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# Buyer's Toolbox AP (Advanced Retail Planning)

BUYER'S TOOLBOX™

# About ANT USA Inc.

In Business Since 1992

Over 150 Implementations

Excellent Track Record

Closely Held

Extensive Integration Experience

Profitable, Stable, Steady Growth

Best-in-class Customer Support

Highly Scalable

Feature Rich, Fast ROI

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# Our Areas of Expertise:

**Merchandise Financial Planning**
**Retail Sales Forecasting**
**Open-To-Buy**
**Basic Allocation & Replenishment**
**Advanced Retail Analytics**

Know-how, software, and methods for retailers
who want to improve profitability and inventory productivity

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# Some Of Our Valued Customers

Zumiez (ZUMZ)

Forever New (AU)

Starboard Cruise Services

(LVMH)

Strandbags (AU)

Forus (Chile)

Snipes

Puma

Decjuba (AU)

Xanterra Travel

Cheap As Chips (AU)

Harry Rosen (Canada)

Sid Mashburn

Hallmark

The Met of NY

Caesars Casinos (CZR)

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# Global Delivery & Support

US

Canada

Australia/NZ

South America

Central America

UK/EU

South Africa

Middle East

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# Technical Solution Summary

- Windows-based software
- MS-SQL database Cloud or OnPrem
- Highly scalable and flexible
- Configurable and changeable
- Integrates to any ERP or Data Source

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# Functional Solution Summary

- Best of Breed Retail Planning
- Integrated Data Architecture
- Easy to Deploy
- Easy to Learn
- Embedded Best Practices and Methods

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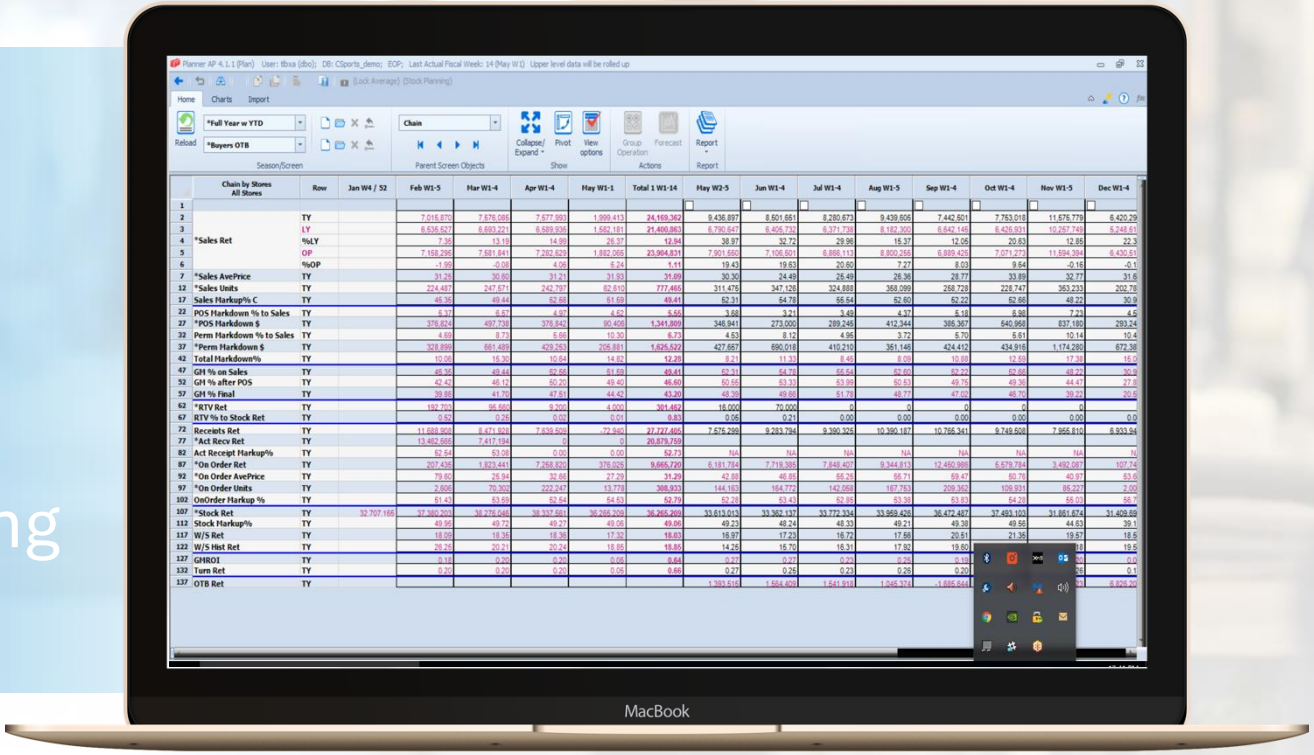
# Traditional Planning Tools

- Weekly Sales, Stock & Intake at Any Level
- Ladder Planning
- Assortment Planning
- Location and Channel Planning
- Integrated Open To Buy

