

Merchandise Management System

Challenge: Improving operational performance and optimizing inventory investment for multi-channel retailers

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 performance requires a merchandise management solution that fosters strategic thinking and flawless execution. Retailers need a proven, cost-effective and integrated system that adapts to changes across sales channels, provides visibility into inventory position and empowers their teams to act fast on market shifts and corporate initiatives.

Solution: JDA Merchandise Management System

JDA Software enables operational excellence with world-class JDA Merchandise Management System (MMS®). Based on more than 25 years of merchandising best practices, JDA Merchandise Management System is the world's leading host transaction solution for the IBM iSeries environment. More than 360 retailers in 60 countries rely on JDA Merchandise Management System to drive sales, margins and cash flow by getting the right products at the right price to the right place at the right time. The solution's scalable architecture enables a speed-to-value implementation while ensuring data integrity and streamlined business management.

◆ Key Benefits:

All retailing

- Scales to process millions of transactions per hour and enables a modular implementation for prioritized capabilities
- Facilitates exception management linked to key performance indicators
- Supports push/pull replenishment and perpetual inventory by user-defined units of measure

Softlines retailing

- Manages purchasing and enables buyers to optimize open-to-buy while streamlining allocations and markdowns
- Features user-defined attributes at product hierarchy or style level

Key Benefits continues on next page >



Increase revenues with advanced pricing and promotions

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

With consumers having online access to price comparisons, JDA Merchandise Management System helps you maintain the advantage. By comparing competitors' prices against your defined parameters, the solution suggests optimum pricing that allows for quick adjustments to secure the sale.

JDA Merchandise Management System's comprehensive capabilities – inventory control and procurement; vendor, price, cost and promotion management; receiving; allocation and replenishment; financial management; customer order management and warehouse management – are proven to address your unique requirements. From tracking inventory enterprise-wide to managing vendor relationships and open-to-buy, this powerful solution puts your merchants in control. Merchants can efficiently manage ordering, receiving and transferring from their desktops while leveraging intelligent analysis capabilities.

Improve margins with better understanding of true product costs

Maximizing profits requires a clear understanding of your products' cost components. JDA Merchandise Management System helps stretch your buying dollars and reduce costs by identifying the most economical sources

You can quickly review and evaluate vendor product costs with the solution's cost management capabilities supporting allowances, landed cost and vendor rebates. It also integrates invoice matching with purchase orders and receipts to further improve efficiency and accuracy.

Key Benefits continued

- Supports ordering off of a style grid or by style pre-packs
- Financial management
- Supports retail and cost methods of accounting and delivers accurate and completely auditable financial control
- Automatically interfaces inventory to general ledger to produce journal entries from merchandise transactions

Warehouse management

- Plans, manages and tracks merchandise storage and flow across warehouses and distribution centers
- Supports paper- or real-time radio frequency-based communications
- Supports vendor-to-store, distribution center-to-store, flow-through and cross-dock distribution

International retailing

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

Optimize your inventory investment across channels

JDA Merchandise Management System 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. You'll reduce markdowns and better target merchandise allocations.

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

Deliver a seamless shopping experience

Consumers expect consistent product information, availability and service across all your channels. customer ordering customer ordering capabilities deliver merchandising and inventory control tools needed to fully manage your multi-channel operations so you can give customers the seamless experience they demand.

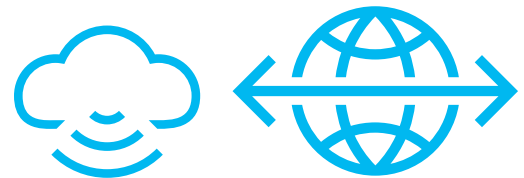
You can control the order process, from initial capture, credit authorization and tax/shipping charge calculations to customer fulfillment and returns. JDA Merchandise Management System creates, maintains and tracks orders from any customer, at any channel. You'll have full visibility of all orders, including partial shipments and back orders. With automated order status messages, your customers will appreciate consistently excellent service and you'll maximize repeat business opportunities.

Real results

- Increased revenues with advanced pricing and promotions
- Optimized inventory investment across channels
- Increased buyer productivity with dashboard providing a single view and access to every purchase order or expected receipt buyers are responsible for
- Enhanced corporate green initiative support resulting in lower paper costs, faster approvals and easier document retrieval with integration to Quadrant IntelliChief imaging database and paper process management
- Improved margins with better understanding of true product costs
- Increased ability to deliver a seamless shopping experience

Using JDA, you can plan to deliver.

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