Competitors and consumers are increasingly pushing retailers to adapt to new trends, streamline their processes, and innovate across all aspects of the retail experience. None of this is possible without a single, comprehensive source of consistent and accurate data. Retailers need to be able to rely on a proven, scalable platform that enables the business to change, while providing superior total cost of ownership and facilitating actionable business insight.

Overview

Retailers, regardless of size or vertical, must have a solid execution platform that enables them to run their ever-changing business. It must provide the flexibility to add new types of items and services, expand internationally, consolidate transactions across channels, and drastically increase productivity as manual processes become untenable. Sophisticated retailers work to drive supply chain execution decisions based off of plans, forecasts, and optimization engines, but without a core merchandising system to bring everything together efficiently, growth and competitive advantage are limited.

Introducing Oracle Retail Merchandise Operations Management

Oracle Retail Merchandise Operations Management is a modular, integrated suite of solutions built specifically for retail. The modular solutions allow retailers to choose which processes to implement depending on their business needs. The full suite provides end-to-end coverage for key business processes such as item maintenance, retail pricing, deals management, ordering, replenishment, importing, sales auditing and invoice matching. When combined with insightful business intelligence, Oracle Retail’s Merchandising solutions enable retailers to truly understand their business and make better, more informed decisions.

End to End Solutions for Merchandise Operations Management

**Merchandise Management.** Oracle Retail Merchandising System is the market leading integrated merchandising solution for retailers across all verticals. The solution enables retailers to better manage, control and perform crucial day-to-day merchandising activities from new product introduction to automated replenishment to financial inventory valuation. Oracle’s solution facilitates the ability to expand into new channels, brands and geographies while providing the foundation for Commerce Anywhere. Embedded best practices make the application the most comprehensive and integrated
KEY BENEFITS

• Built for retail
• Proven, scalable solution for many of the largest global retailers
• Enables growth into new channels, brands and countries
• Improves data integrity and visibility by providing one central source for merchandising transaction information
• Automates manual processes
• Provides a standards based, agile technological platform
• Modular, integrated suite promotes value driven implementations

SUITE PRODUCTS

• Oracle Retail Merchandising System
• Oracle Retail Price Management
• Oracle Retail Trade Management
• Oracle Retail Invoice Matching
• Oracle Retail Sales Audit
• Oracle Retail Allocation

RELATED PRODUCTS

• Oracle Retail Merchandising Analytics
• Oracle Retail Customer Analytics
• 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 System
• Oracle Retail Point of Service
• Oracle Commerce
• Oracle Financials (EBS)
• PeopleSoft Financials

solution for global retailing.

Price Management. Oracle Retail Price Management is designed for retailers who require complete visibility and control in order to streamline pricing decisions across all selling channels. Oracle’s solution provides retailers with a rules-based pricing strategy and execution engine to ensure that target margin or a competitive position is achieved in line with corporate objectives. With Oracle Retail Price Management, retailers can with a more predictable and profitable outcome.

Trade Management. Oracle Retail Trade Management enables merchants to efficiently manage the entire import process and reduce inefficient and manual processes that increase costs, delays, and compliance failures. Retailers use a single, streamlined purchasing process for both import and domestic orders. Oracle Retail Trade Management enables file exchanges with trading partners and financial institutions, provides a central database of critical import order information, and enables clear visibility to differences between estimated and actual costs.

Invoice Matching. Oracle Retail Invoice Matching is made for retailers who want to better manage reconciliation and payment of supplier invoices. The matching engine minimizes time spent on manual reviews, while automated discrepancy routing ensures information is delivered to the right internal teams for resolution. Invoices are matched or resolved, then posted with any corresponding documents to Financials.

Sales Audit. Oracle Retail Sales Audit evaluates all sales data for all channels – including store, web or catalog - ensuring clean and consistent sales data for use throughout the retail enterprise. With the highly configurable sales audit application retailers can define rules and totals that are applicable to their environment now and in the future. Oracle Retail Sales Audit allows the auditors to focus on the exceptions identified by the rules promoting effectiveness/time saving/cost savings.

Allocation. Oracle Retail Allocation enables retailers to deliver on their promise of getting product in the right place at the right time with an easy to use and accurate method of allocating merchandise. For maximum efficiency, retailers create allocations within a flexible, user-configured dashboard and workflow. Multiple parameters related to items, locations and rules control the final allocation results. The tool determines store need based on metrics that fit the product, store characteristics and product life cycle. The final result is an allocation based on individual store need, which is the key to maximizing sales and profits.

Summary

Oracle Retail merchandise operations management forms a key component in creating your experience platform by delivering value across the organization in numerous ways:

Support for Commerce Anywhere. Oracle Retail Merchandising consolidates all types of product, price and inventory information, enabling consistent and connected consumer interactions. It supports the product movements needed to efficiently satisfy consumer demand across all channels, as well as supporting expansion into new channels, brands, formats or countries.

Single source of information. One version of accurate data across your organization creates the foundation for actionable insight to drive higher merchandise performance and better business decisions.
**Endless Aisle.** By defining where the items are to carried: in-store, online or both, the retailer can control the mix of products sent to the location to best meet their needs at a physical store while allowing the stores visibility to the ‘endless’ assortment of items online.

**Increased revenues.** Improving inventory visibility and accuracy, adopting a consistent yet responsive pricing strategy, and leveraging science to drive supply chain decisions all enable retailers to achieve greater profits and higher growth.

**Reduced costs.** Streamlining processes such as deal management and invoice matching improves efficiency. Better purchasing and distribution decisions mean lower inventory levels and fewer markdowns.

**Agile platform.** Oracle Retail merchandise operations management features a highly scalable, modular architecture that allows you to focus on the most relevant aspects of your business first. This contributes to a lower cost of implementation, mitigates risk and provides quicker business value.

**About Oracle Retail**

Oracle provides retailers with a complete, open and integrated suite of business applications, server and storage solutions that are engineered to work together to optimize every aspect of their business. 20 of the top 20 retailers worldwide – including fashion, hardlines, grocery and specialty retailers – use Oracle solutions to drive performance, deliver critical insights and fuel growth across traditional, mobile and commerce channels.