Buyers Toolbox AP (Advanced Planning)

Buyer's Toolbox AP:

Best-of-breed solution encompassing all major best practice needs in Merchandise Planning, Open-to-Buy, and Sales Forecasting

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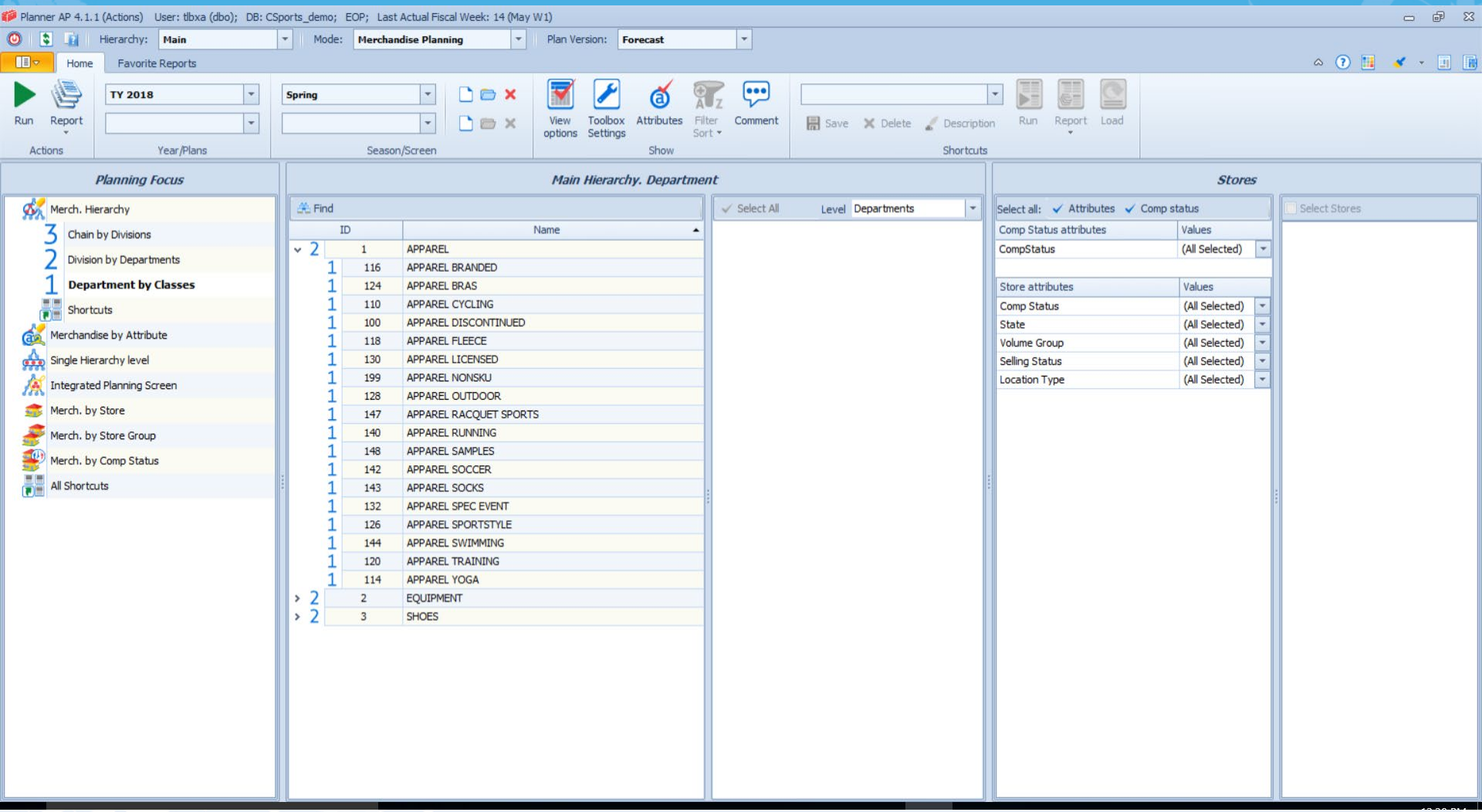
Comprehensive Merch Planning



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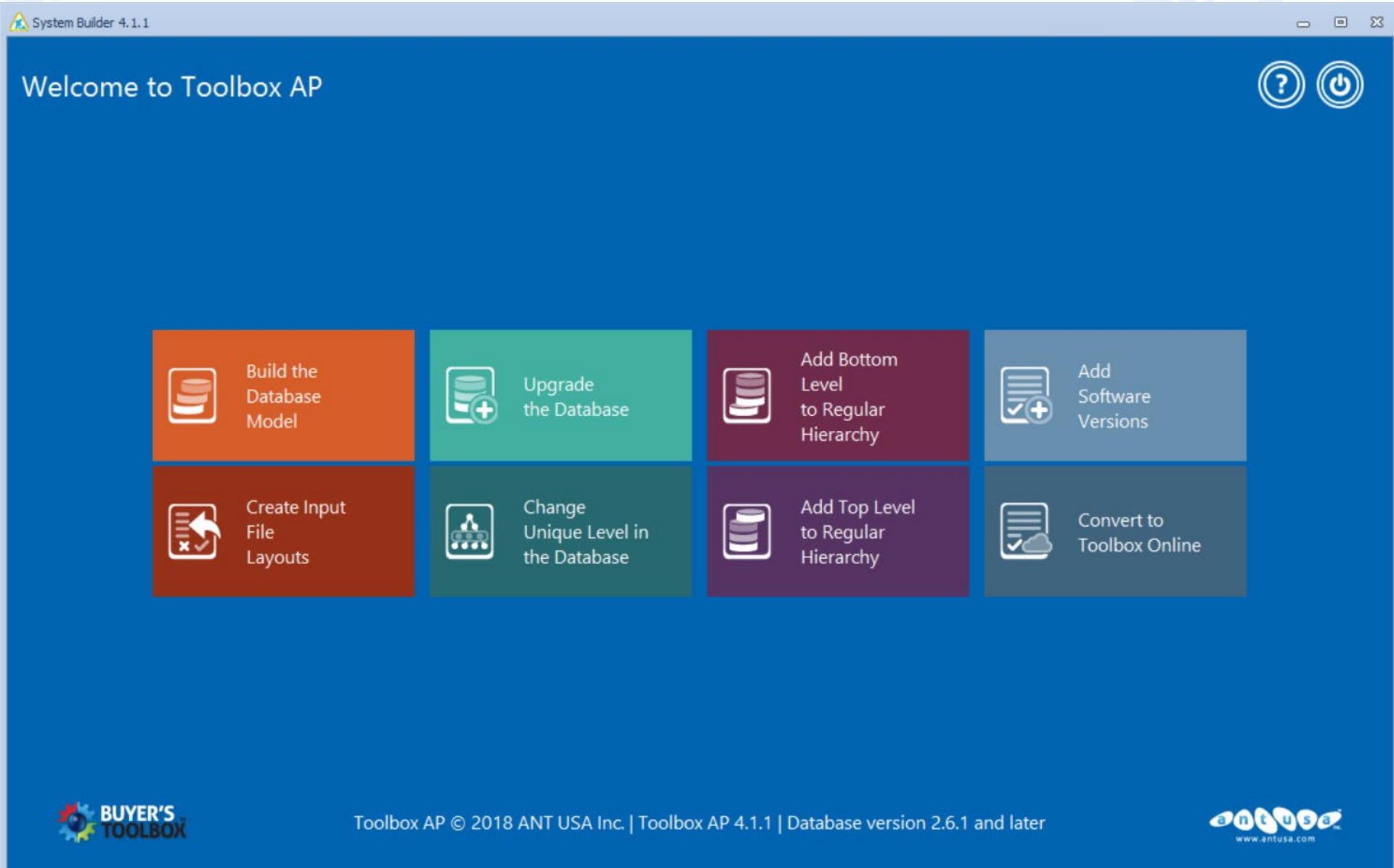
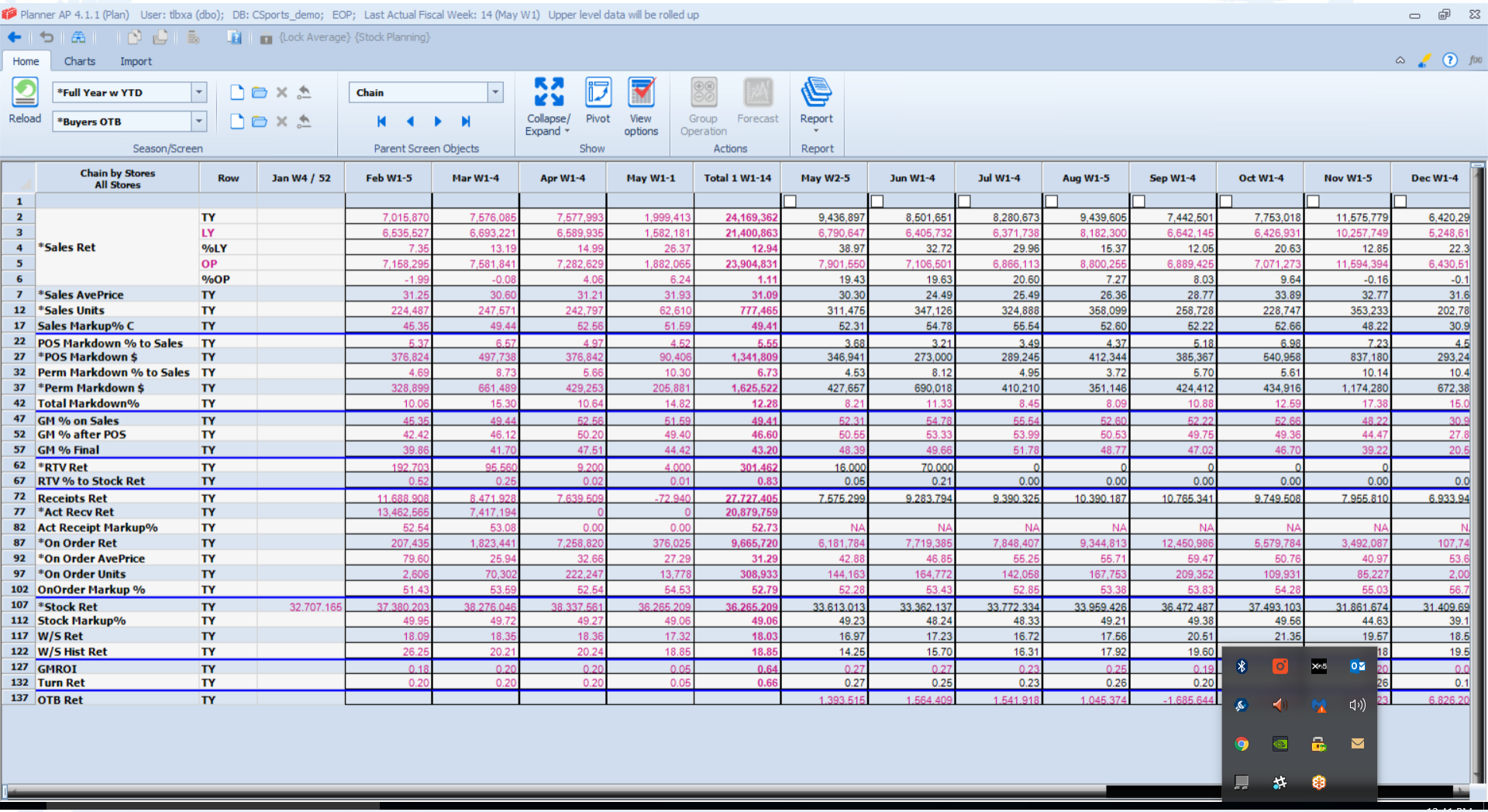
Toolbox AP: Rapid Implementation Methods



