

# smt Rapid Health Check



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Merchandise Planning

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## Merchandise Planning

SMT Consulting is pleased to offer a **Rapid Health Check** of your **Merchandise Planning** process and systems.

The process of managing and controlling buying budgets varies from retailer to retailer. There does not appear to be any definitive approach.

Because of this, it becomes very difficult for retailers to use the Planning Systems offered in the market place in a comprehensive way.

SMT Consulting has experience reviewing, managing and improving category buying and planning processes internationally.

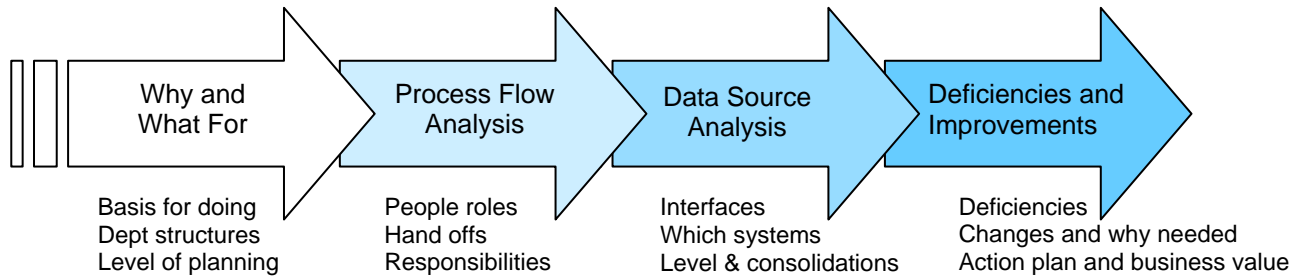
Our 4 phase Rapid Health Check is designed to simply and quickly analyse your process and performance in this important area.

**Best Practice Principles**

**Quick Review**

**Minimal Disruption**

**Focused Results**



RAPID HEALTH CHECK – MERCHANDISE PLANNING					
Phase 1 Why, What For?	2 hour discussion Exec Team				
Phase 3 Data Source Analysis	IT and Planning Data Analysis Needs Discussion	Client extracts Data as per Discussions	Data Analysis by SMT Team		
Phase 2 Process Flow Analysis	Client receives Discussions Guide for Preparation	3 Sessions of Discussions 2-3 hour each	Overflow Questions and Discussions 2-3 hour	Overview of System Use w/ System Experts	Internal System Owner System Vendor
Phase 4 Deficiencies & Improvements	Review of Merch Planning Reports		Analysis by SMT Team	Presentation of Findings	
	Day 1	Days 2-5	Day 6	Day 7	Day 8

### The results will include

- ◆ Category level optimal stock levels
  - ◇ Over-under stocking
  - ◇ Take seasonality into account
  - ◇ Define-comment on stock turns
- ◆ Define the \$ REWARD for improvement
- ◆ Relate world's best practice planning principles to your business model
- ◆ Measure effectiveness of your data and process flows
- ◆ Provide a plan for improvement

### Do you want to:

- Control of Buying budgets**
- Stock levels optimised to support forecasted sales**
- Control of Discounts & Markdowns**
- Report & Act quickly on budget shortfalls**



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