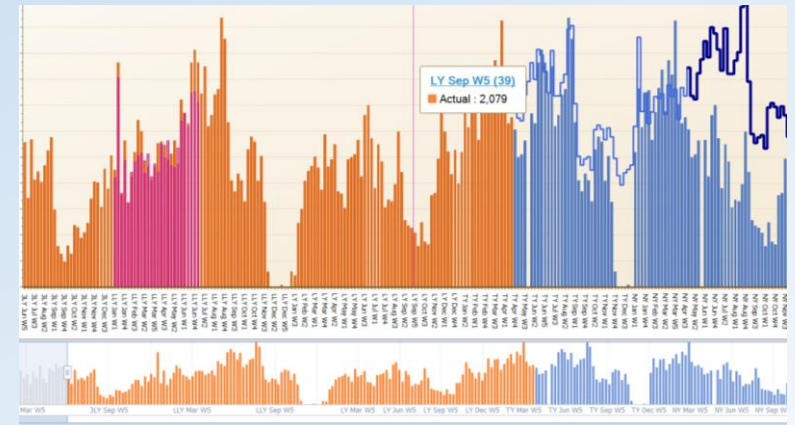




Affordable OTB Software & Results for Independent Retailers:

- Single Location
- Multiple Locations
- Multiple Channels





A Simple, Effective Solution

- Plan your Sales
- Set your Stock Targets
- Use Open To Buy

Planner AP 4.3.2 (Plan) User: tboxa (dbo); DB: RetailOptia_demo; EOP: Last Actual Fiscal Week: 16 (April W3)

Navigation: Objects, Stores, Drill Down, Drill Up, Year/Plans, Season/Screen

Tools: HOME, SHORTCUTS, CHARTS, IMPORT/EXPORT, *Full Year, *OTB at Cost, Collapse/Expand, Pivot, View options, Group Operation, Sales Forecasting, Report

	Boutique, All Stores	Row	Dec W5 / 52	Jan W1-4	Feb W1-4	Mar W1-5	Apr W1-4	May W1-4	Jun W1-5	Jul W1-4	Aug W1-4	Sep W1-5	Oct W1-4	Nov W1-4	Dec W1-5	Sea Tot 1 W1-52
1																
2	*Sales Ret\$	NY		46,743	41,951	52,563	51,022	37,816	98,537	61,262	55,864	39,476	23,993	43,269	53,710	606,206
3		TY		46,743	41,951	52,538	51,022	37,816	123,526	104,862	104,030	42,397	41,155	32,630	2,082	680,753
4		%TY		0.00	0.00	0.05	0.00	0.00	-20.23	-41.58	-46.30	-6.89	-41.70	32.60	2,479.71	-10.95
5	GM %	NY		46.44	53.47	57.08	56.68	56.86	56.47	59.40	57.28	57.44	48.08	39.45	50.16	53.91
8	GM \$	NY		21,706	22,433	30,003	28,921	21,501	55,644	36,390	31,998	22,673	11,535	17,068	26,942	326,812
11	*Sales Cst\$	NY		25,037	19,518	22,560	22,102	16,315	42,894	24,872	23,866	16,803	12,458	26,201	26,768	279,394
14	Calc Receipts Cst\$	NY		19,948	16,315	42,894	24,872	23,866	16,803	12,458	26,201	26,768	25,037	19,518	22,560	277,240
17	*Stock Cst\$	NY	69,269	64,180	60,977	81,311	84,081	91,632	65,541	53,127	55,462	65,427	78,006	71,323	67,115	67,115
18		TY	69,269	61,026	57,105	73,475	109,541	134,884	123,653	123,565	106,961	92,225	91,358	82,523	69,269	69,269
19		%TY	0.00	5.17	6.78	10.67	-23.24	-32.07	-47.00	-57.00	-48.15	-29.06	-14.61	-13.57	-3.11	-3.11
20	W/S Cst\$	NY		13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00
21		TY		12.47	11.33	11.45	12.36	12.11	15.28	24.47	26.14	22.67	23.35	20.70	13.43	17.15
22		%TY		4.28	14.78	13.50	5.21	7.36	-14.94	-46.88	-50.27	-42.64	-44.34	-37.20	-3.20	-24.18
23	*On Order Cst\$	NY		0	0	0	0	0	0	0	0	0	0	0	0	0
26	OTB Cst\$	NY		19,948	16,315	42,894	24,872	23,866	16,803	12,458	26,201	26,768	25,037	19,518	22,560	277,240
29	Turn Cst\$	NY		0.38	0.30	0.32	0.28	0.19	0.54	0.42	0.44	0.28	0.17	0.35	0.39	4.00
30		TY		0.38	0.32	0.37	0.24	0.13	0.46	0.36	0.39	0.22	0.25	0.19	0.01	3.40
31		%TY		-0.09	-8.33	-14.87	10.83	41.85	18.17	16.65	14.57	30.24	-31.05	82.84	3,007.99	17.80
32	GMROI	NY		0.33	0.35	0.42	0.35	0.25	0.70	0.62	0.59	0.38	0.16	0.23	0.39	4.68