Toolbox AP: Rich set of customizable KPIs

BUYER'S TOOLBOX™



	Chain by Stores All Stores	Row	Jan W4 / 52	Feb W1-5	Mar W1-4	Apr W1-4	May W1-1	Total 1 W1-14	May W2-5	Jun W1-4	Jul W1-4	Aug W1-5	Sep W1-4	Oct W1-4	Nov W1-5	Dec W1-4
1																
2		TY		7,015,870	7,576,085	7,577,993	1,999,413	24,169,362	9,436,897	8,501,651	8,280,673	9,439,605	7,442,501	7,753,018	11,575,779	6,420,29
3		LY		6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749	5,248,61
4	*Sales Ret	%LY		7.35	13.19	14.99	26.37	12.94	38.97	32.72	29.96	15.37	12.05	20.63	12.85	22.3
5		OP		7,158,295	7,581,841	7,282,629	1,882,065	23,904,831	7,901,550	7,106,501	6,866,113	8,800,255	6,889,425	7,071,273	11,594,394	6,430,51
6		%OP		-1.99	-0.08	4.06	6.24	1.11	19.43	19.63	20.60	7.27	8.03	9.64	-0.16	-0.1
7	*Sales AvePrice	TY		31.25	30.60	31.21	31.93	31.09	30.30	24.49	25.49	26.36	28.77	33.89	32.77	31.6
12	*Sales Units	TY		224,487	247,571	242,797	62,610	777,465	311,475	347,126	324,888	358,099	258,728	228,747	353,233	202,78
17	Sales Markup% C	TY		45.35	49.44	52.56	51.59	49.41	52.31	54.78	55.54	52.60	52.22	52.66	48.22	30.9
22	POS Markdown % to Sales	TY		5.37	6.57	4.97	4.52	5.55	3.68	3.21	3.49	4.37	5.18	6.98	7.23	4.5
27	*POS Markdown $	TY		376,824	497,738	376,842	90,406	1,341,809	346,941	273,000	289,245	412,344	385,367	540,958	837,180	293,24
32	Perm Markdown % to Sales	TY		4.69	8.73	5.66	10.30	6.73	4.53	8.12	4.95	3.72	5.70	5.61	10.14	10.4
37	*Perm Markdown $	TY		328,899	661,489	429,253	205,881	1,625,522	427,657	690,018	410,210	351,146	424,412	434,916	1,174,280	672,38
42	Total Markdown%	TY		10.06	15.30	10.64	14.82	12.28	8.21	11.33	8.45	8.09	10.88	12.59	17.38	15.0
47	GM % on Sales	TY		45.35	49.44	52.56	51.59	49.41	52.31	54.78	55.54	52.60	52.22	52.66	48.22	30.9
52	GM % after POS	TY		42.42	46.12	50.20	49.40	46.60	50.55	53.33	53.99	50.53	49.75	49.36	44.47	27.8
57	GM % Final	TY		39.86	41.70	47.51	44.42	43.20	48.39	49.66	51.78	48.77	47.02	46.70	39.22	20.5
62	*RTV Ret	TY		192,703	95,560	9,200	4,000	301,462	16,000	70,000	0	0	0	0	0	
67	RTV % to Stock Ret	TY		0.52	0.25	0.02	0.01	0.83	0.05	0.21	0.00	0.00	0.00	0.00	0.00	0.0
72	Receipts Ret	TY		11,688,908	8,471,928	7,639,509	-72,940	27,727,405	7,575,299	9,283,794	9,390,325	10,390,187	10,765,341	9,749,508	7,955,810	6,933,94
77	*Act Recv Ret	TY		13,462,565	7,417,194	0	0	20,879,759								
82	Act Receipt Markup%	TY		52.54	53.08	0.00	0.00	52.73	NA	NA	NA	NA	NA	NA	NA	N
87	*On Order Ret	TY		207,435	1,823,441	7,258,820	376,025	9,665,720	6,181,784	7,719,385	7,848,407	9,344,813	12,450,986	5,579,784	3,492,087	107,74
92	*On Order AvePrice	TY		79.60	25.94	32.66	27.29	31.29	42.88	46.85	55.25	55.71	59.47	50.76	40.97	53.6
97	*On Order Units	TY		2,606	70,302	222,247	13,778	308,933	144,163	164,772	142,058	167,753	209,352	109,931	85,227	2,00
102	OnOrder Markup %	TY		51.43	53.59	52.54	54.53	52.79	52.28	53.43	52.85	53.38	53.83	54.28	55.03	56.7
107	*Stock Ret	TY	32,707,165	37,380,203	38,276,046	38,337,561	36,265,209	36,265,209	33,613,013	33,362,137	33,772,334	33,959,426	36,472,487	37,493,103	31,861,674	31,409,69
112	Stock Markup%	TY		49.95	49.72	49.27	49.06	49.06	49.23	48.24	48.33	49.21	49.38	49.56	44.63	39.1
117	W/S Ret	TY		18.09	18.35	18.36	17.32	18.03	16.97	17.23	16.72	17.56	20.51	21.35	19.57	18.5
122	W/S Hist Ret	TY		26.25	20.21	20.24	18.85	18.85	14.25	15.70	16.31	17.92	19.60		18	19.5
127	GMROI	TY		0.18	0.20	0.20	0.05	0.64	0.27	0.27	0.23	0.25	0.19		20	0.0
132	Turn Ret	TY		0.20	0.20	0.20	0.05	0.66	0.27	0.25	0.23	0.26	0.20		26	0.1
137	OTB Ret	TY							1,393,515	1,564,409	1,541,918	1,045,374	-1,685,644		23	6,826,20

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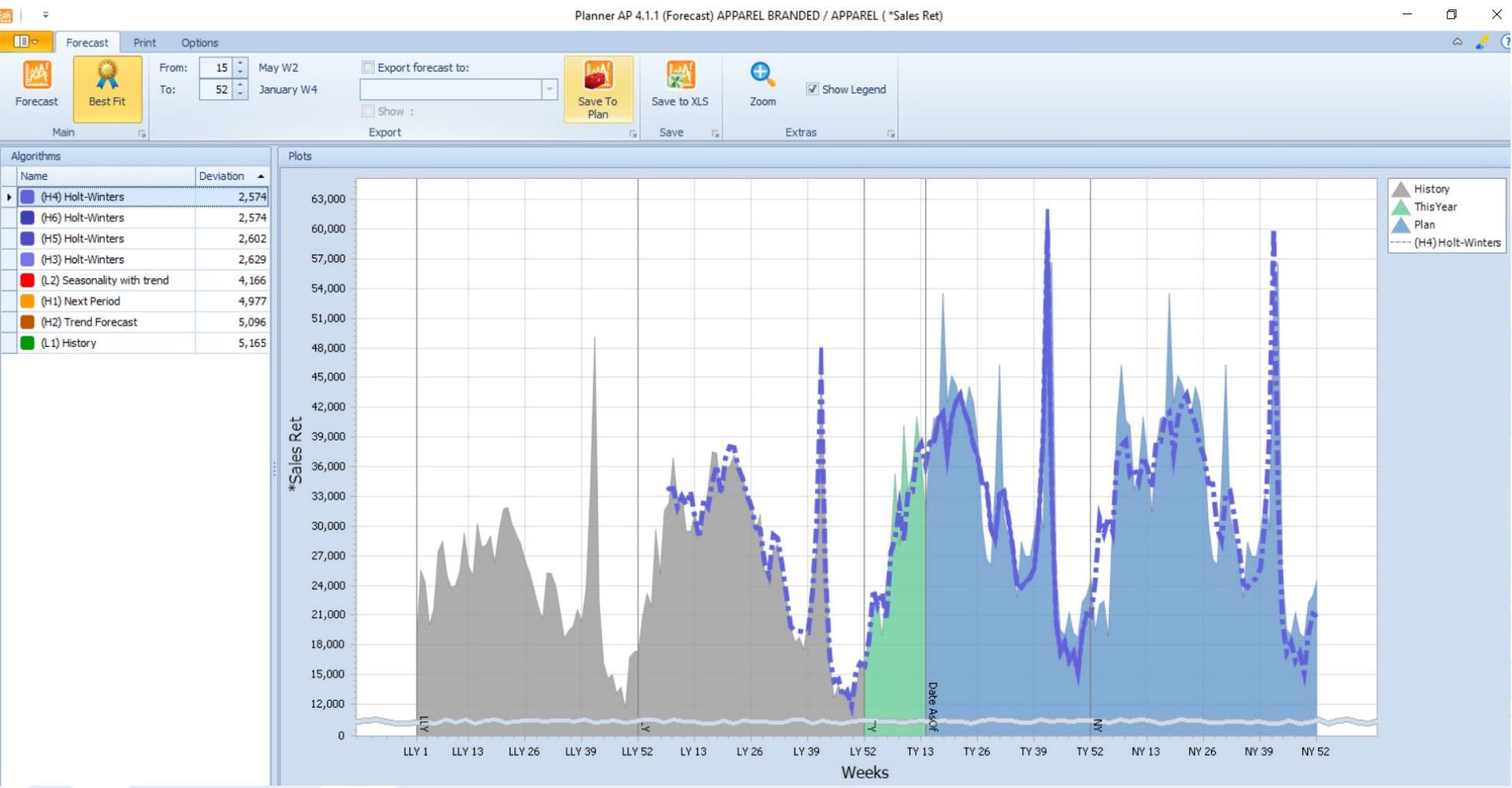
Toolbox AP: Integrated Forecasting tools



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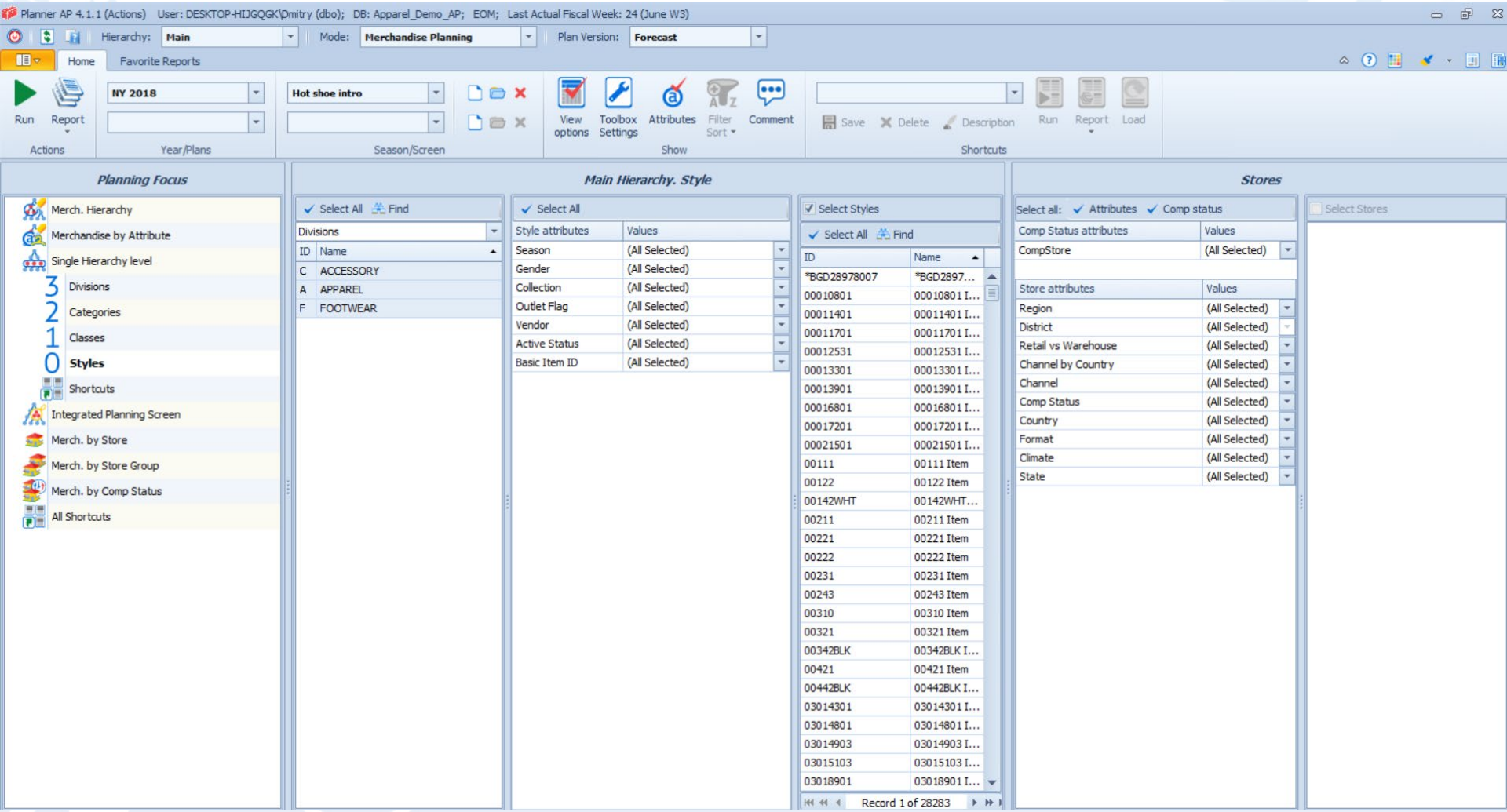
Toolbox AP: Scalability to Item/Store/Week



