets of the organization. Oracle Retail Merchandising excels in this area. Not only are the merchandising solutions: Price Management, Trade Management, Sales Audit, and Invoice Matching tightly coupled, but the merchandising system is integrated with Oracle and PeopleSoft Financials, Store Inventory Management, Point of Service, Warehouse Management, Allocations, Forecasting, Advanced Inventory Planning, Data Warehouse and more. Retailers need world class merchandising functionality that facilitates end to end process execution -- and Oracle Retail Merchandising delivers.

Measuring Effectiveness

Unified View of Merchandise Operations. By providing a comprehensive single set of accurate information used by the merchants, planners, marketing, and financial teams, Oracle Retail Merchandising helps automate and improve productivity.

RELATED PRODUCTS

- Oracle Retail Invoice Matching
- Oracle Retail Sales Audit
- Oracle Retail Price Management
- Oracle Retail Trade Management
- Oracle Retail Allocation
- Oracle Retail Data Warehouse
- Oracle Retail Warehouse Management System
- Oracle Retail Advanced Inventory Planning
- Oracle Retail Merchandise Planning
- Oracle Retail Demand Forecasting
- Oracle Retail Replenishment Optimization
- Oracle Retail Store Inventory Management
- Oracle Retail Point of Service
- Oracle Retail Workspace

Integrated Merchandise Management. Standard, out of the box integration provides retailers with complete visibility to accurate information – from purchase to payment.

Proven to Improve Profitability. Oracle Retail Merchandising is an agile, scalable, and proven foundation from which to execute a broad range of core merchandising activities. By streamlining business processes across the organization, retailers cut inventory and administration costs, improve customer service and enable more advanced ways of working – gaining true competitive advantage.

About Oracle Retail

Oracle is the number one provider of innovative and comprehensive industry software solutions for retailers. With software that spans planning, merchandising, supply chain, store systems, enterprise applications and infrastructure; Oracle enables organizations to serve their customers better by applying insight into daily business decisions for more profitable results. Oracle partners with the world's leading retail companies, including 20 of the top 20 retailers worldwide, to transform the economics of retail.

Contact Us

For more information about Oracle Retail Merchandising System, please visit oracle.com/retail, email oneretailvoice_ww@oracle.com, or call +1.800.ORACLE1 to speak to an Oracle representative.



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