Luminate Commerce

Merchandise Operations

Optimize performance and control inventory
with integrated merchandise operations systems

Business context

In retail, there is one constant you can count on,
and that's change. Competitors emerge, chains
consolidate, regulations evolve and economies fluctuate
– while consumer expectations continue to grow. For
success in this dynamic environment, retailers must
adapt to evolving consumer demands, leverage growth
opportunities and stay connected to core customers.

Achieving peak operational performance requires a
merchandise management solution that fosters strategic
thinking and flawless execution. Retailers need an open,
scalable and integrated system that adapts to changes
across sales channels, provides visibility into inventory
position and empowers swift action on market shifts and
corporate initiatives.

The Blue Yonder solution

Merchandise Operations enables operational excellence.
Based on more than 25 years of merchandising best
practices, Blue Yonder's Merchandise Operations
comprehensive capabilities – inventory control and
procurement; vendor, price, cost and promotion
management; receiving, allocation and replenishment
and financial management – are proven to address your
requirements and support all retail verticals worldwide.
Softlines, hardlines and grocery retailers in more than 15
countries drive sales, margins and cash flow by utilizing
this Blue Yonder solution to get the right products at
the right price to the right place at the right time.
Supporting synchronized data and timely transactions,
Blue Yonder Merchandise Operations solution automates
and integrates information management processes.

From enabling management of your vendor relationships
and open-to-buy to tracking inventory throughout
your enterprise, Blue Yonder Merchandise Operations
Solutions puts you in control. Merchants can efficiently
manage ordering, receiving and transferring tasks while
leveraging analysis capabilities to drive more intelligent
decision making.

Real Results

Increase annual and/or
comp-store sales up to

35%

Decrease inventory levels
up to

30%

Reduce shrink up to

10%

Key features

- Inventory control and procurement
- Allocation & replenishment integration
- Pricing and promotion management
- Product and vendor cost management

Advanced pricing and promotions

Increasing revenues requires advanced pricing methods. Blue Yonder Merchandise Operations Solutions enables you to proactively implement pricing based on rules you define: margin, competitive prices, vendor incentives, chain/zone/ store overrides and promotional pricing by product hierarchy, attribute or vendor. It then automatically generates suggested changes and even simulates pricing strategies. You'll make better decisions faster by evaluating and reacting to financial effects of planned price events prior to implementing.

With consumers increasingly comparing prices online before buying in-store, you must offer the most competitive prices possible. Merchandise Operations evaluates competitors' prices against your defined parameters and then suggests optimum pricing that allows for quick adjustments.

Better understanding of true product costs

Maximizing profits requires a clear understanding of your products' cost components. Merchandise Operations solutions helps stretch your buying dollars and reduce costs by providing better insight into all cost factors. You can quickly review and evaluate vendor product costs, charges and allowances with the solution's cost management capabilities supporting allowances, landed cost and vendor rebates. Blue Yonder Merchandise Operations also integrates invoice matching with purchase orders and receipts to further improve efficiency and accuracy.leveraging analysis capabilities to drive more intelligent decision making.

Optimize inventory investment

Blue Yonder Merchandise Operations solutions can help you maintain the lowest inventory investment while still sustaining service levels by aligning product supply with consumer demand to increase sales, margins and satisfaction. This solution set also enables you to reduce markdowns and better target merchandise allocations.

By defining the parameters that work in conjunction with purchase order transfers and allocations, Merchandise Operations confirms sufficient product quantities – even for merchandise with unpredictable selling cycles. The solution also supports daily store replenishment based on daily sales patterns and avoids excess stock by taking irregular sales peaks into account.

Key benefits

- Scales to process millions of transactions per hour and enables a modular implementation for prioritized capabilities
- Supports perpetual inventory valuation at unit, cost and retail.
- Supports retail and cost methods of accounting plus user- defined retail and/or cost ledgers to deliver a customer- specific view and calculation of cost of goods sold
- Supports vendor-to-store/warehouse, distribution center-to-store, flow-through and cross- dock distribution
- Differentiates between mandatory and optional attributes at different levels of your product and location hierarchies

Grocery specific benefits

- Manages perishable merchandise, such as tracking on-hands, sales velocity and spoilage.
- Supports recipe and transformation management for unit measurement changes, ingredients, quantities, yields, portions, labor and more
- Supports meat cut tests, random weight and direct store delivery

Softlines specific benefits

- Manages purchasing and enables buyers to manage their open-to-buy while streamlining allocations and markdowns
- Tailors attribute assignments by any characteristic, such as fabric and manufacturer

International benefits

- Supports multiple concurrent languages, universal standards and local requirements
- Handles currency-specific transactions taxation

BlueYonder