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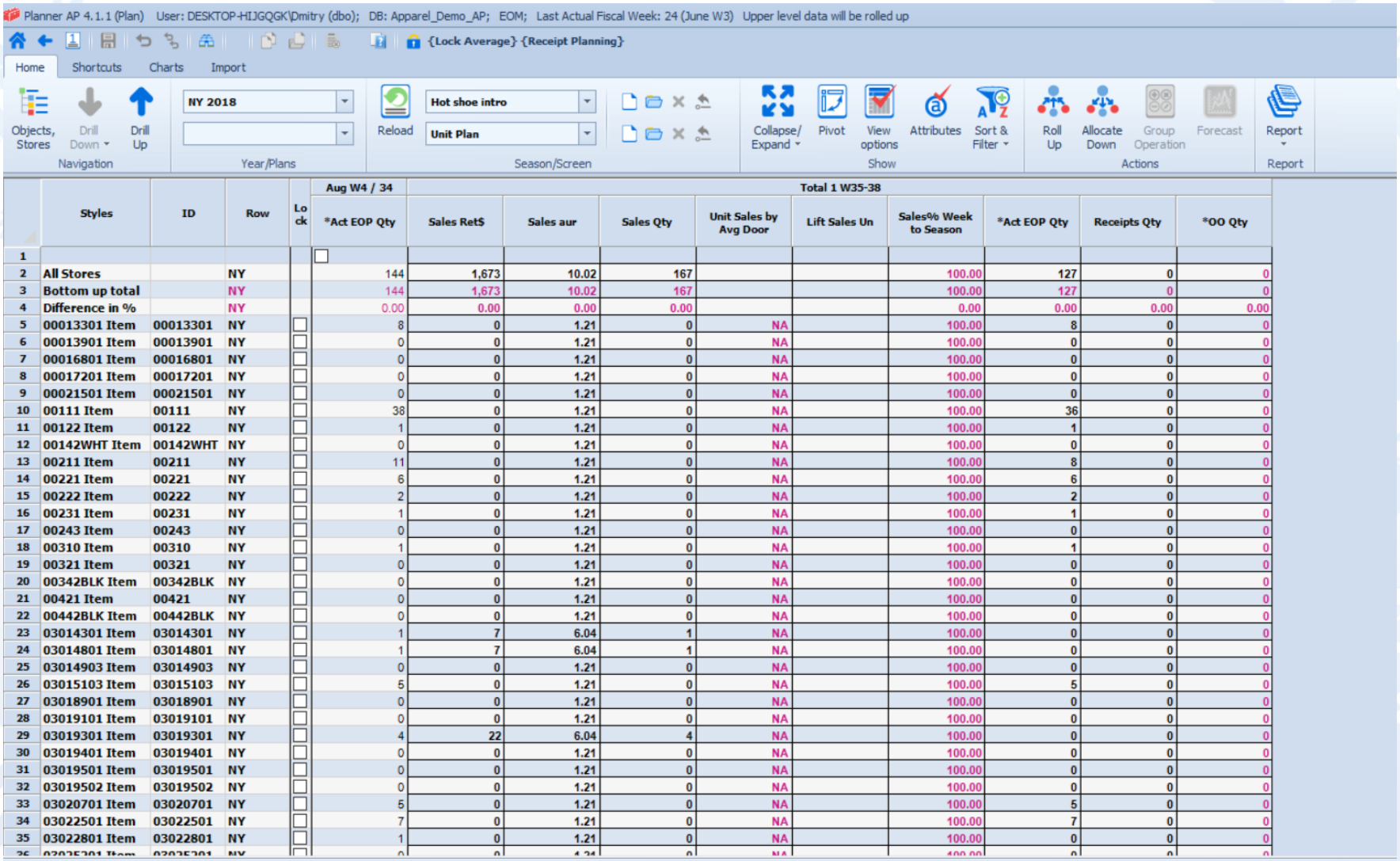
Toolbox AP: Item and Ladder Planning



	Styles	ID	Row	Lock	Aug W4 / 34	Total 1 W35-38								
					*Act EOP Qty	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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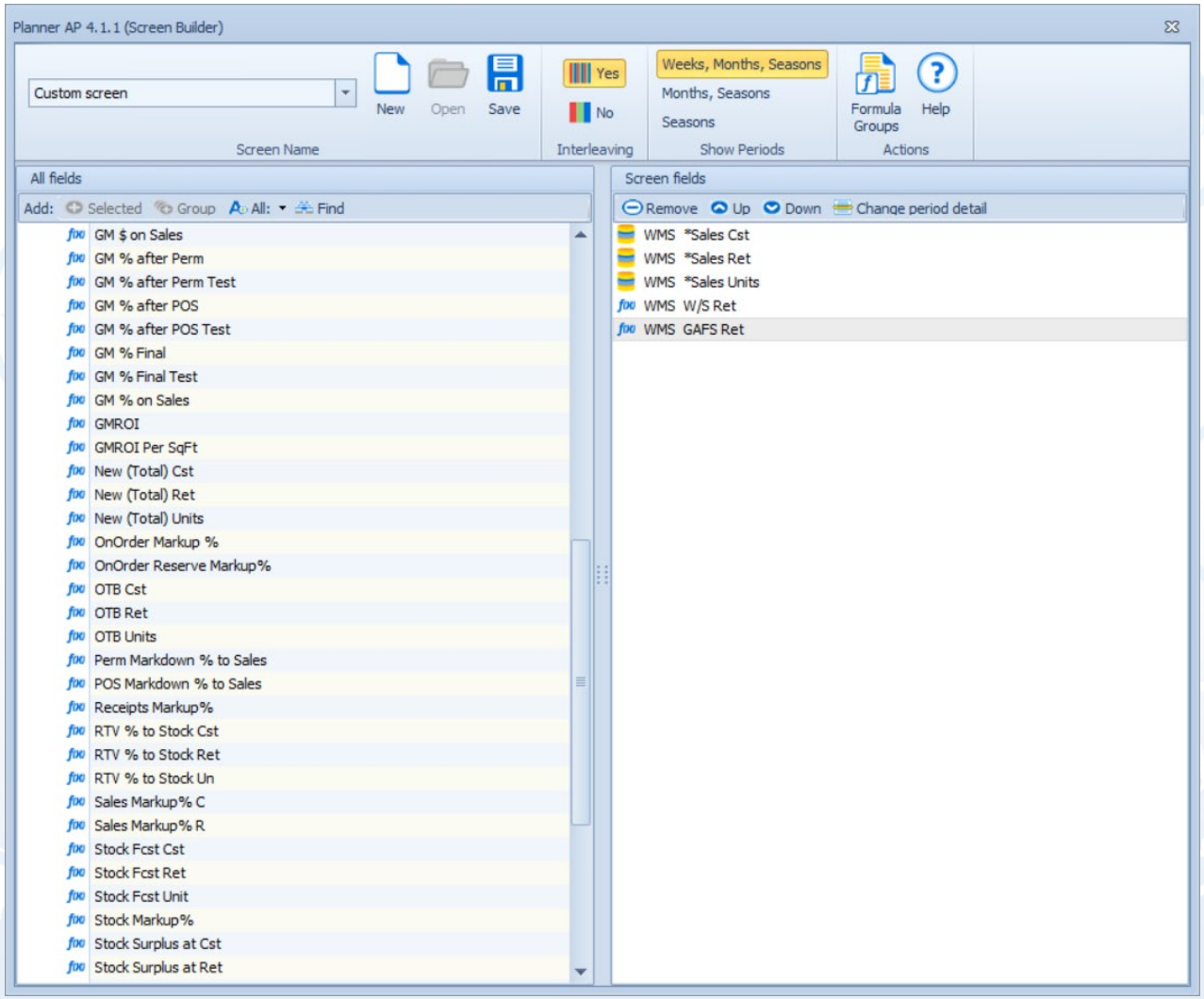
Toolbox AP: Custom Screens and Scenarios



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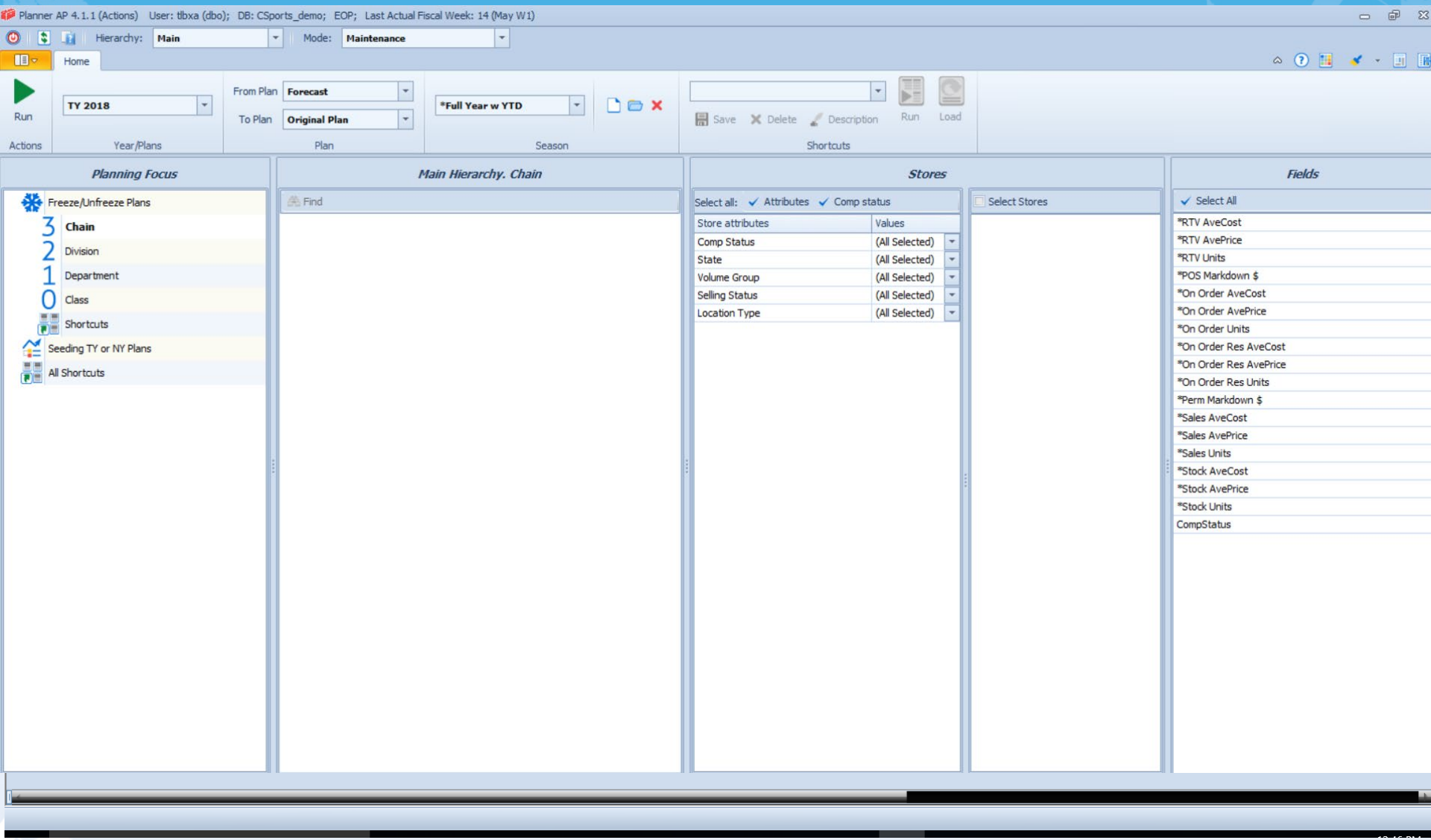
Toolbox AP: User-controlled Plan Versions



