

# Avanade Advanced Store Replenishment User Guide

## Dynamics 365 for Finance and Operations



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## Document Information

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## 1 Introduction

The 'Advanced Store Replenishment' asset for Dynamics 365 For Finance & Operations is a development, enriching solution for retail.

This document provides detailed information on how to configure and use the tools included in the new asset

## 2 Audience

This document's audience is end users, typically employees from the Retail department of an organization wishing to learn about the Avanade advanced store replenishment feature. Additionally, the audience includes end users typically store and category managers.

## 3 Overview

In the current retail process, it is very essential for a retailer that he needs to maintain adequate stocking levels in their stores to satisfy the demands of the customers. For many items in the assortment of the store, these demand patterns are predictable based on the sales run rate of the store and the seasonal patterns of the item and the store. With a large number of items in the assortment, automated tools are needed to generate suggested replenishment based on these prediction factors. There are exceptions to these patterns that will occur from time to time that requires an informed human reviewer. Sometimes the exceptions are due to stock-outs, promotions, new item introduction, existing item discontinuation, and other anomalous events that are not predictable.

The Advanced store replenishment engine, will do two essential tasks to calculate the sales forecasted quantity per item and store and show the suggested procured quantity for provisioning period.

- (1) **Calculation Processes** – The Weighted Corrected Average Sales, Day of Week coefficients, and Seasonal coefficients are calculated by summarizing historical sales transactions
- (2) **Replenishment Order Process** – Before an order quantity can be determined, the forecast for each day of the provisioning period needs to be calculated. To support this calculation the Weekly Trend coefficient (CTSA) needs to be calculated. The forecast calculation also uses several other coefficients that were calculated during the calculation process or are manually maintained.

The Avanade advanced store replenishment feature is designed to maintain adequate stocking levels in the stores to satisfy the demands of the customers by timely replenishment.

The Avanade advanced store replenishment feature is an extension over the standard Retail module in standard Dynamics 365 For Finance & Operations.

## 4 Deployment and maintenance

To deploy the Advanced store replenishment feature, it is necessary to make a complete installation of this feature. A model file having business logic and label information in US English will be delivered with an installation procedure.

The Avanade Global ERP Engineering team will be in charge of Avanade assets maintenance according to our existing process. If this asset pack was released with an SLA, the following has changed.

- The team will support the project teams and if necessary, supply them with code patches and an installation procedure.
- The project teams are in charge of installing patches and must make sure that they are compatible with customer specific developments, if there are any.
- We request that bug fixes made in the field be sent back to the Global ERP Engineering team for inclusion in a maintenance release.
- We request that Enhancements made in the field be sent to the Global ERP Engineering team to be included in a future release.
- Based on availability, the Solution Engineering team is available to help make enhancements to assets for your customer. The only way this is possible, is if Avanade maintains the IP ownership of the enhancement.

## 5 Advanced Store Replenishment

### 5.1 Introduction

It is very difficult for the retailer to maintain adequate stocking levels to satisfy the demand of customers. There are exceptions to the demand pattern that will occur from time to time thus requires an informed human reviewer. Sometimes these exceptions are due to stock-outs, promotions, new item introduction, existing item discontinuation, and other anomalous events that are not predictable. The retail replenishment system helps in predicting the demand pattern and maintain adequate stocking level.

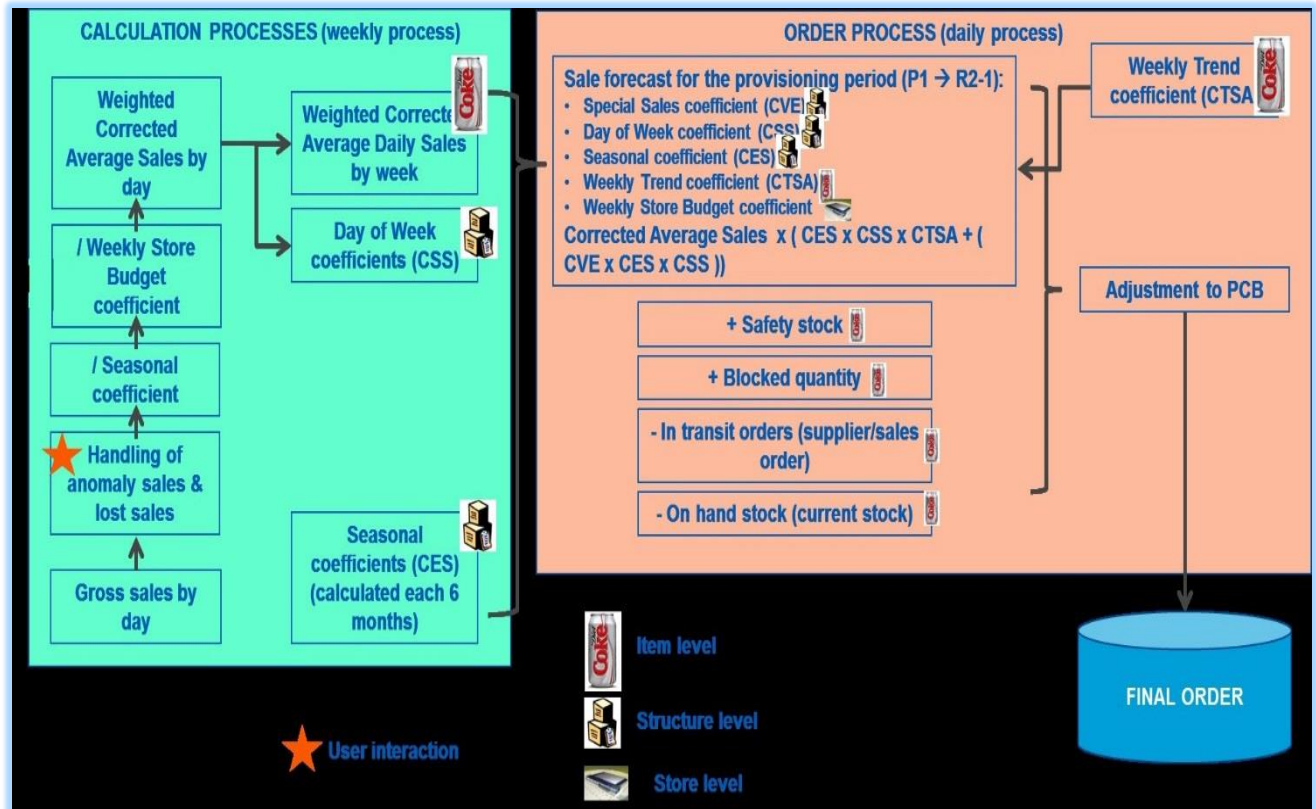
The 'Advanced store replenishment' asset helps the retailer to forecast the sales quantity of each product per day by store based on the sales history, also help to find suggest the correct order quantity. And creates Purchase order and invoiced automatically.

The Avanade advanced store replenishment feature is designed to maintain adequate stocking levels in the stores to satisfy the demands of the customers by timely replenishment.

The Avanade advanced store replenishment feature is an extension over the standard Retail module in standard Dynamics 365 For Finance & Operations.

#### Capabilities of Advanced store replenishment

- Ability to calculate Corrected average sales per item by store
- Ability to calculate all coefficients like Seasonal, Day of week, Special and weekly trend coefficients
- Ability to calculate Safety stock, Sale forecasts limiter, Adjustment to order multiples and item topology
- Ability to calculate the Sales feasting quantity per day and per provisioning period
- Ability to calculate and arrive the corrected suggested order quantity per item for provisioning period, before the procurement.
- Ability to Order the PO automatically and manually.



## 5.2 Pre-requisites and Assumptions

There are few pre-requisites which needs to be done before using the system

1. Retail Products creation in Released products List page/Define all setups like Inventory Unit, Purchase unit, Sales Unit, Item model group, Inventory model group, Site, Warehouse, Creating Unit conversions, define Purchase trade agreement, Item Inventory/Purchase and sales prices etc. and all other inventory dimensions as per Standard Dynamics 365 For Finance & Operations.
2. Create Vendors accounts in the All Vendors form with all required setups as per Standard Dynamics 365 For Finance & Operations.
3. Define the setups Site, Warehouses and Purchase multiple value on Site specific order settings form & Default order settings form
4. Retail product hierarchy should be created for Retail products
5. Assortments should be created and assigned to the stores.
6. Sales history exists by store by item by day for sufficient number of days included in the calculation date ranges.
7. Sales history will be fed to the Dynamics 365 For Finance & Operations system through POS transactions so that full fidelity of data and proper creation of transactions in other journals with the proper financial dimensions are populated.



8. There will be a one to one relationship between Stores and Site/Warehouse in the configuration of a Store. A Site/Warehouse can be assigned to one Stores. In other words, a Site/Warehouse cannot be assigned to multiple Stores.
9. Transfers between site/warehouse locations will not be used and will not be included in the "Ordered by Not Received" calculations for determining the new order amounts.
10. Unreleased products can't be considered for any coefficients calculation and exclude from Replenishment order process.

### 5.3 Key Personas/Roles

The following key personas/ Roles will be involved in the setup and usage of this feature in Dynamics 365 For Finance & Operations.

- Retail merchandising manager
- Retail store manager
- Purchasing Manager
- Stores Assistant
- Purchasing agent

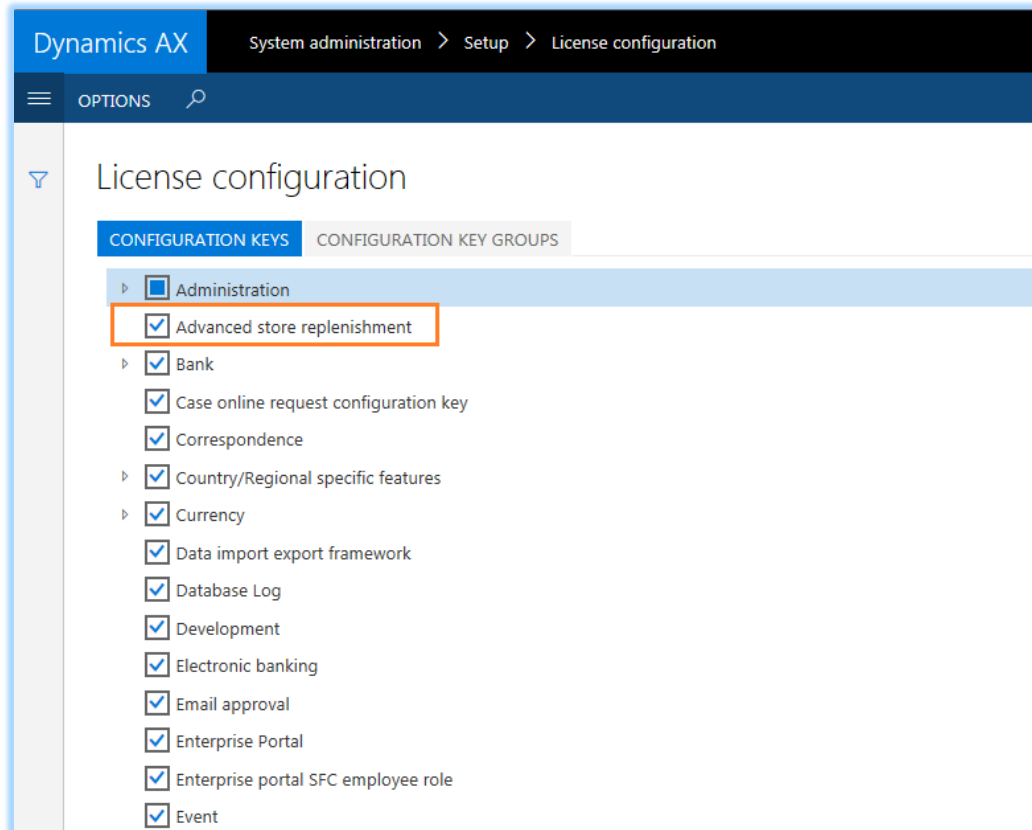
### 5.4 Advanced Store Replenishment Setup

#### 5.4.1 Configuration Setup

Advanced Store replenishment feature use can be controlled for an installation at multiple stages. Setups related to the same should be done correctly to make the feature ready for use. Below are the setups which can be followed for the same:

A new configuration key is provided in the license configuration to enable/disable the 'Avanade Advance Store Replenishment' feature for an installation. The configuration key 'Advanced store Replenishment' as shown below should be marked to make the asset work.

