

SOURCING & PRODUCTION PLANNING TOOL

*An innovative and more efficient way to plan and manage
your private label business*



ENHANCED
RETAIL S
SOLUTIONS

New York, USA

Dallas, USA

Cork, Ireland

New Delhi, India

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Overview

Many retailers rely on their own private brands to offer their customers exclusive product with extraordinary value. Depending on the number of categories and SKUs, sourcing private brand product can require significant resources on many levels in the organization. If product is globally sourced an even deeper layer of complexity is involved. Managing the global sourcing planning process varies greatly and very few tools exist to ease the process. Most retailers rely on inefficient and error-prone spreadsheet-based solutions.

Enhanced Retail Solutions' broad knowledge and experience led to the development of an online solution that can significantly help global sourcing organizations manage their supplier matrix, create, manage and track their financial plans, create and manage item plans and manage the production planning process more effectively and efficiently. The system allows Sourcing Directors, Production Planners and Executives to reconcile top-down financial plans with bottoms-up item planning. Following a best practices approach to Sourcing, the system starts at the beginning of the process with a simple Buyer's Shopping List. Plans start when items and categories are just ideas. As details become available, such as FOB costs, retail prices, suppliers, factories, etc. the pieces get filled in from either manual entry or automated feeds from other systems, such as PO's or Work Orders. The system has been designed with flexibility to be easily tailored to a retailer's specific needs.

The powerful reporting engine provides users with the ability to drill, pivot and visualize critical data, enabling sourcing executives to see planned and actual business by brand, category, item or basically any hierarchy. Through ad-hoc reports, exception reports, dashboards and custom decks, the insight and trends tracked provides improved decision making.

Enhanced Retail Solutions cloud-based planning system, paired with a customized database and reporting tool creates a dynamic and easy-to-use supplier and production planning and reporting system designed to facilitate business.

Supplier Matrix





















The system keeps track of suppliers and their factories so at any instant the Sourcing team can see what the financial plans are for any given country. The system provides a detailed production plan that can be viewed at various levels (item, brand, category, etc.) and also includes the ability to track reservations, commitments and actualized purchases. The Sourcing organization can create and customize virtually any report to track progress, review plans, and provide vendor recaps & scorecards and executive decks based on each team member's area of responsibility. And because the system is web-based, approved content can be accessed externally by the suppliers, as well.

Supplier/Factory Management

Administrator > Supplier/Factory Management

Add New Rpt. Supplier

Drag a column header here to group by that column

#	Rpt. Supplier	Supplier Number	Origin Indicator	Major Category	Country	IBO	Region	Grade	Status	Action
Clear										
>	ANA	722	D	CHILDRENS KNITS/SWEATER	CHINA (MAINLAND)	INDIA	SOUTH ASIA	U	Active	 
>	ARV	741	D	CHILDRENS KNIT	INDIA	INDIA	SOUTH ASIA	U	Active	 
>	ASS	757	D	WOMENS KNITS,	CHINA (MAINLAND),VIETNAM	HONG KONG	NORTH ASIA	U	Active	 
>	BEN	761	D	WOMENS KNITS	CHINA (MAINLAND)	TAIWAN	NORTH ASIA	U	Active	 
>	BES	738	D	CHILDRENS KNIT	CAMBODIA,TAIWAN, R.O.C.,VIETNAM	TAIWAN	NORTH ASIA	U	Active	 
>	BEK	733	D	CHILDRENS KNIT TOPS/ACTIVEWEAR/WOMENS CASUAL BOTTOM	BANGLADESH	BANGLADESH	SOUTH ASIA	U	Inactive	 
>	BRIL GLO	746	D	CHILDRENS KNIT SWIMWEAR,MEN KNITS,WOMENS	BANGLADESH,CHINA (MAINLAND)	HONG KONG	NORTH ASIA	U	Active	 
>	CHA VEN	741	D	MENS/CHILDRENOVEN TOPS/RELATED	CHINA (MAINLAND),JORDAN	HONG KONG	NORTH ASIA	U	Active	 
>	CHEI CO.,	762	D	CHILDRENS KNIT	CHINA (MAINLAND)	SHANGHAI	NORTH ASIA	U	Active	 
>	CHIF (C&C)	761	D	MENS/CHILDREN	CHINA (MAINLAND)	HONG KONG	NORTH ASIA	U	Active	 

Page 1 of 8 (77 items) 1 2 3 4 5 6 7 8

Add/Edit Factories

In addition to supplier/factory and country tables, the system also provides administrative tables for brand, category and user management, as well as your merchandise hierarchy (Division, Sub-Division, etc.) and fiscal calendars. If you need to import reservations or actuals data at Distribution Center Date (DCD) and then convert to ETA for financial reporting, there is an administrative table that lets you set the difference in weeks or months by country and flow model. This allows your Sourcing team to plan at DCD and report financials at ETA.

