

# ORACLE RETAIL INTEGRATED BUSINESS PLANNING SOLUTIONS



## KEY FEATURES

- Supports both cost and retail methods of accounting
- Built-in approval process
- Role-based workflows
- Top-down, middle-out, and bottoms-up planning
- Exception-based management and automation
- What-if capabilities

## RELATED PRODUCTS AND SERVICES

- Oracle Retail Demand Forecasting
- Oracle Retail Item Planning
- Oracle Retail Merchandising
- Oracle Retail Data Warehouse
- Oracle Retail Category Management
- Oracle Retail Merchandise Financial Planning
- Oracle Retail Allocation

*Making the strategic choice to break down the silos to create an organization that values collaboration with integrated business planning is the first transformational move towards delivering more business value.*

## Overview

Chances are you've heard the term "retail strategy and planning". Used informally, it can be confused with merchandise planning, financial planning, and even supply chain operations. There's some truth to this definition, but strategy and execution should be integrated, and it should be an imperative, an initiative that is broad yet reachable by every part of the organization. An integrated business plan is an iterative process that evaluates the cost/benefit trade-offs of operational components.

## Introducing Oracle Retail Merchandise Financial and Item Planning Solutions

Oracle Retail Merchandise Financial and Item Planning are market-leading solutions, made for retailers who plan with strategic financial inputs and unit level detail. By providing a single source to prepare pre-season plans and in-season management, retailers will have a streamlined approach and gain more visibility to the entire business planning process. This integrated view will improve workflow, with defined and clear processes, and use one set of metrics for a consolidated financial picture. With Oracle's solution, retailers can expect to see financial improvements with better inventory turns and growth in margins.

## Unique Features of Oracle Retail Business Planning Solutions

**Business Insight.** Its design allows merchants to provide merchants with the ability to support the entire life cycle of a product, with complete visibility on sales, inventory and profits through easy to use workflows. Retail analytics such as demand forecasting and optimized history can be embedded into the integrated planning processes to improve merchandise management and plan accuracy. For merchants, managing an item to bring in the highest profits is key. With Oracle's solutions, in-season management allows for financial plans to be adjusted to react to market conditions, and customers reactions to new product introductions. **Multi-channel** support provides planning capabilities for distribution channels including online, catalog and traditional store outlets. **Integration** with Oracle's Retail Merchandising applications ensures all components of the retail enterprise are consistent with the financial plan.

### Inside the Numbers

Addressing the needs of a merchant requires the ability to answer these questions:

#### BUSINESS BENEFITS

- More productive business planning
  - Improved accuracy of merchandise plans
  - Improved end-to-end visibility
  - Proven scalability for large data sets
  - Configurable to each retailers' needs
- What is the impact to my Open-to-Buy if I change my forecast?
  - How can I quickly change my allocation of an order, if I make an adjustment on the Purchase Order?
  - What's the best way to spread sales and inventory across multiple category plans?
  - How can I better reconcile my open orders to the financial plans?
  - Why can't we automate in-season forecasting with accuracy, and make changes to a buy plan?

With Oracle's solutions, retailers will make decisions with plans which are based on accurate demand forecast, rather than only sales history. Financial indicators, such as sales, markdowns, receipts, inventory on hand, gross margin, and open-to-buy will arm merchants with a complete view and detail inside the numbers to make the best decisions.

### Measuring Effectiveness

By providing shared visibility across the ecosystem, the organization will make better business decisions in real-time. This will lead to increased shareholder value as the company accelerates its pace to provide better decisions, based on fact and business strategy.

Copyright 2007, Oracle. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.