Once the configuration key is marked in the license configuration, field 'Avanade Advanced store replenishment' should be marked to make the asset work for the selected legal entity. For a legal entity by default the checkbox comes as blank.



Path: System Administration → Setup → License Configuration

#### 5.4.2 Advanced Store Replenishment asset menu items.

With Avanade Advanced Store Replenishment Asset implemented, all the menu items for the Advance store replenishment asset are visible to the user of every legal entity in the following sections.

a) **Retail and commerce→Advanced store replenishment section**

The screenshot displays the Dynamics AX user interface. On the left, the 'Retail and commerce' module is highlighted in the navigation pane. The main content area is titled 'Category and product management' and lists various sub-items such as 'Products by category', 'Released products by category', 'Product kits', 'Released product kits', 'Kit orders', 'Product images', 'Product categories', 'Supplemental product categories', 'Channel navigation categories', 'Category images', 'Variant groups', 'Vendor catalog import', 'Mass update worksheet', 'Catalogs and assortments', 'Pricing and discounts', 'Channels', 'Employees', 'Customers', 'Inventory management', 'Continuity', 'Retail IT', and 'Inquiries and reports'. On the right, a pane titled 'Advanced store replenishment' is visible, containing a list of tasks: 'AVA Advanced store replenishment orders', 'Periodic' (with sub-tasks like 'Seasonal coefficient', 'Calculate all seasonal coefficient profiles', 'Special sales coefficient', 'Day of week coefficient', 'Calculate all day of week coefficient profiles', 'Store weekly turnover budget coefficient', 'Corrected average sales', 'Weekly trend coefficient', 'Automatic order confirmation', 'Calculate item topology', 'Identify item stockout', 'Cleanup replenishment order history', and 'Push Assortments to Advanced replenishment parameters').

## b) Retail→ Headquarters setup section

**Dynamics AX**

- ▲ Favorites
  - Batch jobs
- ▶ Recent
- ▶ Workspaces
- ▲ Modules
  - Accounts payable
  - Accounts receivable
  - Audit workbench
  - Budgeting
  - Cash and bank management
  - Common
  - Consolidations
  - Cost management
  - Credit and collections
  - Demo data
  - Expense management
  - Fixed assets
  - Fleet management
  - General ledger
  - Human resources
  - Inventory management
  - Master planning
  - Organization administration
  - Payroll
  - Procurement and sourcing
  - Product information management
  - Production control
  - Project management and accounting
  - Questionnaire
  - Retail and commerce**
  - Sales and marketing
  - Service management

**Headquarters setup**

- Retail workflows
- Retail Email notification profile
- ▲ Parameters
  - Retail parameters
  - Retail scheduler parameters
  - Retail shared parameters
- ▶ Retail scheduler
  - Set up data
- ▲ Advanced store replenishment
  - Blocked quantity setup
  - Anomalous sales setup
  - Segment calendar
  - Safety stock coverage and filling rates
  - Item exclusion for replenishment

**Advanced store replenishment**

AVA Advanced store replenishment orders

▲ Periodic

- Seasonal coefficient
- Calculate all seasonal coefficient profiles
- Special sales coefficient
- Day of week coefficient
- Calculate all day of week coefficient profiles
- Store weekly turnover budget coefficient
- Corrected average sales
- Weekly trend coefficient
- Automatic order confirmation
- Calculate item topology
- Identify item stockout
- Cleanup replenishment order history
- Push Assortments to Advanced replenishment parameters

## c) Retail→ Periodic section

**Dynamics AX**

- ▲ Favorites
  - Batch Jobs
- ▶ Recent
- ▶ Workspaces
- ▲ Modules
  - Accounts payable
  - Accounts receivable
  - Audit workbench
  - Budgeting
  - Cash and bank management
  - Common
  - Consolidations
  - Cost management
  - Credit and collections
  - Demo data
  - Expense management
  - Fixed assets
  - Fleet management
  - General ledger
  - Human resources
  - Inventory management
  - Master planning
  - Organization administration
  - Payroll
  - Procurement and sourcing
  - Product information management
  - Production control
  - Project management and accounting
  - Questionnaire
  - Retail and commerce**
  - Sales and marketing
  - Service management

▶ Products and categories

▶ Catalogs and assortments

▶ Pricing and discounts

▶ Channels

▶ Employees

▶ Customers

▶ Inventory management

▶ Continuity

▶ Retail IT

▶ Inquiries and reports

▶ Channel setup

▲ Headquarters setup

Retail workflows

Retail Email notification profile

▲ Parameters

Retail parameters

Retail scheduler parameters

Retail shared parameters

▶ Retail scheduler

Set up data

▲ Advanced store replenishment

Blocked quantity setup

Anomalous sales setup

Segment calendar

Safety stock coverage and filling rates

Item exclusion for replenishment

▲ Advanced store replenishment

**Advanced Store Replenishment**

AVA Advanced store replenishment orders

▲ Periodic

Seasonal coefficient

Calculate all seasonal coefficient profiles

Special sales coefficient

Day of week coefficient

Calculate all day of week coefficient profiles

Store weekly turnover budget coefficient

Corrected average sales

Weekly trend coefficient

Automatic order confirmation

Calculate item topology

Identify item stockout

Cleanup replenishment order history

Push Assortments to Advanced replenishment parameters

d) Retail → Inquiries and reports section

The screenshot shows the Dynamics AX user interface. On the left, the 'Retail and commerce' module is selected in the navigation pane. The main area displays the 'Inquiries and reports' section, which includes the following items:

- Products and categories
- Catalogs and assortments
- Pricing and discounts
- Channels
- Employees
- Customers
- Inventory management
- Continuity
- Retail IT
- Inquiries and reports**
  - Retail store transactions
  - Online store transactions
  - Retail sales
  - Shifts
  - Posted statements
  - Sales orders
  - Continuity orders
  - Backorder lines
  - Order events
  - Customer item statistics
  - EFT payments with failed capture
- Commerce Data Exchange
- Sales reports
- Call center reports
- Advanced store replenishment**
  - Advanced replenishment parameters

Additional items visible in the main pane include 'Channel setup', 'Headquarters setup', and 'Advanced store replenishment' (with a sub-item 'AVA Advanced store replenishment orders').

### 5.4.3 Advanced Store Replenishment parameter setups

- All the Advanced Store Replenishment Asset related parameters are provided on the Retail Parameters form (Advanced store replenishment-new fast tab) to make the feature enable/disable for a legal entity. This is to control the feature at company level as it might not be required in each and every legal entity.
- "Initialize Advanced store replenishment": The user must click and initialize Advanced store replenishment option to create store procedures, which will be used for coefficients and other calculations. Before setup values on advanced store replenishment parameters fields.

**Dynamics AX** Retail and commerce > Headquarters setup > Parameters > Retail parameters

Save OPTIONS

## Retail parameters

General

Posting

Customer orders

Replenishment

Discounts

Number sequences

POS authentication

Channel deployment

**Advanced store replenishment**

Setup the parameters for advanced store replenishment

[Initialize advanced store replenishment](#)

**Weight factors**

Description	Value of index	Factor
Last week	1	4.50
2 Weeks ago	2	3.50
3 Weeks ago	3	2.50
4 Weeks ago	4	5.50
5 Weeks ago	5	1.50

**WEEKS OF HISTORY FOR CALCULATIONS**

Weeks for calculating corrected averag...

5

Weeks for calculating day of week coeff...

4

**WEEKLY TREND COEFFICIENT VALUE LIMIT**

Minimum value

0.85

Maximum value

1.15

Path: Retail and commerce→ Headquarters setup→ Parameters→ Retail Parameters → Advanced store replenishment fast tab.

- c) The following values should be defaulted on retail parameter fields when user first opens form.

Parameter Name	Data Type	Default Value	Description
<b>Weeks for Calculating Corrected Average Sales</b>	Numeric	4	(n) number of weeks for calculating Corrected Average Sales
<b>Weeks for Calculating Day of Week Coefficient</b>	Numeric	8	(n) number of weeks for calculating Day of Week Coefficient
<b>Days of suggested replenishment history</b>	Numeric	30	Value for number of days to keep history before deleting it. Integer field should be positive number.
<b>Sales history weights</b>	Array of (n) Numeric	1	Factor to weight each week when calculating the Corrected Average Sales
<b>Day of week error limit</b>	Numeric	9	Value for the sum of the day of week coefficients where a validation error is generated
<b>Weekly trend Coefficient Limit</b>	Numeric	Min:0.85 Max: 1.15	Minimum Value: 0.85 Maximum value: 1.15



#### 5.4.4 Enabling 'Replenishment Grouping' on Retail Product Hierarchy.

Select the category to be considered for the Replenishment grouping

The screenshot shows the Dynamics AX interface for the 'Retail product hierarchy' form. The left-hand pane displays a list of categories: ALL, Action Sports, Apparel and Footwear, Electronics, Exercise, Fashion, and Team Sports. The 'ALL' category is selected. The main pane shows the 'General' tab with the following fields:

- Name: ALL
- Activated date: 10/6/2015 07:59:31 PM
- Friendly name: ALL
- Commodity code: (empty)
- Modified date: 7/15/2016 06:39:04 AM
- Search text: (empty)
- Active: Yes (checkbox checked)
- Description: (empty)
- Replenishment grouping: Yes (checkbox checked, highlighted with a red box)
- Calculate item topology: Yes (checkbox checked)

Below the 'General' tab, there is a list of products: Retail product properties, Basic product properties, Info codes, Product attribute groups, and Category attribute values.

Path: Retail and commerce-> Product and categories -> Product categories

### 5.4.5 Enabling 'Calculate Item topology check box' in on Retail Product Hierarchy

- Enabling the 'Item Topology' check box in the Retail product hierarchy form (General fast tab) to Identified Category during Item Topology calculation. If the user enables check box 'Item Topology' at the parent category level, while running this batch process, the system will update the Item Topology for all products Under Parent Category.
- Item Topology check box is not editable at Sub products category if the Item topology check box is marked at Parent Category. However, the system will update the Item Topology for all products Under Parent Category.
- If the user selects "Item topology" at sub category level, the system will update the Item Topology for all products Under Sub category only.

The screenshot displays the Dynamics AX interface for the 'Retail product hierarchy' form. The left-hand navigation pane shows a tree structure with categories like 'Action Sports', 'Apparel and Footwear', 'Electronics', 'Exercise', 'Fashion', and 'Team Sports'. The main area is titled 'Retail product hierarchy' and contains a 'General' tab. Within this tab, there are several fields: 'Name' (set to 'ALL'), 'Activated date' (10/6/2015 07:59:31 PM), 'Friendly name' (ALL), 'Commodity code', 'Modified date' (7/15/2016 06:39:04 AM), 'Search text', 'Active' (Yes), and 'Description'. A section titled 'REPLENISHMENT GROUPING' contains a 'Replenishment grouping' field (Yes) and a 'Calculate item topology' checkbox, which is highlighted with an orange rectangle and set to 'Yes'. Below the 'General' tab, there is a list of 'Products' including 'Retail product properties', 'Basic product properties', 'Info codes', 'Product attribute groups', and 'Category attribute values'.