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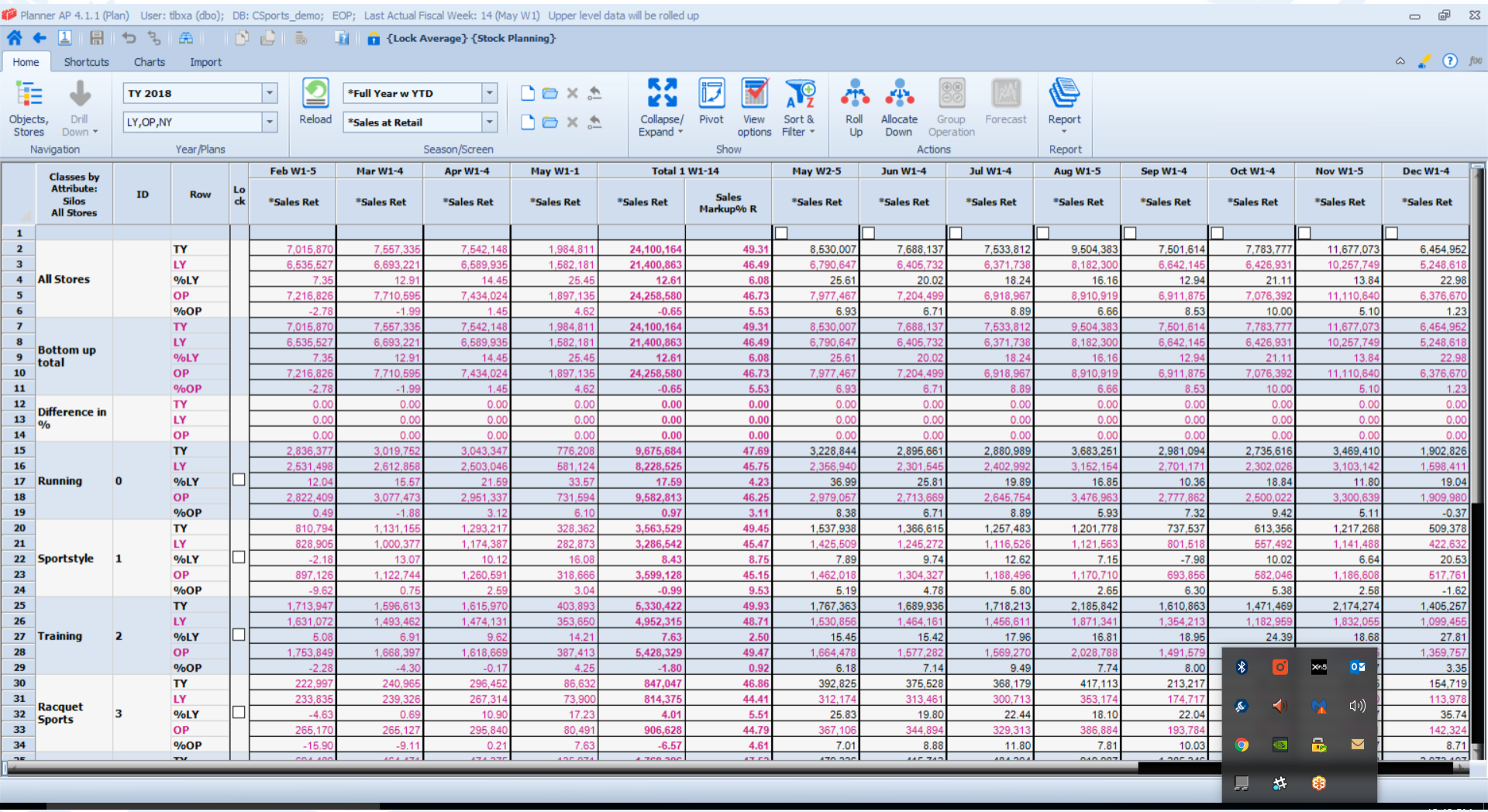
Toolbox AP: Attribute and Vendor Planning



	Classes by Attribute: Silos All Stores	ID	Row	Lock	Feb W1-5 *Sales Ret	Mar W1-4 *Sales Ret	Apr W1-4 *Sales Ret	May W1-1 *Sales Ret	Total 1 W1-14 *Sales Ret	Total 1 W1-14 Sales Markup% R	May W2-5 *Sales Ret	Jun W1-4 *Sales Ret	Jul W1-4 *Sales Ret	Aug W1-5 *Sales Ret	Sep W1-4 *Sales Ret	Oct W1-4 *Sales Ret	Nov W1-5 *Sales Ret	Dec W1-4 *Sales Ret
1																		
2			TY		7,015,870	7,557,335	7,542,148	1,984,811	24,100,164	49.31	8,530,007	7,688,137	7,533,812	9,504,383	7,501,614	7,783,777	11,677,073	6,454,952
3			LY		6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	46.49	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749	5,248,618
4	All Stores		%LY		7.35	12.91	14.45	25.45	12.61	6.08	25.61	20.02	18.24	16.16	12.94	21.11	13.84	22.98
5			OP		7,216,826	7,710,595	7,434,024	1,897,135	24,258,580	46.73	7,977,467	7,204,499	6,918,967	8,910,919	6,911,875	7,076,392	11,110,640	6,376,670
6			%OP		-2.78	-1.99	1.45	4.62	-0.65	5.53	6.93	6.71	8.89	6.66	8.53	10.00	5.10	1.23
7			TY		7,015,870	7,557,335	7,542,148	1,984,811	24,100,164	49.31	8,530,007	7,688,137	7,533,812	9,504,383	7,501,614	7,783,777	11,677,073	6,454,952
8			LY		6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	46.49	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749	5,248,618
9	Bottom up total		%LY		7.35	12.91	14.45	25.45	12.61	6.08	25.61	20.02	18.24	16.16	12.94	21.11	13.84	22.98
10			OP		7,216,826	7,710,595	7,434,024	1,897,135	24,258,580	46.73	7,977,467	7,204,499	6,918,967	8,910,919	6,911,875	7,076,392	11,110,640	6,376,670
11			%OP		-2.78	-1.99	1.45	4.62	-0.65	5.53	6.93	6.71	8.89	6.66	8.53	10.00	5.10	1.23
12			TY		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	0.00
13	Difference in %		LY		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	0.00
14			OP		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	0.00
15			TY		2,836,377	3,019,752	3,043,347	776,208	9,675,684	47.69	3,228,844	2,895,661	2,880,989	3,683,251	2,981,094	2,735,616	3,469,410	1,902,826
16			LY		2,531,498	2,612,858	2,503,046	581,124	8,228,525	45.75	2,356,940	2,301,545	2,402,992	3,152,154	2,701,171	2,302,026	3,103,142	1,598,411
17	Running	0	%LY	☐	12.04	15.57	21.59	33.57	17.59	4.23	36.99	25.81	19.89	16.85	10.36	18.84	11.80	19.04
18			OP		2,822,409	3,077,473	2,951,337	731,594	9,582,813	46.25	2,979,057	2,713,669	2,645,754	3,476,963	2,777,862	2,500,022	3,300,639	1,909,980
19			%OP		0.49	-1.88	3.12	6.10	0.97	3.11	8.38	6.71	8.89	5.93	7.32	9.42	5.11	-0.37
20			TY		810,794	1,131,155	1,293,217	328,362	3,563,529	49.45	1,537,938	1,366,615	1,257,483	1,201,778	737,537	613,356	1,217,268	509,378
21			LY		828,905	1,000,377	1,174,387	282,873	3,286,542	45.47	1,425,509	1,245,272	1,116,526	1,121,563	801,518	557,492	1,141,488	422,632
22	Sportstyle	1	%LY	☐	-2.18	13.07	10.12	16.08	8.43	8.75	7.89	9.74	12.62	7.15	-7.98	10.02	6.64	20.53
23			OP		897,126	1,122,744	1,260,591	318,666	3,599,128	45.15	1,462,018	1,304,327	1,188,496	1,170,710	693,856	582,046	1,186,608	517,761
24			%OP		-9.62	0.75	2.59	3.04	-0.99	9.53	5.19	4.78	5.80	2.65	6.30	5.38	2.58	-1.62
25			TY		1,713,947	1,596,613	1,615,970	403,893	5,330,422	49.93	1,767,363	1,689,936	1,718,213	2,185,842	1,610,863	1,471,469	2,174,274	1,405,257
26			LY		1,631,072	1,493,462	1,474,131	353,650	4,952,315	48.71	1,530,856	1,464,161	1,456,611	1,871,341	1,354,213	1,182,959	1,832,055	1,099,455
27	Training	2	%LY	☐	5.08	6.91	9.62	14.21	7.63	2.50	15.45	15.42	17.96	16.81	18.95	24.39	18.68	27.81
28			OP		1,753,849	1,668,397	1,618,669	387,413	5,428,329	49.47	1,664,478	1,577,282	1,569,270	2,028,788	1,491,579			1,369,757
29			%OP		-2.28	-4.30	-0.17	4.25	-1.80	0.92	6.18	7.14	9.49	7.74	8.00			3.35
30			TY		222,997	240,965	296,452	86,632	847,047	46.86	392,825	375,528	368,179	417,113	213,217			154,719
31			LY		233,835	239,326	267,314	73,900	814,375	44.41	312,174	313,461	300,713	353,174	174,717			113,978
32	Racquet Sports	3	%LY	☐	-4.63	0.69	10.90	17.23	4.01	5.51	25.83	19.80	22.44	18.10	22.04			35.74
33			OP		265,170	265,127	295,840	80,491	906,628	44.79	367,106	344,894	329,313	386,884	193,784			142,324
34			%OP		-15.90	-9.11	0.21	7.63	-6.57	4.61	7.01	8.88	11.80	7.81	10.03			8.71

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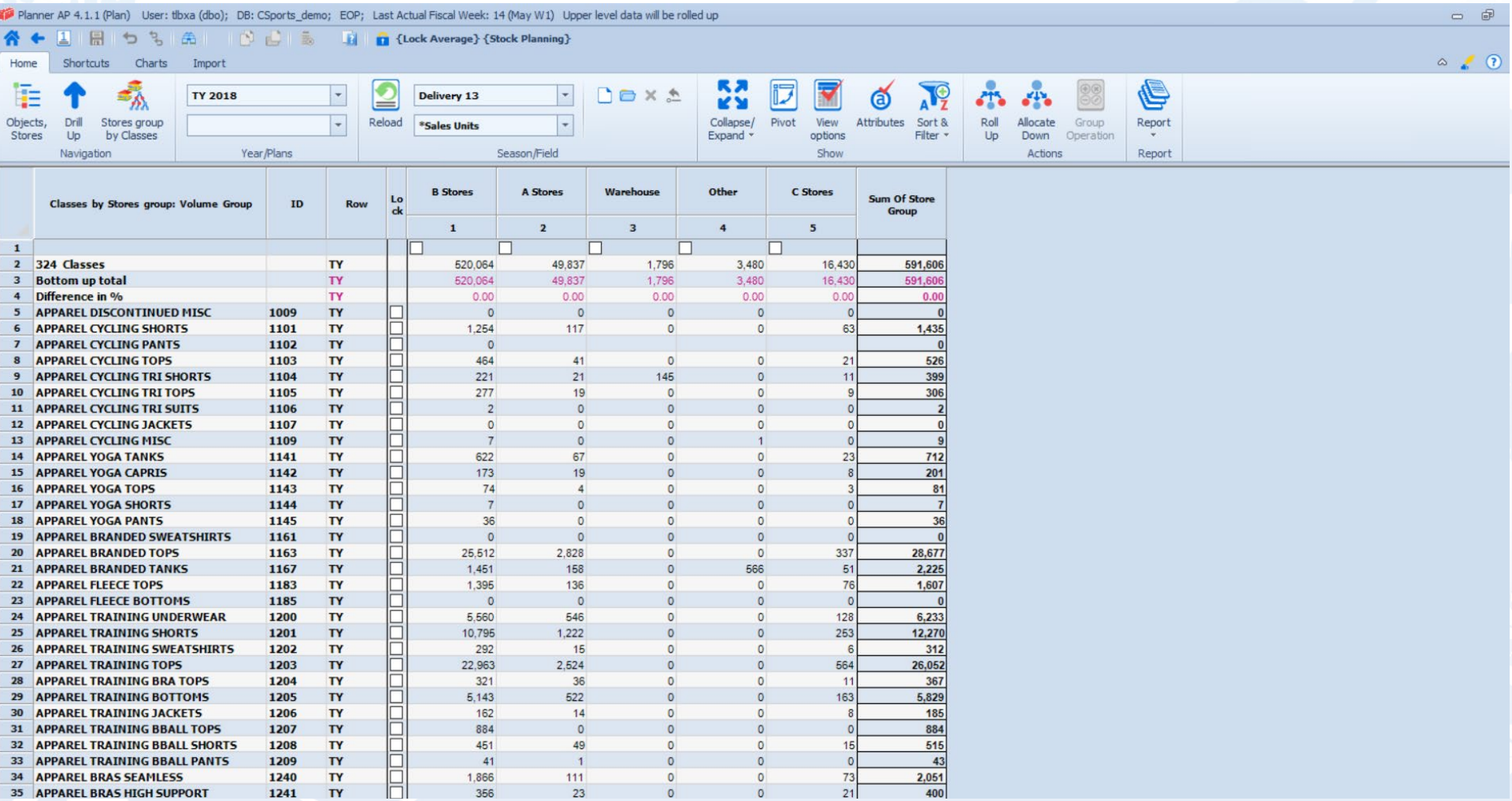
Toolbox AP: Fashion Delivery Planning