A Profitable Solution

- Increase margins
- Reduce excess inventory
- Improve cash flow
- Lower inventory risk
- Enforce buying discipline

Planner AP 4.3.2 (Plan) User: tboxa (dbo); DB: RetailOptia_demo; EDP: Last Actual Fiscal Week: 16 (April W3) Upper level data will be rolled up.

Navigation: HOME SHORTCUTS CHARTS

Objects, Stores: Drill Down, Drill Up

Year/Plans: TY 2024

Season/Screen: *YTD

Price Point: *Price Point

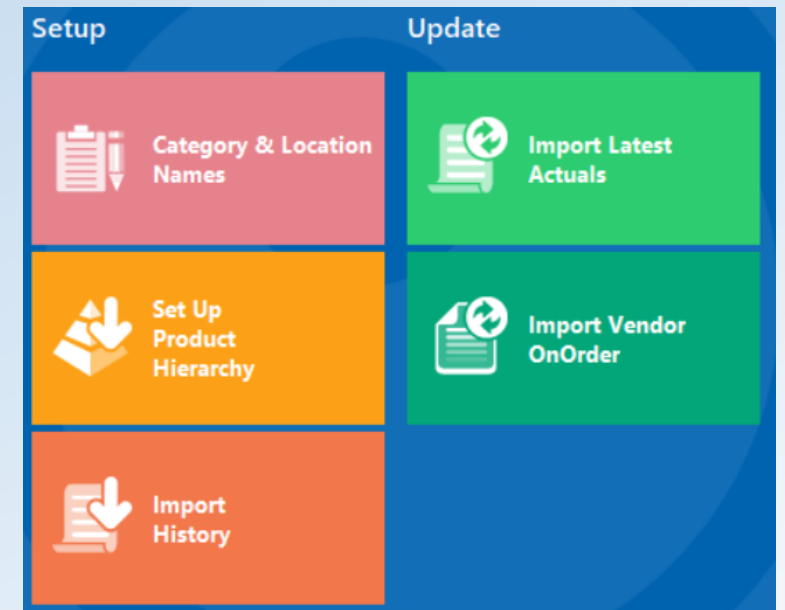
Actions: Collapse/Expand, Pivot, View options, Parents, Filter Sort, Sales Forecasting, Report, Email