Path: Retail and commerce-> Product and categories -> Product categories

Note: For more details about Item Topology calculation, refer section: 5.5.7

### 5.4.6 Enabling 'Exclude from Replenishment check box' on Product categories during Assortment creation.

- A new checkbox 'Exclude from Replenishment' has been provided on Assortment form to exclude the items/products categories from Replenishment order process.
- If the Store manager want to block any product or group of products from the advanced store replenishment order generation process. He can enable this 'Exclude from Replenishment' in Assortment form.

The screenshot shows the Dynamics AX interface for creating an assortment. The title bar indicates the path: Retail and commerce > Catalogs and assortments > Assortments. The main header shows the assortment name 'AW-Outlet : Adventure Works Outlet Stores' and its status. Below this, there are sections for 'Retail channels' and 'Products'.

**Retail channels:**

✓	Name	Operating unit...
✓	Outlet	015

**Products:**

✓	Category	Product	Product variant	Name	Line type	Exclude from replenishment
✓	ALL				Include	<input type="checkbox"/>

The 'Exclude from replenishment' checkbox is highlighted with an orange box in the original image.

Path: Retail and commerce -> Catalogs and assortments -> Assortment

### 5.4.7 Attaching Store Calendar to Retail Store

- New option 'Calendar' has provided on Retail stores form → miscellaneous fast tab to attach Store Calendar to Retail Store. This is an important setup to link the store calendar to Retail store.
- The User should create the store calendars in Calendars form (Path: Organization Administration → Calendars → Calendars form).
- The User can create Store calendar specific to one Retail store or same calendar can be used for all stores, and Store calendar are creating based on location, seasonality, Store open days/Closing and etc.
- The System will consider 'Store calendar' Open days and closing days, while calculating Corrected Average sales (CAS), coefficients like day of week(CSS), Seasonal (CES), weekly trend(CTSA) etc.

The screenshot displays the Dynamics AX interface for configuring a retail store. The breadcrumb path at the top is 'Retail and commerce > Channels > Retail stores > All retail stores'. The left sidebar shows the 'STORE' configuration for 'ANNAPOL: Annapolis'. The 'Miscellaneous' tab is active, and the 'Calendar' dropdown menu is highlighted with an orange box, showing 'Standard' as the selected option. Other visible fields include 'Store area' (0.00), 'Payment method' (9), 'Opening hours' (From 09:00:00 AM), 'To' (09:00:00 PM), 'Prints product labels' (Yes), 'Create labels for zero price' (No), 'Prints shelf labels' (Yes), 'Training mode' (Yes), and 'Default channel versions' (ModernPOSSetup and ModernPOSSetupOffline).

Path: Retail and commerce → Channels → Retail stores → All retail stores

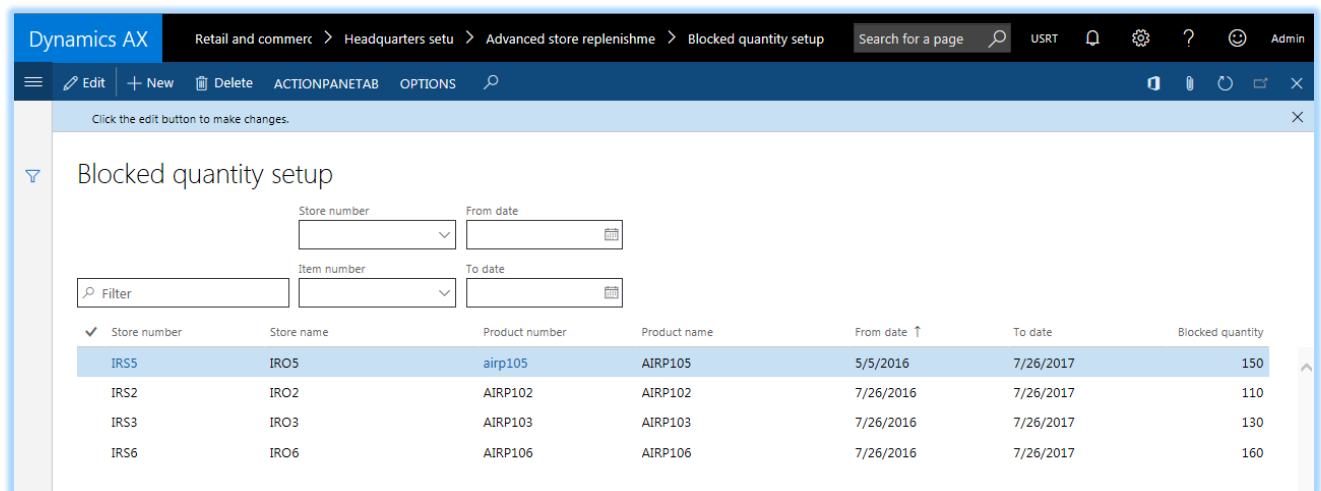
### 5.4.8 Blocked quantity setup

Blocked Quantity is an additional sales quantity on which the order is calculated, that under special circumstances should be taken into account at the moment of supplying the item.

If the record is created in blocked quantity form with specified period (i.e. Start date and End date), then the system should add to the sales forecasted quantity calculated by the system, while generating replenishment order to arrive the final suggested Order quantity, before procuring the goods.

Key points:

- Define the blocked quantity for the Item and Store combination
- There will be one valid record should be existing for specified period.
- The System will add this blocked quantity to sales forecasted quantity till the period exist, while generating replenishment order.



Blocked quantity setup

Store number:  From date:

Item number:  To date:

Filter:

Store number	Store name	Product number	Product name	From date ↑	To date	Blocked quantity
IRS5	IRO5	airp105	AIRP105	5/5/2016	7/26/2017	150
IRS2	IRO2	AIRP102	AIRP102	7/26/2016	7/26/2017	110
IRS3	IRO3	AIRP103	AIRP103	7/26/2016	7/26/2017	130
IRS6	IRO6	AIRP106	AIRP106	7/26/2016	7/26/2017	160

Path: Retail and commerce-> Headquarters setup -> Advanced store replenishment -> Blocked quantity setup

### 5.4.9 Anomalous sales setup form

- The User can create 2 types of records in the Anomalous sales setup form as below.
  - ➔ Anomalous
  - ➔ Stock Out
- Create Anomalous sales records per item- Store –date combination manually.
- But Stock out records can be created manually and can be created using batch process also from the following Path: Retail and commerce➔ Advanced store replenishment ➔ Periodic ➔ Identify Item Stock out batch process also.

The screenshot shows the 'Anomalous sales setup' form in Dynamics AX. The breadcrumb path is: Retail and commerce > Headquarters setu > Advanced store replenishme > Anomalous sales setup. The form includes a search bar, a filter, and a table of records.

Store number	Store name	Product number	Product name	Date	Type	Quantity
IRS1	IRO1	AIRP101	AIRP101	7/26/2016	Anomalous	5
IRS2	IRO2	AIRP102	AIRP102	7/26/2016	Anomalous	10
IRS3	IRO3	AIRP103	AIRP103	7/26/2016	Anomalous	3

Path: Retail and commerce -> Headquarters setup -> Advanced store replenishment -> Anomalous sales setup

### 5.4.10 Item exclusion for Replenishment

- Create a record in "Item exclusion from Replenishment" form to exclude the items/products categories/whole store products from Replenishment order process.
- The user can create records in Items exclusion from replenishment form using the below combinations
  - ➔ Replenishment hierarchy (Group of stores)
  - ➔ Store
  - ➔ Store- Category
  - ➔ Store-Category-Products

Exclude item from replenishment

**DATE FILTER**

From date:  To date:

Show active records: ☒ Yes ☐ No

Type:

Hierarchy name:

Channel:

Category:

Product:

**Lines**

+ Add line - Remove

Type	Hierarchy name	Name	Description	Category	Product	Product name	From date	To date
Channel		IRO1	IRO1				7/27/2016	12/31/2154

Path: Retail and commerce -> Headquarters setup -> Advanced store replenishment -> Item exclusion from replenishment

### 5.4.11 Safety stock coverage and filling rates form

- The user must create the records in safety stock coverage and filling rates form, before calculating Safety stock
- The user can create records in using the following combinations
  - ➔ Replenishment hierarchy (Group of stores)
  - ➔ Store
  - ➔ Store- Category
  - ➔ Store-Category-Products
- All the fields in Safety stock coverage and filling rates are mandatory, the user must set values in all fields like Units, Maximum coverage days, Minimum coverage days (A+,A,B,C), Filling rates to calculate the safety stock
- Shelf capacity value should be defined at product level

Path: Product information management ➔ Products ➔ Released products form ➔ Advanced store replenishment fast tab ➔ Shelf capacity

**Safety stock coverage and filling rates**

**DATE FILTER**

From date:  To date:

Show active records: Yes ☐

Type: All

Hierarchy name:

**PARAMETERS**

Channel:  Category:

Product:

**Lines**

+ Add line - Remove

Type	Hierarchy name	Name	Category	Product	Product name	From date	To date
Channel		IRO5	Accessory Kits	AIRP105	AIRP105	8/24/2016	8/27/2016

**Units of measure minimum stock**

Coverage days

A+ Max	A+ Min	A Max	A Min	B Max	B Min	C Max	C Min
1	1	5	1	11	1	21	1

**Fill rate**

A+	A	B	C
23.00	56.00	23.00	23.00

Path: Retail and commerce -> Headquarters setup -> Advanced store replenishment -> Safety stock coverage and filling rates



## 5.4.12 Segment Calendar

Navigate to the path

Retail and commerce -> Headquarters setup -> Advanced store replenishment -> Segment calendar

**Segment calendar**

**SETUP**

From date:  To date:

Show active records: ☒

Channel:

Vendor:

Category:

Product:

Product manufacturer:

**Lines**

+ Add line - Remove

Channel name	Replenishment grouping	Vendor	Product number	Product name	Product manufacturer	Vendor name	Replenishment type	Start date	End date
IRS1	Accessory Kits	1001	AIRP101	AIRP101		A. Datum Corporation	Manual	8/24/2016	8/27/2016

**Details**

**CADENCE**

Cadence:

**COVERAGE DAYS**

Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="3"/>	<input type="text" value="0"/>	<input type="text" value="0"/>

- Generally, Segment form maintains the Vendors/ Suppliers goods delivery schedule information
- The segments/calendar can be entered/edited manually
- The Segment information will be maintained in the following combinations.
  - ➔ Per Store- Vendor- Manufacturer
  - ➔ Per Store-Vendor-Replenishment group(category)- Manufacturer
  - ➔ Per Store-Vendor-Replenishment group(category)- Manufacturer- Product
  - ➔ Per Store- Vendor
  - ➔ Per Store-Vendor-Replenishment group(category)
  - ➔ Per Store-Vendor-Replenishment group(category)- Product
- The segments define the order day and delay in the delivery that the supplier has. With these parameters, it is possible to calculate when a created order will be received in a particular date (delay) and when the next order will be made (order days)

- e) the provisioning period of each segment should be calculated based on the (P1-> R2-1) (i.e. Provisioning period should be the delay/Delivery time between First order day and Second delivery day)
  - ➔ P1 : First order day
  - ➔ R1: First Delivery day
  - ➔ P2: 2<sup>nd</sup> Order day
  - ➔ R2: 2<sup>nd</sup> Delivery Day
- f) Order day (P1) should be included in Provisioning period, while calculating provisioning period days
- g) The System will calculate and arrive the Sales forecasting Quantity based provisioning period of the segment. This Provisioning period (Delivery information) is very important/crucial to calculate forecast quantity based on (P1-> R2-1) per Vendor Segment.
- h) The System will calculate the Sales forecasting Quantity per each day for entire provisioning period of the segment, using the CADENCE functionality.
- i) The system must consider order CADENCE, which allows orders cycles larger than weekly. It means:
  - ➔ If cadence is 1, then, the order will be every week.
  - ➔ If cadence is 2, then, the order will be each two weeks.
  - ➔ If cadence is 3, then, the order will be each three weeks.
  - ➔ If cadence is 4, then, the order will be each four weeks (monthly)
- j) Provisioning Period Coverage lines in Replenishment order form, after sales forecasting quantity calculation per store-Vendor- Item.
- k) Coverage lines should not be created, If the Store is closed/ Declared as ' Holiday'