Creating and Managing Item Plans

A key component of this system is the ability to create and manage plans at both program and item levels. Creating a financial or production plan for an item or program can begin at any time during the development process – from concept to purchase. Sales or shipment/receipt curves based on the history of similar items or categories assist the Sourcing manager in defining the future forecast. The forecasts contain estimated units, dollars and FOB cost, by month.

Program Fields :

*Plan Level :
C

*Sourcing Director :
Gordon Brown

*Major Category :
WOVENS

Sub :
833

Status :
Active

*Plan DIR :
N

*Rpt. Supplier :
ABC APPAREL

*Sourcing Category :
WOVEN TOPS

Sub Lot (Item #):
011

Comments :

*Plan Name :
ABC - FASHION BLOUSE

*Country :
UNITED KINGDOM

*Sourcing Sub-Cat :
SHIRTS

Item Description :

*Division :
8

*Rpt. Brand :
COOLBEANS

*Classification :
BLOUSES

*Channel :
Enterprise

Additional Attributes :

Sourcing Manager :
William Thatcher

ISO :
LONDON

Region :
EUROPE

PPK # :

Fashion/Replenishment :
F

Flow Model :
FOB

PPS :
N

OOS :

Production Forecast Input :

From Month :
Apr

Year :
2015

Receipt Curve :

Find Curve

To Month :
Oct

Year :
2015

Potential :
50,000

Apr UAT Curve 1

Production Forecast :

	Feb/2015	Mar/2015	Apr/2015	May/2015	Jun/2015	Jul/2015	Aug/2015	Sep/2015	Oct/2015	Nov/2015	Dec/2015	Jan/2016	Feb/2016
Units	0	0	6,140	8,772	7,018	6,140	8,772	7,018	6,140	0	0	0	0
Dollars	\$0	\$0	\$46,050	\$65,790	\$52,635	\$46,050	\$65,790	\$52,635	\$46,050	\$0	\$0	\$0	\$0
Avg FOB	\$0.00	\$0.00	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50

	Mar/2016	Apr/2016	May/2016	Jun/2016	Jul/2016	Aug/2016	Sep/2016	Oct/2016	Nov/2016	Dec/2016	Jan/2017	Feb/2017	Total
Units	0	0	0	0	0	0	0	0	0	0	0	0	50,000
Dollars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$375,000
Avg FOB	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50

Create Forecast

Many of the plan fields are linked to other plan fields to reduce the amount of data entry required to create a forecast. For example, when the user selects the desired Supplier, the system auto-populates the associated Country, as well as the Region, Buying Office location and any other plan fields that are directly tied to that specific supplier. Dropdowns are used throughout to increase the speed of input and decrease data input errors that could lead to inaccurate reporting.

The monthly forecast table auto-calculates the Dollars based on the Units and Avg. FOB cost input for a given month. Space is provided for planning up to 25 months out and the months in the table roll forward with each passing month so that the forecast can continue.

To get your business up and running quickly and reduce the initial workload, the Tool has a “Plan Import” facility to load your existing plans.

Assign Items

An important feature of the Sourcing & Production Planning Tool is that, in addition to providing a robust planning facility, we've provided the ability to link actual items with plans, giving the Sourcing team a side-by-side view of actuals (reservations, purchase orders and receipts) with the forecast.