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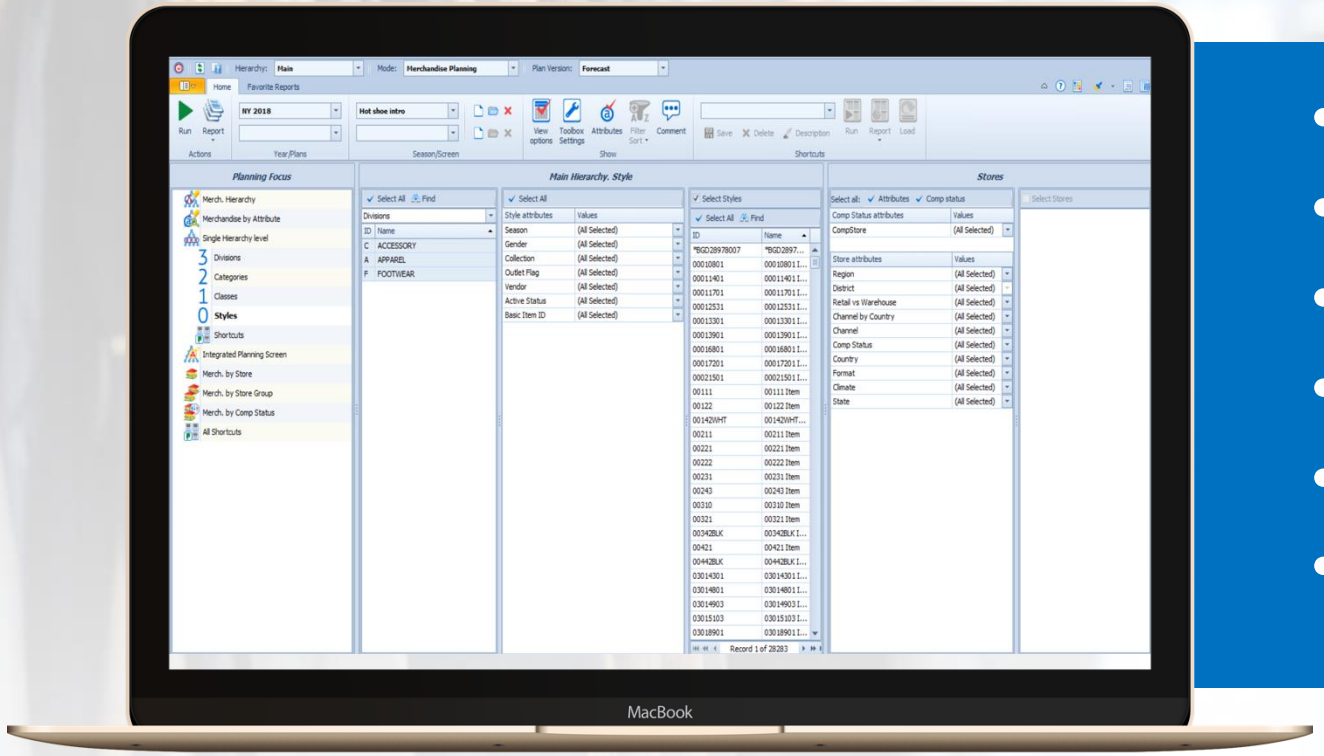
# Merchandise Hierarchy Dimension




- Top-Down
- Middle-Out
- Bottom-Up
- Up to 10 Hierarchy Levels
- Alternate Hierarchy
- Scalable to Item/Store/Week

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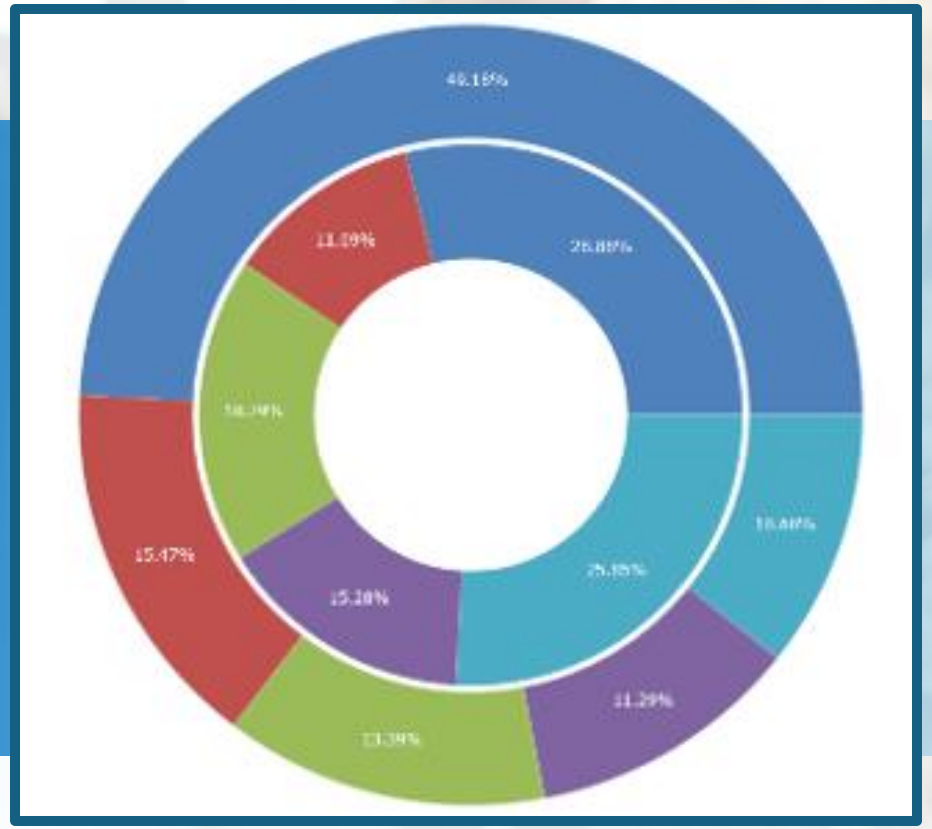
# Value Dimension