**Dynamics AX** Retail and commerce > Advanced store replenishment > AVA Advanced store replenishment orders

Search for a page USRT ? Admin

Save + New Delete REPLENISHMENT OPTIONS

## Replenishment orders

**FILTERS**

Store number:  From date: 5/1/2016 To date: 8/26/2016 Category:  Order status: All Vendor:

**Overview**

✓	Replenishment order id ↑	Store number	Vendor	Order status	Order generation date ▼	Purchase order	Amount
	FIV-30000000	BOSTON	1004	Confirmed	7/15/2016	001568	531.69
	FIV-30000001	IRS1	1001	Open	7/26/2016		1,500.00
	FIV-30000002	IRS3	1003	Open	7/26/2016		1,800.00
	FIV-30000003	IRS2	1002	Open	7/26/2016		1,250.00
	FIV-30000004	IRS5	1005	Open	7/26/2016		2,000.00
	FIV-30000005	IRS4	1004	Open	7/26/2016		1,550.00

**Order lines**

Remove product

✓	Category	Product	Product name	Product manufacturer	Vendor account	Order confirmation type	Suggested orde...	Confirmed orde...	Product purcha...	Net amount
	BMX Tires & Tubes	0005	Basic Inner Tube		1004	Automatic	111.00	111.00	4.79	531.69

**Calculation parameters**

Safety stock [60.00] + Forecasted sales qty [0.10] = Required [60.10] - On-hand [7.00] + Blocked qty [58.00] - On order [0.00] = Net required [111.10] -> Order qty [111.00]

First order date (P1)	First delivery date (R1)	Second order date (P2)	Second delivery date (R2)
7/15/2016	7/20/2016	7/22/2016	7/27/2016

### 5.4.13 Setting up Nominal quantity and shelf capacity for all products on Released products list page.

- Nominal Quantity:** This functionality Allows quantities of different UOM to be summed based on the same nominal quantity. Currently, the Nominal quantity factor should be considered in Corrected average, Weekly trend, Item topology, Seasonal coefficient, day of week coefficient calculations.
- The System set default value for "Nominal quantity factor" as: 1. however the user can set any value in Nominal quantity factor field apart from '0'.
- Set field 'Shelf capacity' per Store-item, which will used for 'Safety stock' calculation.

Path: Product information management → Products → Released products → Advanced store replenishment fast tab → Shelf capacity and Nominal Quantity factor.

### 5.4.14 Setting up Vendors Minimum Order limit

- Define the 'Minimum Order limit' threshold for every Vendor/Supplier to validate the Vendor order limit with Replenishment order amount.
- The system will validate the "Vendor minimum order limit" conditions, while creating Replenishment orders and purchase orders per store- vendor.

The screenshot shows the Dynamics AX interface for setting up a vendor. The breadcrumb trail is 'Accounts payable > Vendors > All vendors'. The vendor being edited is '1001 : A. Datum Corporation'. The 'ADVANCED STORE REPLENISHMENT' section is highlighted with an orange box, showing the 'Minimum order amount' set to '5,000.00'.

MAINTAIN	COPY	SET UP	TRANSACTIONS	TAX INFORMATION
On hold	Add vendor to another legal entity	Contacts Bank accounts Vendor state tax IDs	Summary update Certifications Purchase orders with retention Product filters	Update 1099 Vendor settlement for 1099's

ALL VENDORS  
1001 : A. Datum Corporation

ADDRESSES

Contact information

Miscellaneous details

Vendor profile

Purchasing demographics

Invoice and delivery

Purchase order defaults

Payment

Tax 1099

Retail

ROUNDING

Sales price rounding

None

Rounding method

Price point group

Rounding for price points

Up

EXCHANGE RATE

Fixed rate

No

Fixed exchange rate

TYPE

Vendor type

RETAIL VENDOR PRODUCT HIERARCHY

Hierarchy

BAR CODE

Create bar code if needed

No

Bar code number sequence

REPLENISHMENT

Service category

VARIANTS

Style prefix

Size prefix

Color prefix

ADVANCED STORE REPLENISHMENT

Minimum order amount

5,000.00

Financial dimensions

Path: Accounts Payable→ Vendors→ All Vendors→ Retail fast tab

### 5.4.15 Identify Item Stock out days

A separate batch process for checking current on hand daily and create a record in the anomalous form for that day. For identifying the stock out the store must be open and the item should be out of stock. The On hand of Item should be  $\leq 0$  (Less than or Equal). Batch job needs to have store option.

Identify Stock out batch process should be run daily, in order to generate stock out transactions. And the User can create stock out records manually also in the Anomalous sales setup form.

- Navigate to the path: Retail and commerce → AVA Advanced store replenishment → Periodic → Identify item stock out
- Select the stores from Available Organization nodes section, Move to Selected stores section
- Click on "Ok"

- Observe, new stock out records are creating in Anomalous sales setup form with type 'Stock out'

**Dynamics AX**    Retail and commerc > Headquarters setu > Advanced store replenishme > Anomalous sales setup    Search for a page    USRT

Edit    + New    Delete    OPTIONS

Click the edit button to make changes.

### Anomalous sales setup

Store number    Type  
    Show All

Product number    Date  
   

Filter

✓ Store number	Store name	Product number	Product name	Date	Type
BOSTON	Boston	2104	A. Datum Ultra Compact Digital ...	8/26/2016	Stock out
BOSTON	Boston	2105	A. Datum Consumer Digital Ca...	8/26/2016	Stock out
BOSTON	Boston	2106	A. Datum Compact Digital Cam...	8/26/2016	Stock out
HOUSTON	Houston	81100	Trim Fit Suit	8/26/2016	Stock out
HOUSTON	Houston	81112	Cashmere Coat	8/26/2016	Stock out

- e) This Identify stock out batch process job should run daily, in order to find stock out days per item and stores.

## 5.5 Coefficients & Other calculations

After the initial setup we must calculate the coefficients

### 5.5.1 Seasonal coefficient calculation

- Define the profiles in Seasonal coefficient form as per below screen shot per Store-Replenishment group-product combinations.

**Seasonal coefficient**

**DATE FILTER** Show active records

From date:  To date:

Type:

Hierarchy name:

Channel:

Category:

Product:

✓	Type	Hierarchy name	Name	Description	Category	Product	Product name	From date	To date
✓	Channel		IRO5	IRO5	Accessory Kits	AIRP105	AIRP105	8/26/2016	8/27/2016
	Channel		IRO2	IRO2	Accessory Kits	AIRP112	AIRP112	8/24/2016	8/27/2016

**Coefficients**

✓	Description	Calculated	Manual
	Week 1	1.00	0.00
	Week 2	1.00	0.00
	Week 3	1.00	0.00
	Week 4	1.00	0.00
	Week 5	1.00	0.00
	Week 6	1.00	0.00

Path: Retail -> AVA Advanced store replenishment -> Periodic -> Seasonal coefficient

- The system will update the Seasonal Coefficient value as 1.00 by default in calculated field. and Manual field as "0.00"
- Click on "Calculate" button.
- New calculate form is opened

?

## Calculate seasonal coefficient

---

Run in the background

Recurrence

Alerts

Batch processing

Yes ☒

Task description

Calculate seasonal coefficient

Batch group

Private

No ☐

Critical Job

No ☐

Monitoring category

Start date: 8/26/2016 (10:39:25 am) (GMT) Coordinated Universal Time

- e) The user can calculate Seasonal coefficient, manually and also through batch process.

Note:-If the user wants to calculate Seasonal coefficient value, manually they can uncheck the 'batch processing' check box.

- f) Batch process status of the selected record can be verified in Batch process form (Path: System administration/Inquiries/Batch jobs).



**Dynamics AX** System administration > Inquiries > Batch jobs

seasonal

USRT

Click the edit button to make changes.

### Batch jobs

Filter

**OVERVIEW** GENERAL

Status	Job description	Scheduled start date/time	Actual start date/time	End date/time	Progress	Created
Waiting	Scan for orphaned document re...	8/26/2016 02:05:39 PM			0.00	Admin
Waiting	Default channel database batch ...	8/26/2016 10:42:55 AM			0.00	Admin
<input checked="" type="checkbox"/> Waiting	Calculate seasonal coefficient	8/26/2016 10:41:08 AM			0.00	Admin

- g) Once the batch process is completed, the system will update the seasonal coefficient (CES) values in 53 respective weeks' fields.

**Dynamics AX** Retail and commerce > Advanced store replenishment > Periodic > Seasonal coefficient

seasonal

USRT

Click the edit button to make changes.

### Seasonal coefficient

DATE FILTER

From date

To date

Show active records Yes ☐

Type All

Hierarchy name

Channel

Category

Product

Channel	IRO2	IRO2	Accessory Kits	AIRP112	AIRP112	8/24/2016	8/27/2016
Channel	IRO5	IRO5	Accessory Kits	AIRP105	AIRP105	8/26/2016	8/27/2016

Coefficients

Description	Calculated	Manual
Week 1	0.08	0.00
Week 2	0.00	0.00
Week 3	0.00	0.00
Week 4	2.77	0.00
Week 5	1.62	0.00
Week 6	0.00	0.00

- h) All the active profiles in Seasonal coefficient form can be calculated both manually by selecting all profiles and click on "Calculate" button OR Through the batch process also from the following path:

Retail and commerce → AVA Advanced store replenishment → Periodic → Calculate all Day of coefficient profiles periodic batch process form.

**Calculate all seasonal coefficient profiles** ?

**Parameters** ^

From date: 8/26/2016 To date: 12/31/2154

**Run in the background** ^

Recurrence Alerts

Batch processing: Yes ☒

Task description: Calculate all seasonal coefficient p

Batch group: [dropdown]

Private: No ☒

Critical Job: No ☒

Monitoring category: [dropdown]

Start date: 8/30/2016 (10:18:02 am) (GMT) Coordinated Universal Time

- i) The user can calculate all the created profiles in Seasonal coefficient at a time by selecting all profiles.
- j) Coefficient Calculated: - It will be the value calculated by the system. The field will not be editable
- k) Manual (Coefficient Override): - The value by default is 0. The field will be editable. The validation will be the same as nowadays are in the current "Coefficient value"
- l) The system will use the value of the "Coefficient calculated", unless the user has introduced a value on the column "Coefficient Override"
- m) If the user setup any value (>.0.01) in 'Manual' field. The system should consider value in 'Manual' field during Forecast quantity calculation.
- n) Negative coefficient value is not allowed in Seasonal coefficient form (i.e. The system is not allowed to set -value in 'Manual' field)
- o) Copy function: Using Copy option, the user can create new profiles and copy all the selected from Source profiles to newly create profiles.
- p) **Copy function:** Using Copy option, the user can create new profiles and copy all the selected from Source profiles to newly create profiles.
- d) Select Profile
- e) Click on 'Copy' function

- f) Copy Seasonal coefficient form is opened

**Copy seasonal coefficient**

Copy from the seasonal coefficient

**COPY TO**

Start date  
9/8/2016

End date  
9/14/2016

Hierarchy  
Retail Stores by Business

Contoso Retail Add >> Selected stores  
Electronics << Remove IRS6  
Sporting  
Fashion

Available category Add >> Selected organization nodes  
ALL << Remove Selected categories  
BMX Parts & Accessories

**COPY FROM**

Start date  
9/8/2016

End date  
9/14/2016

Hierarchy type

OK Cancel

- g) Select the Store from Stores Hierarchy and move to Selected stores section as per above screenshot
- h) Select category and move to selected category section as per screenshot.
- i) Click on 'OK' button
- j) A new profile should be created
- k) Remaining values like Start date, End date, and Coefficient values of 53 weeks are copied from source profile to newly created profile.