Assign Items									
#	DIR	Rpt. Supplier	Sub	Sub Lot(Item #)	Item Description	PPK #	Action		
N		ABC APPAREL	833	8332528	BRAIDED NECK BLOUS				
N		ABC APPAREL	833	8332529	BRAIDED NECK BLOUS				
N		ABC APPAREL	833	8332525	LACE TRIM BLOUSE				
N		ABC APPAREL	833	8332566	DRAPED NECK BLOUSE				
N		ABC APPAREL	833	8332541	FLUTTER SLV BLOUSE				
N		ABC APPAREL	833	8332559	JEWEL NECK BLOUSE				
N		ABC APPAREL	833	8332566	DRAPED NECK BLOUSE				
N		ABC APPAREL	833	8332562	DRAPED NECK BLOUSE				
N		ABC APPAREL	833	8332563	DRAPED NECK BLOUSE				
N		ABC APPAREL	833	8332579	COWL NECK BLOUSE				

Associating real items with plans using the Assign Items table is as easy as adding the item number and description into the Input Item window.

2015	Mar/2015	Apr/2015	May/2015	Jun/2015	Jul/2015	Aug/2015	Sep/2015	Oct/2015	Nov/2015	Dec/2015	Jan/2016	Feb/2016
0	0	0	0	0	0	0	0	0	0	0	0	0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Item/DIR Input

DIR: N Sub: 833 Sub Lot(Item #): 3578 Item Description: COLORBLOCK HALTER PPK #:

Save Cancel

If the item already exists in the system from a previous import of purchase order or shipment data, the system finds the item based on the item number and auto-populates the item description for the user. If the Sourcing/Production manager is creating a forecast for existing items that have not already been associated with a plan, the user can use the Unassigned Items table and filter for the item(s) needing to be assigned.

Unassigned Items											
Sourcing Director	Rpt. Supplier	Country	Rpt. Brand	Division	Sub	Sub Lot (Item#)	Item Description	PPK#	Channel		
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	833	8333331	CAME BLOUSE		Store		
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	833	8333552	CROSSOVER BLOUSE		Store		
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	833	8333564	DRAPED NECK BLOUSE		Store		
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	833	8333580	COLORBLOCK BLOUSE		Store		

(Multiple items can be selected)

Plans											
Sourcing Director	Rpt. Supplier	Country	Rpt. Brand	Division	Sourcing Sub Cat	Plan Level	Plan Name	Priority/Seq	PPK#	Channel	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	P	ABC - 3/4 SLEEVE SHIRT	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	P	ABC - 1/2 SHIRT	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - S/S BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - L/S BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - RUFFLE BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - PLAIED BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - RUFFLE BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - STYLING BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - FASHION BLOUSE	F		Enterprise	
Gordon Brown	ABC APPAREL	UNITED KINGDOM	COOLBEANS	B	SHIRTS	C	ABC - HALTER	F		Enterprise	

The Production Plan

The Production Plan serves as the point of integration of forecasts, work orders, real PO's, history and contingency plans. It can be filtered by a multitude of fields to quickly display the summarization the user requires.

Normally, a Production Plan report might suffice, but we've found it extremely helpful to Sourcing managers if they are able to run a production plan for a supplier, country, category, etc., and then make immediate changes to the plans without leaving the Production Plan window.

Production Plan Filter

* Sourcing Director : Gordon Brown

* Sourcing Sub-Cat : All

Classification : All

Display : ☒ Units ☒ Dollars ☒ Avg FOB

* Rpt. Supplier : ABC APPAREL

* Division : All

Date Source : DCD

* Country : UNITED KINGDOM

Rpt. Brand : COOLBEANS

* Sourcing Category : WOVEN TOPS

Sub : 833

(Contingency - Attribute marked with * can not have a value of "TBD" in order to view Contingency.)

Show Plan(s)