- Retail
- Cost
- Units
- Multi-currency
- Alternate Price Points



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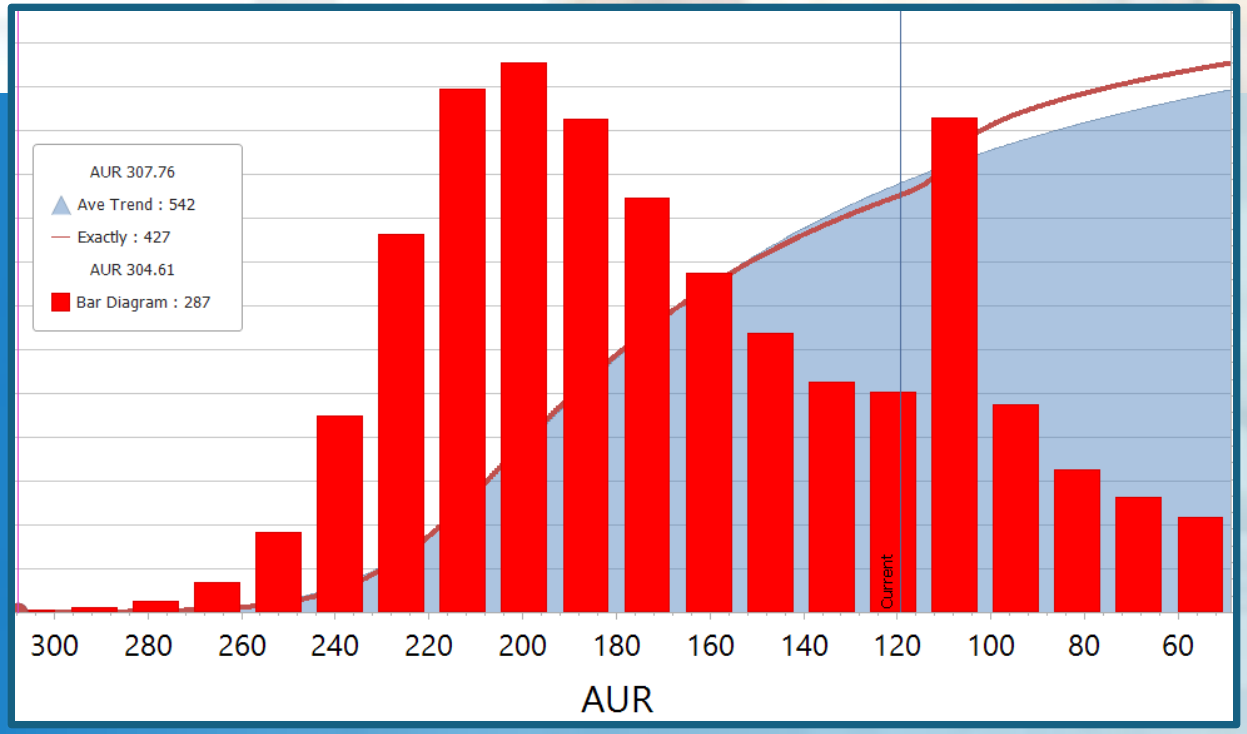
# Time Dimension

- Weekly
- Monthly
- Seasonal
- Period-To-Date
- Daily Option

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# Locations Dimension

- Aggregated or by-Location
- Channel Planning
- Country/Market Planning
- Dynamic Comp/LFL Planning
- Average Store Planning

| Dept by Location Group: Channel. All Locations | ID | Row | Lock | Feb W1-4 *Sales @Retail | Mar W1-5 *Sales @Retail | Apr W1-4 *Sales @Retail | May W1-4 *Sales @Retail | Jun W1-5 *Sales @Retail | Jul W1-4 *Sales @Retail | Aug W1-4 *Sales @Retail | Sep W1-5 *Sales @Retail |
|---|---|---|---|---|---|---|---|---|---|---|---|
| BOTTOMS | BOT | TY | | 988,732 | 1,295,805 | 1,022,831 | 1,200,503 | 1,312,087 | 801,490 | 819,834 | 1,330,372 |
| Bottom up total | | TY | | 988,732 | 1,295,805 | 1,022,831 | 1,200,503 | 1,312,087 | 801,490 | 819,834 | 1,330,372 |
| Difference in % | | TY | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Unknown | 0 | TY | ☐ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Stores | 100 | TY | ☐ | 539,165 | 706,703 | 574,306 | 655,927 | 620,916 | 476,518 | 458,809 | 601,425 |
| Outlets | 101 | TY | ☐ | 12,946 | 23,013 | 22,587 | 18,793 | 22,233 | 17,385 | 19,973 | 34,553 |
| Ecomm | 102 | TY | ☐ | 436,622 | 566,089 | 425,938 | 525,783 | 668,938 | 307,587 | 341,051 | 694,394 |

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# Seasonal Planning

- Pre-Season
- In-Season
- Cross-Season
- Fiscal Year
- Calendar Year

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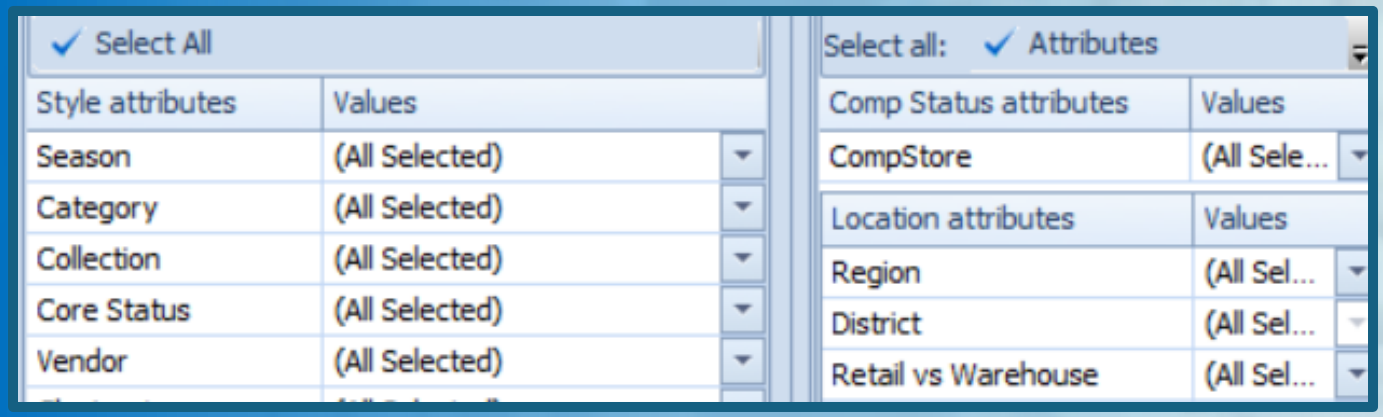
# Attribute-Based Planning

