

# Fashion Merchandising



Fashion merchandising is all about having your products in the right place, at the right price, in the right quantity, at the right time. K3 Merchandising is the tool that helps fashion retailers achieve this – reaching maximum sales potential and efficiently managing the selling environment

Managing stock effectively can be a tall order for any customer focused retailer operating extended supply chains. Often there is limited time with which to make tactical decisions and, in this fast paced environment, fully integrated systems are not just helpful; they are essential.

K3 Merchandising is a fully integrated ERP system, developed using the Microsoft Dynamics platform, to support all of the common processes within a fashion merchandising environment. The functionality within K3 Merchandising gives businesses the choice to manually control or automate their merchandising processes, while ensuring accuracy of information right across the board. Additional functionality has also been incorporated within this to support multi-channel retailers who need to plan and manage stock levels by channel, to improve overall service levels.

## Benefits

Key benefits within K3 Merchandising include:

- Base processes start by creating robust high level financial plans, assortments plans and an OTB framework to meet strategic goals
- Item set-up is intuitive and replication allows for the speedy creation of products.
- Lifecycle management helps you ensure all products will be available at the launch date through milestone management
- Collaborative supply chain management means that everyone is looking at the same plans and suppliers can instantly get new orders and update delivery schedules
- Grading of stores is simplified and can be achieved through any period of historical data

## Functionality



- Top-down / bottom-up plans
- Initial grading
- Range Plans
- Assortment plans
- OTB management

- Item set-up
- Purchasing / ordering
- Product lifecycle management
- Supply chain management
- Inventory control

- Shop replenishment grading
- Allocations
- Replenishment
- IST's

- Reforecasting
- Regrading
- Tactical price changes
- Promotions

- Clearance
- Stock Push
- Stock consolidation

# K3 Factsheet

## Fashion Merchandising

### Benefits continued

- Manage replenishment of store stock by dynamic sales, min/max or constant stock algorithms, or any combination
- Targeted tactical promotions and clearance ensure that stock is cleared through quickly
- Business Intelligence dashboards allow users to quickly understand where action is required and exception reports focus attention to the detail

### Summary

The larger the organisation in terms of product range and number of sales outlets, the greater the challenge of balancing range availability; therefore it is important to have the systems in place that will give you the information. K3 Merchandising gives businesses the choice to manually control or automate their merchandising processes, while ensuring accuracy of information right across the board.

Process Area	Functionality	Benefits	Result
Plan	High level financial and range planning fully integrated with merchandising	Forecasts cascade through planning system and update OTB and impact on ordering modules	Reporting will always reflect the most up to date figures and OTB will be effectively managed
	Range planning connects to item set-up	Reduces the amount of keying during set-up	Data integrity & time saving
Buy	Product Lifecycle management	Tracks key processes within a structured environment	Reports activity against milestone dates and enables contingency planning
	Product Data Management (PDM)	Supports multiple bill of materials and attachment of images, care instructions, etc.	Creates central base for supporting data and image library
	Vendor rating	Collates data from across the system to report on supplier performance against KPIs	Objective & subjective reporting against definable parameters
Stock	Track out of stocks	Understand lost potential, at store SKU level	Improve availability & sales and customer service KPIs
	Multi-Channel stock management	Manage each channel individually, with high level views & reporting	Improved service levels by managing stock for each channel
	Auto store grading	Regular re-grading increases sales potentialisation	Increased sales & stock turn
Manage	Reforecast & re-grading	Reforecast sales, markdowns and stock levels are reflected across the whole system and immediately affects OTB levels	



### About K3

K3 has been providing business software solutions to the retail sector for 25 years and are proud to be the UK's leading supplier of Microsoft Dynamics. At the core of our achievements lies the successful provision and implementation of end to end solutions sought out by clients throughout the UK, Ireland, Europe and the Middle East.

We are renowned for our unique personalised service and our skill at really listening to our clients. As a Gold Level partner, and both a President's Club and Inner Circle member, we offer a level of expertise that allows us to deliver exactly what our customers require.

Clients that have enjoyed the benefits of a K3 software solution include: Agent Provocateur, Fat Face, FootAsylum, Shoon, The White Company, Adidas, Alliance Pharmacy, American Golf, Booths Supermarkets, Carpetright, Dobbies Garden Centres, Dreams, Gamestation, Gamestop, Lakeland, Leekes, National Gallery Company, Pearsons, Rugby Football Union, SpaceNK.

K3 is part of the K3 Business Technology Group plc

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