	Classes by Stores group: Volume Group	ID	Row	Lock	B Stores	A Stores	Warehouse	Other	C Stores	Sum Of Store Group
					1	2	3	4	5	
1										
2	324 Classes		TY		520,064	49,837	1,796	3,480	16,430	591,606
3	Bottom up total		TY		520,064	49,837	1,796	3,480	16,430	591,606
4	Difference in %		TY		0.00	0.00	0.00	0.00	0.00	0.00
5	APPAREL DISCONTINUED MISC	1009	TY		0	0	0	0	0	0
6	APPAREL CYCLING SHORTS	1101	TY		1,254	117	0	0	63	1,435
7	APPAREL CYCLING PANTS	1102	TY		0					0
8	APPAREL CYCLING TOPS	1103	TY		464	41	0	0	21	526
9	APPAREL CYCLING TRI SHORTS	1104	TY		221	21	145	0	11	399
10	APPAREL CYCLING TRI TOPS	1105	TY		277	19	0	0	9	306
11	APPAREL CYCLING TRI SUITS	1106	TY		2	0	0	0	0	2
12	APPAREL CYCLING JACKETS	1107	TY		0	0	0	0	0	0
13	APPAREL CYCLING MISC	1109	TY		7	0	0	1	0	9
14	APPAREL YOGA TANKS	1141	TY		622	67	0	0	23	712
15	APPAREL YOGA CAPRIS	1142	TY		173	19	0	0	8	201
16	APPAREL YOGA TOPS	1143	TY		74	4	0	0	3	81
17	APPAREL YOGA SHORTS	1144	TY		7	0	0	0	0	7
18	APPAREL YOGA PANTS	1145	TY		36	0	0	0	0	36
19	APPAREL BRANDED SWEATSHIRTS	1161	TY		0	0	0	0	0	0
20	APPAREL BRANDED TOPS	1163	TY		25,512	2,828	0	0	337	28,677
21	APPAREL BRANDED TANKS	1167	TY		1,451	158	0	566	51	2,225
22	APPAREL FLEECE TOPS	1183	TY		1,395	136	0	0	76	1,607
23	APPAREL FLEECE BOTTOMS	1185	TY		0	0	0	0	0	0
24	APPAREL TRAINING UNDERWEAR	1200	TY		5,560	546	0	0	128	6,233
25	APPAREL TRAINING SHORTS	1201	TY		10,795	1,222	0	0	253	12,270
26	APPAREL TRAINING SWEATSHIRTS	1202	TY		292	15	0	0	6	312
27	APPAREL TRAINING TOPS	1203	TY		22,963	2,524	0	0	564	26,052
28	APPAREL TRAINING BRA TOPS	1204	TY		321	36	0	0	11	367
29	APPAREL TRAINING BOTTOMS	1205	TY		5,143	522	0	0	163	5,829
30	APPAREL TRAINING JACKETS	1206	TY		162	14	0	0	8	185
31	APPAREL TRAINING BBALL TOPS	1207	TY		884	0	0	0	0	884
32	APPAREL TRAINING BBALL SHORTS	1208	TY		451	49	0	0	15	515
33	APPAREL TRAINING BBALL PANTS	1209	TY		41	1	0	0	0	43
34	APPAREL BRAS SEAMLESS	1240	TY		1,866	111	0	0	73	2,051
35	APPAREL BRAS HIGH SUPPORT	1241	TY		356	23	0	0	21	400

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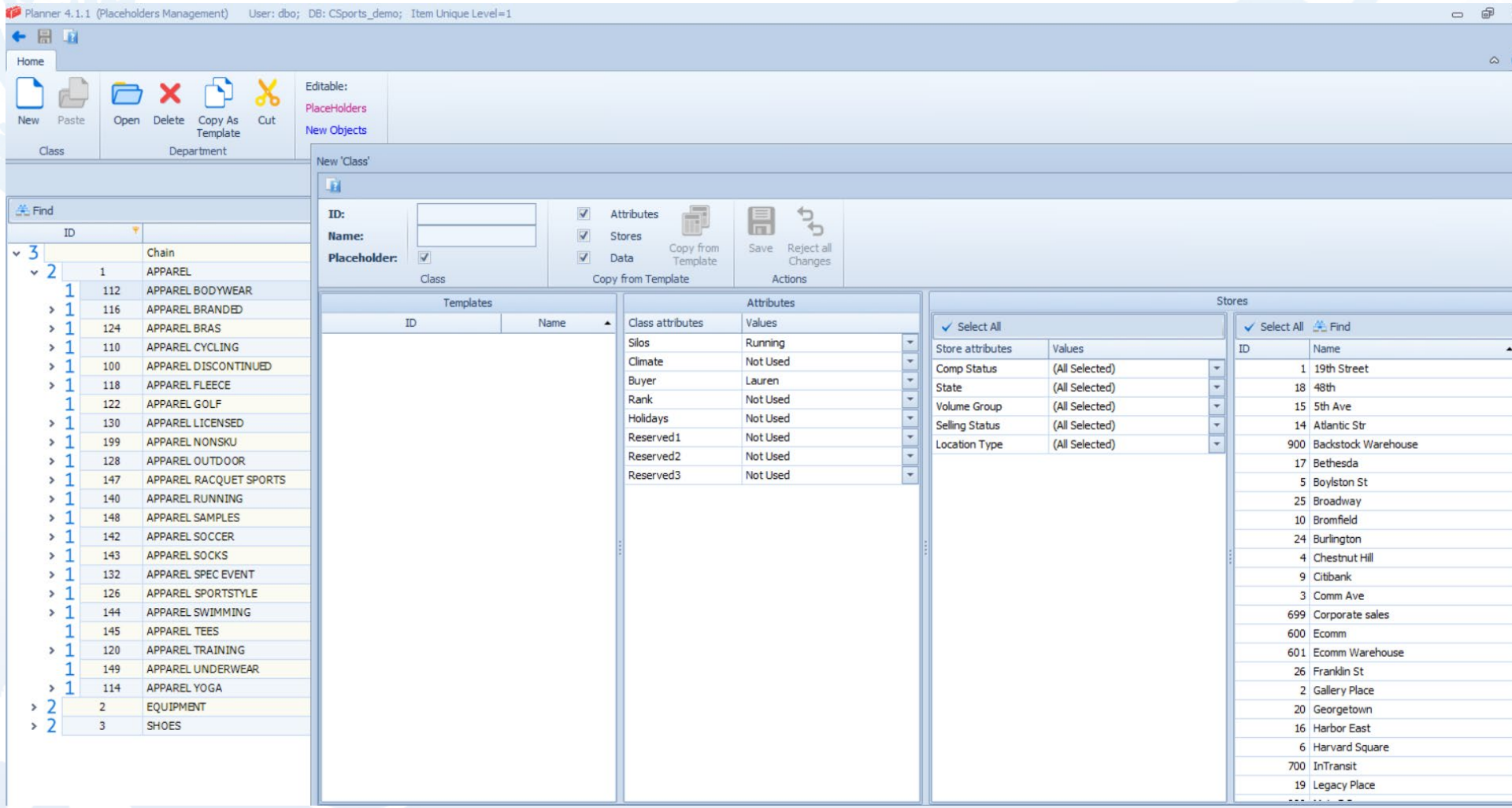
Toolbox AP: New Item Placeholder Planning



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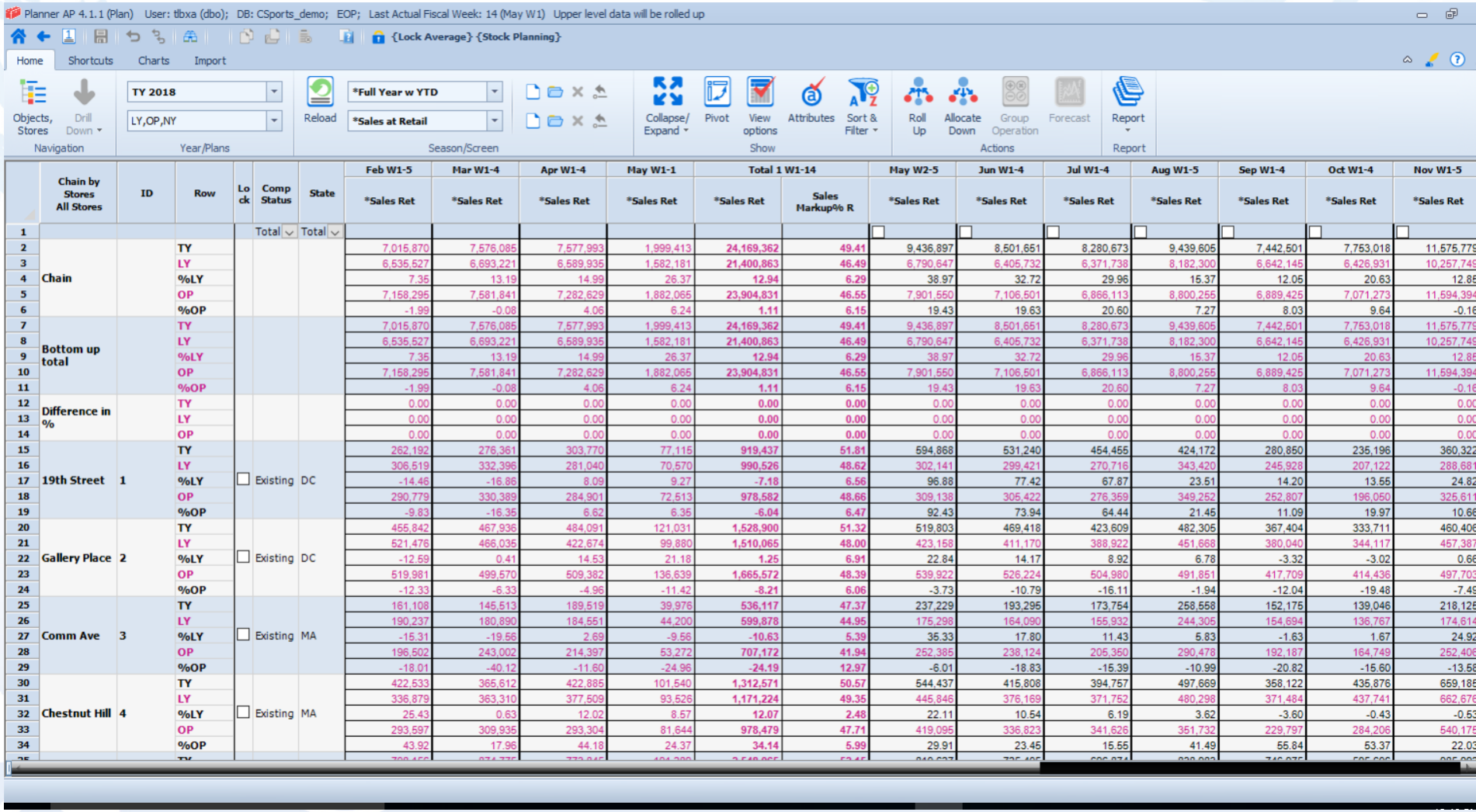
Toolbox AP: Location and Channel Planning