- Product Attributes
- Location Attributes
- Numeric Attributes
- Capacity Attributes
- Category Attributes

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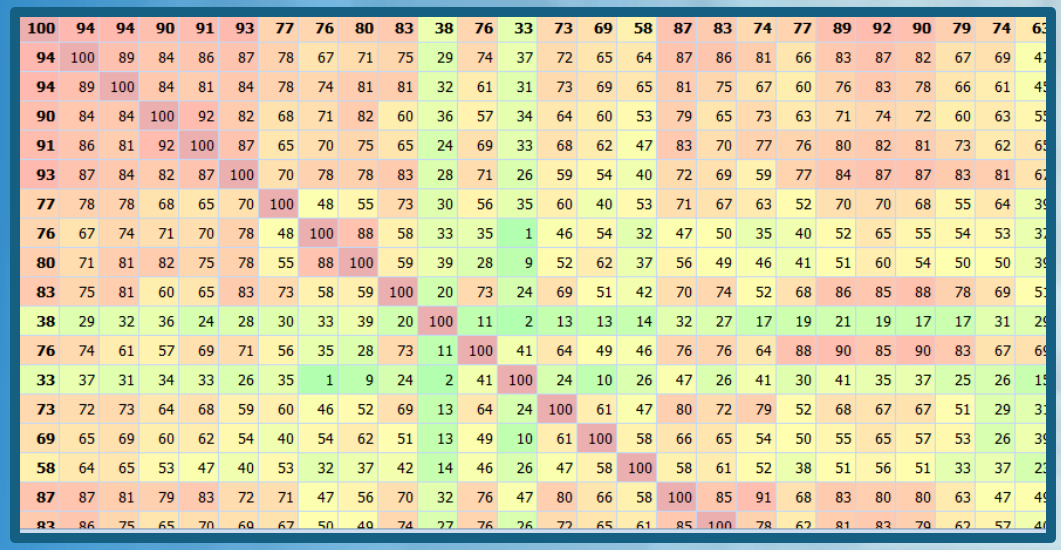
# Grading & Clustering

- Location Grading
- Merchandise Grading
- Category-Location Grading
- Rule-driven Grading
- KPI-based Dynamic Grading
- Planner-controlled Clustering



| | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 100 | 94 | 94 | 90 | 91 | 93 | 77 | 76 | 80 | 83 | 38 | 76 | 33 | 73 | 69 | 58 | 87 | 83 | 74 | 77 | 89 | 92 | 90 | 79 | 74 | 6 |
| 94 | 100 | 89 | 84 | 86 | 87 | 78 | 67 | 71 | 75 | 29 | 74 | 37 | 72 | 65 | 64 | 87 | 86 | 81 | 66 | 83 | 87 | 82 | 67 | 69 | 4 |
| 94 | 89 | 100 | 84 | 81 | 84 | 78 | 74 | 81 | 81 | 32 | 61 | 31 | 73 | 69 | 65 | 81 | 75 | 67 | 60 | 76 | 83 | 78 | 66 | 61 | 4 |
| 90 | 84 | 84 | 100 | 92 | 82 | 68 | 71 | 82 | 60 | 36 | 57 | 34 | 64 | 60 | 53 | 79 | 65 | 73 | 63 | 71 | 74 | 72 | 60 | 63 | 5 |
| 91 | 86 | 81 | 92 | 100 | 87 | 65 | 70 | 75 | 65 | 24 | 69 | 33 | 68 | 62 | 47 | 83 | 70 | 77 | 76 | 80 | 82 | 81 | 73 | 62 | 6 |
| 93 | 87 | 84 | 82 | 87 | 100 | 70 | 78 | 78 | 83 | 28 | 71 | 26 | 59 | 54 | 40 | 72 | 69 | 59 | 77 | 84 | 87 | 87 | 83 | 81 | 6 |
| 77 | 78 | 78 | 68 | 65 | 70 | 100 | 48 | 55 | 73 | 30 | 56 | 35 | 60 | 40 | 53 | 71 | 67 | 63 | 52 | 70 | 70 | 68 | 55 | 64 | 3 |
| 76 | 67 | 74 | 71 | 70 | 78 | 48 | 100 | 88 | 58 | 33 | 35 | 1 | 46 | 54 | 32 | 47 | 50 | 35 | 40 | 52 | 65 | 55 | 54 | 53 | 3 |
| 80 | 71 | 81 | 82 | 75 | 78 | 55 | 88 | 100 | 59 | 39 | 28 | 9 | 52 | 62 | 37 | 56 | 49 | 46 | 41 | 51 | 60 | 54 | 50 | 50 | 3 |
| 83 | 75 | 81 | 60 | 65 | 83 | 73 | 58 | 59 | 100 | 20 | 73 | 24 | 69 | 51 | 42 | 70 | 74 | 52 | 68 | 86 | 85 | 88 | 78 | 69 | 5 |
| 38 | 29 | 32 | 36 | 24 | 28 | 30 | 33 | 39 | 20 | 100 | 11 | 2 | 13 | 13 | 14 | 32 | 27 | 17 | 19 | 21 | 19 | 17 | 17 | 31 | 2 |
| 76 | 74 | 61 | 57 | 69 | 71 | 56 | 35 | 28 | 73 | 11 | 100 | 41 | 64 | 49 | 46 | 76 | 76 | 64 | 88 | 90 | 85 | 90 | 83 | 67 | 6 |
| 33 | 37 | 31 | 34 | 33 | 26 | 35 | 1 | 9 | 24 | 2 | 41 | 100 | 24 | 10 | 26 | 47 | 26 | 41 | 30 | 41 | 35 | 37 | 25 | 26 | 1 |
| 73 | 72 | 73 | 64 | 68 | 59 | 60 | 46 | 52 | 69 | 13 | 64 | 24 | 100 | 61 | 47 | 80 | 72 | 79 | 52 | 68 | 67 | 67 | 51 | 29 | 3 |
| 69 | 65 | 69 | 60 | 62 | 54 | 40 | 54 | 62 | 51 | 13 | 49 | 10 | 61 | 100 | 58 | 66 | 65 | 54 | 50 | 55 | 65 | 57 | 53 | 26 | 3 |
| 58 | 64 | 65 | 53 | 47 | 40 | 53 | 32 | 37 | 42 | 14 | 46 | 26 | 47 | 58 | 100 | 58 | 61 | 52 | 38 | 51 | 56 | 51 | 33 | 37 | 2 |
| 87 | 87 | 81 | 79 | 83 | 72 | 71 | 47 | 56 | 70 | 32 | 76 | 47 | 80 | 66 | 58 | 100 | 85 | 91 | 68 | 83 | 80 | 80 | 63 | 47 | 4 |
| 83 | 86 | 75 | 65 | 70 | 69 | 67 | 50 | 49 | 74 | 27 | 76 | 26 | 72 | 65 | 61 | 85 | 100 | 78 | 62 | 81 | 83 | 79 | 62 | 57 | 4 |

