



Merchandise Planning Services

THE PLANNING FACTORY

- ◆ Established 1996
- ◆ Specialist Merchandise Planning & Financial Budgeting consultancy
- ◆ Prestigious client list
- ◆ In depth knowledge of processes
- ◆ In depth knowledge of many planning systems including JDA Arthur, I2 Merchandise Planner, Applix TM1 and Buyers Toolbox
- ◆ Close associations with other leading consultancies

MERCHANDISE PLANNING RESOURCES

The Planning Factory offers a number of free merchandise planning resources

Our web site at WWW.PLANFACT.CO.UK contains

- ◆ A number of articles directly relevant to merchandise planners, including a series of introductory articles that were commissioned by retail.com
- ◆ A series of links to other merchandise planning web sites
- ◆ Joining instructions for our Merchandise Planning discussion forum which currently has over 200 members from around the world
- ◆ Further information about our services
- ◆ Information about IMPACT Planner, our cost effective and flexible Merchandise Planning system.

WHAT SERVICES DO WE OFFER ?

The Planning Factory offer a full service in all areas of merchandise planning

You may need:

- ◆ An audit to measure the effectiveness of your current planning process
- ◆ Assistance with implementation of 3rd party solutions
- ◆ Design and implementation of custom solutions
- ◆ A quickly implemented off the shelf solution
- ◆ E-learning in merchandise planning concepts and techniques

Whatever your requirements, we will do our best to provide a solution that fits your business

PRESTIGIOUS CLIENT LIST

The Planning Factory has completed planning assignments with clients as diverse as:



What Do Our Clients Say ?

"Our merchandise planning system was implemented by the Planning Factory. The implementation was very smooth and the teams benefited very quickly. This enabled us to establish robust merchandise planning processes, positioning us favourably within the industry. As Peacocks has evolved into a fashion business, the system has developed and proved to offer the flexibility required for short lead time sourcing and OTB management."

Tim Bettley, Managing Director, The Peacock Group



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WHAT IS OUR APPROACH ?

The Planning Factory believe that any implementation must leave the client with a system that is

- ◆ Cost effective
- ◆ Flexible
- ◆ Easy to use
- ◆ Easy to maintain
- ◆ “Joined Up” with other business plans

WHAT IS JOINED UP PLANNING ?

Most retail businesses have a variety of plans and budgets.

Finance create P&L budgets, balance sheet budgets and cash flow forecasts.

Merchandise create W.S.S.I. and range plans.
Logistics create activity based costing simulations.
In traditional retail businesses these plans are often created in isolation, resulting in several versions of the same data existing at one time.

Joined up planning is a philosophy that says that plans should be created and maintained by those best placed to make the forecasts.

Plan data should be integrated, so that, for example, the sales and margin forecasts in the financial budgets would be sourced from the merchandise plan.

In this scenario, version control allows Finance to accept reforecasts made by merchants as required.

The result is an integrated set of plans that allows the corporate strategy to be translated consistently in to tactical action across different functional areas.

WHY IS OUR APPROACH UNIQUE?

The Planning Factory is not tied to any one vendor.

We have worked with most of the major planning systems available today, and are aware of their strengths and limitations.

We believe that you need systems that are tailored to your business.

We believe in delivering rapid ROI on all our implementations.

We have developed an approach that we call “Joined Up Planning” designed to increase the ROI on your investment by extending the reach of your plans

WHAT DO OUR CLIENTS SAY?

“This is a powerful business asset, and its implementation has saved Thresher Group manpower and, as a result, increased revenue.”

Dominic Wyer-Roberts , Finance Systems Manager, Thresher Group.

CONTACT DETAILS

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