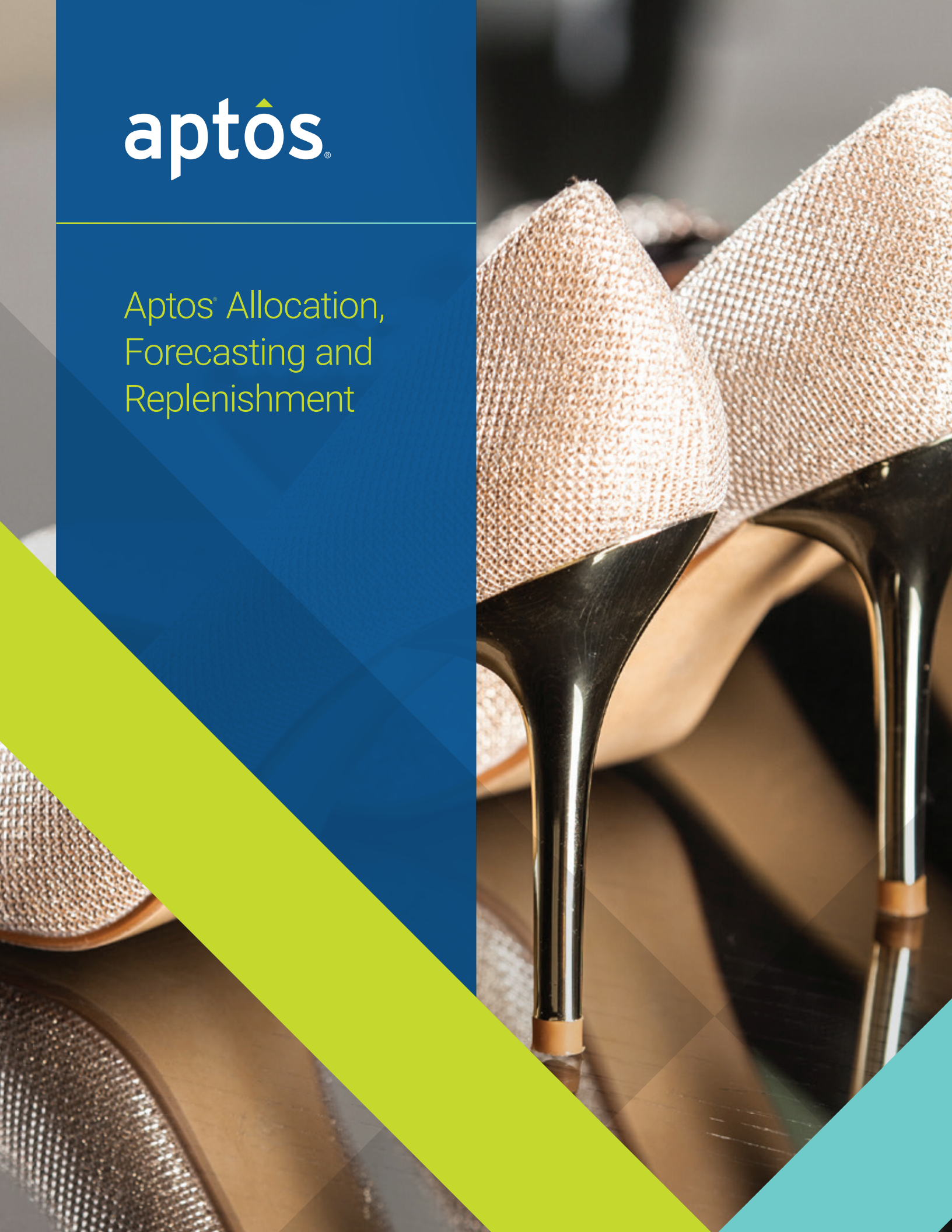




Aptos® Allocation,
Forecasting and
Replenishment



Aptos Allocation, Forecasting and Replenishment

What goes where? For your customers, that would seem to be the simplest of questions. But as a retailer, you know that the answer could not be more complex.

Determining the right products and quantities for each market and store cluster, then maintaining that merchandise in stock with just the right amount in reserve, is yet another critical operation that manual processes can never adequately support. You must allow for seasons, promotions, capacity constraints, color and/or size idiosyncrasies by location and many other variables that can shift your requirements.

The advent of omnichannel retailing brought new layers of complexity to an already challenging process. Having insights into demand patterns and the ability to use those insights to generate forecasts and drive allocation and replenishment to stores is essential to success.

And, as product nears delivery, conditions will continue to change. To correct your course and optimize your outcomes, you'll need to routinely adjust your plan and distributions to accommodate shifting market dynamics.

Getting inventory right is one of the keys to optimizing loyalty, sales, profit and growth. But, getting inventory wrong is one of the quickest ways to undermine your customers' experiences and the efforts of every part of your operation.

The right answers at the right time—every time

Aptos Allocation, Forecasting and Replenishment and (AF&R) helps you navigate correctly and precisely throughout the product journey. Using all of the decisions and information made during the preseason processes, including statistical forecasts combined with product lifecycle curves, Aptos

AF&R lets you execute the ideal system- or user-defined algorithms to get the right inventory to each store based on demand, sales and both preseason and in-season metrics.

Are sales not unfolding entirely as you expected? Aptos' best-in-class forecasts take into consideration demand, seasonality and capacity considerations to revise strategies and replenish and allocate merchandise to top-performing locations. Are your allocations misaligned with store types? Generating dynamic store groups can help get them back on track. Do your products require high in-stock positions? This comprehensive solution can help you correctly replenish each store and distribution center. And if you're approaching the end of the season with stock levels that are off projections, you can determine alternative clearance strategies that will leave you in the most profitable position.



