

Merchandise Financial Planning

Optimize financial plans and open-to-buy budgets with a flexible, accurate, and automated financial planning solution.

// Merchandise Financial Planning at a Glance

Attain financial success no matter what challenges arise in your merchandising and demand planning. Whether you're facing the emergence of new sales channels or unexpected changes in buying behavior, utilize your data and drive profitability with pricing and promotions to meet your financial goals.

// Key Features and Benefits

- Core merchandise planning metrics
- Scenario planning and version control
- Target setting and workflows
- Retail and cost methods of accounting
- Comprehensive reporting
- Advanced metrics related to weeks of supply, margin return on investment, regular price business, promotional business, and clearance business
- Location planning at granular levels of the product hierarchy
- Automated reconciliation between product and location plans
- Both new store and closing store plans

Merchandise Financial Planning: The Flexible, Accurate, and Automated Approach to Forecasting ROI

Plan multiple brands, channels, and currencies using ToolsGroup Merchandise Financial Planning—all in one singular view.

Get the benefits of a flexible, accurate, and automated approach to financial planning. The solution is easy to use and implement, and comes pre-configured with all of the key metrics needed to build a successful end-to-end retail planning process.

ToolsGroup Merchandise Financial Planning manages your organization's open-to-buy budget, while giving you the ability to choose your own retail planning calendar and govern strategic plan targets across any time period.

The unique solution offers the simultaneous use of both cost and retail metrics as well as processes—regardless of your company's accounting practices.



Improve Collaboration and Meet Your Financial Goals with Merchandise Financial Planning:

/ Intelligent Decision Making: Make your merchandising decisions with confidence: ToolsGroup Merchandise Financial Planning gives you rapid assessments to make strategic planning decisions through hindsighting, scenario planning and exception-based reporting. Informed decisions based on data help you understand customer demand and meet your financial goals.

/ Greater Visibility: Increase your visibility of actual trends and future plans across multiple channels and product segments. Stay ahead of the competition and maximize inventory productivity with increased understanding and forecasting accuracy—even in the omnichannel world of retail.

/ Better Pre-Season and In-Season Plans: ToolsGroup Merchandise Financial Planning improves the quality of strategic pre-season and in-season plans, ensuring you can meet customer demand and maximize sales.

/ Improved Collaboration: The unified suite encourages cross-functional participation and accountability across merchandise planning teams and roles. A unified view gives your team increased collaboration, streamlined communication, and improved efficiency.

✓ **50-90 %**

ToolsGroup customers commonly see a 50-90% decrease in planner workload.

ToolsGroup Merchandise Financial Planning Capabilities

/ Flexible Planning Grid: Add ease and efficiency to your planning process with the ability to plan, track, and manage financial forecasts, complete with drill-down capabilities and the flexibility to adjust plans at any level. ToolsGroup Merchandise Financial Planning gives you an intuitive, strategic view of the financial plan and product hierarchy, complete with configurable metrics and units of measure to help you manage your business.

/ Top-Down, Middle-Out, Bottom-Up Planning: Get the specifics you need for increased accuracy no matter what your planning strategy. ToolsGroup Merchandise Financial Planning supports planning across any combination of product and channel hierarchy, plus the ability to plan by vendor. Each planning type can be created independently, allowing for different roles within your merchandising team to create their own custom versions of the plans that you can then compare and reconcile.

/ Location and Category Planning: Measure performance at a location level and easily generate more accurate store clusters. The location and category planning feature automatically balances and reconciles both location and merchandise plans, giving you improved accuracy. Whether you're in fast fashion or category-focused retail, the solution enables increased efficiency when managing the allocation of your products.

/ Open-to-Buy Budgeting: Monitor inventory investment across all planned periods of time or any part of the product hierarchy. With increased visibility into your open-to-buy, you can track the amount available to spend on additional receipts, or, alternatively, cut back on receipts no longer necessary within your merchandise plan. The open-to-buy capability also works hand-in-hand with the strategic target setting process, giving you added ease of use.

/ Scenario Planning and Version Control: In addition to "what-if" scenario planning, the system gives you increased visibility into how plans change over time, plus the ability to compare multiple versions. Create your own independent branches from the master plan and enjoy full control to create further scenarios. With the ability to merge approved scenarios into the master plan, and workflow control throughout the planning process, you get peace of mind that your team is aligned—and no accidental changes are made to the master version—as everyone works towards one approved plan.



Go Beyond Merchandise Financial Planning

Explore more ways to surpass the competition with the end-to-end solution that maximizes margins and customer experience:

Optimize supply chain and retail planning from production to purchase



Learn more about how to minimize wasted spend, maximize profits, and optimize your inventory:

[Book Your Demo Today →](#)