	Chain by Stores All Stores	ID	Row	Lock	Comp Status	State	Feb W1-5 *Sales Ret	Mar W1-4 *Sales Ret	Apr W1-4 *Sales Ret	May W1-1 *Sales Ret	Total 1 W1-14 *Sales Ret	Total 1 W1-14 Sales Markup% R	May W2-5 *Sales Ret	Jun W1-4 *Sales Ret	Jul W1-4 *Sales Ret	Aug W1-5 *Sales Ret	Sep W1-4 *Sales Ret	Oct W1-4 *Sales Ret	Nov W1-5 *Sales Ret
1					Total	Total													
2			TY				7,015,870	7,576,085	7,577,993	1,999,413	24,169,362	49.41	9,436,897	8,501,651	8,280,673	9,439,605	7,442,501	7,753,018	11,575,779
3			LY				6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	46.49	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749
4	Chain		%LY				7.35	13.19	14.99	26.37	12.94	6.29	38.97	32.72	29.96	15.37	12.05	20.63	12.85
5			OP				7,158,295	7,581,841	7,282,629	1,882,065	23,904,831	46.55	7,901,550	7,106,501	6,866,113	8,800,255	6,889,425	7,071,273	11,594,394
6			%OP				-1.99	-0.08	4.06	6.24	1.11	6.15	19.43	19.63	20.60	7.27	8.03	9.64	-0.16
7			TY				7,015,870	7,576,085	7,577,993	1,999,413	24,169,362	49.41	9,436,897	8,501,651	8,280,673	9,439,605	7,442,501	7,753,018	11,575,779
8			LY				6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	46.49	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749
9	Bottom up total		%LY				7.35	13.19	14.99	26.37	12.94	6.29	38.97	32.72	29.96	15.37	12.05	20.63	12.85
10			OP				7,158,295	7,581,841	7,282,629	1,882,065	23,904,831	46.55	7,901,550	7,106,501	6,866,113	8,800,255	6,889,425	7,071,273	11,594,394
11			%OP				-1.99	-0.08	4.06	6.24	1.11	6.15	19.43	19.63	20.60	7.27	8.03	9.64	-0.16
12			TY				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
13	Difference in %		LY				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
14			OP				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
15			TY				262,192	276,361	303,770	77,115	919,437	51.81	594,868	531,240	454,455	424,172	280,850	235,196	360,322
16			LY				306,519	332,396	281,040	70,570	990,526	48.62	302,141	299,421	270,716	343,420	245,928	207,122	288,681
17	19th Street	1	%LY	☐	Existing	DC	-14.46	-16.86	8.09	9.27	-7.18	6.56	96.88	77.42	67.87	23.51	14.20	13.55	24.82
18			OP				290,779	330,389	284,901	72,513	978,582	48.66	309,138	305,422	276,359	349,252	252,807	196,050	325,611
19			%OP				-9.83	-16.35	6.62	6.35	-6.04	6.47	92.43	73.94	64.44	21.45	11.09	19.97	10.66
20			TY				455,842	467,936	484,091	121,031	1,528,900	51.32	519,803	469,418	423,609	482,305	367,404	333,711	460,406
21			LY				521,476	466,035	422,674	99,880	1,510,065	48.00	423,158	411,170	388,922	451,668	380,040	344,117	457,387
22	Gallery Place	2	%LY	☐	Existing	DC	-12.59	0.41	14.53	21.18	1.25	6.91	22.84	14.17	8.92	6.78	-3.32	-3.02	0.66
23			OP				519,981	499,570	509,382	136,639	1,665,572	48.39	539,922	526,224	504,980	491,851	417,709	414,436	497,703
24			%OP				-12.33	-6.33	-4.96	-11.42	-8.21	6.06	-3.73	-10.79	-16.11	-1.94	-12.04	-19.48	-7.49
25			TY				161,108	145,513	189,519	39,976	536,117	47.37	237,229	193,295	173,754	258,558	152,175	139,046	218,125
26			LY				190,237	180,890	184,551	44,200	599,878	44.95	175,298	164,090	155,932	244,305	154,694	136,767	174,614
27	Comm Ave	3	%LY	☐	Existing	MA	-15.31	-19.56	2.69	-9.56	-10.63	5.39	35.33	17.80	11.43	5.83	-1.63	1.67	24.92
28			OP				196,502	243,002	214,397	53,272	707,172	41.94	252,385	238,124	205,350	290,478	192,187	164,749	252,406
29			%OP				-18.01	-40.12	-11.60	-24.96	-24.19	12.97	-6.01	-18.83	-15.39	-10.99	-20.82	-15.60	-13.58
30			TY				422,533	365,612	422,885	101,540	1,312,571	50.57	544,437	415,808	394,757	497,669	358,122	435,876	659,185
31			LY				336,879	363,310	377,509	93,526	1,171,224	49.35	445,846	376,169	371,752	480,298	371,484	437,741	662,676
32	Chestnut Hill	4	%LY	☐	Existing	MA	25.43	0.63	12.02	8.57	12.07	2.48	22.11	10.54	6.19	3.62	-3.60	-0.43	-0.53
33			OP				293,597	309,935	293,304	81,644	978,479	47.71	419,095	336,823	341,626	351,732	229,797	284,206	540,175
34			%OP				43.92	17.96	44.18	24.37	34.14	5.99	29.91	23.45	15.55	41.49	55.84	53.37	22.03

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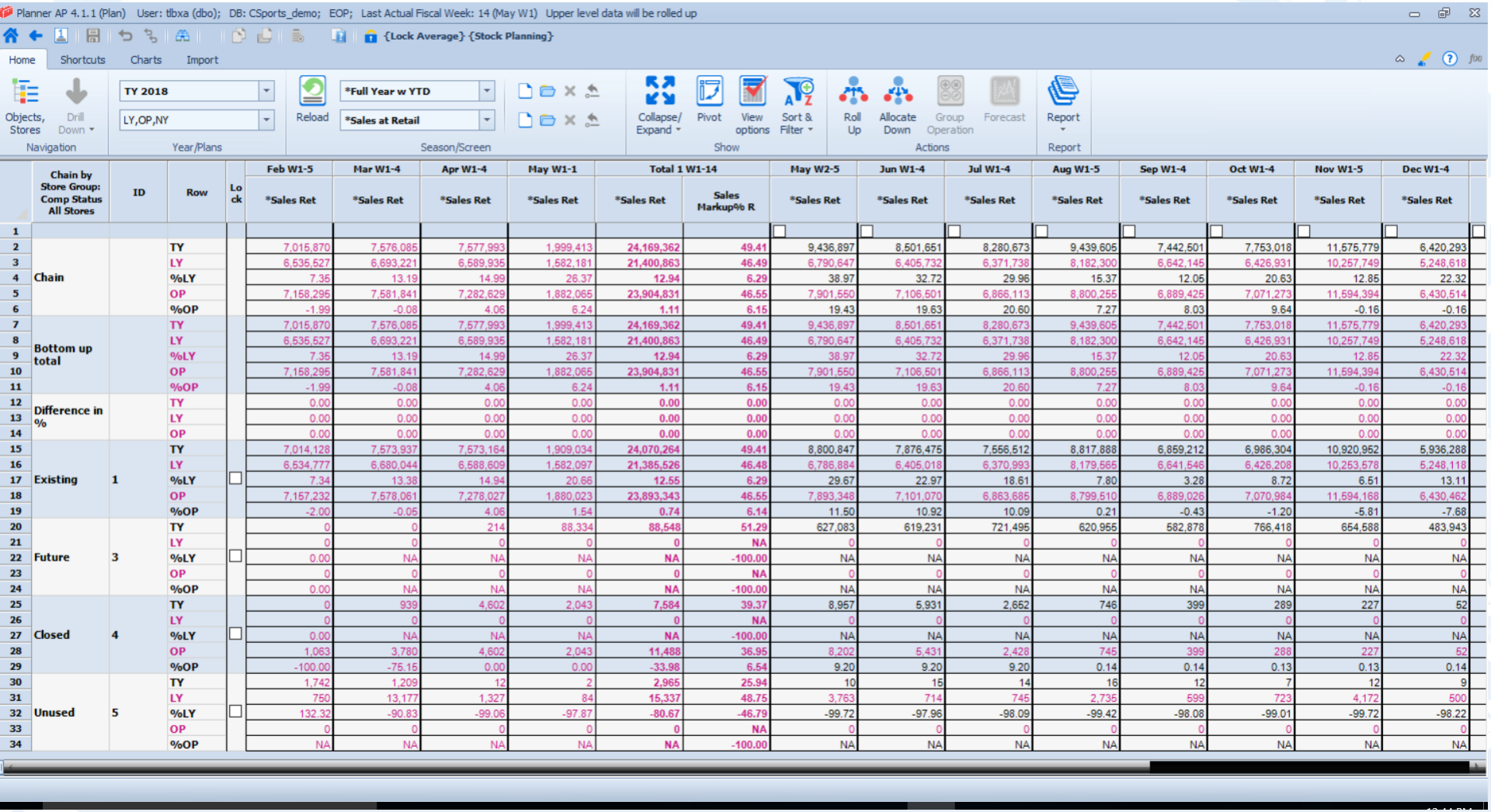
Toolbox AP: Full Comp Status/LFL Planning



	Chain by Store Group: Comp Status All Stores	ID	Row	Lock	Feb W1-5 *Sales Ret	Mar W1-4 *Sales Ret	Apr W1-4 *Sales Ret	May W1-1 *Sales Ret	Total 1 W1-14 *Sales Ret	Total 1 W1-14 Sales Markup% R	May W2-5 *Sales Ret	Jun W1-4 *Sales Ret	Jul W1-4 *Sales Ret	Aug W1-5 *Sales Ret	Sep W1-4 *Sales Ret	Oct W1-4 *Sales Ret	Nov W1-5 *Sales Ret	Dec W1-4 *Sales Ret
1																		
2			TY		7,015,870	7,576,085	7,577,993	1,999,413	24,169,362	49.41	9,436,897	8,501,651	8,280,673	9,439,605	7,442,501	7,753,018	11,575,779	6,420,293
3			LY		6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	46.49	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749	5,248,618
4	Chain		%LY		7.35	13.19	14.99	26.37	12.94	6.29	38.97	32.72	29.96	15.37	12.05	20.63	12.85	22.32
5			OP		7,158,295	7,581,841	7,282,629	1,882,065	23,904,831	46.55	7,901,550	7,106,501	6,866,113	8,800,255	6,889,425	7,071,273	11,594,394	6,430,514
6			%OP		-1.99	-0.08	4.06	6.24	1.11	6.15	19.43	19.63	20.60	7.27	8.03	9.64	-0.16	-0.16
7			TY		7,015,870	7,576,085	7,577,993	1,999,413	24,169,362	49.41	9,436,897	8,501,651	8,280,673	9,439,605	7,442,501	7,753,018	11,575,779	6,420,293
8			LY		6,535,527	6,693,221	6,589,935	1,582,181	21,400,863	46.49	6,790,647	6,405,732	6,371,738	8,182,300	6,642,145	6,426,931	10,257,749	5,248,618
9	Bottom up total		%LY		7.35	13.19	14.99	26.37	12.94	6.29	38.97	32.72	29.96	15.37	12.05	20.63	12.85	22.32
10			OP		7,158,295	7,581,841	7,282,629	1,882,065	23,904,831	46.55	7,901,550	7,106,501	6,866,113	8,800,255	6,889,425	7,071,273	11,594,394	6,430,514
11			%OP		-1.99	-0.08	4.06	6.24	1.11	6.15	19.43	19.63	20.60	7.27	8.03	9.64	-0.16	-0.16
12			TY		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	0.00
13	Difference in %		LY		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	0.00
14			OP		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	0.00
15			TY		7,014,128	7,573,937	7,573,164	1,909,034	24,070,264	49.41	8,800,847	7,876,475	7,556,512	8,817,888	6,859,212	6,986,304	10,920,952	5,936,288
16			LY		6,534,777	6,680,044	6,588,609	1,582,097	21,385,526	46.48	6,786,884	6,405,018	6,370,993	8,179,565	6,641,546	6,426,208	10,253,578	5,248,118
17	Existing	1	%LY	☐	7.34	13.38	14.94	20.66	12.55	6.29	29.67	22.97	18.61	7.80	3.28	8.72	6.51	13.11
18			OP		7,157,232	7,578,061	7,278,027	1,880,023	23,893,343	46.55	7,893,348	7,101,070	6,863,685	8,799,510	6,889,026	7,070,984	11,594,168	6,430,462
19			%OP		-2.00	-0.05	4.06	1.54	0.74	6.14	11.50	10.92	10.09	0.21	-0.43	-1.20	-5.81	-7.68
20			TY		0	0	214	88,334	88,548	51.29	627,083	619,231	721,495	620,955	582,878	766,418	654,588	483,943
21			LY		0	0	0	0	0	NA	0	0	0	0	0	0	0	0
22	Future	3	%LY	☐	0.00	NA	NA	NA	NA	-100.00	NA	NA	NA	NA	NA	NA	NA	NA
23			OP		0	0	0	0	0	NA	0	0	0	0	0	0	0	0
24			%OP		0.00	NA	NA	NA	NA	-100.00	NA	NA	NA	NA	NA	NA	NA	NA
25			TY		0	939	4,602	2,043	7,584	39.37	8,957	5,931	2,652	746	399	289	227	52
26			LY		0	0	0	0	0	NA	0	0	0	0	0	0	0	0
27	Closed	4	%LY	☐	0.00	NA	NA	NA	NA	-100.00	NA	NA	NA	NA	NA	NA	NA	NA
28			OP		1,063	3,780	4,602	2,043	11,488	36.95	8,202	5,431	2,428	745	399	288	227	52
29			%OP		-100.00	-75.15	0.00	0.00	-33.98	6.54	9.20	9.20	9.20	0.14	0.14	0.13	0.13	0.14
30			TY		1,742	1,209	12	2	2,965	25.94	10	15	14	16	12	7	12	9
31			LY		750	13,177	1,327	84	15,337	48.75	3,763	714	745	2,735	599	723	4,172	500
32	Unused	5	%LY	☐	132.32	-90.83	-99.06	-97.87	-80.67	-46.79	-99.72	-97.96	-98.09	-99.42	-98.08	-99.01	-99.72	-98.22
33			OP		0	0	0	0	0	NA	0	0	0	0	0	0	0	0
34			%OP		NA	NA	NA	NA	NA	-100.00	NA	NA	NA	NA	NA	NA	NA	NA