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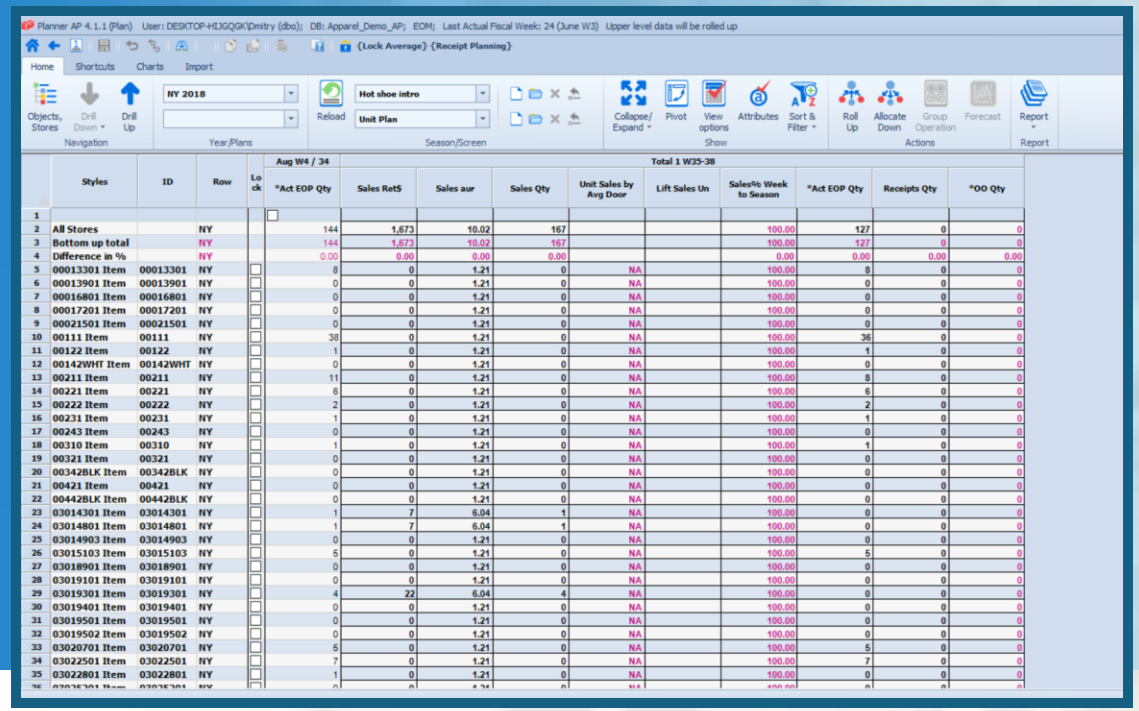
# Assortment Planning Tools