SubCategories . All Stores	ID	Row	Category	Dec W5 / 52		SeaTot 1 W1-16			
				% Share Stock Cst\$	*Stock Avg Cost	% Share Sales Ret\$	% Share Stock Cst\$	*Sales Avg Cost	*Stock Avg Cost
			Total						
2 All Stores		TY			6.32			5.24	5.88
5 Bottom up total		TY		100.00	6.32	100.00	100.00	5.24	5.88
8 Difference in %		TY			0.00			0.00	0.00
10 Manufactured	FRM	TY	Furniture	5.99	172.85	0.18	4.51	109.18	179.02
13 Bath and Body	BEB	TY	Beauty	3.55	3.97	5.16	4.21	4.24	4.33
16 Purse/Handbag	QAP	TY	Accessories	4.92	21.77	6.27	4.19	15.24	19.11
19 Top	QWT	TY	Boutique	3.60	15.02	4.24	3.43	14.17	13.80
22 Earring - Pierced	JEP	TY	Jewelry	3.13	7.45	4.37	3.19	5.72	6.47
25 Greeting Cards	PPG	TY	Paper	2.79	1.97	2.27	2.59	2.08	2.07
28 Wall Decor	ARD	TY	Wall Art	2.62	11.21	2.16	2.49	8.30	11.41
31 Necklace	JEN	TY	Jewelry	2.90	12.42	3.30	2.21	9.28	10.94
34 Rack Program	BKR	TY	Books	2.12	6.18	3.88	2.07	7.06	6.04
37 Tabletop	DKT	TY	Dish/Kitchen	2.18	4.47	2.33	2.06	4.83	4.75
40 Toys	KDT	TY	Kids	1.36	2.84	3.66	2.05	2.63	2.83
43 Burnable	CAB	TY	Candles / Home Frag	1.40	7.40	1.89	1.82	6.96	7.19
46 Non-Flame	CAN	TY	Candles / Home Frag	1.68	2.65	2.71	1.80	2.88	2.59
49 Ring	JER	TY	Jewelry	2.35	8.50	1.74	1.64	6.97	7.82
52 Bracelet	JEB	TY	Jewelry	2.34	7.63	2.32	1.62	5.91	7.08
55 Kid's Stuffed/Plush	KDS	TY	Kids	1.21	5.56	2.31	1.45	5.46	5.87
58 Framed	ARF	TY	Wall Art	0.90	19.57	0.83	1.40	15.43	18.47
61 Throw	TBH	TY	Bedroom Textiles	0.50	13.43	1.20	1.30	15.93	15.79
64 Entertainment/Serving	DKF	TY	Dish/Kitchen	1.21	8.86	0.85	1.28	8.48	10.21



A Practical Solution

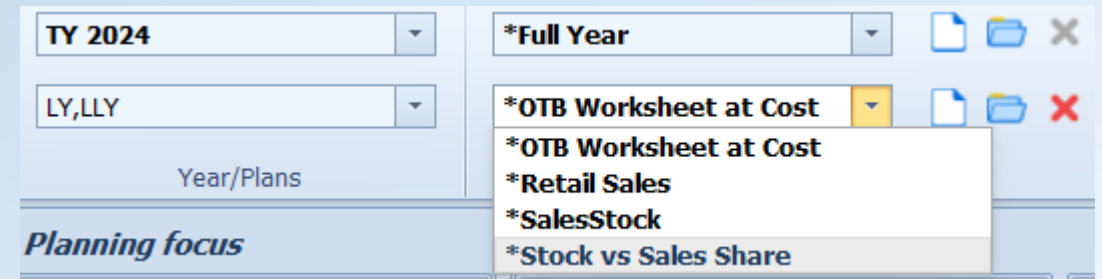
- No-risk approach
- Affordable subscription plan
- Easy to master
- Easy to implement
- Use in the office or on the road





A Ready-to-Use Solution

- Built-in Screen Templates
- Built-in Formulas and KPIs
- Built-in Shortcuts
- Baked-in knowhow
- Best-in-class Support
- Private Coaching available





A Professional-grade Solution

- Plan Monthly or Seasonally
- Plan at Retail, Cost, Units
- Plan with history or without
- Plan categories and Locations
- InSeason or Preseason
- Export/Import with Excel