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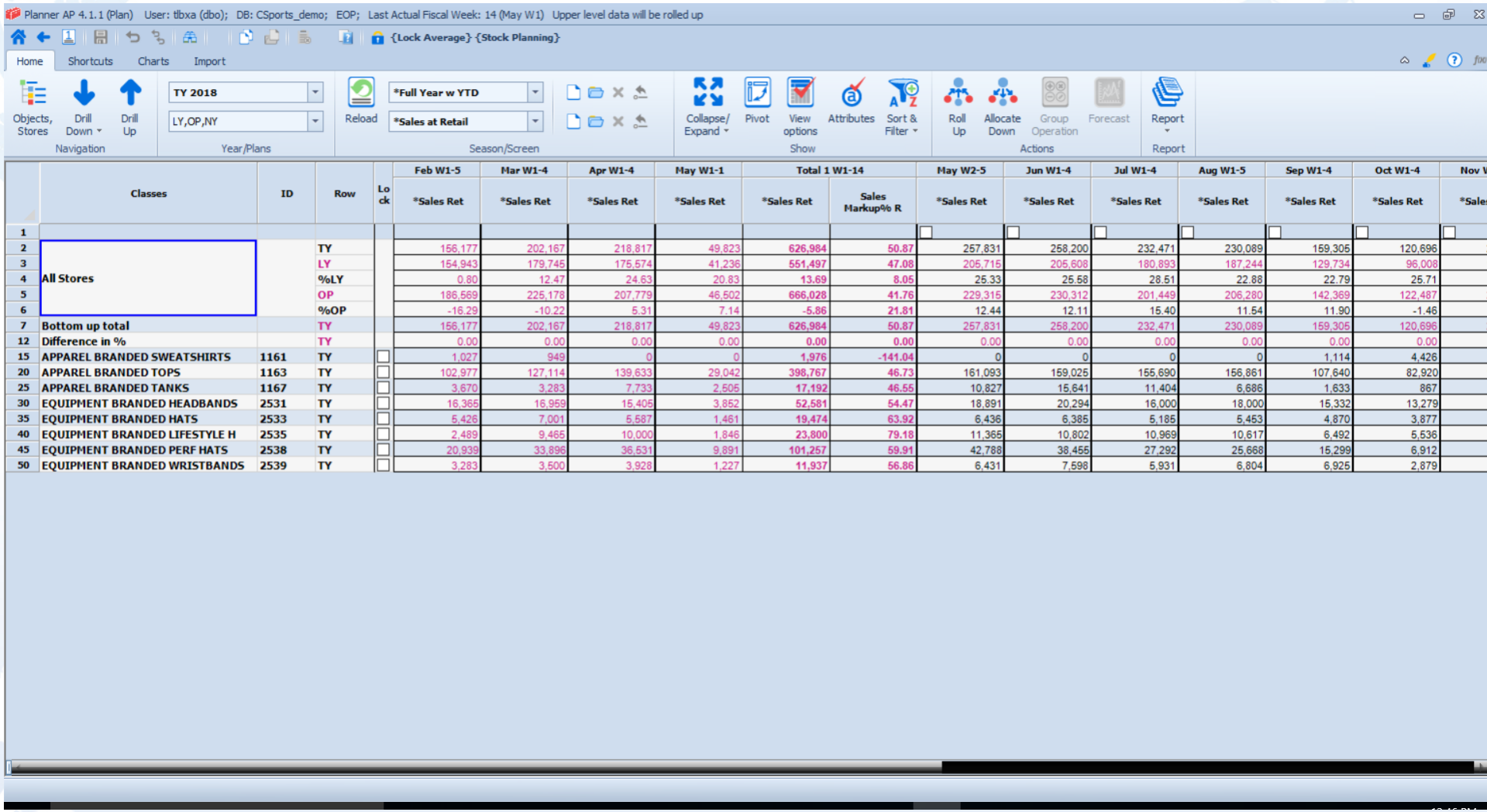
Toolbox AP: Collection and Theme Planning



	Classes	ID	Row	Lock	Feb W1-5	Mar W1-4	Apr W1-4	May W1-1	Total 1 W1-14		May W2-5	Jun W1-4	Jul W1-4	Aug W1-5	Sep W1-4	Oct W1-4	Nov W
					*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	Sales Markup% R	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales
1																	
2	All Stores		TY		156,177	202,167	218,817	49,823	626,984	50.87	257,831	258,200	232,471	230,089	159,305	120,696	
3			LY		154,943	179,745	175,574	41,236	551,497	47.08	205,715	205,608	180,893	187,244	129,734	96,008	
4			%LY		0.80	12.47	24.63	20.83	13.69	8.05	25.33	25.58	28.51	22.88	22.79	25.71	
5			OP		186,569	225,178	207,779	46,502	666,028	41.76	229,315	230,312	201,449	206,280	142,369	122,487	
6			%OP		-16.29	-10.22	5.31	7.14	-5.86	21.81	12.44	12.11	15.40	11.54	11.90	-1.46	
7	Bottom up total		TY		156,177	202,167	218,817	49,823	626,984	50.87	257,831	258,200	232,471	230,089	159,305	120,696	
12	Difference in %		TY		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
15	APPAREL BRANDED SWEATSHIRTS	1161	TY		1,027	949	0	0	1,976	-141.04	0	0	0	0	1,114	4,426	
20	APPAREL BRANDED TOPS	1163	TY		102,977	127,114	139,633	29,042	398,767	46.73	161,093	159,025	155,690	156,861	107,640	82,920	
25	APPAREL BRANDED TANKS	1167	TY		3,670	3,283	7,733	2,505	17,192	46.55	10,827	15,641	11,404	6,686	1,633	867	
30	EQUIPMENT BRANDED HEADBANDS	2531	TY		16,365	16,959	15,405	3,852	52,581	54.47	18,891	20,294	16,000	18,000	15,332	13,279	
35	EQUIPMENT BRANDED HATS	2533	TY		5,426	7,001	5,587	1,461	19,474	63.92	6,436	6,385	5,185	5,453	4,870	3,877	
40	EQUIPMENT BRANDED LIFESTYLE H	2535	TY		2,489	9,465	10,000	1,846	23,800	79.18	11,365	10,802	10,969	10,617	6,492	5,536	
45	EQUIPMENT BRANDED PERF HATS	2538	TY		20,939	33,896	36,531	9,891	101,257	59.91	42,788	38,455	27,292	25,668	15,299	6,912	
50	EQUIPMENT BRANDED WRISTBANDS	2539	TY		3,283	3,500	3,928	1,227	11,937	56.86	6,431	7,598	5,931	6,804	6,925	2,879	

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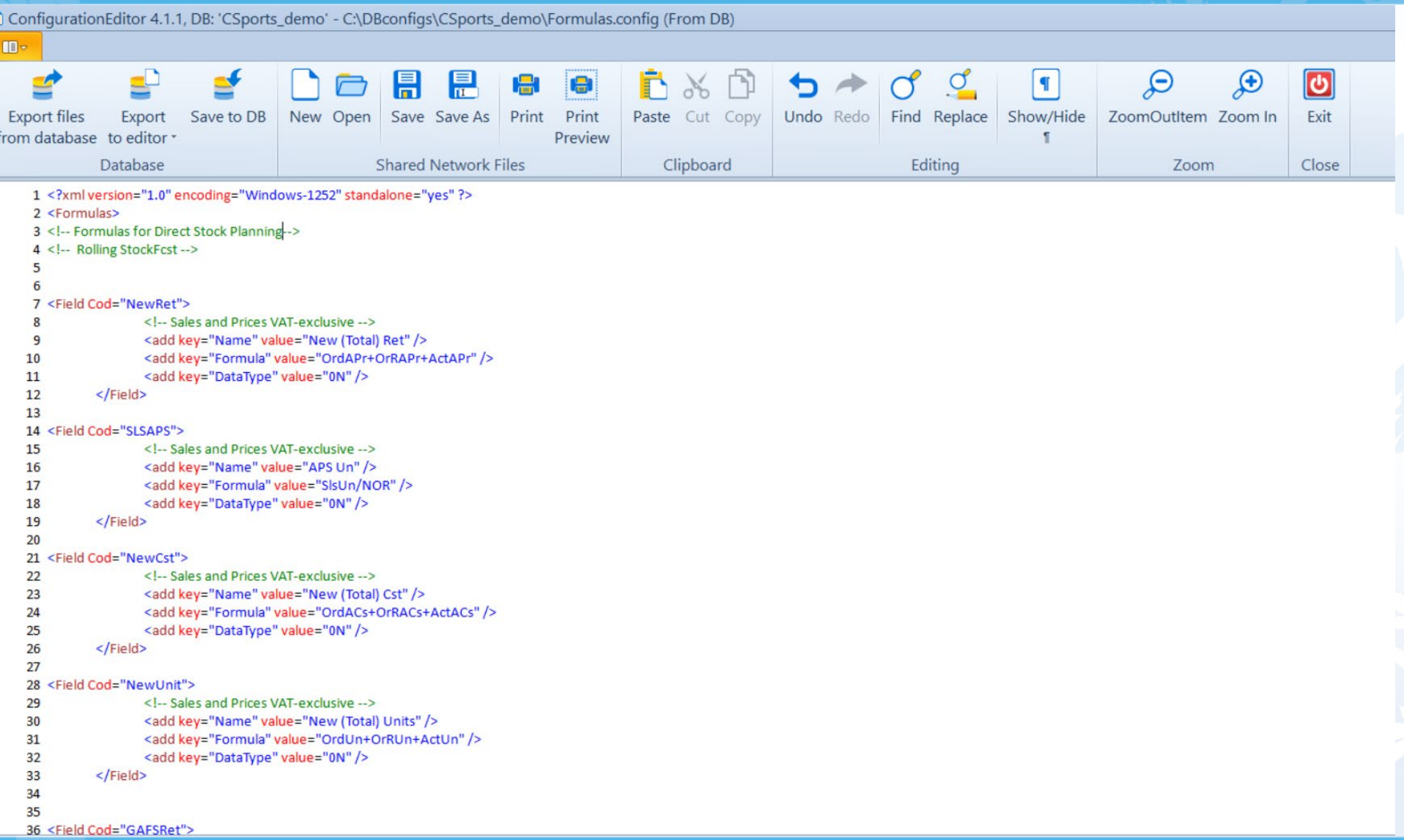
Toolbox AP: Open XML-based Formulas



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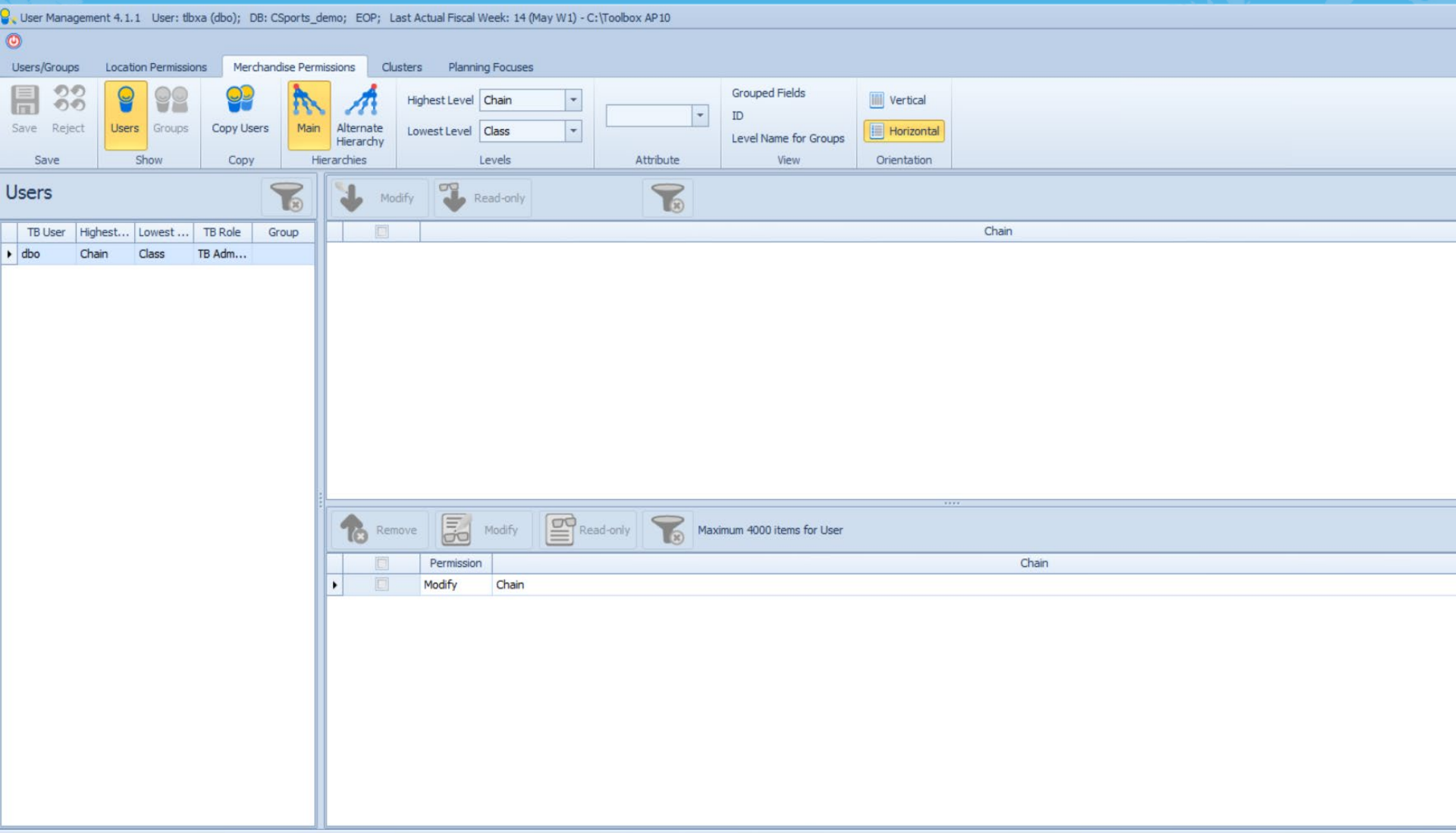
Toolbox AP: Complete set of Admin tools