Dynamics AX Retail and commerce > Advanced store replenishment > Periodic > Seasonal coefficient

Search for a page USRT ? swasti.sundar.swain

Click the edit button to make changes.

### Seasonal coefficient

**DATE FILTER** Show active records

From date  To date

Type

Hierarchy name

Channel

Category

Product

**Lines**

+ Add line - Remove

Type	Hierarchy name	Name	Description	Category	Product
Channel		IRO1	IRO1	Accessory Kits	AIRP101
Channel		IRO2	IRO2	BMX Tires & Tubes	AIRP202
Channel		IRO3	IRO3	In-Line Recreational Skates	AIRP303
Channel		IRO6	IRO6	BMX Parts & Accessories	

**Coefficients**

Description	Calculated	Manual
Week 1	1.02	0.00
Week 2	1.02	0.00
Week 3	1.02	0.00
Week 4	1.02	0.00

- q) **Edi in Excel:** Using Edit in excel option, the user can create new profiles, edit & modify any fields in existing profiles and will update these details on Seasonal coefficient form through ' Publish' option.

### 5.5.2 Special sales coefficient setup and calculation

- Define the profile in Special sale coefficient form
- The User can define profiles in the following combinations
  - ➔ Replenishment Hierarchy (Group of Stores)
  - ➔ Channel(Store)- Vendor
  - ➔ Channel(Store)- Vendor-Replenishment group
  - ➔ Channel(Store)- Vendor-Replenishment group- Product
  - ➔ Channel(Store)- Replenishment group
  - ➔ Channel(Store)- Replenishment group- Product
- Setup the value in "Special sales multiplier" field to consider the Sales coefficient value in Sales forecasting quantity calculation.
- Negative value ( $\leq 0$ ) is allowed to set in "Special sales multiplier" field.

Dynamics AX Retail and commerce > Advanced store replenishment > Periodic > Special sales coefficient special sales USRT

Click the edit button to make changes.

### Special sales coefficient

**DATE FILTER**

From date

To date

Show active records Yes ☐

Type

Hierarchy name

Channel

Vendor

Category

Product

**Lines**

+ Add line Remove

Type	Hierarchy name	Name	Description	Category	Vendor
Channel		IRO2	IRO2	Accessory Kits	1005

**Coefficient**

Special sale multiplier

Path: Retail -> AVA Advanced store replenishment -> Periodic -> Special sales coefficient

### 5.5.3 Day of week coefficient calculation

a) Define the profiles in Day of week coefficient form as per below screen shot

**Day of week coefficient**

Type:  Show active records: ☒ Yes

Hierarchy name:

Channel:

Category:

Product:

**DATE FILTER**

From date:

To date:

Type	Hierarchy name	Name	Description	Category	Product	Product name	From date	To date
Channel		IRO1	IRO1	Accessory Kits	AIRP101	AIRP101	8/26/2016	12/31/2154

**Coefficients**

**CALCULATED**

Monday	1.00
Tuesday	1.00
Wednesday	1.00
Thursday	1.00
Friday	1.00
Saturday	1.00
Sunday	1.00

**MANUAL**

Monday	0.00
Tuesday	0.00
Wednesday	0.00
Thursday	0.00
Friday	0.00
Saturday	0.00
Sunday	0.00

Path: Retail -> AVA Advanced store replenishment -> Periodic -> Day of week coefficient

- The system will update the Day of week coefficient value as 1.00 by default in calculated field. and Manual field as "0.00"
- Click on "Calculate" button.
- New calculate form is opened

## Calculate day of week coefficient ?

---

Run in the background ^

**Recurrence**

**Alerts**

Batch processing

Yes ☒

Task description

Calculate day of week coefficient

Batch group

Private

No ☐

Critical Job

No ☐

Monitoring category

Start date: 8/26/2016 (11:47:51 am) (GMT) Coordinated Universal Time

- e) The user can calculate Day of week coefficient, manually and through batch process also.

Note:-If the user wants to calculate Day of week coefficient value, manually. He can uncheck the 'batch processing' check box.

- f) Batch process status of the selected record can be verified in Batch process form (Path: System administration/ Inquiries/Batch jobs).

**Dynamics AX**   System administration > Inquiries > Batch jobs   day of week   USRT

Click the edit button to make changes.

### Batch jobs

Filter

OVERVIEW	GENERAL
✓ Status	Job description   Scheduled start date/time   Actual start date/time   End date/time   Progress   Created b
Waiting	Scan for orphaned document re...   8/26/2016 02:05:39 PM   0.00   Admin
Waiting	Default channel database batch ...   8/26/2016 11:54:55 AM   0.00   Admin
✓ Waiting	Calculate day of week coefficient   8/26/2016 11:52:16 AM   100.00   Admin

- g) Once the batch process is completed, the system will update the Day of week coefficient value (CSS) in weeks days 'Calculated' fields as below.

**Dynamics AX** Retail and commerce > Advanced store replenishment > Periodic > Day of week coefficient

Search for a page USRT

Save + New Delete ACTIONPANETAB OPTIONS

### Day of week coefficient

Type: All Show active records: Yes

Hierarchy name: Channel

Category:

Product:

DATE FILTER

From date:

To date:

Type	Hierarchy name	Name	Description	Category	Product	Product name	From date	To date
Channel		IRO1	IRO1	Accessory Kits	AIRP101	AIRP101	8/26/2016	12/31/2154

**Coefficients**

**CALCULATED**

Monday: 0.22

Tuesday: 0.58

Wednesday: 0.87

Thursday: 1.16

Friday: 1.45

Saturday: 1.73

Sunday: 0.00

**MANUAL**

Monday: 0.00

Tuesday: 0.00

Wednesday: 0.00

Thursday: 0.00

Friday: 0.00

Saturday: 0.00

Sunday: 0.00

- h) All the active profiles in Day of week Coefficient form can calculate both manually by selecting all profiles and click on "Calculate" button OR through batch process also from the following path: Retail→AVA Advanced store replenishment→ Periodic→ Calculate all Day of coefficient profiles periodic batch process form).




## Calculate all day of week coefficient profiles


---

**Parameters**
^

From date

8/26/2016 

To date

12/31/2154 

---

**Run in the background**
^

[Recurrence](#)
[Alerts](#)

Batch processing

Yes ☒

Task description

Calculate all day of week coefficie

Batch group

Private

No ☐

Critical Job

No ☐

Monitoring category

Start date: 8/30/2016 (10:33:42 am) (GMT) Coordinated Universal Time

- i) The user can calculate all the created profiles in Day of week coefficient at a time by selecting all profiles.
- j) Coefficient calculated: - It will be the value calculated by the system. The field will not be editable
- k) Manual (Coefficient Override): - The value by default is 0. The field will be editable. The validation will be the same as nowadays are in the current "Coefficient value.
- l) **Day of week Coefficient (CSS):** The system will consider the stores sales based on Store calendar open days and calculate the CSS accordingly. CSS value should be updated as 0.00, if that store closed on particular day.
- m) The system will use the value of the "Coefficient calculated", unless the user has introduced a value on the column "Coefficient Override"
- n) If the user setup any value ( $\geq 0.01$ ) in 'Manual' field. The system should consider value in 'Manual' field during Forecast quantity calculation.
- o) Negative coefficient value is not allowed in Seasonal coefficient form (i.e. The system is not allowed to set -value in 'Manual' field
- p) Copy function: Using Copy option, the user can create new profiles and copy all the selected from Source profiles to newly create profiles.

### 5.5.4 Store weekly turnover budget coefficient

Navigate to the path

Retail -> AVA Advanced store replenishment -> Periodic -> Store weekly turnover budget coefficient

Define the profile and calculate

**Dynamics AX** Retail and comm > Advanced store replenish > Periodic > Store weekly turnover budget coefficient Search for a page USRT

Save + New Delete ACTIONPANETAB OPTIONS

Filter

**Store weekly turnover budget coefficient**

Store number: IRS1 Store name: IRO1 Start date: 1/1/2016

Week 11: 256.00	Week 29: 412.00	Week 47: 325.00
Week 12: 232.00	Week 30: 321.00	Week 48: 324.00
Week 13: 231.00	Week 31: 325.00	Week 49: 589.00
Week 14: 254.00	Week 32: 521.00	Week 50: 545.00
Week 15: 257.00	Week 33: 612.00	Week 51: 512.00
Week 16: 326.00	Week 34: 612.00	Week 52: 495.00
Week 17: 321.00	Week 35: 432.00	Week 53: 560.00
Week 18: 321.00	Week 36: 489.00	

**Coefficients**

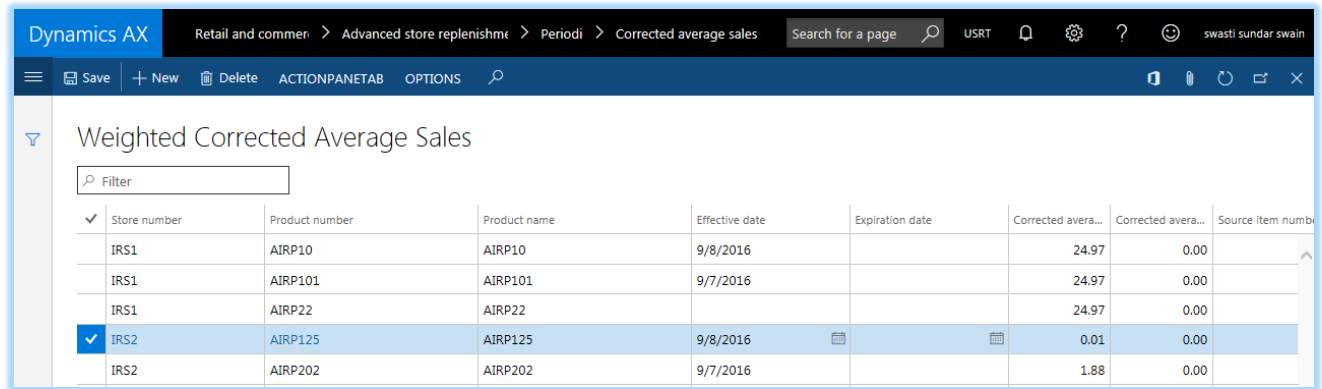
Description	Coefficient
Week 1	0.04
Week 2	0.04
Week 3	0.04
Week 4	0.04
Week 5	0.03
Week 6	0.04
...	...

### 5.5.5 Corrected average sales Calculation

Navigate to the path

Retail -> AVA Advanced store replenishment -> Periodic -> Corrected average sales

Define the profile and calculate



Store number	Product number	Product name	Effective date	Expiration date	Corrected average sales	Source item number
IRS1	AIRP10	AIRP10	9/8/2016		24.97	0.00
IRS1	AIRP101	AIRP101	9/7/2016		24.97	0.00
IRS1	AIRP22	AIRP22			24.97	0.00
IRS2	AIRP125	AIRP125	9/8/2016		0.01	0.00
IRS2	AIRP202	AIRP202	9/7/2016		1.88	0.00

- The User can create Corrected Average sales records manually, using 'New' action button and set the CAS value.
- The user can also calculate CAS by clicking "Calculate corrected Average sales" button and through batch process.
- Click on 'Calculate Corrected Average sales' button
- New form 'Calculate corrected average sales' is opened

### Calculate corrected average sales

Organization hierarchy

Retail Stores by Business Unit ▾

Available organization nodes: Add >> Selected stores

▶ Contoso Retail << Remove IRO2

Available category Add >> Selected categories

▶ ALL << Remove

Product

AIRP125 ▾

RUN IN THE BACKGROUND

- e) Select the Stores and Retail product categories in the selected 'Stores & Category' sections for which CAS needs to calculate
- f) Click on "OK" button to calculate CAS for selected stores
- q) Once the batch process is completed, the system will create records in Corrected Average sales form for all Selected Stores/Category products and update CAS value in Corrected average sales field.
- r) The system will calculate the Corrected average sales value of item based fast week sales transactions history and number of weeks defined in Retail parameters form.
- s) The system will update corrected average sales value as 0.01 for those items doesn't have sales history. For remaining items, corrected average value should be updated based on fast week sales history.

