ORACLE RETAIL MERCHANDISE FINANCIAL PLANNING

In retail, it all starts with a plan. Senior management sets strategic merchandise and financial objectives—and all the other departments aim to meet them. In today’s Commerce Anywhere world, management needs to set goals for multiple channels and formats that are common in today’s competitive environment. Independently, merchants, planners, store operations managers, and others create many low-level, financial, store, item, assortment, and operational plans in order to support the corporate plans goals. These low-level, detailed, financial, and unit plans define how the retailer will achieve the corporate goals.

Challenges of Traditional Merchandise Financial Planning

Nothing about this process sounds simple. For many retailers, creating even high-level financial plans is a nightmare they would rather avoid. Not to mention the low-level planning processes. Using a variety of traditional planning tools in order to attempt the reconciliation of plans created by various departments is a process that could take months. The process is simply overwhelming for several reasons:

- Antiquated planning systems are often too complex and too inflexible to be easily adapted for Commerce Anywhere, multi/omni-channel, location, class, and item level planning.
- Most systems cannot scale to process large amounts of data, at low levels, quickly and efficiently.
- Many legacy systems simply cannot integrate with one other, making it difficult to access accurate data in a timely manner.
- Many systems limit retailers to pre-season planning and do not afford them the opportunity to adjust their plans in-season.

Oracle Retail Merchandise Financial Planning Drives Profits

Oracle Retail Merchandise Financial Planning provides flexible and easy-to-use financial planning solution templates that enable retailers to create high-level, strategic and low-level, detailed financial plans. The solution guides users through best-practice planning processes in an efficient, streamlined manner while providing top-down, bottom-up, and middle-out functionality for developing, reconciling, and approving plans.

Oracle Retail Merchandise Financial Planning provides both pre-season and in-season planning with key financial indicators that include sales, markdowns, receipts, inventory, gross margin, and open-to-buy. Oracle Retail Merchandise Financial Planning users can bring many plans together for quick and easy reconciliation and approval through consistent, disciplined processes.

Integrated with Oracle Retail Demand Forecasting, the system provides an accurate view of customer demand with little human intervention. Exception management functions flag affected areas of a plan that otherwise may not be noticed when managing large amounts of data.
Oracle Retail Merchandise Financial Planning is appropriate for use by retailers using either cost or retail accounting methods. Furthermore, it can be used to plan for multiple retail channels including stores, internet, and catalog.

**Benefits of Oracle Retail Merchandise Financial Planning**

**Integrated Forecasting.** Bases plans on accurate demand forecast, rather than focusing solely on sales history. Ensures all departments are working toward a common plan.

**Improved Accuracy.** Provides views into sales history, actualized weekly sales, and unconstrained forecast in order to support better, more accurate planning. Provides reconciled plan visibility to many different planning groups, eliminating plan discrepancies and organizational silos.

**Increased Profits.** Supports proactive item management, resulting in fewer lost sales, excessive markdowns, and unprofitable exit strategies.

**Increased Return on Investment.** Enables receipt flow planning down to the weekly level in order to maximize return on inventory investment.

**Reduced Markdowns.** Ensures that bottom-up item plans reconcile with top-down financial plans, preventing over-stocks.

**Key Features of Oracle Retail Merchandise Financial Planning**

**Integrated.** Designed to work with Oracle Retail Demand Forecasting, Oracle Retail Item Planning, Oracle Retail Merchandising System, Oracle Retail Data Warehouse, Oracle Retail Category Management, and Oracle Retail Value Chain Collaboration - which helps ensure that all components of the retail enterprise rely on a common financial plan.

**Scalable.** Proven to provide scalability for large data sets.

**Automated.** Exception management functions flag affected areas of a plan that otherwise might not be noticed when managing large amounts of data.

**In-Season Management.** Provides a process for adjusting financial plans in-season to react to the most current data.

**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.

**Contact Us**

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