- Option Planning
- Range Planning
- Key Item Planning
- Item Placeholder Planning
- Attribute-based Planning
- Ladder Planning




| | Styles | ID | Row | Lock | Aug W4 / 34 *Act EOP Qty | Total 1 W35-38 Sales Ret$ | Sales aur | Sales Qty | Unit Sales by Avg Door | Lift Sales Un | Sales% Week to Season | *Act EOP Qty | Receipts Qty | *OO Qty |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | | | | | | | | | | | | | | |
| 2 | All Stores | | NY | | 144 | 1,673 | 10.02 | 167 | | | 100.00 | 127 | 0 | 0 |
| 3 | Bottom up total | | NY | | 144 | 1,673 | 10.02 | 167 | | | 100.00 | 127 | 0 | 0 |
| 4 | Difference in % | | NY | | 0.00 | 0.00 | 0.00 | 0.00 | | | 0.00 | 0.00 | 0.00 | 0.00 |
| 5 | 00013301 Item | 00013301 | NY | | 8 | 0 | 1.21 | 0 | NA | | 100.00 | 8 | 0 | 0 |
| 6 | 00013901 Item | 00013901 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 7 | 00016801 Item | 00016801 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 8 | 00017201 Item | 00017201 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 9 | 00021501 Item | 00021501 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 10 | 00111 Item | 00111 | NY | | 38 | 0 | 1.21 | 0 | NA | | 100.00 | 36 | 0 | 0 |
| 11 | 00122 Item | 00122 | NY | | 1 | 0 | 1.21 | 0 | NA | | 100.00 | 1 | 0 | 0 |
| 12 | 00142WHT Item | 00142WHT | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 13 | 00211 Item | 00211 | NY | | 11 | 0 | 1.21 | 0 | NA | | 100.00 | 8 | 0 | 0 |
| 14 | 00221 Item | 00221 | NY | | 6 | 0 | 1.21 | 0 | NA | | 100.00 | 6 | 0 | 0 |
| 15 | 00222 Item | 00222 | NY | | 2 | 0 | 1.21 | 0 | NA | | 100.00 | 2 | 0 | 0 |
| 16 | 00231 Item | 00231 | NY | | 1 | 0 | 1.21 | 0 | NA | | 100.00 | 1 | 0 | 0 |
| 17 | 00243 Item | 00243 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 18 | 00310 Item | 00310 | NY | | 1 | 0 | 1.21 | 0 | NA | | 100.00 | 1 | 0 | 0 |
| 19 | 00321 Item | 00321 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 20 | 00342BLK Item | 00342BLK | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 21 | 00421 Item | 00421 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 22 | 00442BLK Item | 00442BLK | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 23 | 03014301 Item | 03014301 | NY | | 1 | 7 | 6.04 | 1 | NA | | 100.00 | 0 | 0 | 0 |
| 24 | 03014801 Item | 03014801 | NY | | 1 | 7 | 6.04 | 1 | NA | | 100.00 | 0 | 0 | 0 |
| 25 | 03014903 Item | 03014903 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 26 | 03015103 Item | 03015103 | NY | | 5 | 0 | 1.21 | 0 | NA | | 100.00 | 5 | 0 | 0 |
| 27 | 03018901 Item | 03018901 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 28 | 03019101 Item | 03019101 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 29 | 03019301 Item | 03019301 | NY | | 4 | 22 | 6.04 | 4 | NA | | 100.00 | 0 | 0 | 0 |
| 30 | 03019401 Item | 03019401 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 31 | 03019501 Item | 03019501 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 32 | 03019502 Item | 03019502 | NY | | 0 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |
| 33 | 03020701 Item | 03020701 | NY | | 5 | 0 | 1.21 | 0 | NA | | 100.00 | 5 | 0 | 0 |
| 34 | 03022501 Item | 03022501 | NY | | 7 | 0 | 1.21 | 0 | NA | | 100.00 | 7 | 0 | 0 |
| 35 | 03022801 Item | 03022801 | NY | | 1 | 0 | 1.21 | 0 | NA | | 100.00 | 0 | 0 | 0 |

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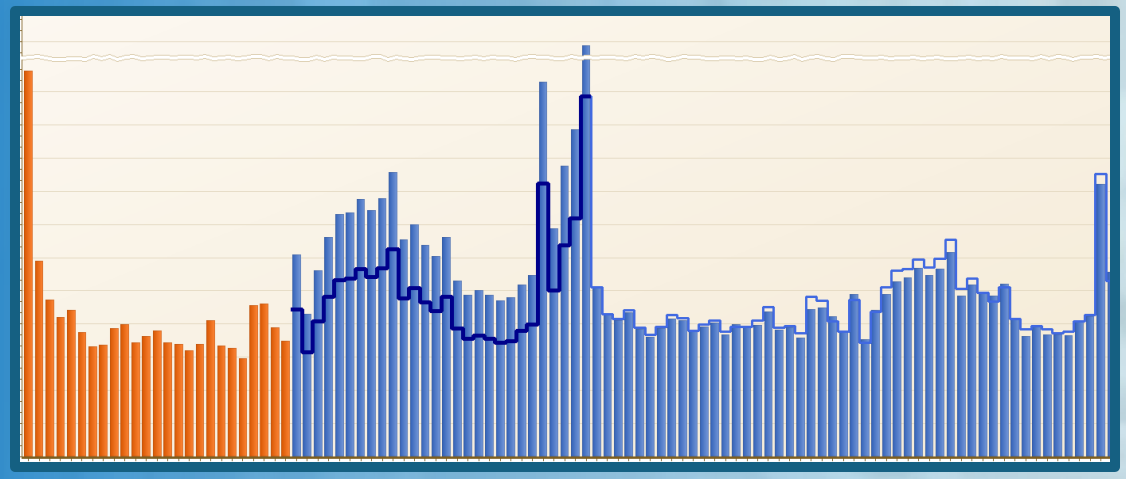
# Advanced Planning Tools

- Capacity-based Planning
- Traffic-based Planning
- Long-range Sales Forecasting
- Store Expense Planning
- Marketing-based Planning
- Full Price vs MD Planning
- Written vs Delivered Planning



