

Merchandise management

Maximise sales potential

**Minimise stock outs, broken ranges
and mark-downs**

**High service and satisfaction levels
will bring customers coming back
for more**

BusinessEdge merchandise
management key functions:

**Merchandise, range and
assortment planning & control**

Store grading

Product and supplier management

Purchase order management

Open to buy control

Allocation and replenishment

Price / margin management

Return merchandise authorisation

Workflow management

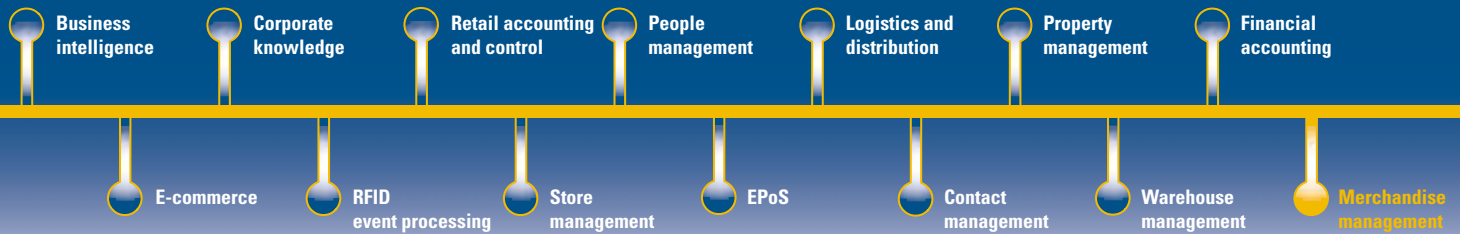


We're all familiar with the retail balancing act. Stock too much and you have to mark down to sell. Stock too little or reduce the range too harshly and your customers will go elsewhere.

In one sense nothing has changed, retailers are still striving to second guess demand and ensure that the right stock is in the right place at the right time and that your systems replenish to where goods are selling. However, what is new is the speed that today's retailers need to react and integrated solutions like BusinessEdge for Retail that can help. Shorter timescales and seasons are squeezing product life cycles and you need to be know sooner rather than later if fashion or brand popularity has waned or yellow jackets are selling better in Chester than East Cheam.

BusinessEdge merchandise management solutions provide retailers in both the food and non-food sectors, including petrol forecourts, with automated solutions and information to fine-tune stocks across warehouses and branches in order to maximise sales, protect margins, minimise sell-outs and put an end to over-stocking.

Our integrated solutions provide one transparent view of products and customers across all the channels to market for improved customer service. By supporting micro-management at individual store level, BusinessEdge merchandise management enables retailers to gain extra value from more sophisticated mark down strategies, differential pricing, tailored store layouts and promotions.



BusinessEdge for Retail applications connect to the enterprise service bus for integrated business processes and management information

Comprehensive features in BusinessEdge merchandise management will help you to achieve high service and satisfaction levels to keep your customers coming back as your business efficiency improves.

Features include:

Store grading – grade branches at any level in the merchandising hierarchical structure and set replenishment priorities.

Store allowance – determine which products and quantities can be distributed to each branch.

Replenishment parameters – create replenishment routines to suit individual needs by type, method, profile code or quantity.

Ideal stock – select from a wide range of methods to set ideal target for each branch and product.

Auto-replenishment – choose from many options for goods held in the warehouse.

Suggested orders – create automatically for goods delivered directly from suppliers.

Promotions – quickly create and control price or product promotions.

Transfers – be alerted to slow-movers and transfer to selling branches quickly.

Pricing – simplify price and management and margin calculations.

Merchandise and range planning – integrate with planning and modelling applications for maximum profit from available stocks.

Reporting – feel the impact of near real time reporting, dashboard-style performance alerting.

Merchandise management is a best of breed solution in the BusinessEdge for Retail suite, available for both food and non-food retailers, which adapts easily to fit your business needs without incurring long implementation times or delays in achieving a return on investment. All application modules share Progress® OpenEdge™ as the underlying technology platform and integrate together or with existing systems via the world's leading enterprise service bus, Sonic ESB®, in order to minimise integration time and cost.

Banburys

Department stores and garden centre

“Overnight we increased the availability and quality of management information by at least ten fold. The systems are already changing the way we do business to serve the customer better.”

*Peter Banbury, director,
Banburys*

Finding out more

You can check out some of our retail successes at www.progress.com or contact Marketing Unit on 0845 665 2754
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