



## PLANNING

- Strategic turnover and performance targets
- Shop floor planning
- Shop floor cluster
- Product category / limit planning
- Seasonal planning
- Open-to-Buy
- Sales planning
- Procurement planning
- Collection framework planning
- Assortment planning
- Assortment modules
- Shopping list

## PRODUCT DEVELOPMENT (PLM AND PDM)

- Materials
- Colours / Sizes / Styles
- Colour cards
- Size ranges
- Calculations
- Patterns
- Graded size charts
- Tech packs
- Assortments and hierarchies
- Collections
- Collection adjustments
- Seasons
- Several delivery windows per season
- Seasonal colours
- NOS

## PROCUREMENT

- Material requirements planning
- Gross/net demand calculation
- Recommendations for orders, production and redistributions
- Replenishment planning
- Framework orders / block orders
- Price scales
- Bonus agreements
- Purchase order processing
- Receipt and storage of goods
- Quality assurance
- Certificate management
- Supplier management
- Supplier portal

## PRODUCTION

- Resources / resource properties
- Dynamic bills of material and work schedules
- General and detailed planning
- Capacity planning and control across locations and countries
- Payroll accounting and piece rate accounting / salary vouchers

## INVENTORY AND WAREHOUSE MANAGEMENT

- Warehouse management
- Order picking
- Dispatch and packaging
- Returns processing
- Merchandise distribution
- Initial stocking of store
- Replenishment
- Annual inventory
- Permanent inventory
- Customs clearance and Intrastat
- Long tail and consignment
- CEP and forwarding agents
- Arrears management

## MARKETING

- CRM and address management
- Target group selection
- Customer retention
- Bonus and loyalty programmes
- Prospective buyers and offers
- Marketing campaigns / promotions
- Promotional and purchase vouchers
- Up- and cross-selling

## RETAIL AND E-COMMERCE

- Customer data
- Campaigns and discounts
- POS and mobile consulting
- Sale
- Redistribution
- Staff deployment planning
- Store management
- Omnichannel
- Webshop
- Marketplaces and platforms
- Credit assessment
- Payment methods

## SALES AND WHOLESALE

- Customer master data
- Customized prices and discounts
- Payment methods
- Customer enquiries and offers
- Order verification and order processing
- Customer notifications
- Reservation and shipment release
- Invoicing
- Call centres
- Returns processing