

SOLUTION OVERVIEW

ALIGNING FINANCE & MERCHANDISE PLANNING

CONNECTED PLANNING WITH STREAMLINED INVENTORY PLANNING INCREASES PROFITABILITY

Planning processes for retailers are often bulky and convoluted between teams, with inconsistent gaps and overlaps of point solutions delicately stitched together using Excel. This model bridges the gap between departments by providing connectivity in a single solution for sales and inventory planning, enabling retailers to incorporate short term and long-term merchandise planning with FP&A planning.

ENABLE TEAMS TO PLAN IN UNISON



Manage the sales process for the entire business in one place and empower the company to execute their actualization and planning cycles with greater efficiency and accuracy.

This model provides truly connected planning between teams. Plans will flow instantaneously between finance and merchandise departments, enabling the most-informed users to simultaneously contribute to modeling their part of the weekly, monthly, or annual processes, and together analyze the impact to drive to the future.

Leverage ABC/XYZ analysis to plan based on SKU-level sales volume and frequency to improve inventory and profitability performance. Determine the optimal number of SKUs and product mix on shelves to improve profitability and determine the assortment mix and inventory needed at stores and warehouses.

SHOW OFF YOUR QUICK WINS

In a matter of weeks, move your institutional knowledge and modeling out of point solutions and Excel and into Anaplan, a flexible, best-in-class cloud-based planning and performance management platform. You know your business inside-out. The Keyrus team knows how to transform your process into optimized Anaplan models to enable you to achieve quick realizable wins today and how to architect this into a strategic, scalable Anaplan platform for the future. Together, you, Anaplan, and Keyrus can deliver transparency into your sales and inventory planning process and beyond.

KEYRUS

ALIGNING FINANCE & MERCHANDISE PLANNING TRUE CONNECTED PLANNING FOR RETAIL PRODUCTS



SALES & DEMAND PLANNING

- Target Setting from Board of Directors/Executives
- FP&A Sales & Revenue Planning at the Store Level
- Fill Capacity Gaps By Planning for New Retail Store Buildouts
- Top-Down Financial Planning



MERCHANDISE PLANNING: BUYING & ASSORTMENT

- Bottom-Up SKU-Level Planning
- Replenishment Modeling & Rebalancing
- Assortment Planning



INVENTORY MOVES & ALLOCATION

- Create Inventory Open-to-Buy Plans
- Review Inventory Assortment Plan
- Replenishment Modeling to Facilitate In-Season Planning
- Allocation Planning



EXPENSE PLANNING

- Corporate & Retail Store Level Planning
- Sales Drives COGS, Gross Margin, Headcount Planning, Operating Expense Planning
- Plan New Store Buildouts, Renovations, Maintenance



REPORTING & ANALYSIS

- Company-Level P&L
- Store-Level P&L
- Price/Volume Mix Analysis by Product & Store
- Variance Analysis

A BETTER WAY TO PLAN YOUR BUSINESS

Transparency and connectedness will encourage more frequent planning at a more granular level of detail, resulting in increased accuracy and a positive impact on overall profitability.

KEY FUNCTIONALITY

Streamlined data collection into one centralized system:

- Sales planning at a SKU and store level using both top-down and bottom-up methods
- Expense planning at the HQ and Retail Store level for workforce planning, COGS, Operating Expenses, and Capital Expenses
- Automated data loads from existing source transaction systems and data warehouses

Standardized value-added reports that can be refreshed in real-time:

- Analyze long-term inventory needs and near-term allocation plan
- View historical and planned sales, price volume mix, assortment, revenue, and expense
- Ability to plan for various inventory plans and metrics:
 - At the individual retail store/HQ level as well as at the total company level
 - At the detailed SKU level and aggregated up to product subclass, superclass, department, and division
- View retail store-level P&L and company-level P&L in one place

GET STARTED NOW

Contact us to learn more or receive a demo of this solution

epm@keyrus.com