**Formula to calculate Corrected Average Sales:**

- l) **Sales to accumulate (Corrected sales history)** = Day's sales / Seasonal Coefficient / Store Budget Coefficient \* week's weight factor
- m) **Weighted Average** = Sum of Corrected History / Sum of Weights

Dynamics AX Retail and commerce > Advanced store replenishment > Periodic > Corrected average sales Search for a page USRT ? swasti sundar sw

Save + New Delete ACTIONPANE TAB OPTIONS

### Weighted Corrected Average Sales

Filter

Store number	Product number	Product name	Effective date	Expiration date	Corrected avera...	Corrected avera...	Source item n...
IRS1	AIRP10	AIRP10	9/8/2016		24.97	0.00	
IRS1	AIRP101	AIRP101	9/7/2016		24.97	0.00	
IRS1	AIRP22	AIRP22			24.97	0.00	
IRS2	AIRP125	AIRP125	9/8/2016		1.78	0.00	
IRS2	AIRP202	AIRP202	9/7/2016		1.88	0.00	
IRS3	AIRP303	AIRP303	9/8/2016		6.31	0.00	
IRS5	AIRP350	AIRP350	9/8/2016		0.01	0.00	

- g) Click on 'View corrected average sales' option
- h) A new form "View corrected average sales" is opened with list of sales transaction history details of item and Store for defined period based on Retail parameter setup.(Path : Retail→ Setup→ Parameters→ Advanced store replenishment fast tab(i.e. Weeks for calculating Corrected average sales field)).
- i) **CAS Calculation:** The system will consider and create the sales lines on the View corrected Average sales form, based on Store calendar open days and calculate the CAS accordingly. Sales lines will not be created for Store calendar closed days.

Dynamics AX Retail and commerce > Advanced store replenishment > Periodic > Corrected average sales Search for a page USRT ? swasti sundar sw

OPTIONS

### Weighted Corrected Average Sales

Filter

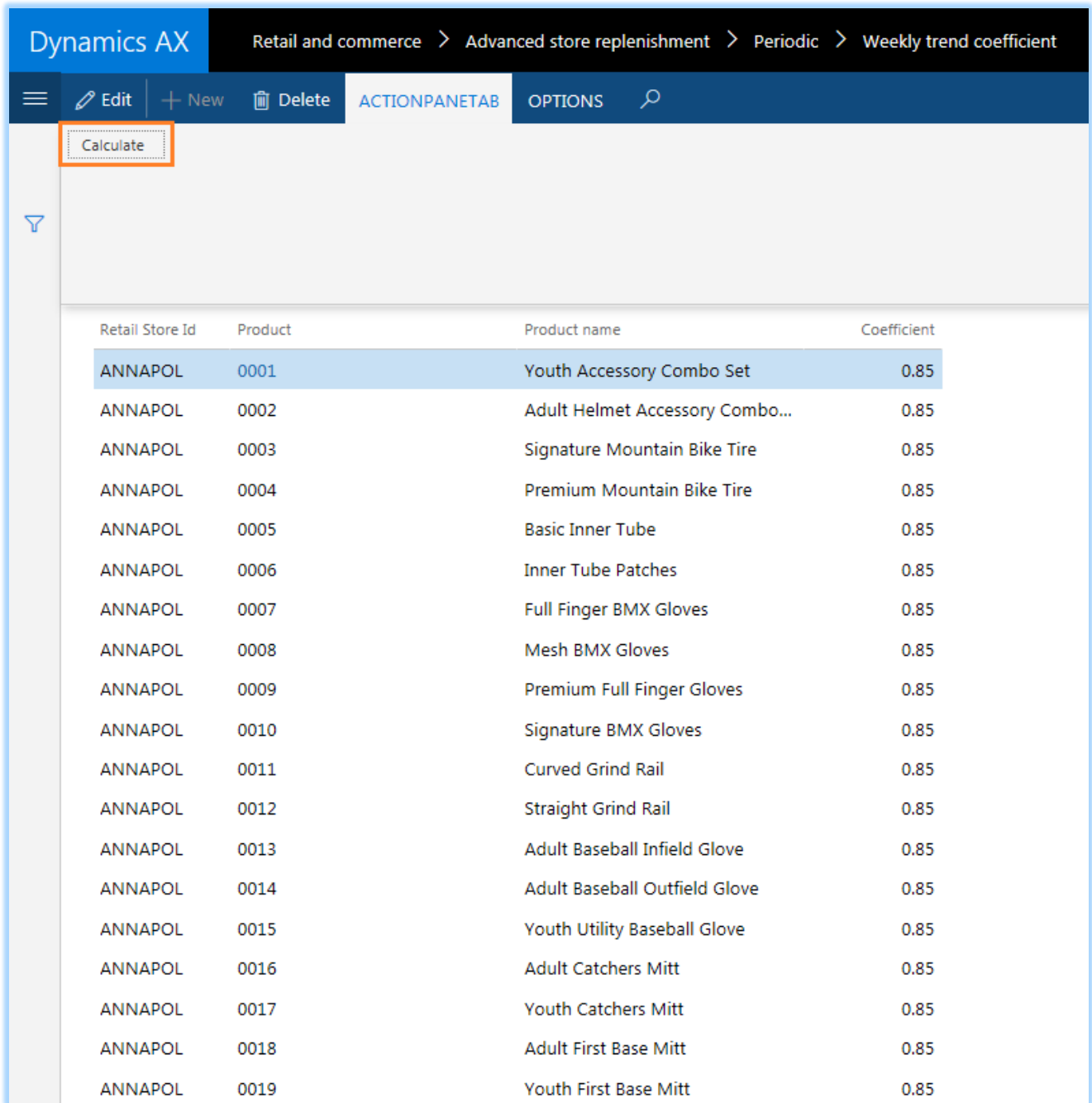
Date	Store	Product	Product name	Factor value	Sales qty	Corrected history	Store budget co...	Seasonal coeff...
8/11/2016	IRS2	AIRP125	AIRP125	0.85	4.00	2.74	1.24	1.00
8/12/2016	IRS2	AIRP125	AIRP125	0.85	5.00	3.43	1.24	1.00
8/13/2016	IRS2	AIRP125	AIRP125	0.85	6.00	4.11	1.24	1.00
8/15/2016	IRS2	AIRP125	AIRP125	0.85	1.00	0.69	1.24	1.00
8/16/2016	IRS2	AIRP125	AIRP125	0.85	2.00	1.37	1.24	1.00
8/17/2016	IRS2	AIRP125	AIRP125	0.85	3.00	2.06	1.24	1.00
8/18/2016	IRS2	AIRP125	AIRP125	0.90	4.00	2.90	1.24	1.00
8/19/2016	IRS2	AIRP125	AIRP125	0.90	5.00	3.63	1.24	1.00
8/20/2016	IRS2	AIRP125	AIRP125	0.90	6.00	4.35	1.24	1.00
8/22/2016	IRS2	AIRP125	AIRP125	0.90	1.00	0.73	1.24	1.00
8/23/2016	IRS2	AIRP125	AIRP125	0.90	2.00	1.45	1.24	1.00
8/24/2016	IRS2	AIRP125	AIRP125	0.90	3.00	2.18	1.24	1.00
8/25/2016	IRS2	AIRP125	AIRP125	0.95	4.00	3.06	1.24	1.00
8/26/2016	IRS2	AIRP125	AIRP125	0.95	5.00	3.83	1.24	1.00
8/27/2016	IRS2	AIRP125	AIRP125	0.95	6.00	4.60	1.24	1.00
8/29/2016	IRS2	AIRP125	AIRP125	0.95	0.00	0.00	1.23	1.00
8/30/2016	IRS2	AIRP125	AIRP125	0.95	0.00	0.00	1.23	1.00
8/31/2016	IRS2	AIRP125	AIRP125	0.95	0.00	0.00	1.23	1.00
9/1/2016	IRS2	AIRP125	AIRP125	1.15	0.00	0.00	1.23	1.00
9/2/2016	IRS2	AIRP125	AIRP125	1.15	0.00	0.00	1.23	1.00
9/3/2016	IRS2	AIRP125	AIRP125	1.15	0.00	0.00	1.23	1.00
9/5/2016	IRS2	AIRP125	AIRP125	1.15	0.00	0.00	1.23	1.00
9/6/2016	IRS2	AIRP125	AIRP125	1.15	0.00	0.00	1.23	1.00
9/7/2016	IRS2	AIRP125	AIRP125	1.15	0.00	0.00	1.23	1.00

### 5.5.6 Weekly trend coefficient Calculation

Navigate to the path

Retail -> AVA Advanced store replenishment -> Periodic -> Weekly trend coefficient

a) Calculate the Weekly trend coefficient



Retail Store Id	Product	Product name	Coefficient
ANNA POL	0001	Youth Accessory Combo Set	0.85
ANNA POL	0002	Adult Helmet Accessory Combo...	0.85
ANNA POL	0003	Signature Mountain Bike Tire	0.85
ANNA POL	0004	Premium Mountain Bike Tire	0.85
ANNA POL	0005	Basic Inner Tube	0.85
ANNA POL	0006	Inner Tube Patches	0.85
ANNA POL	0007	Full Finger BMX Gloves	0.85
ANNA POL	0008	Mesh BMX Gloves	0.85
ANNA POL	0009	Premium Full Finger Gloves	0.85
ANNA POL	0010	Signature BMX Gloves	0.85
ANNA POL	0011	Curved Grind Rail	0.85
ANNA POL	0012	Straight Grind Rail	0.85
ANNA POL	0013	Adult Baseball Infield Glove	0.85
ANNA POL	0014	Adult Baseball Outfield Glove	0.85
ANNA POL	0015	Youth Utility Baseball Glove	0.85
ANNA POL	0016	Adult Catchers Mitt	0.85
ANNA POL	0017	Youth Catchers Mitt	0.85
ANNA POL	0018	Adult First Base Mitt	0.85
ANNA POL	0019	Youth First Base Mitt	0.85

b) New form 'Calculate Weekly trend coefficient' is opened

c) Click on "OK" button

- d) Observe, the batch process is completed
- e) Verify, Weekly trend coefficient values records are created and updated per Store-Item.
- f) **CTSA Calculation:** The system will consider and create the sales lines on the View corrected Average sales form, based on Store calendar open days and calculate the CTSA accordingly. Sales lines will not be created for Store calendar closed days

### 5.5.7 Calculate Item topology

Calculating Item Topology is a significant process and first step in the Safety stock calculation. The Store manager/User must run this Item topology calculation process before Safety stock calculation, in order to consider the appropriate safety stock coverage and filling rate values like Minimum and Maximum coverage days (A+, A, B and C) and Shelf capacity, Shelf filing rates ((A+, A, B and C) and Minimum stock etc. during Safety stock calculations.

