

TIA-A3

Demand forecasting and buying for Apparel & Footwear industry



GENOVA

Sales & Operations planning for Fashion

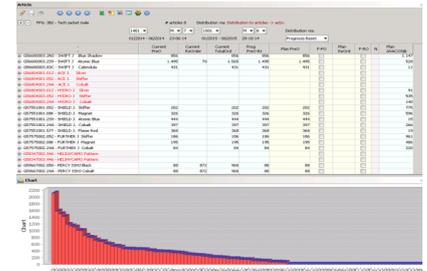


DEMAND FORECASTING AND PLANNING

The **Budget & Merchandise Planning Module** supports the determination and registration of the seasonal target on multiple levels including: sales channel, season, product division, category, country, customer groups and customers/shops. Multiple planning versions help align plans from different perspectives and levels. Apart from value and units per sales order type, the plan is stored with average price, margin and number of options.

Seasonal collections.

Category	Current	Forecast	Plan
Totals (T10)	402,049	56,940	559,009
-14 - Nordic	207,950	18,718	246,668
-18 - East/Cen/Europe	215,566	25,843	241,409
-19 - Large accounts	7,224	8,544	15,768
-1E - Franchise	18,589	4,137	22,726
ACCOST - ACCOST Sweden	20,283	1,107	21,390
ACCOST - ACCOST Other	86,111	8,211	94,322
ACTRIE - ACTRIE Sweden	2,056	361	2,417
ACTRIE - ACTRIE Other	3,055	423	3,478
ACTRIE - ACTRIE Sweden/SE/SE/SE	939	160	1,099
ACTRIE - ACTRIE Sweden/SE/SE/SE	172	29	201
ACTRIE - ACTRIE Sweden/SE/SE/SE	742	636	8,048
ACTRIE - ACTRIE Sweden/SE/SE/SE	1,883	18	1,117
EDS - EDS Sweden	66,822	13,716	80,538
EDS - EDS Other	1,900	1,975	2,165
EDS - EDS Sweden	1,475	972	2,047



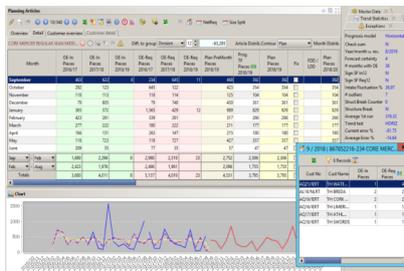
TIA A3® :

- INTEGRATED MULTI LEVEL, MULTI SEASON, MULTI PURPOSE PLANNING
- SEASONAL ITEM FORECAST
- NOS ITEM FORECAST
- 24 MONTHS ROLLING PLAN
- MANAGE IMPACT OF MARKETING CAMPAIGNS
- KEY ACCOUNT PLANNING
- COVERAGE CALCULATION AND PURCHASE PROPOSALS
- CHECK AGAINST CONTRACTS AND CAPACITY OF SUPPLIERS
- DYNAMICALLY CALCULATED SIZE KEY
- OPTIMIZE BUYING DECISIONS

As soon as design has developed (virtual) samples, sales teams can provide feedback to enable the first forecast before the sales period starts, using the **Blind Forecast Module**.

After the first weeks of pre-order intake, or 20% of customers visited, the **Seasonal Forecast Module** kicks in. Individual customer buying behavior is analyzed and a forecast of the expected pre-order total and potential re-order quantity is created. The accuracy of the season forecast technique outperforms the commonly used extrapolation models.

Never out of stock collections.



SUPPLY PLANNING AND BUYING



With the **Net Requirement & Buying Module**, the buyer will receive an up to date future coverage overview daily. Based on the current stock, demand plan, back orders, actual sales and purchase orders TIA-A3 calculates the finished goods purchase proposal for the current and future buying months. Supplier holidays (like Chinese New Year) are taken into account. For stock items, the purchase proposals includes a dynamically calculated safety level to guarantee the required service levels. Various types of minimums help to optimize the proposals. The buyer can review all proposals or work using exceptions. Purchase contracts and displaying future requirements against capacity, supports the selection of alternative suppliers. Approved proposals can be exported directly to the ERP system.

The **Bill of Material Module** can be used to maintain the optimal stock levels of, and purchases for, fabrics and garments. This helps to optimize the stock levels even further, especially if materials are used for multiple products (like buttons or fabrics).

MANAGEMENT INFO



In addition to the ability to build your own queries and download to Excel, TIA-A3 offers an extensive management dashboard showing stock coverage situation, various KPIs, demand development, ABC analysis, plan accuracy comparisons and much more. On the dashboard all the information of the different stages and levels of the planning process come together .

ADVANTAGES OF TIA-A3

- Time saver!
- One version of the truth and one number plan
- Controllable integrated process
- Increased forecast accuracy for seasonal and stock products
- Pre order development analysis tracking the individual customer buying behavior
- Automatic best fit forecast for stock items
- Supply chain optimization with minimums, lead times, capacity & supplier holidays
- Improved delivery performance
- Higher stock turn
- Less over- and under-buy





TIA A3® SOFTWARE

TIA A3 Planning and Forecasting software has been designed for the fashion industry. The “best practice” functionality and the immediate and accurate data, enable merchandizers and planners of leading fashion companies to plan and review future market developments and short-term order book intake to forecast the season ahead. Planners are also supported with qualitative trend forecasts to manage Never out of Stock programs.



GENOVA

Genova Consultancy is specialized in the optimization of planning and forecasting processes in the Apparel and Footwear industry. As a premium partner of Tia A3 GmbH, Genova Consultancy has successfully implemented software to support and improve these processes at fashion companies in US and Europe.

TIA A3® SOFTWARE:

- “OFF THE SHELF” SOLUTION THAT IS BASED ON THE BEST PRACTICES IN FASHION INDUSTRY
- UNIQUE COMBINATION OF LOGIC AND STATISTIC FORECAST MODELS
- MODULAIR SET-UP
- PROVEN TRACK RECORD
- EASY INTEGRATION WITH ERP SOFTWARE
- FAST IMPLEMENTATION

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