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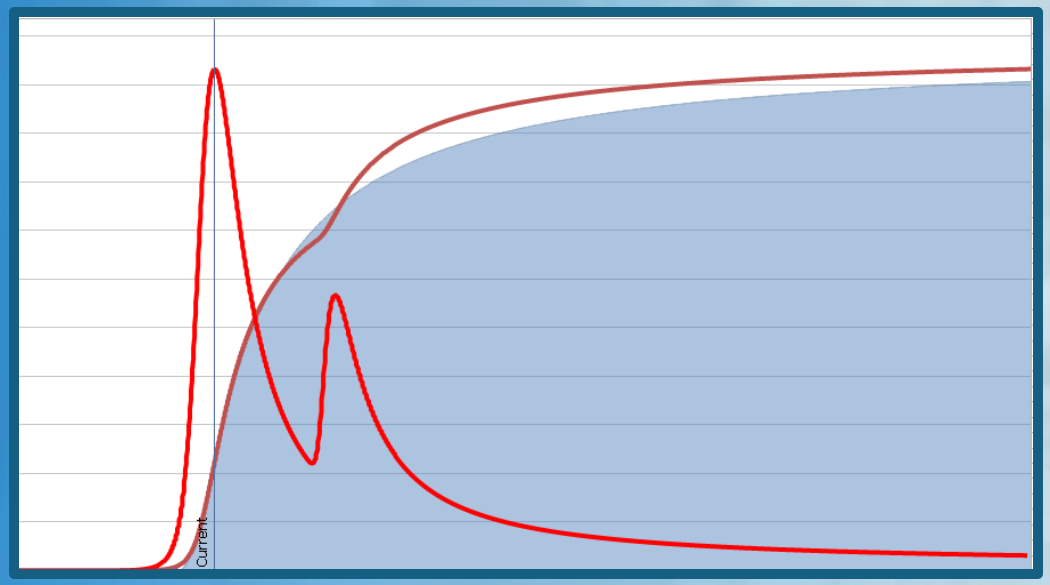
# Advanced Reporting

- On-Demand Reporting
- Automated Reporting
- Exception Reporting
- Data and KPI Exporting
- Active Alerts

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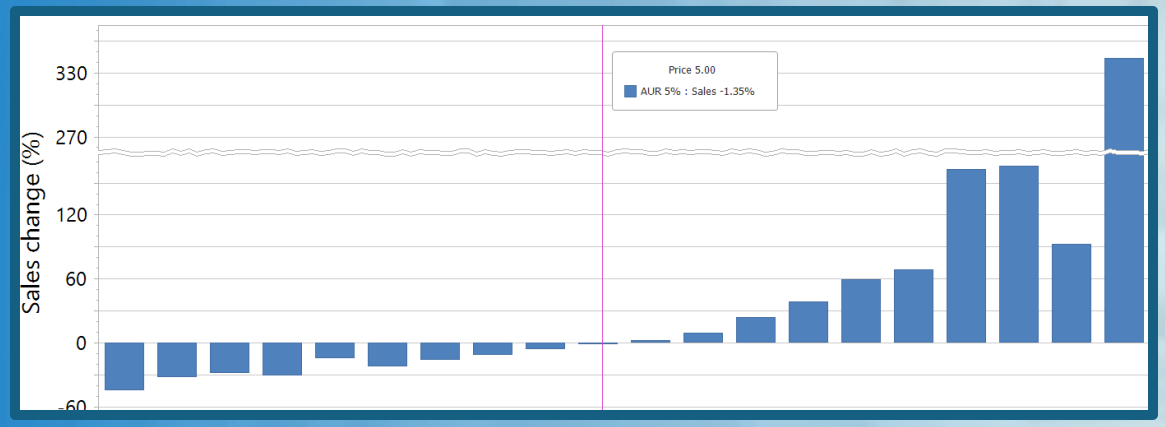
# Ai-Enhanced Analytics

- Gross Margin Optimization
- Price Point Optimization
- Cannibalization Analysis
- Promotion Impact Analysis
- Sales Cratering Alerts
- Lost Sales Alerts

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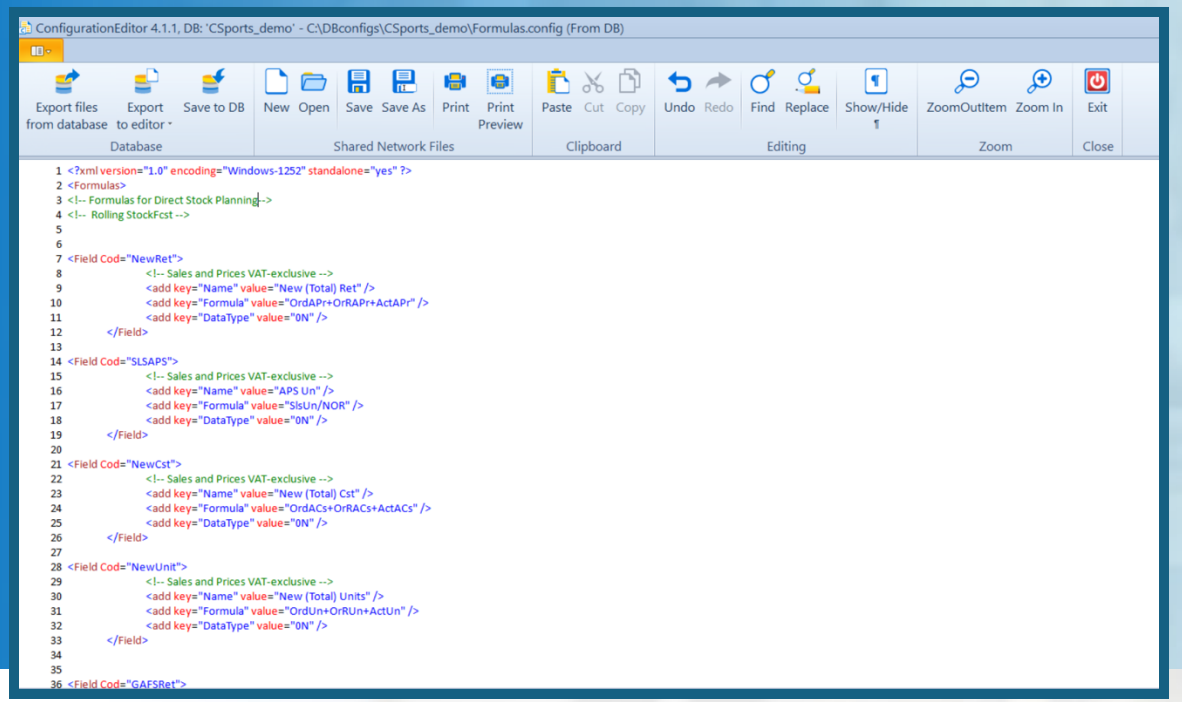
# Unlimited KPIs & Formulas