- a) Item Topology values will be maintained at Products level.
  - b) Before calculating Item topology, the system will default 'Item topology' as 'None'. Same came can be found at Item level (Path: Product information management → Products → Released products → Advanced Store replenishment fast tab).
- a) Navigate to the path:
- Retail → AVA Advanced store replenishment → Periodic → Calculate item topology periodic batch process form
- b) Select the Store from Available Organization nodes and move to selected Store section
  - c) Click on "OK" button,
  - d) Then the system will calculate Item topology for all selected stores available products (i.e. Retail/Common/Retail channels/Retail stores/View channel products) and update the item topology based on item's fast weeks sales transaction history
  - e) The system will consider previous 28 days sales transaction history to calculate the Item Topology from the day calculating.
  - f) The System will update Item topology as A+, A, B and C against the items/Stores combination as per Item/Product category/Stores sales averages.
  - g) If the item doesn't have sales history in last 28 days, the system will update the Item topology as 'A' by default against the Item/ store.

## Calculate item topology

Text

**GENERAL** RUN IN THE BACKGROUND

Organization hierarchy

Retail Stores by Business Unit ▾

Available organization nodes:

- Contoso Retail
  - Electronics
    - Boston
    - Burlington
    - Georgetown
    - Contoso online store
    - Nice
    - Moscow
    - Delhi store
    - Mumbai
    - Bangalore**
    - IRO1
    - IRO2

Add >>

<< Remove

Selected stores

Bangalore
Delhi store
Mumbai
IRO6
IRO5
IRO4
IRO3
IRO2
IRO1



h) Item topology is updated after calculating 'Item topology'

**Dynamics AX** Retail and commerce > Products and categories > Released products by category

Edit + New Delete PRODUCT PURCHASE SELL MANAGE INVENTORY **ENGINEER**

**VIEW**  
 Production orders Route  
 Batch orders Kanbans

**BOM**  
 BOM versions Designer  
 Active BOM versions Where-used

**CONFIGURATION**  
 Configuration route  
 Configuration - tree  
 Maintain configurations

**FORMULA**  
 Formula versions  
 Designer  
 Where-used

Click the edit button to make changes.

**RELEASED PRODUCT DETAILS**  
**AIRP110**

Sell  
 Manage inventory  
 Engineer  
 Plan  
 Manage costs  
 Manage projects  
 Financial dimensions  
 Warehouse  
 Retail  
 Transportation  
 Product variants  
 Advanced store replenishment

Nominal quantity factor  
 1

✓ Store number	Item topology	Shelf capacity	Safety stock	Safety stock ove...
IRS1	A+		0.00	0.00
IRS2	C		0.00	0.00
IRS3	A+		0.00	0.00
IRS4	C		0.00	0.00
IRS5	A+		0.00	0.00
IRS6	C		0.00	0.00

### 5.5.8 Safety stock calculation

The Safety stock is automatically calculated by the system *during Replenishment order generation* and safety stock should be as the highest value selected among the following three parameters:

- Quantity of Implementation
- Corrected Average sales
- Minimum stock

The user can review the calculated Safety stock at the product level in the following path: Product information management→Products→ Released products→ Advanced store replenishment fast tab.

Released product details for AIRP101. The 'Advanced store replenishment' section is expanded, showing a table with columns: Store number, Item topology, Shelf capacity, Safety stock, and Safety stock override. The 'Safety stock' column for item IRS1 is highlighted with a red box, showing a value of 40.00.

Store number	Item topology	Shelf capacity	Safety stock	Safety stock override
IRS1	A+		40.00	0.00
IRS2	C		0.00	0.00
IRS3	A+		0.00	0.00

- The user can set safety stock manually also using 'Safety stock Override' field on the Released products page.
- Safety stock field not editable
- The system will consider value in 'Safety stock Override' field as Final Safety stock' value for forecast quantity calculation, if the values are exist in both 'Safety stock' and 'safety stock Override' fields.
- The value in 'Safety stock Override' field should be  $\geq 1.00$  to consider as final safety stock value
- If "Safety stock Override" field is blank, the system will consider value in 'Safety stock' field

## 5.6 Advanced store replenishment- Inquires

### 5.6.1 Advanced replenishment parameters

Navigate to the path

Retail -> Inquiries -> Advanced store replenishment -> Advanced replenishment parameters

- This form is useful to review the coefficient and other values. Select the record and view the coefficient and other values.
- The user will review and edit all the coefficient values, CAS, Safety stock, Minimum stock, Shelf capacity, Blocked quantity and item Topology etc. in Advanced replenishment parameters form.
- The fields are editable in this form only, if the selected item record exists on the respective coefficients, or Safety stock filling rates form at product level.

**Dynamics AX** | Retail and c > Inquiries an > Advanced store re > Advanced replenishment parameters | Search for a page | USRT | ? | swasti sundar swa

**Advanced replenishment parameters**

**PARAMETERS**

Store number irs1	Replenishment group 	Product airp101	Vendor 	Date 9/8/2016
----------------------	-------------------------	--------------------	------------	------------------

**Lines**

Store number	Category	Product number
IRS1	Accessory Kits	AIRP101

**Details**

**Safety stock parameters**

**Sales forecast**

DAY OF WEEK COEFFICIENT		Friday		Seasonal coefficient		Anomalous sales	
Monday	0.20	1.50	0.08	Store weekly budget coefficient value		Anomalous sales date	
Tuesday	0.40	1.80	0.08				
Wednesday	0.90	0.00	1.15	Weekly trend coefficient		Blocked quantity	
Thursday	1.20	OTHER COEFFICIENTS		OTHER		Blocked quantity start date	
		Special sales coefficient	0.22	Corrected average sales	24.97	Blocked quantity end date	
						11/30/2016	

## 5.6.2 Initialization data

This form is useful for copying the record along with its coefficient and other values from Source Store/Source Product to Destination Store and Product.

a) Navigate to the path

Retail -> Inquiries and reports -> Advanced store replenishment -> Advanced replenishment parameters

b) Select the record and click on initialization data

c) New form 'Copy advanced replenishment parameters form is opened as below

Copy advanced replenishment parameters

Copy from the advanced replenishment parameters

☒ Filling rate ☒ Corrected avg sales ☒ Supersede ☒ Usefull life ☒ Special sales

**COPY FROM**

Channel: IRS1

Product number: AIRP101

Use copy to channel: No

**COPY TO**

Start date: 9/8/2016

Calculated average sales effective from: 9/8/2016

End date: 12/31/2154

Calculated average sales effective till: 12/31/2154

Product number: AIRP202

Hierarchy: Retail Stores by Business

Selected stores: Contoso Retail, IRS2

d) Observe, Source store and Source product are updated on Copy from section as per above screen shot.

e) Select "Destination Product" in Product number field

f) Select list stores in Selected stores section

- g) Define copy period range (Start date and End date)
- h) Enable check boxes for All the product attributes as per above screen shot
- i) Click on "OK" button
- j) The System should create records for all product attributes in the following forms, if the Source product/Source Store record is exist @ Product level only (i.e. Store-Replenishment group-Product combination).
  - ➔ Special sales coefficient form
  - ➔ Days of week coefficient form
  - ➔ Seasonal coefficient form
  - ➔ Anomalous sales setup form
  - ➔ Blocked Quantity form
- k) For Corrected Average Sales attributes, the system should create for Destination product/Store using Source product/Source Stores CAS value in Corrected average sales form.

Dynamics AX    Retail and commerce > Advanced store replenishment > Periodic > Corrected average sales    Search for a page    USRT    ?    swasti.sundar.swain

Click the edit button to make changes.

### Weighted Corrected Average Sales

Filter

✓ Store number	Product number	Product name	Effective date	Expiration date	Corrected avera...	Corrected avera...	Source item number	Source store number	Supersede
IRS1	AIRP10	AIRP10	9/8/2016		24.97	0.00			
IRS1	AIRP101	AIRP101	9/7/2016		24.97	0.00			
IRS1	AIRP22	AIRP22			24.97	0.00			
IRS2	AIRP125	AIRP125	9/8/2016		0.01	0.00			
✓ IRS2	AIRP202	AIRP202	9/8/2016	Never	1.88	24.97	AIRP101	IRS1	✓
IRS3	AIRP303	AIRP303	9/8/2016		6.31	0.00			
IRS5	AIRP350	AIRP350	9/8/2016		0.01	0.00			

- l) Other Product attributes like Corrected Average, Shelf capacity, useful life, against the destination product/Store.

### 5.6.3 Sales history and forecasting information

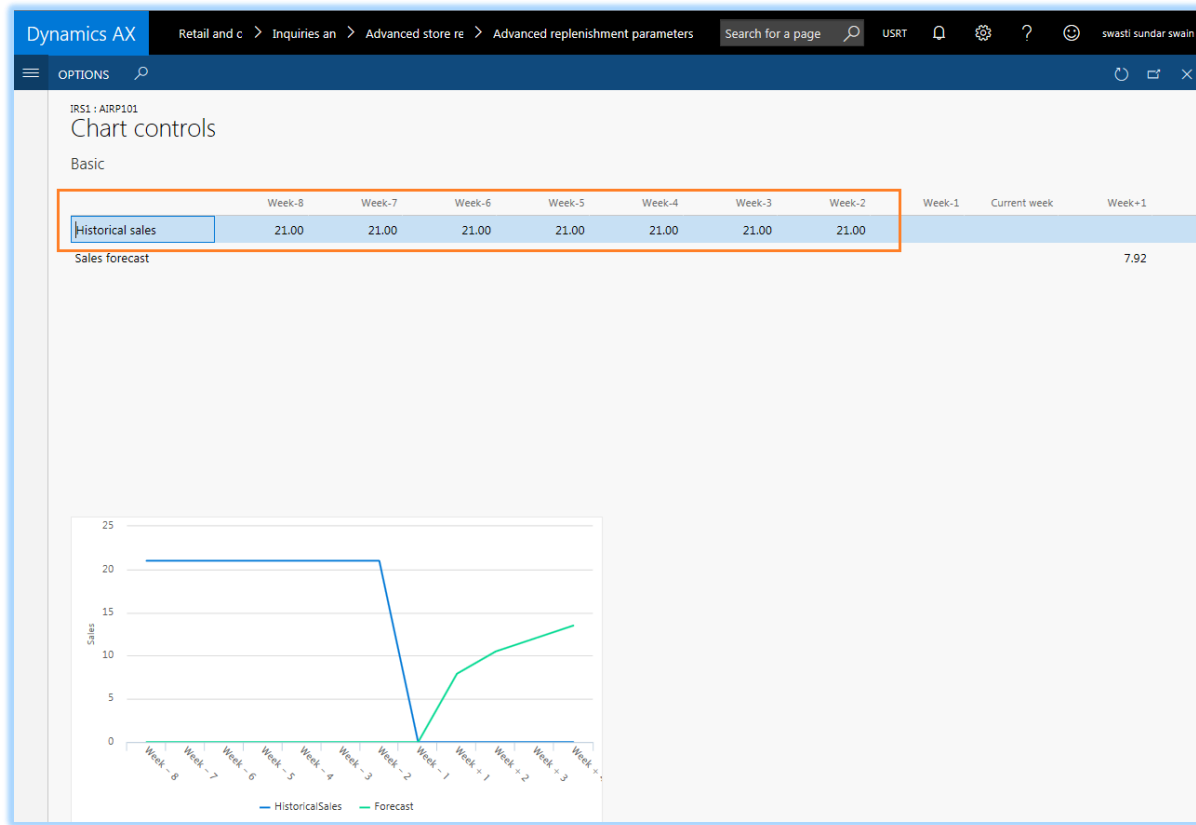
This form displays Historical sales information of last 8 weeks along with Current week and also display the project sales forecast quantity for future weeks (4) for selected product and store.

a) Navigate to the path

Retail -> Inquiries and reports-> Advanced store replenishment -> Advanced replenishment parameters

b) Select the record and click on 'Sales information'

c) New form 'Historical sales and sales forecast' opened as below



## 5.7 Order generation

### 5.7.1 Advanced store replenishment orders

This form is useful for generating and confirming orders

Navigate to the path

Retail -> Common -> AVA Advanced store replenishment -> AVA Advanced store replenishment orders

- a) Click on generate orders to create new orders and click on confirm orders to confirm the automatic orders

The screenshot shows the Dynamics AX interface for the 'Generate orders' process. The breadcrumb path is 'Retail and commerce > Advanced store replenishment > AVA Advanced store replenishment orders'. The 'PROCESS' tab is active, with 'Generate orders' highlighted. Below the process bar, there are filter fields for 'From date' (8/30/2016), 'To date' (8/30/2016), 'Category', 'Order status' (All), and 'Vendor'. The 'Overview' section shows a table with columns: Replenishment order id, Store number, Vendor, Order status, Order generation date, Purchase order, and Amount. The table is empty, displaying the message 'We didn't find anything to show here.' Below the overview, the 'Order lines' section also shows an empty table with columns: Category, Product, Product name, Product manufacturer, Vendor account, Order confirmation type, Suggested order, Confirmed order, and Product purchase. The bottom of the form includes 'Calculation parameters' and 'Coverage days'.