Production Plan Summary

Sourcing Director : Gordon Brown

Division : All

Rpt. Supplier : ABC APPAREL

Rpt. Brand : COOLBEANS

Country : UNITED KINGDOM

Sub : 833

Sourcing Sub-Cat : All

Classification : All

Section		Jun/2014	Jul/2014	Aug/2014	Sep/2014	Oct/2014	Nov/2014	Dec/2014	Jan/2015
Production Forecast :	Units	300,855	199,418	97,529	177,305	0	0	0	0
	Dollars	\$1,869,475	\$1,267,041	\$603,303	\$1,009,158	\$0	\$0	\$0	\$0
	Avg FOB	\$6.21	\$6.35	\$6.19	\$5.69	\$0.00	\$0.00	\$0.00	\$0.00
PPS :	Units	0	0	0	0	0	0	0	0
	Dollars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Avg FOB	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Forecast :	Units	300,855	199,418	97,529	177,305	0	0	0	0
	Dollars	\$1,869,475	\$1,267,041	\$603,303	\$1,009,158	\$0	\$0	\$0	\$0
	Avg FOB	\$6.21	\$6.35	\$6.19	\$5.69	\$0.00	\$0.00	\$0.00	\$0.00
Contingency :	Units	0	0	0	0	0	0	0	0
	Dollars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Avg FOB	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Production Plan :	Units	300,855	199,418	97,529	177,305	0	0	0	0
	Dollars	\$1,869,475	\$1,267,041	\$603,303	\$1,009,158	\$0	\$0	\$0	\$0
	Avg FOB	\$6.21	\$6.35	\$6.19	\$5.69	\$0.00	\$0.00	\$0.00	\$0.00
Over/Under Plan :	Units	300,855	199,418	97,529	150,025	(\$5,714)	(\$9,999)	(\$14,412)	0
	Dollars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Avg FOB	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
LY Actuals :	Units	143,428	127,780	137,403	22,699	47,808	13,676	76,723	147,017
	Dollars	\$939,892	\$813,679	\$1,014,171	\$121,342	\$245,728	\$64,694	\$511,004	\$1,010,121
	Avg FOB	\$6.55	\$6.37	\$7.38	\$5.35	\$5.14	\$5.10	\$6.66	\$6.87
Actual Shipments :	Units	0	0						
	Dollars	\$0	\$0						
	Avg FOB	\$0.00	\$0.00						

Section

Jun/2014

Jul/2014

Production Plan List

Sourcing Director : Gordon Brown

Division : All

Rpt. Supplier : ABC APPAREL

Rpt. Brand : COOLBEANS

Country : UNITED KINGDOM

Sub : 833

Sourcing Sub-Cat : All

Classification : All

Drag a column header here to group by that column

Action	Rpt. Supplier	Country	Sourcing Sub-Cat	Rpt. Brand	Classification	Plan Level	Plan Name	Sub Lot (Item#)	Item Description
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	L/S SHIRTS	P	ABC - 3/4 SLEEVE SHIRT		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	BLOUSES	P	ABC - FASHION BLOUSE		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	S/S SHIRTS	P	ABC - HALTER		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	BLOUSES	P	ABC - L/S BLOUSE		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	L/S SHIRTS	P	ABC - L/S SHIRT		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	BLOUSES	P	ABC - REPLUM BLOUSE		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	BLOUSES	P	ABC - PLEATED BLOUSE		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	BLOUSES	P	ABC - RUFFLE BLOUSE		
>	ABC APPAREL	UNITED KINGDOM	SHIRTS	COOLBEANS	BLOUSES	P	ABC - S/S BLOUSE		

5

Below the Production Plan Summary section is a list displaying all of the plans referenced in the Production Plan report. Users can both review and update individual plan forecasts, then see the immediate impact of those changes within the above Summary section.

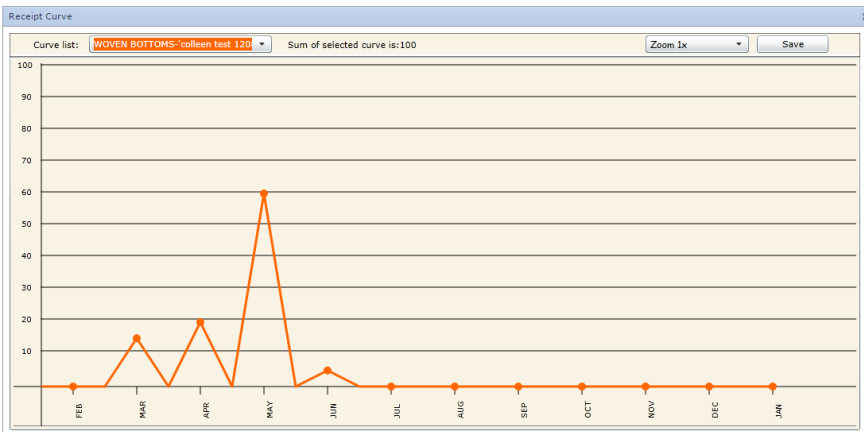
Also included with the Production Plan functionality is the ability to view both forecasts and actuals using either DCD or ETA timing. Because DCD timing can lead ETA by up to 60 days, the Production Plan window displays the past 2 months so that the manager can see the forecasts for recent months along with the future forecasts.

