

vision MERCHANDISING

Whether you are a traditional, self-sourcing, or multi-channel retailer, Vision Merchandising provides you with the tools to manage complex business processes and delivers real-time information across your enterprise. Exception-based analysis helps maximize profits, reduce carrying costs, automate processes and makes negotiations with your suppliers more effective. Global access to real-time data from stores and distribution centers enables stock balancing, targeted allocations and improved operational efficiencies.

Vision Merchandising offers robust functionality that streamlines the merchandising process helping your team to maximize sales of the right merchandise at the right stores at the right price. This integrated solution provides visibility into inventory, costs, sell-through rates, orders in-transit and on-order, providing the information that your organization needs to remain agile and respond quickly to the demand-driven supply chain.



Highlights of Vision Merchandising:

- Improve your customer satisfaction and conversion rates while reducing your holding and operational costs with a comprehensive retail ERP that uses customer demand to inform key decisions
- Optimize your sales, avoid excessive markdowns, redistribute merchandise and equalize stock-to-sales ratios using intelligent stock models
- Gain greater control of your inventory flow with robust ordering and collaboration capabilities, sophisticated replenishment and an integrated allocation module
- Improve GMROI and stock turns with easy-to-use exception-based reporting
- Benefit from integration with the rest of the Vision Suite allowing for long-term planning of your IT strategy and investment by incorporating Vision Planning, Vision Financials, Vision Store, and Vision SCM (Supply Chain Management)

Merchandising Analysis

Maximize profits and increase sales by identifying and eliminating unprofitable styles, colors, sizes, and dimensions from the product assortment. With merchandising analysis, user-defined attributes can be determined at the style, color, size, class, vendor, site or purchase order levels. Leverage this visibility to distribute the right merchandise to the right stores, effectively manage your vendors, and gain insight into your collection.

Purchase Order Management

Accelerate accurate purchase order entry through automated purchase order generation based on demand. Purchase in unlimited weights and measures, using our industry-leading prepack management functionality. With purchase order management, ordering can be centralized or decentralized. Auto vendor select aids you in determining optimal shipping and packing guides, while enhanced landed cost templates accelerate order entry, accurately tracks all landed cost components, and supports expenses at any level to gain insight into direct product profitability and OTB thresholds.

Allocation

Automatically balance merchandise at multiple locations across your organization. Our Allocation module's calculation engine is designed to fill each store's predefined needs, then dynamically adjust based on in-season performance, which minimizes stock outs and improves sell-through for short-lifecycle merchandise. Allocation models can be created for new or existing merchandise using like-styles, for seasonal, promotional and even test merchandise.

Inventory Management

Maximize return on your most valuable asset, inventory, with Vision Merchandising's inventory management module. Prepacks and kit packs are flexible, easy-to-use, and are built into every step of the process. From reception tracking and store transfers to physical inventories and RTV management, managing your inventory is easier than ever.

Replenishment

Improve customer satisfaction and reduce your holding and operational costs by having the right merchandise in the right stores. Maximize your in-season sell-through by leveraging Vision Merchandising's dynamic stock modeling replenishment algorithms, then manage by exception, using thresholds you define. Plan events using your organization's dynamic history, and automatically create new vendor purchase orders based on replenishment needs.

Price Management

Proactive price management improves your organization's markdown quality and minimizes profit erosion. Automated online processes help you to manage high-volume, complex transactions, improving productivity and lowering total cost of ownership. Gain greater control over your sales promotions by leveraging algorithms that support deal pricing and time-sensitive promotions, while the automated markdown function identifies slow moving

merchandise as candidates for price reduction. Our price management module supports tax-off days, threshold taxation, management of overlapping price changes, and built-in support for pricing at the zone level or below.

Stock Optimization

Designed to optimize inventory across the entire enterprise, our stock optimization module suggests transfers based on your user-defined and statistical criteria. Merchandise can be transferred to better performing stores, resulting in increased sales, fast turns, and better margins.

