STOCK ALLOCATION IN FASHION AND RETAIL INDUSTRIES



WEBINAR AGENDA

- 1 Company Overview
- 2 Introduction
- 3 A need in a complex environment
- 4 The math behind
- 5 The process in the IT landscape
- 6 How to enhance D365 F&O

COMPANY OVERVIEW



INTRODUCTION

WHAT'S STOCK ALLOCATION?

"Stock or merchandise allocation is commonly considered as the set of decisions and strategies made about how quantities held at a central point or in transit will be distributed amongst several points in a retail chain (outlets, stores, customers, etc.). Usually any allocation software deals with **stock allocation** whether the company is fulfilling sales orders or carrying out branch **stock** replenishment."

A NEED IN A COMPLEX ENVRONMENT

ALLOCATION MANAGEMENT IMPERATIVE

Stock allocation management methods should embrace:

- 1. Develop and Deliver an integrated merchandising and fulfillment model
- 2. Establish Holistic Allocation Strategies that enable Stock Balance and Efficiency, coupled with broad-based reporting capabilities
- 3. Provide an allocation solution that includes also a Seasonal Forecast Algorithm embedded within

STOCK ALLOCATION ISSUES

Critical Points for the Retail (as well the fashion) Industries:

- 1. According to the industry, it may be based on Seasonal sells
- 2. It may includes also Carry-over styles
- 3. It may requires a Seasonal Forecast Framework
- 4. It may be based only on make to order strategies

STOCK MANAGEMENT AND HOW THIS IMPACT OUR COMPANY



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THE MATH BEHIND

OPERATIONAL RESEARCH? LINEAR OPTIMIZATION

Linear optimization is an **optimization method to achieve the best outcome** in a mathematical model whose requirements are represented by **linear relationships**.

Definition: a technique used for the optimization of a linear objective function, subject to linear equality and linear inequality constraints. Its feasible region is a convex polytope, which is a set defined as the intersection of finitely many half spaces, each of which is defined by a linear inequality. Its objective function is a real-valued affine (linear) function defined on this polyhedron. An algorithm finds a point in the polyhedron where this function has the smallest (or largest) value if such a point exists.

Linear programs are problems that can be expressed in canonical form as:

Maximize $c^T x$ subject to $Ax \le b$ and $x \ge 0$

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PERFECT IS ENEMY OF GOOD



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ALGORITHM APPROACH AND HOW TO DEFINE A CORRECT PROCESS

- 1. Define the sub-set of elements to be allocated
- 2. Define the priority rules
- 3. Define the stock sources rules
- 4. Sort the sub-set according to the priority rules
- 5. Calculate the quantity according to the stock sources rules
- I. CALCULATE QUANTITY PER FULFILLMENT?
- II. CALCULATE QUANTITY PER A MINIMUM PERCENTAGE?
- III. APPLY A SHARE THE WEALTH CRITERIA?
- 6. Present the result in a proper report

THE PROCESS IN THE IT LANDSCAPE

ALLOCATION MANAGEMENT IN THE ERP SYSTEMS

Enhance our ERP system or integrate a vertical solution?

Cluster Reply proposes their experience to enhance Microsoft AX/D365 with dedicated process and functionalities to meet the unique and exacting needs of the fashion and apparel enterprises.

WHAT'S THE EXPECTED OUTPUT?

Usually a report:

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ALLOCATION PROCESS



ALLOCATION PROCESS STEP BY STEP – CURRENTLY IN USE ON CUSTOMERS

Complete allocation process:

- 1. Allocation Goods Simulation only result displayed at system
- 2. Allocation Goods Confirmation blocks on orders involved
- 3. Allocation Goods Reservation physical reservation at system

Production of two different information:

- 1. PAS produced allocation solution
- 2. ATS Available to sell

LIVE DEMO ON D365F0

LIVE DEMO ON D365 F&O

Checking minimum delivery percentage	Customer: 004022, Zalando: Delivery percentage:	100.00%, Order Order ID: 012595 Reserved	value is less than the minimum delivery percentage.
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Release to warehouse

III Matrix Group by V

Sales order ↑	Item	Product name	Quantity	Reserve now
012595	B1197466	MINNIE MOUSE PRINTED BADG	300.00	
012595	B1M380433	101 MKW-3-166 PO# 171379 Q	150.00	
012596	B1197466	MINNIE MOUSE PRINTED BADG	400.00	160.00
012596	B1M380433	101 MKW-3-166 PO# 171379 Q	280.00	224.00
012597	B1197466	MINNIE MOUSE PRINTED BADG	300.00	50.00
012597	B1M380433	101 MKW-3-166 PO# 171379 Q	150.00	51.00

^ Sales lines

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	MEDIUM	012596	PreSales	004023	Lafayette	B1M380433	101 MKW-3-166 PO# 171379 QD	Open order	0.00	45.00	36.00	4YR	409	Lafayette
	MEDIUM	012596	PreSales	004023	Lafayette	B1M380433	101 MKW-3-166 PO# 171379 QD	Open order	0.00	45.00	36.00	6YR	409	Lafayette
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CONCLUSIONS

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BENEFITS OF THE ADOPTION WHY IMPLEMENT AN ALLOCATION APPROACH?

To obtain the following benefits:

- Learn from your data with dedicated reports
- Increased Stock rotation
- Optimize the picking process
- Increased customer satisfaction with precise and punctual deliveries
- Ensure stores have the right product in the right quantity