

vision PLANNING

Vision Planning integrates the functions of merchandise, financial, and assortment planning into one powerful tool that centralizes all data for a single, consistent, enterprise-wide view of planned versus actual performance. With Vision Planning, quickly distribute your Key Performance Indicators (KPIs) down to all levels of inventory, enabling your merchants to make better buying decisions, perform quick analysis and identify problems before they occur.

A robust top-down, bottom-up, and middle-out reconciliation process allows quick and easy formulation of “what if” scenarios. Vision Planning manages multiple plans in parallel allowing you to evaluate aggressive versus conservative plan objectives. Each plan has associated security roles, an audit trail, and a structured plan approval process.

Build an appropriate, profitable assortment, in both breadth and depth, using Vision Planning’s integrated assortment module. Assemble the right amount of placeholders for each store type and refine the detail using user-defined attributes to review assortment by time period, collection, theme, vendor, or any element that supports your individual buying process. Vision Planning gives your business instant visibility to future collections, down to an individual store basis. Once assortment details are completed, Vision Planning can automatically populate purchase orders, avoiding re-entry of data and streamlining the whole buying process.



Highlights of Vision Planning:

- Allows you to achieve an optimal balance between financial performance and customer satisfaction
- Ensures optimal stock levels of the right items at the right times, using Open-To-Buy (OTB) plans
- Keeps your financial goals and budgets in sight through every step of the process
- Improves profitability and margins through increased granularity of planning
- Optimizes assortments down to the individual store level
- Improves the efficiency and accuracy of your merchandising process
- Maintains consistency throughout the execution of financial and assortment plans within a single system

Module	Benefits
Vision Planning	<ul style="list-style-type: none"> ▪ Use flexible top-down, bottom-up, and channel plans to construct goals most appropriate for your organization. ▪ In-season and pre-season OTB planning keeps financial goals and budgets in sight. ▪ Integrated OTB planning ensures that you minimize markdowns by optimizing inventory levels while avoiding lost sales. ▪ Take a step-by-step approach to planning. Vision Planning's intuitive views give even your inexperienced planners easy-to-use tools that walk them through the planning process. ▪ Improve profitability and margins through increased granularity of planning. Your planning team can extend department or class level plans to the style or key item level, resulting in more accurate plans and greater profits. ▪ Forecast based on sales trends of the current and previous year. Compare your current projections with previous plans and validate "what if" scenarios. ▪ Maintain a clear trail of amendments through Vision Planning's version control functionality. Plans can be designated read/write or read-only for even further control.

A Pro-Active View

Maintain consistency throughout the merchandise planning process with one system reconciling top-down, bottom-up, channel, and assortment plans. In-season and pre-season OTB planning keeps financial goals and budgets in sight. With Vision Planning you can maintain a clear trail of amendments through its version control utility. Plans can be designated read/write or read-only for even greater control.

Even your best laid plans may go astray, but Vision Planning's integrated assortment module ensures that your financial plans creates the base for an optimized collection. Use flexible templates to assemble individual styles into a balanced collection, reconcile back to financial plans, then auto-populate purchase orders back into Vision Merchandising.

Integrated Planning

Premature markdowns, overstocks, stock-outs, slow turns, and stale merchandise are common challenges to success in retailing. With proper inventory planning, you can reduce markdowns due to overstocks and lost sales due to depleted stocks, therefore building future collections on the strength of previous seasons. Integrating Vision Planning with Vision Merchandising streamlines your business processes and keeps your merchants in sync and focused. Mark the end of disparate systems, like spreadsheets which are limited to building pre-season plans and require regular manipulation to reflect actual trends. Vision Planning leverages historic data from Vision Merchandising, enabling you to easily monitor and react to shifts in the market.

Plan for change

The only constant in retail is change. Unexpected shifts in sales activity and product demand disrupt your projected performance. Unforeseen logistical delays can drastically alter the merchandise mix. Shifts in consumer demand make it essential for your planners and buyers to continuously evaluate plans against current sales results. Vision Planning provides an integrated solution, from flexible financial plans to accurate, profitable assortments.

Jesta I.S.: Solutions Designed with Your Business in Mind™

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