- Standard KPIs
- Custom KPIs
- Tools to change KPIs
- KPIs on any level
- DIY KPIs

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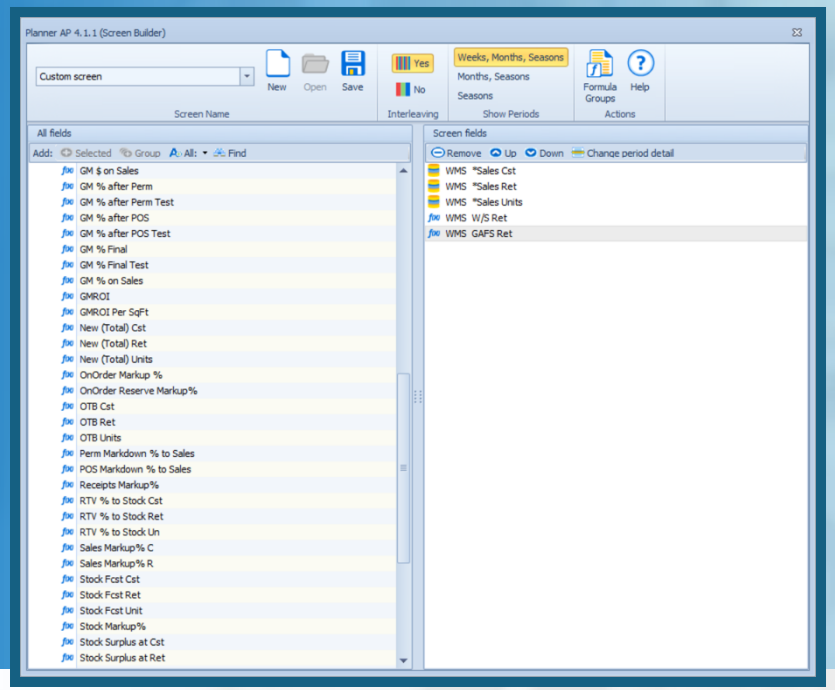
# Unlimited Screens & Reports

- Shared Screens
- User-specific Screens
- Memorized Screens
- Temporary Screens

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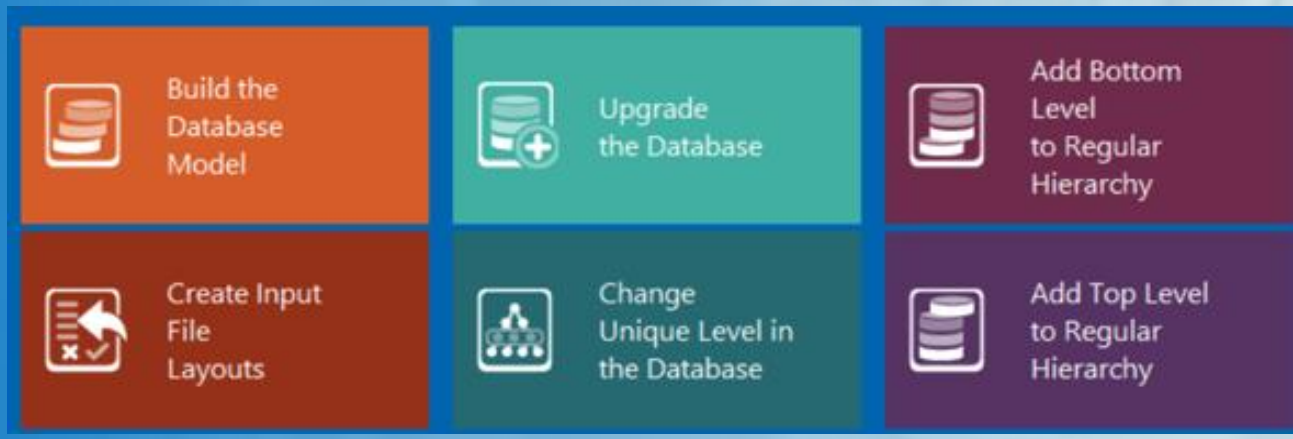
# Reconfiguration Tools

- Post-GoLive reconfiguration
- Data Set changes
- Hierarchy level changes
- KPI names/label changes

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# Rapid Implementation Process

- Interview Users and IT
- Build Solution Model Outline
- **Build Proof of Concept with live data**
- Adjust/validate data and hierarchies
- Train Users and IT
- GoLive
- Post-Implementation Support and Adjustments

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# Thank You!

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