Aptos Allocation, Forecasting and Replenishment helps you:

- Increase sales by responding to daily demand and inventory patterns for each SKU
- Increase margins by minimizing the need for markdowns to clear redundant inventory
- Reduce store transfer costs by allocating products according to their optimal size curve
- See clearly how the entire assortment is being distributed for better alignment with corporate brand strategies
- Transaction sequence and product analysis

Fast and accurate allocation, forecasting and replenishment is indispensable to optimal omnichannel merchandising. That's why our AF&R solution is native to Aptos Merchandising. So you can execute your inventory strategy in true real time: no processing delays or integration risks required.

Forecasting

This powerful tool equips you to generate accurate forecasts by store and product—to make confident merchandising decisions based on predictions of future performance, allowing for different purchase velocities and quantity variability. You can identify holiday events and promotions, smooth outliers, and build a library used to project future events at any level of the merchandise and location hierarchies to generate forward-looking forecasts.

The solution features an automated forecast algorithm selection and forecast self-adjustment. Based on the type of product selected, the best forecast method will be utilized. You'll have visibility to previously calculated forecasts as well as variance to actuals so you can measure +/- over time to effectively manage anomalies in the business. And since clean data management is essential to accuracy, Aptos offers a variety of productive data management utilities that support new store, new product and promotional adjustment capabilities.



Allocation

The Allocation component allows you to create user defined repeatable allocation processes easily and intuitively. The system automates critical functions to free allocators from most manual and administrative functions, allowing them to concentrate on selecting the best parameters for building an allocation. This process includes visibility into integrated assortment plans, forecasts and other upstream processes to effectively manage allocations.

Allocations can be calculated either separately or connected to pre-season decisions, then prioritized and rationed with inventory as it is confirmed available. Create size-level distributions, adjust pre-distributions for recent trends, and elect distribution strategies for holdbacks for subsequent re-allocation. You can account for constraints and capacities prior to execution and create the optimal “push” to your stores and channels.



Replenishment

Gain optimal flexibility, maximize revenue potential and optimize inventory productivity with Aptos AF&R. Our multi-tiered support harnesses the power of vendor, warehouse, store and wholesale replenishment to ensure the right products go to the right places at the right time.

Aptos Replenishment leverages forward-looking demand by store and product to help maintain better in-stock positions via optimized inventory flow through the distribution channels without repeating work to create replenishment parameters.

Multi-echelon replenishment is available when the allocation is complete, so the user's role is simply to review and amend parameters as replenishment reacts to demand and life of line. Replenishment runs as defined by the user and defines the quantities to be shipped by SKU/store to restore the target inventory in the store. The system can leverage all decisions and strategies that were defined throughout the planning process.



Extend your value



Aptos Allocation, Forecasting and Replenishment is one of five core components of Aptos Merchandising. Our comprehensive solution also delivers advanced functionality for:

- Product Management
- Purchase Order Management
- Pricing and Promotions
- Stock Ledger
- Enterprise Data Management
- End-to-end Inventory Management

Used together as a complete solution, Aptos Merchandising enables you to align strategy with execution, to synchronize, accelerate and coordinate all activities within the merchandise lifecycle, and to ensure that demand is met consistently across all channels.

Added value is delivered through Aptos Analytics. Its powerful yet flexible and easy-to-use tools turn merchandising and inventory insights into ideal actions.

And with the latest release of our Merchandising solution, Aptos delivers even greater usability and performance. It provides improved reporting functionality and enhanced capabilities to support both retail and wholesale buying processes—giving you the ability to create, analyze and drive your business faster and smarter.



About

Aptos: Engaging Customers Differently

Aptos is the largest provider of enterprise software focused exclusively on retail. Our cloud-based Singular Retail™ solutions are trusted by over 1,000 retail brands in 65 countries. With industry-leading omnichannel commerce and merchandise lifecycle management solutions, we help retailers develop dynamic and responsive assortments, streamline operations and deliver integrated, seamless experiences...wherever shoppers choose to engage. More than 1,300 colleagues share our collective passion for engaging customers differently, and we are committed to developing relationships built on trust and tangible value by partnering with our clients to create agile retail enterprises that are built to thrive in an era of constant change. Learn more: www.aptos.com.

Contact

1-866-880-4200

info@aptos.com

www.aptos.com

[linkedin.com/company/aptos-retail](https://www.linkedin.com/company/aptos-retail)

twitter.com/aptos_retail

[facebook.com/AptosRetail](https://www.facebook.com/AptosRetail)

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Offices

NORTH AMERICA

Atlanta, GA - Global Headquarters

945 East Paces Ferry Road, Suite 2500
Atlanta, GA 30326 USA
+1 866 493 7037

Columbus, OH

400 Venture Drive
Lewis Center, OH 43035 USA
+1 614 840 1400

Montreal, Canada

9300 Trans-Canada Hwy, Suite 300
Saint-Laurent, QC H4S 1K5 Canada
+1 514 426 0822

Monterrey, Mexico

Blvd. Antonio L. Rodriguez 2100, Piso 14
Santa Maria, Monterrey, NL, 64650 Mexico
+52(81) 8526 1145

EUROPE

West Bromwich, UK

Sandwell Business Centre
4th Floor, 1 Providence Place
West Bromwich, B70 8SZ UK
+44 1932 963784

Milan, Italy

Via Chiese 72, 20126 Milano, Italia
+44 1932 963784

Chemnitz, Germany

Neefestrasse 88, 09116 Chemnitz, Germany
+44 1932 963784

ASIA

Hong Kong

22nd Floor, Tai Yau Building
181 Johnston Road, Wanchai, Hong Kong

Shanghai, China

Room 11-116, 11/F, Yueshang Plaza
1 South Wuning Rd, Jing'an, Shanghai