In conjunction with Production Plan reporting, some retailers need to “lock” all forecasts to provide a snapshot of the sourcing business for financial reporting. This tool provides locking functionality, to save off a snapshot of all forecasts on a selected date, as well as a calendar for defining those key “lock” dates. Future “locks” can be preset, and the system will execute the lock automatically on the predefined date.

The “Previous Lock” plan information is displayed in Production Plan Summary. Managers can access the history from past “locks” in reporting.

Receipt Curves

Using history (actual receipts) and seasonality, this function aids the user in calculating monthly inventory needs and significantly reduces the time it takes to build financial plans. Using algorithms, the system can estimate receipts for items for future periods even on limited history.



Plan List

The Plan List window allows the users to easily access their plans for update or review.

Plan List

Show/Hide Columns : System Default




























Go

Add/Edit

PPK#

SubLot#

Drag a column header here to group by that column

	Action	Status	Plan Name	Plan Level	Rpt. Supplier	Country	IBO	Rpt. Brand	Sourcing Director	Sourcing
Clear		Active								
>	  	Active	ABC - TEST PLAN FROM FDP 10/23	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William
>	  	Active	ABC - TEST PLAN FROM FDP 10/17	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	
>	  	Active	ABC - TEST PLAN FROM FDP 10/15	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	
>	  	Active	ABC - HALTER	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William
>	  	Active	ABC - FASHION BLOUSE	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William
>	  	Active	ABC - STYLING BLOUSE	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William
>	  	Active	ABC - PLEATED BLOUSE	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William
>	  	Active	ABC - RUFFLE BLOUSE	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William
>	  	Active	ABC - L/S BLOUSE	C	ABC APPAREL	UNITED KINGDOM	LONDON	COOLBEANS	Gordon Brown	William

Page 1 of 2 (13 items) 1 2 ...

Create Plan

By default, the Plan List table displays columns associated with all of the plan attributes, but the view can be customized by the user to display only the columns that they use, in the order (left-to-right) that best suits their business needs. Additionally, the user can have as many custom views as desired.

The Plan List also gives users the ability to search for specific product package (specification) numbers (PPK#) and item numbers within their plans so they can easily and quickly find plans containing these records for review or update.

The system’s ease of use is best exemplified by the icons in the “Action” column and filter/search boxes above each column field. From one screen the user can get quick access to the information they need and take the required action. In the Plan List, the manager can edit, inactivate and delete plans.

Administrative Functions

The key ingredient to optimizing a process is reducing the time it takes to find and manipulate data. Both the front and database back end structure of the Sourcing & Production Planning Tool provides an efficient means to access the key data points in a way spreadsheet-based solutions never can. Users can search, filter, add and edit data quickly and efficiently. The administrative functions of the system allow users with the appropriate permissions to manage the following areas:

- Brand Management
 - Category Management
 - Control Office Management
 - Country Management
 - Data Management
 - Data Reassignment
- DCD/ETA Date Management
 - Fiscal Calendar Management
 - Locking Dates Management
 - Mdse Hierarchy Management
 - Supplier Management
 - User Management

Mdse Hierarchy Management

Welcome: ADMIN ADMIN (Super User)

Add DivisionAdd EntityAdd SubdivisionAdd Class

Drag a column header here to group by that column

#	Division No.	Division Name	Entity No.	Entity Name	Subdivision No.	Subdivision Name	Class	Status	Action
0	0	0 - SPECIAL BUSINESSES						Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER				Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	092	ESPRESSO SHOP (0232)		Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	092	ESPRESSO SHOP (0232)	MISC.	Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	097	RED DOOR PROGRAM	MISC.	Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	097	RED DOOR PROGRAM		Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	177	COFFEE SHOP (2751)		Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	177	COFFEE SHOP (2751)	MISC.	Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	194	LICENSED PURCHASE	MISC.	Active	
0	0	0 - SPECIAL BUSINESSES	72	LICENSED & OTHER SER	194	LICENSED PURCHASE		Active	

Page 1 of 572 (5711 items) 1 2 3 4 5 6 7 ... 570 571 572

Flexibility is key- we match your merchandise hierarchy in the system.