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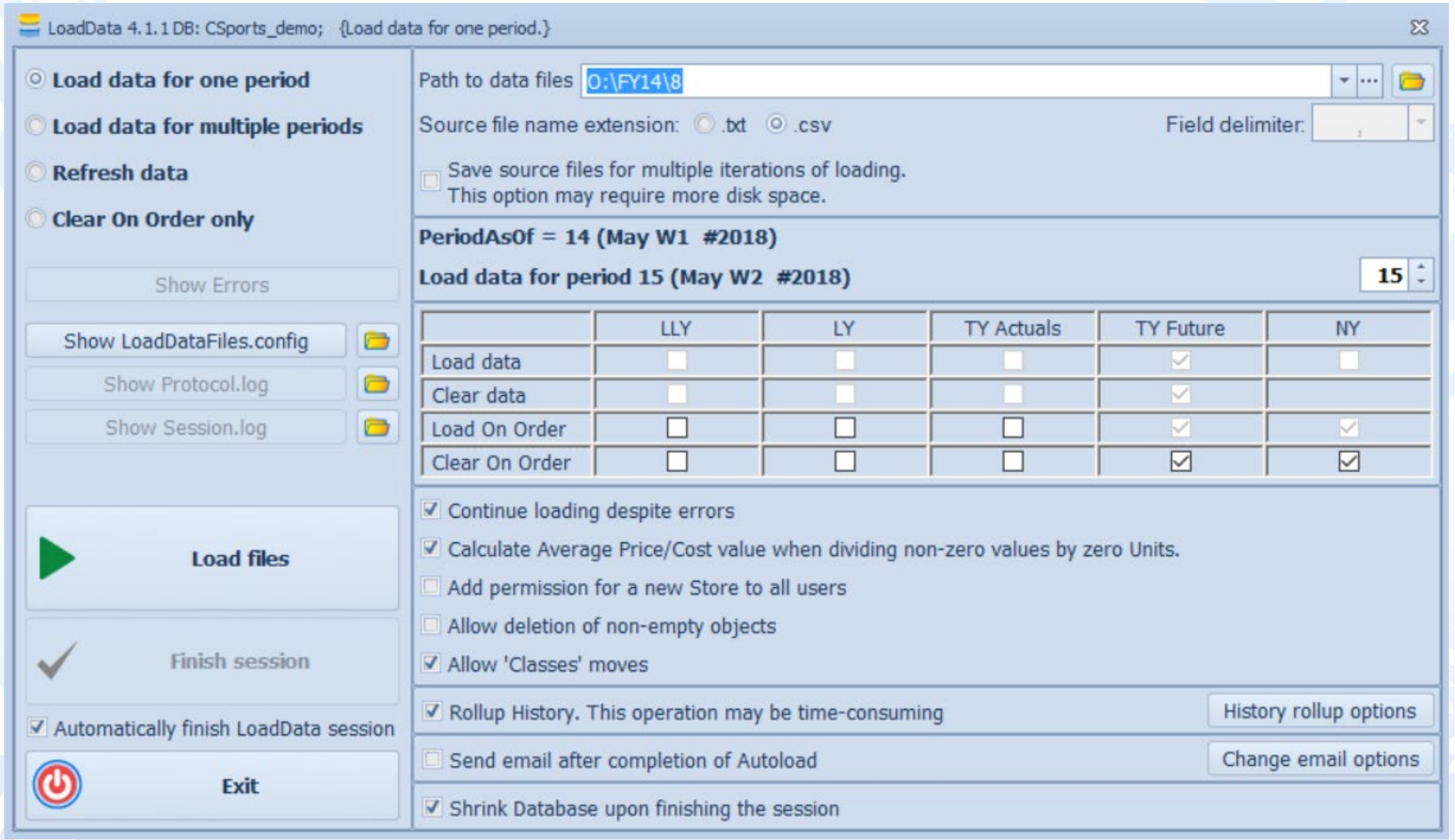
Toolbox AP: Data Loading & Validation



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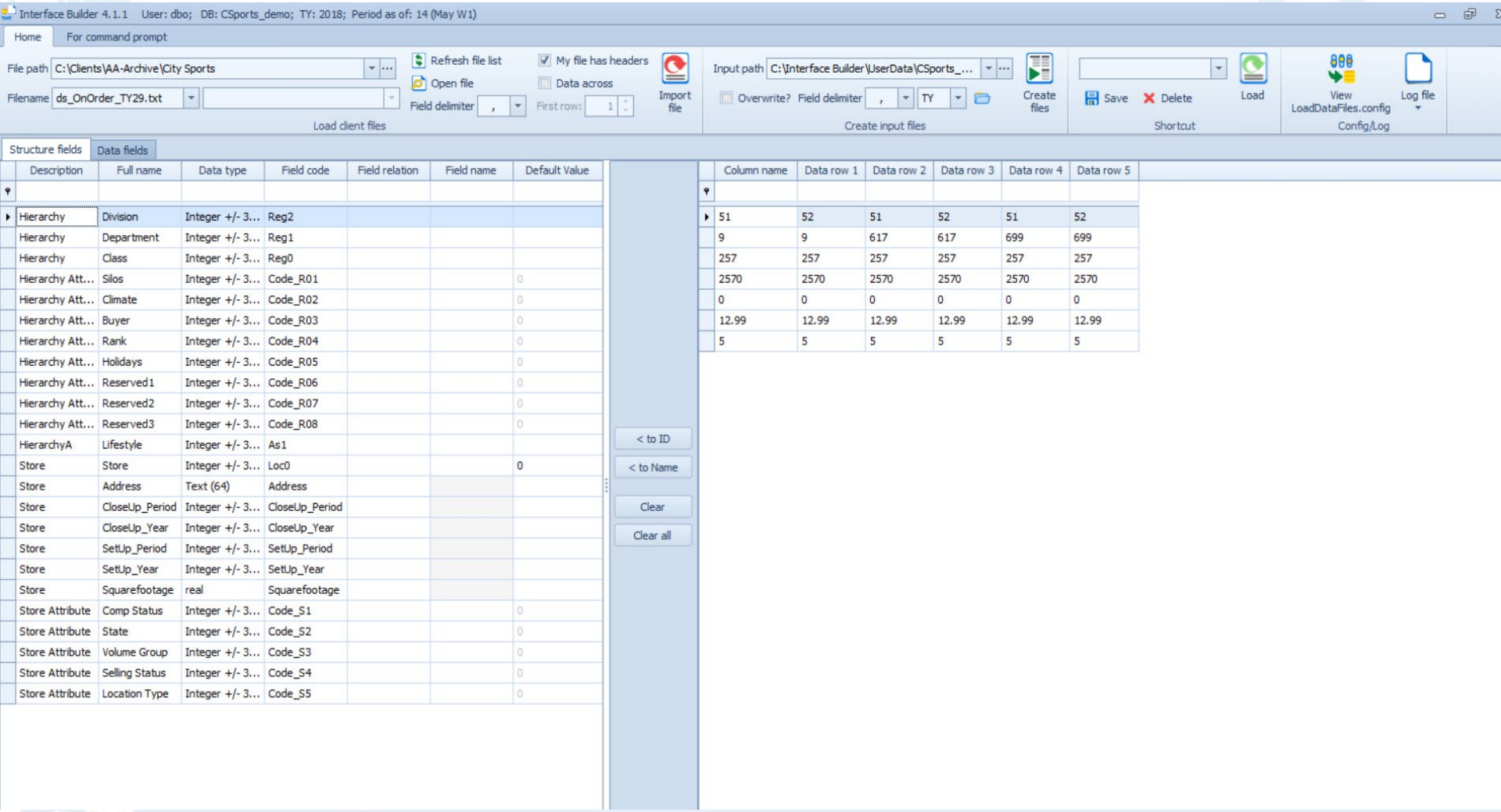
Toolbox AP: Mapping-based Data Connector



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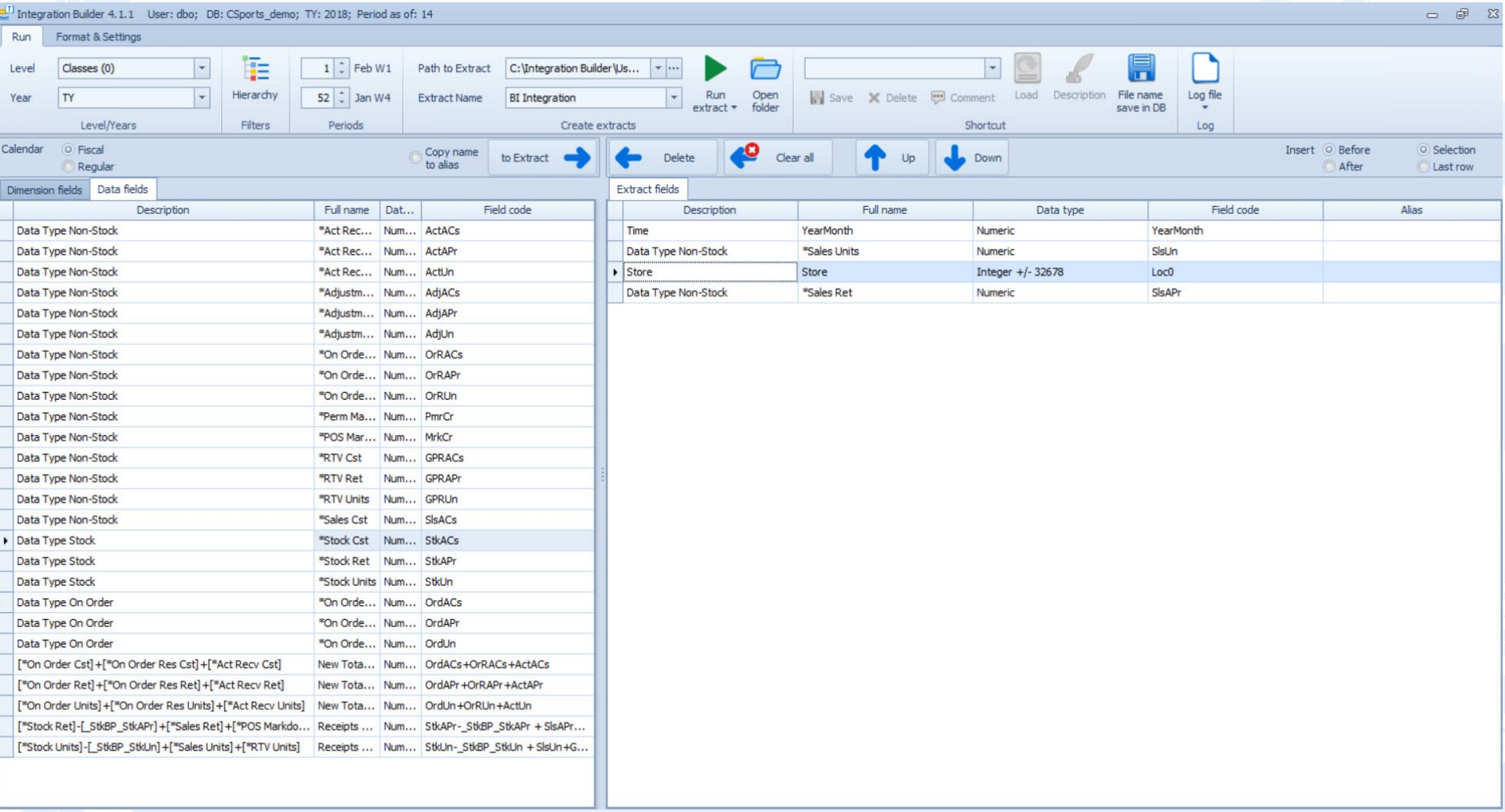
Toolbox AP: BI Integration mapping tools



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