

# Assortment Planning

Maximize your profitability and flow-through by optimizing and localizing your product assortments.

## // Assortment Planning Software at a Glance

ToolsGroup Assortment Planning software blends art and science to give you a truly holistic view of your assortment. Optimize your planning by understanding the assortment on a continuous pre-season and in-season basis, and uncover efficiencies by automating large portions of the process, including clustering, width and depth analysis, sales planning, and receipt planning.

## // Key Features and Benefits

- Customize assortments with a flexible system that empowers you to act on your unique customer knowledge
- From analysis to execution, get the guidance that only comes with an end-to-end solution
- Enjoy efficient implementation and fast time-to-value
- Increase your productivity and spend your time on the activities that matter most

Put the power of AI behind your assortment planning: Get the scalable and flexible solution designed for retail planners, ensuring you define the right assortments for the right customers at the right time.

## Assortment Planning: Drive Sales, Maximize Margins, and Meet Demand Across Locations

It's more imperative than ever for retailers to define the right assortments for the right customers at the right time and the right place—on or offline.

ToolsGroup Assortment Planning software features dynamic location clustering by product area, accounting for attributes and performance criteria. This allows users to create, modify, and maintain omnichannel assortment plans by cluster down to location, increasing customer satisfaction and revenue through highly localized, targeted assortments and promotions.

The ToolsGroup Assortment Planning module is tightly integrated with the Merchandise Financial Planning module, ensuring the assortment meets the financial objectives of your organization.

You get a solution that comes standard with target creation and assortment rationalization, line visualization, receipt planning, size curve optimization, pre-pack optimization, and assortment rollup and reconciliation reports, as well as user-friendly, highly configurable planning dashboards.



## Surpass the Competition with Assortment Planning Backed by AI, Giving You:

- / Customer-Centric Assortments:** Create customer-centric assortments based on industry best practices. You'll also enjoy the flexibility to adjust system outputs based on your unique knowledge of your customers.
- / End-to-End Solution:** ToolsGroup guides you through the assortment planning process from analysis to execution, ensuring the best assortments are in the optimal stores. This scalable, end-to-end solution allows you to match assortments with customer demand every time, thanks to store profiling, localization features, and more.
- / Fast Time-to-Value:** Excel-like grids and graphical displays drive quick user adoption and faster time to value with increased visibility, enabling you and your team to use the system both easily and efficiently.
- / Increased Productivity and Accuracy:** Make decisions with confidence and increase productivity thanks to the management-by-exception functionality, enabling you to apply your unique customer insights to the automated assortment plan.



**Kathmandu®**

"Shortly after going live with assortment planning, we saw benefits in relation to the other systems we had been using—system availability being one of the key results...this is a huge benefit which helps us both setup more accurately for the following weekend's sales and improve the time efficiencies within our teams."

- Caleb Nicolson, **General Manager Supply Chain, Kathmandu**

## ToolsGroup Assortment Planning Capabilities

**/ Location Clustering:** Employ multi-dimensional clustering that focuses on customer purchasing behavior, demographics, and store space. Dynamic clustering can be applied across time within any level of the product hierarchy. Integrate clustering with your assortment and line planning to ensure you meet specific cluster requirements.

**/ Assortment Breadth and Depth:** Improve understanding with visual assortment and collection management that objectively rationalizes the depth and breadth of your assortment. With targeted variability across clusters, you can leverage both anticipated market trends and available space. Demand-based planning gives you the ability to right-size the assortment while reviewing the impact of assortment changes, ensuring your store is ready—regardless of the trends that lie ahead.

**/ Line Planning:** Omnichannel focused line planning ensures product selection and inventory planning are all encompassing. Get an approach that is intuitive and connects analytical planning with visual merchandising to develop product offerings as your customers will see them. The software is also iterative, combining both top-down and bottom-up planning.

**/ Inventory Planning:** Optimize your inventory with a flexible, demand-based flow strategy and the ability to redistribute stock across product life cycle based on performance. Unlock size and pack optimization thanks to powerful retail analytics. Additional supply chain information helps you accurately project inventory value and AUR.

**/ In-Season and Promotions Management:** Visualize the effects of promotions with quick and easy modeling that leads to optimal execution and maximum sales, and get recommendations for markdown strategies to maximize margins for end-of-life products.



## Go Beyond Assortment Planning Software

Explore more ways to surpass the competition with the end-to-end solution that maximizes margins and customer experience:

### Optimize supply chain and retail planning from production to purchase



Learn more about how to minimize wasted spend, maximize profits, and optimize your inventory:

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