Data Management

Welcome: ADMIN ADMIN (Super User)

Import Data

Type : BYS ImportBrowse...Import DataDownload Template

List of up: BYS ImportDIAS ImportPOM ImportPMS ImportWork Order Import

Drag a column header here to group by that column

#	Uploaded File Name	Type	Uploaded by	Uploaded Date
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	bys 5 jan.xls	BYS	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	WO Template123.xls	WO	ADMIN ADMIN (info@ers-c.com)	01/06/2015
	WO Template123.xls	WO	ADMIN ADMIN (info@ers-c.com)	01/06/2015

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Dashboards & Reporting

The easy-to-use planning functionality of the system helps to create a base of sophisticated reporting data that the sourcing executives and managers can use to create strategic reports. These reports provide a tangible view of their direct sourcing business, across months and years, from the major category down to the Supplier/Factory level.

Reports → Sourcing Data 2011 - 2012 → Country by QTR by YR
Country of Origin [BAHRAIN](#), [BANGLADESH](#), [CHINA \(MAINLAND\)](#), [HONDURAS](#), [INDIA](#), [INDONESIA](#), [MEXICO](#), [PAKISTAN](#), [TAIWAN](#), [R.O.C.](#) [O.C.](#) [X](#)

Display: Q1 Units, Q2 Units, Q3 Units, Q4 Units

	BAHRAIN	BANGLADESH	CHINA (MAINLAND)	HONDURAS	INDIA	INDONESIA	MEXICO	PAKISTAN
2011	1,429,969	14,688,290	32,804,151	1,211,371	7,719,953	18,870,525	223,026	9,515,845
	683,532	13,304,418	29,211,064	1,022,416	9,829,114	12,834,133	311,621	10,530,244
	868,031	10,215,724	58,793,407	1,700,091	10,401,483	15,155,259	665,402	7,201,544
	761,883	8,589,167	26,758,529	882,670	6,070,698	12,152,205	209,484	6,647,728
2012	2,147,803	11,649,332	24,875,455	744,635	8,593,907	17,080,754	354,421	6,277,571
	759,808	9,063,443	18,566,642	647,773	5,746,118	13,526,244	200,187	5,448,804
	837,093	5,695,338	38,258,960	836,283	5,288,136	11,580,057	226,682	3,648,621
	673,182	5,459,701	20,075,354	488,149	7,288,570	8,015,813	145,672	4,313,219

Some of the key reports the system allows users to create and utilize include:

- Total Business (\$) by Major Category, including Last Year/This Year (LY/TY) plan and actuals comparison
- Total Business Unit Cost Average (\$) by Major Category, including LY/TY plan and actuals comparison
- Total Business (\$) by Supplier Rank, including LY/TY plan and actuals comparison
- Total Business (\$) by Country, including LY/TY plan and actuals comparison
- Business (\$) by Supplier Rank for each Major Category, including LY/TY plan and actuals comparison
- Top 10 Suppliers' Business (\$), including LY/TY plan and actuals comparison

Select Report Type



☒ Standard Report

Create an analytical report of your data. Drill down to see the underlying data and specify how to sort your information as needed.



☐ Chart Report

Similar to a regular report but helps you clearly visualize your data.



☐ Visualize Report

Similar to a regular report but helps you clearly visualize your data using the Google Visualization Gallery.



☐ Pivot Report

A pivot report allows you to compare two different data sets against one another. This allows you to discover unique correlations in your data.



☐ Comparison Report

A comparison report shows differences in your data set over two different periods of time.



☐ Advanced Reporting

Use the traditional Interactive Reporting interface to generate reports. Recommended for experienced users only.



☐ View Favorites

Select from one of your previously saved 'Favorite' reports.



☐ View Dashboards

Select from one of your previously saved 'Dashboard' reports.

Additionally, users can create dashboards of their favorite reports, share reports, and even have reports sent automatically to their email inbox based on the timing of their choice.