- b) Click on 'Generate Orders' option
- c) New process form 'Generate Orders' is opened

- d) Select list of Stores and related product categories (scroll right to select the category) in selected stores and categories section to generate Replenishment orders per Store-Vendor-Replenishment types.
- e) The User can generate replenishment Order per Store-vendor-Replenishment type for Current date and future date also by setting 'Run Replenishment on' option
- f) For Instance: If the User set as "Run Replenishment on" : 9/18/2015, then the system will generate replenishment order on 18<sup>th</sup> September'2015
- g) If the User set as "Run Replenishment on": 16/9/2015, (i.e. Current session date) then the system will generate replenishment order on 16<sup>th</sup> September'2015 as below.

## Generate orders

GENERAL
RUN IN THE BACKGROUND

Run replenishment on

Organization hierarchy

Available organization nodes:
Add >>
<< Remove

Contoso Retail
Electronics
Boston
Burlington
Georgetown
Contoso online store
Nice
Moscow
Delhi store
Mumbai
Bangalore
IRO1
IRO2
Sporting
Annapolis
Atlantic City
Cambridge
Columbia
Miami
New York
Philadelphia

Selected stores  
IRO1

- h) Click on "OK"



i) Replenishment order should be created as per Store-Vendor-Replenishment types.

**Replenishment orders**

**FILTERS**

Store number:  From date: 9/7/2016 To date: 9/8/2016 Category:  Order status: All Vendor:

Product name	Product manufacturer	Vendor account	Order confirmation type	Suggested order...	Confirmed orde...	Product purcha...	Net
AIRP101		1001	Manual	148.00	1,480.00	10.00	1

**Calculation parameters**

Safety stock [40.00] + Forecasted sales qty [2.51] = Required [42.51] - On-hand [0.00] + Blocked qty [105.00] - On order [0.00] = Net required [147.51] -> Order qty [148.00]

First order date (P1): 9/7/2016 First delivery date (R1): 9/8/2016 Second order date (P2): Second delivery date (R2):

Safety stock	Forecasted quantity	Purchase multiple	Minimum stock
40.00	2.51	1.00	40.00
Safety stock override	On-hand	PCB	On order
0.00	0.00	1.00	0.00
Shelf capacity X Filling rate	Supersede on-hand quantity	Shelf life	Supersede pending orders
0.00	0.00	0	0.00
Maximum coverage days	Inventory unit conversion	Blocked quantity	Topology
5	1.0000000000	105.00	A+
Minimum coverage days			
1			

j) The user can generate the Replenishment orders in 3 Types.

- **Automatic:** - Replenishment order created and confirmed automatically/ PO should be created automatically, none of the fields are editable
- **Confirmation:** - Replenishment Order should be created automatically in Open status and confirmed Order quantity is editable. The user should manually confirm the replenishment order, in order to create PO
- **Manual:** - Replenishment Order should be created automatically in Open status and confirmed Order quantity is editable. The user should manually confirm the replenishment order, in order to create PO

i) Click on 'Confirm order' button to create the Purchase order

j) Observe, the Replenishment order gets confirmed, and Purchase order is created against the Order.

**Dynamics AX** Retail and comm > Advanced store replenish > AVA Advanced store replenishment orders Search for a page USRT ? swasti.sundar.swain

Save + New Delete REPLENISHMENT OPTIONS

### Replenishment orders

**FILTERS**

Store number:  From date: 9/7/2016 To date: 9/8/2016 Category:  Order status: All Vendor:

**Overview**

✓	Replenishment order id ↑	Store number	Vendor	Order status	Order generation date ▼	Purchase order	Amount
	FIV-30000006	IRS1	1001	Confirmed	9/7/2016	001569	14,800.00

**Order lines**

Remove product

✓	Category	Product	Product name	Product manufacturer	Vendor account	Order confirmation type	Sugges
	Accessory Kits	AIRP101	AIRP101		1001	Manual	

- k) Verify, the created purchase order in the following path (Accounts Payable/Purchase orders/All Purchase orders).

## 5.7.2 Automatic order confirmation

Navigate to the path

Retail -> AVA Advanced store replenishment -> Periodic -> Automatic order confirmation

- a) Run the batch to confirm all the Replenishment type 'Confirmation' orders

Automatic order confirmation

Run in the background

Recurrence Alerts

Batch processing

Yes

Task description

Automatic order confirmation

Batch group

Private

No

Critical Job

No

Monitoring category

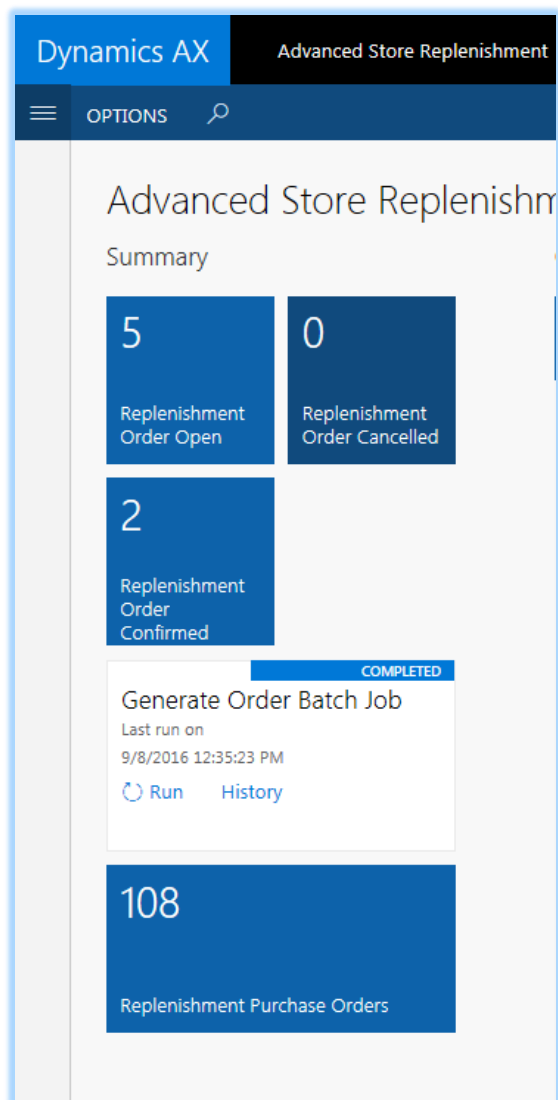
Start date: 9/8/2016 (12:49:37 pm) (GMT) Coordinated Universal Time

- b) The system will create purchase orders for replenishment type 'confirmed orders' once batch process is completed
- c) The system should allow to confirm Replenishment type 'Confirmation' orders, if the Order generation date < Confirmation date.

## 5.8 Advance store replenishment workspace

Advanced store replenishment workspace is intended to provide a one-page overview of the replenishment related activities. From Advanced store replenishment workspace users can start the most typical task directly from workspace and can view different coefficient related information. Users can directly go the needed links for different replenishment related setups.

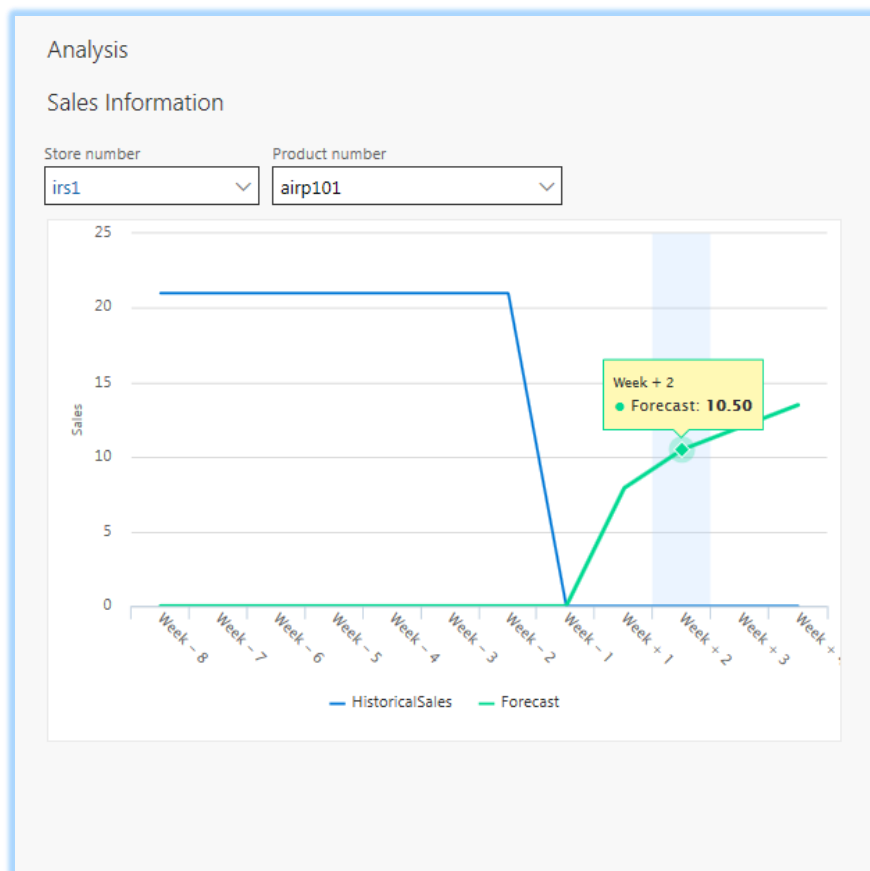
### 5.8.1 Summary section



## 5.8.2 Coefficient section

Coefficients						
Seasonal Coefficient	Calculate					
Special Sales Coefficient	✓ Type	Description	Category	Product	From date	To date
	Channel	IRO1	Accessory Kits	AIRP101	8/31/2016	9/6/2016
Days of Week Coefficient	Channel	IRO1	Accessory Kits	AIRP101	9/7/2016	9/14/2016
	Channel	IRO2	BMX Tires & Tubes	AIRP202	9/7/2016	9/7/2016
Store Weekly Turnover Budget Coefficient	✓ Channel	IRO2	BMX Tires & Tubes	AIRP202	9/8/2016	12/31/2154
Corrected Average Sales	Channel	IRO3	In-Line Recreational S...	AIRP303	9/8/2016	9/14/2016
Weekly Trend Coefficient						

## 5.8.3 Analysis section



### 5.8.4 Related links

#### Related Links

Jobs Run

Calculate all seasonal coefficient profiles

Calculate all day of week coefficient profiles

Automatic order confirmation

Calculate item topology

Identify item stockout

Cleanup replenishment order history

Push Assortments to Advanced replenishme...

Setups

Blocked Quantity Setup

Anomalous sales setup

Segment calendar

Safety stock coverage and filling rates

Item exclusion for replenishment

Supporting Setups

Inquiries