

# Integrated retail forecasting, allocation and replenishment

## DXC Merchandise Planning and Execution Suite for Microsoft Dynamics

Get your products in the right place at the right time  
for the right price.

### Benefits

- Enhanced, more accurate forecasting
- Improved accuracy of allocation modeling
- Reduced inefficiencies in the end-to-end business processes
- Increased sales/margins through optimized inventory and pricing



The success of a retail business hinges on accurate forecasting and inventory planning that meets customer demands at the right time and place. The DXC Merchandise Planning and Execution Suite for Microsoft Dynamics will help to do just that by delivering visibility into critical data needed to make better, faster decisions.

DXC Merchandise Planning and Execution provides functionality for all stages of merchandising — from budget planning and demand forecasting to purchase planning, allocation and replenishment. The demand-driven solution is designed to let you plan assortments, optimize product allocation, develop effective pricing and mark-down strategies for faster sell-through and accurately

replenish inventory — all to reduce operating costs and increase sales. DXC Merchandise Planning and Execution is available on-premises and in the cloud.

The solution combines three core modules including:

- Planning and Open-to-Buy Budget
- Purchase Planning and Allocation
- Product Forecasting and Replenishment

## Planning and Open-to-Buy Budget

The DXC Planning and Open-to-Buy Budget module provides the ability to increase financial control by enabling merchandise planners to better manage inventory investment through the development and refinement of open-to-buy plans. Using historical sales data, you have the flexibility to create budgets at your required level, such as category and retail channel and for your required periods. Open-to-buy budgets are then tracked against actual purchases and sales.

### Key functionality:

- Planning for sales, margin and spend by category/store
- Historical data and comparisons
- Ability to lock in budgets together with periodic re-plans
- Links to the buy plan for validation

## Purchase Planning and Allocation

The DXC Purchase Planning and Allocation module provides the core functionality to execute the purchasing and allocation phase of your global merchandise plan. It allows merchandise planners to build purchase orders to fulfill the plan; then buy and allocate inventory to different stores or warehouses using built-in business logic that includes store grading and allocation modeling, historical sales and external factors such as climate and culture. Buy plans are created and validated directly from an open-to-buy budget. Products and variants can be selected in real time, allowing for the planning of multiple products at the same time.



### Key functionality:

- Store grading and allocation modeling
- Buy plan management
- Purchasing: Pre-order and purchase order (PO) generation
- Allocations
- Mark-down sales

## Product Forecasting and Replenishment

The DXC Product Forecasting and Replenishment module simplifies the projections of demand estimates using your pre-defined retail cycles. Providing insight into historical sales data of specific products or categories, this module allows you to plan for sufficient inventory replenishment. Within each retail period, simple logic is employed to predict stock-on-hand figures for stores and replenishment warehouses. Current and past performance data is used to calculate forecast sales. Variance percentage as well as store and distribution center forward coverage can also be incorporated to manipulate forecast amounts that ensure the desired product coverage at the right place and the right time.

### Key functionality:

- Product forecasting based on performance data
- Variance percentages
- Store and warehouse forward coverage
- Replenishment

## Flexible, scalable retail planning solutions to fit your needs

Your business is unique, so don't settle for a one-size-fits-all solution. The DXC Merchandise Planning and Execution Suite is a highly scalable solution that grows with your business. Integrated with your Microsoft Dynamics solution, you can select components of the suite or implement the entire solution. Flexible deployment options allow you to implement your solution on-premises, in the cloud or a combination of both.

**Next steps**

Whether your business is growing, expanding into new markets, or replacing outdated systems, DXC Eclipse provides the business solutions, industry knowledge and implementation expertise you need to help you connect and optimize your retail technology and processes — transforming your business for continued success.

Speak to us today to learn more about retail solutions and find out how our integrated retail solutions are delivering true omni-channel retailing with mobile point of sale (POS), full e-commerce, merchandising, retail warehouse management and logistics and the highest level of customer service. Let us help guide your digital transformation journey.

**Why DXC Eclipse?**

DXC Eclipse, a practice within DXC Technology, helps enterprise and mid-market companies accelerate digital transformation, solve business challenges and deliver intelligent solutions that make a difference for clients, employees and partners. We believe in delivering expertise, project transparency and excellent customer service in every engagement.

With team members in North America, EMEA, Asia and Australia-New Zealand, we are uniquely positioned to deliver Microsoft Dynamics 365, ERP, CRM, business process, analytics and collaboration solutions to clients across the globe. The largest independent Microsoft Dynamics partner in the world, DXC Eclipse serves more than 4,000 clients across multiple industries. Our practice delivers services and solutions that positively impact our world today and into the future.

**About DXC Technology**

DXC Technology (DXC: NYSE) is the world's leading independent, end-to-end IT services company, serving nearly 6,000 private and public-sector clients from a diverse array of industries across 70 countries. The company's technology independence, global talent and extensive partner network deliver transformative digital offerings and solutions that help clients harness the power of innovation to thrive on change. DXC Technology is recognized among the best corporate citizens globally. For more information, visit [www.dxc.technology](http://www.dxc.technology).