Supplier Name	Feb Units	Mar Units	Apr Units	Q1 Units	Q1 Avg FOB
EPIC	1,147,039	828,377	674,356	2,649,772	\$6.93
MUS	817,929	361,236	625,858	1,805,023	\$7.43
M/S	526,167	375,202	363,492	1,264,861	\$3.69
PEAR	699,204	588,496	537,938	1,825,638	\$4.65
BEXI	686,874	190,663	225,551	1,103,088	\$6.60
SHAI	426,838	144,345	92,658	663,841	\$4.64
IT SP	422,774	361,237	144,179	928,190	\$7.71
SHAL	193,738	36,180	0	229,918	\$4.54
DELT	315,073	117,208	101,666	533,947	\$4.06
OPEX	68,217	20,843	48,533	137,593	\$7.04
BRIL	22,611	0	0	22,611	\$9.16
MBM	156,336	11,186	135,089	302,611	\$7.29
SG CC	61,137	33,689	32,523	127,349	\$11.69



Conclusion

Utilizing production forecasting as part of a comprehensive sourcing strategy helps a Retailer more accurately estimate future production capacity needs, manage key Supplier relationships, create what-if scenarios to prepare for shifts in market trends and develop “plan B” strategies to react to production issues, such as geo-political unrest or labor strikes, weather-related or environmental disasters, factory fires, etc. Additionally, understanding the Retailer’s anticipated production needs enables Suppliers to more efficiently plan production resources, which can be returned as a benefit to the Retailer in lower cost of goods, thereby improving the Retailer’s margins.

Even though Microsoft Excel provides users with an abundance of custom options for creating, tracking and reporting data, it has many process shortfalls when it comes to standardization, data integrity, data basing and linking tables for complex reporting. A planning process constructed on a platform of spreadsheets and decentralized data management may initially save an organization time and money, but the limitations eventually encountered only serve to impede desired progress by cultivating a climate of inefficiency and frustration.

The system enables the Retailer to develop forecasts at multiple levels (Category, Supplier, Factory, Country and Item) using either or both a “top-down” and a “bottom-up” approach. Quick, powerful and flexible reporting provides the key business intelligence to make multi-year decisions on how and where to grow its private brand production business.

Leave the binders behind! Now you can have quick and easy access to all your plans and data accessible 24/7 via the web.



About Enhanced Retail Solutions

For over 20 years ERS has provided Retailers, Manufacturers, distributors, brands and Licensors revolutionary tools to help them make more profitable decisions. Our software integrates multiple points of data on one platform that arms the user with actionable information to make the confident inventory and merchandising decisions which lead to improved sales, profit and efficiency.

Our mission is to be the leader in gathering, managing and interpreting retail data with the aim of providing our customers with a competitive advantage. We do this by incorporating state of the art technology with customized consulting services. Unlike many large consulting firms who do more “recommending”, we laser focus on taking action- and provide the tools to do so.

ERS's arsenal contains:

- Cost effective customized, consultant delivered reports or do-it-yourself interactive reporting platform for Retailers **and** their Vendors.
- Interactive Dashboards that pinpoint inventory opportunities, define priorities and export worksheets for the user to take action.
- A Best Practices Toolkit including Demographics, Store Rankings, Inventory to Sales Ratios, Turnover, Store Execution, Lost Sales Calculators, Opportunities and Liabilities and more.
- A multitude of Retail Store Replenishment/Allocation tools, including automated Vendor Managed Inventory.
- Demand Planning and Production Planning for both Retail and wholesale.
- E-commerce traffic tracking which tests email marketing, social media and web promotion efforts.
- Hands on expertise- from customizing reports to creating and executing new processes across the organization.
- Sourcing & Production Planning Tool that tracks, plans and ranks direct suppliers, creates and manages item plans and long term strategic planning by country and product category.

ERS was founded by James Lewis, a former Buyer at one of the Nation's largest retail chains- JC Penney. His main experience lies in Home Furnishings, Men's and Children's Apparel and Accessories. Ready to merge his Retail know-how with advanced analytics, he formed the Company in 2002. Jim has been featured in several articles in Playthings Magazine, Apparel Magazine and LDB Interior Textiles Magazine and has been quoted as an expert in many general interest publications such as The Washington Times.

Key customers include **JC Penney Private Brands, Inc., Turning Point Brands, iRobot, Delonghi, Delta Galil, Miraclesuit, Coravin, Paris Accessories, Weatherproof, Britannica Home Fashions, Masterpieces Puzzle Company,** and **Nespresso** just to name a few.



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