Company by Stores: All Stores		Jan W1-4	Feb W1-4	Mar W1-5	Apr W1-4	May W1-5	Jun W1-5	Jul W1-4	Aug W1-4	Sep W1-5	Oct W1-4	Nov W1-4	Dec W1-5	SeaTot 1 W1-52	% Share Sales Ret	
ID	Row	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret	*Sales Ret		
1	Company	NY	420,932	457,162	624,528	477,444	335,830	707,425	482,542	483,619	343,907	212,992	374,893	502,480	6,433,772	
2		TY	420,504	456,639	624,204	477,183	335,798	1,488,802	1,356,197	1,580,725	811,828	365,154	294,696	18,190	8,227,820	
3		%TY	0.10	0.12	0.05	0.05	0.01	-52.42	-64.42	-69.41	-57.64	-41.67	27.21	2,662.47	-4.08	
4	Bottom up total	NY	420,932	457,162	624,528	477,444	335,830	707,425	482,542	483,619	343,907	212,992	374,893	502,480	6,433,772	
5		TY	420,504	456,639	624,204	477,183	335,798	1,488,802	1,356,197	1,580,725	811,828	365,154	294,696	18,190	8,227,820	
6		%TY	0.10	0.12	0.05	0.05	0.01	-52.42	-64.42	-69.41	-57.64	-41.67	27.21	2,662.47	-4.08	
7	Difference in %	NY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
8		TY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
9	Flagship Store	1	NY	103,722	113,828	164,127	119,093	85,412	226,474	131,439	80,022	53,377	31,525	69,157	119,840	1,299,015
10		TY	103,562	113,828	164,077	119,068	85,412	257,624	170,110	124,598	63,870	50,727	46,709	1,020	1,300,848	
11		%TY	0.13	0.00	0.03	0.02	0.00	-12.16	-22.74	-35.76	-16.44	-37.85	48.06	11,646.12	-0.22	
12	Main Street	2	NY	119,694	129,166	171,614	133,322	94,593	232,619	140,625	115,458	80,473	43,001	92,079	141,157	1,483,801
13		TY	119,694	128,722	171,561	133,318	94,593	249,108	193,413	158,343	81,023	58,274	51,381	5,302	1,448,233	
14		%TY	0.00	0.34	0.03	0.01	0.00	-6.62	-27.29	-27.31	-0.69	-26.21	79.21	3.36	56.80	
15	Suburb	3	NY	93,145	102,106	139,276	114,815	86,736	134,834	102,499	126,523	94,764	46,843	77,430	107,413	1,229,388
16		TY	93,130	102,106	139,266	114,774	86,736	532,033	496,095	697,189	256,734	72,320	51,613	6,286	2,659,282	
17		%TY	0.02	0.00	0.01	0.03	0.00	-74.66	-79.42	-81.57	-63.09	-35.23	50.03	1,608.78	-93.65	
18	Web	4	NY	70,771	67,837	86,072	60,846	39,360	65,409	66,824	111,056	89,928	73,718	111,162	95,796	840,860
19		TY	70,488	67,768	85,870	60,664	39,360	95,317	116,768	148,716	131,818	143,652	110,398	4,531	1,674,022	
20		%TY	0.40	0.07	0.22	0.30	0.00	-31.38	-41.06	-24.31	-31.63	-48.68	0.15	2,012.88	-12.42	
21	Outlet	5	NY	33,000	44,245	63,439	49,368	29,729	48,089	39,150	48,556	25,360	17,906	25,120	38,335	462,808
22		TY	33,000	44,195	63,420	49,362	29,697	352,519	377,809	453,382	278,265	40,182	34,054	1,051	1,767,636	
23		%TY	0.00	0.11	0.03	0.01	0.11	-86.36	-89.64	-89.29	-90.69	-55.44	-26.24	3,548.27	-73.66	
24																



Get Best Practice KPIs including...

- Penetration/Share %
- Sales Trend %
- Avg Stock
- Gross Margin % and \$
- Stock Turn
- Freshness %
- GMROI
- Weeks of Supply
- Stock to Sales
- Sellthrough
- OPEN TO BUY
- Target Receipts