



Plan with more speed and precision

Explore IBM Intelligent Merchandise Planning for SAP® Retail

Delight customers, protect margins, and reduce waste

Highlights

- Retailers need the ability to plan quickly, accurately, and consistently to meet rising consumer expectations and hit financial targets.
- Together, IBM and SAP are helping retailers to plan more effectively, efficiently, sustainably, and profitably.
- IBM Intelligent Merchandise Planning for SAP® Retail complements standard SAP software with IBM intelligent workflows and AI.

Shoppers are becoming more demanding. Whether buying in store or online, they expect the product they want to be available in the right place, at the right time, and at the right price. To deliver on these rising consumer expectations and meet financial targets, every omnichannel retailer needs the ability to plan quickly, accurately, and consistently.

Together, IBM and SAP are helping retail organizations to plan more effectively and efficiently to protect margins and reduce waste. IBM Intelligent Merchandise Planning for SAP Retail solutions augments the SAP suite of retail planning software that is ranked as a “leader” by Forrester Research, Inc.¹

The solution addresses common retail planning challenges, including:

- High levels of complexity and manual effort
- Labor-intensive spreadsheets and outdated tools
- Slow and inaccurate processes
- Incomplete and inaccessible data

Read how IBM Intelligent Merchandise Planning for SAP Retail can help you delight your customers, protect margins, and reduce waste.

Sources:

1. “The Forrester Wave: Retail Planning Q1, 2020,” published March 12, 2020.

Maximize planning accuracy and speed through automation

Planning is key to the success of every retail business, but the process is often difficult and complex. Some retailers handle hundreds – even thousands – of categories and sub-categories and may be regional or global in scale. IBM Intelligent Merchandise Planning for SAP Retail provides a flexible and scalable solution that utilizes advanced AI and machine learning capabilities to handle huge quantities of data, minimize manual intervention, and maximize accuracy. IBM adds specific capabilities to SAP's retail planning software, including:

Merchandise Financial Planning Intelligent Workflow

Intelligent workflows reduce manual intervention and improve accuracy and speed. IBM Intelligent Merchandise Planning for SAP Retail offers different levels of flow from individual planner to global planners and category managers, with tasks and approvals triggered and allocated based on preconfigured business rules. The flexible solution enables both top-down and bottom-up planning and features in an intuitive, Fiori-based user interface. The key benefits include:

- Flexibility and scalability to support different requirements
- Greater accuracy and control
- 30% reduction in processing time

Data Collection and Calculation Intelligent Workflow

Combining internal and external data is traditionally a slow, complex, and labor-intensive task. IBM Intelligent Merchandise Planning for SAP Retail uses SAP Customer Activity Repository (SAP CAR) as its data foundation and automatically synchronizes data from across SAP applications. This enables the solution to access historical sales data and combine it with relevant external information such as IBM Weather Data to deliver more accurate planning. The benefits include:

- 97% automation of entire process
- Reduced manual input errors
- Automated reprocessing of identified errors

Improving Demand Accuracy with Machine Learning and External Data

Accurately forecasting demand is a major challenge for most retailers. Intelligent Merchandise Planning for SAP Retail augments SAP CAR's strong predictive capabilities with additional predictive algorithms and external data sources to calculate the future demand that will be required from a planning standpoint.

Benefits include:

- 97% automation of entire process
- Reduced manual input errors
- 10-30% improvement in demand forecasting

Retailers are held to specific financial goals and objectives each year. Merchandise planning is a critical capability for creating strategic financial goals at specific levels of a retailer's merchandise hierarchy. This capability provides the ability to track and monitor performance to find risks and opportunities within the business.

IBM and SAP: Redefining the Intelligent Business Standard

Organizations of all sizes and industries are looking to create exceptional customer experiences, uncover new revenue opportunities, optimize investments and fundamentally reinvent how business gets done by using intelligent technologies and migrating to the cloud. But the shift in strategy to do it right is far from easy.

IBM and SAP have the innovation and industry expertise to help set that strategy and see you through the change. We are actively working with businesses around the world to define the standard for how AI, machine learning, and other intelligent technologies are used most effectively and most responsibly.

SAP provides the world's leading intelligent applications and technologies – connecting, clarifying and using all the data that matters to your organization to make your processes more nimble and decisions more powerful. IBM helps customers build smarter businesses and is a global leader in SAP transformations – offering in-depth industry and process experience, together with game-changing AI, multi-cloud and on-premise deployment, and talent and change management capabilities.

Together, we will lay the foundation for innovation for your business, infusing the best technologies available, preserving your existing investments, and taking your organization where it needs to go. We'll help you take transformation from a boardroom topic to an everyday reality – working together to bring intelligence to your entire enterprise.

For More Information visit: www.ibm-sap.com/digitaltransformation

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