Store Manager

Give your store managers effective tools to maximize sales and improve the in-store experience. Managers can access pricing history, outstanding transfers or use the SKU locator to track down items at alternative locations and facilitate a transfer for the customer.

Stock Ledger

Stock Ledger delivers a summarized accounting view of your firm's progress, from opening inventory to month end close at the store and/or chain level. With support for multiple currencies, our stock ledger module facilitates growth as your business expands into the global market. A freeze-count-reconcile procedure for full or cycle counts gives you control to schedule, reconcile and post identified shrinkage to the appropriate accounting period.

Sales Audit

Efficiently collect, process, and validate your critical sales information across the enterprise. Our sales audit module provides you with a single control point for auditing POS transactions, ensuring integrity of the data delivered to the supply chain, financial and merchandising systems. Sales audit enables you to automate and spot-check POS transactions, returns and non-merchandise transactions, either on-line or overnight, to get an accurate real-time picture of store activity.

Vendor Rebate Management

Capture every rebate dollar you earned by using the vendor rebate management module. This functionality allows for easy set up of vendor contracts, automatic tracking of qualified rebates and monthly generation of collection reports for qualified vendors. Using our vendor rebate management module, you can achieve greater vendor control and accuracy in generating and enforcing rebates earned and awarded.

Leased Department and Consignment

Manage your consignment sales and leased space easily with multiple pricing options including standard leasing, by consumption, sales percentage with automatic receipt of sales information from point of sale or any combination in order to create flexible invoicing options.

Modules	Benefits
Merchandising Analysis	<ul style="list-style-type: none"> ▪ Eliminate unprofitable styles, colors, sizes and dimensions from the assortment ▪ User defined attributes can be determined at the size, style color, class, vendor, site, purchase order levels ▪ Increase data accuracy: maximize profits and increase sales, and gain insight in your assortment
Purchase Order Management	<ul style="list-style-type: none"> ▪ Increase end-user productivity ▪ Gain control of OTB dollars using a purchase order approval system based on user defined dollar thresholds ▪ Improve tracking and identify the most efficient shipping and packing guides – Enhanced landed cost templates accelerate order entry
Allocation	<ul style="list-style-type: none"> ▪ Automatically balance merchandise at multiple locations across the chain ▪ Minimize stock-outs across the chain ▪ Fill to each store's predefined needs, which minimizes stock outs and maximizes sell-through
Inventory Management	<ul style="list-style-type: none"> ▪ Optimize sales and avoid premature markdowns ▪ Redistribute merchandise and equalize stock-to-sales ratios ▪ Recommend transfers based on user-defined and statistical criteria
Replenishment	<ul style="list-style-type: none"> ▪ Improve customer satisfaction and conversion rates ▪ Reduce holding and operational costs ▪ Automatically plan, monitor, allocate and reorder stock based on dynamic stock modeling algorithms
Price Management	<ul style="list-style-type: none"> ▪ Proactive price management across all merchandise and locations improves the quality of markdowns and minimizes profit erosion ▪ Plan permanent, temporary, and deal pricing events ▪ Support for tax-off days, threshold taxation and complete management of overlapping price changes
Stock Optimization	<ul style="list-style-type: none"> ▪ Suggests transfers based on accurate sell-through data ▪ Improve profitability and decrease markdowns ▪ Enables you to react quickly to merchandise needs, inventory levels and transfers
Store Manager	<ul style="list-style-type: none"> ▪ Store managers can access merchandising data ▪ Delivers essential information to store managers ▪ Provides the managers with a clear picture of local activity in order to make inventory and assortment decisions
Stock Ledger	<ul style="list-style-type: none"> ▪ Summarized accounting of retail system opening and closing inventory ▪ Analyze daily inventory results and interfaces with general ledger ▪ With support for multiple currencies, the module is suited for growth as your organization expands to global markets
Sales Audit	<ul style="list-style-type: none"> ▪ Data collected and controlled to help you make the most appropriate business decisions ▪ Accurate, real-time picture of store activity to streamline operations ▪ Ensures integrity of the data delivered to the supply chain, financial and merchandising system

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