

nextail

Running an Optimisation & Adding Inputs

November 2020

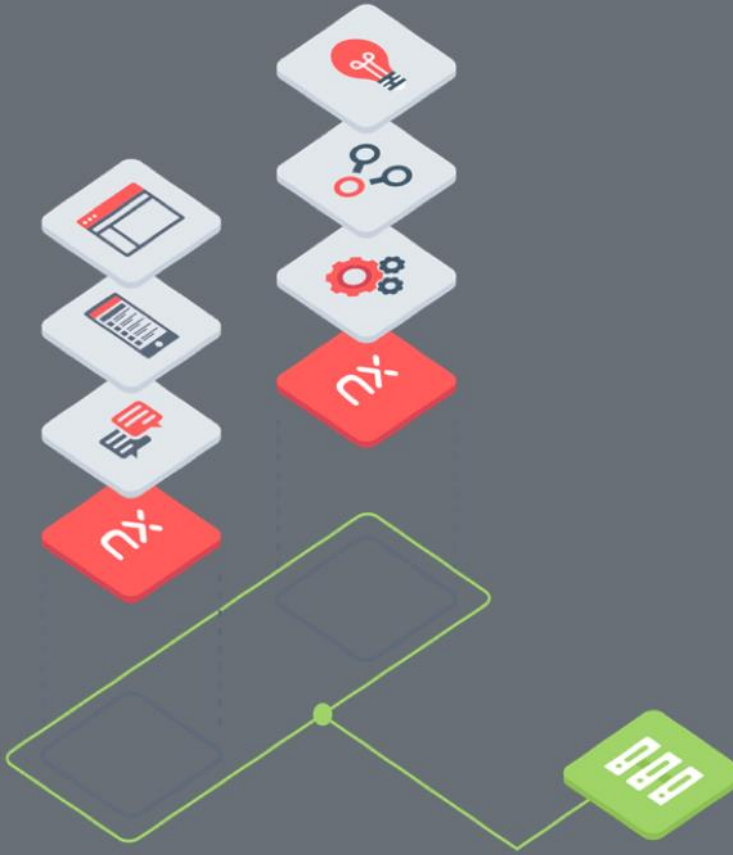
Private and confidential





At the end of this session we will expect you to

- Understand how Nextail uses categories to give flexibility on data management by stores & products
- Be able to run a Store Transfer optimisation
- Review & download results of a Store Transfer optimisation
- Feel comfortable inputting some criteria directly within the platform
- Feel comfortable uploading criteria into the platform through data files

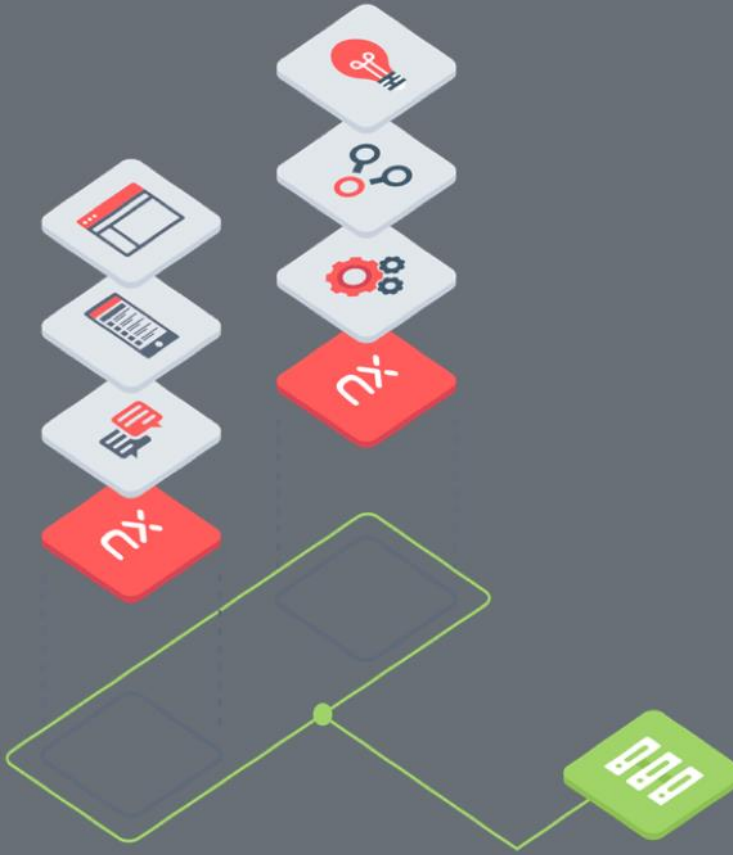


Content

- 1** **Category Management**
 - 1 Type of categories
 - 2 Category creation
 - 3 Category edition
- 2** Store Transfers optimisations
- 3** Inputting data into the platform

*Through Nextail's platform you will have access to **big data** and you have the power to run Store transfers **executions at scale**.*

*In order to help organise the breadth of your products and store network, we use **categories** to group products together and stores together*



Content

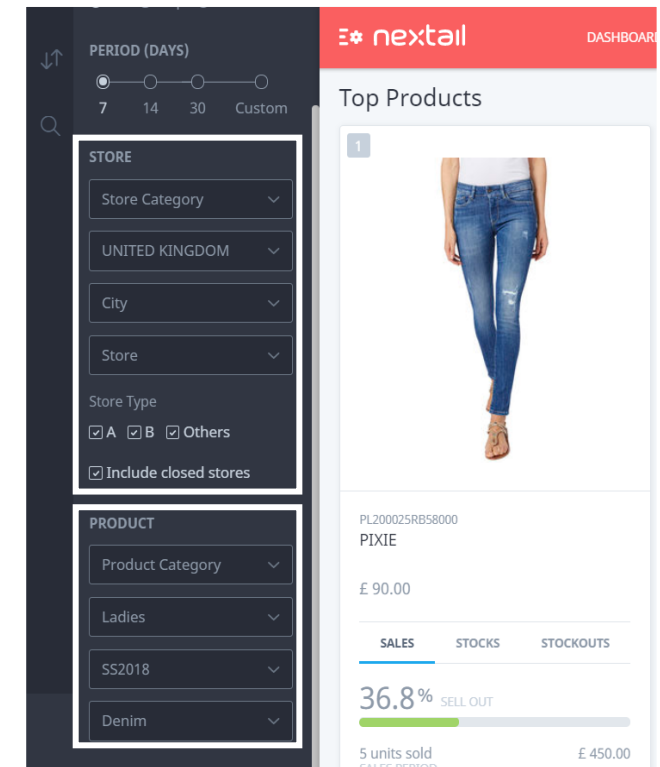
- 1** **Category Management**
 - 1** **Type of categories**
 - 2 Category creation
 - 3 Category edition
- 2** Store Transfers optimisations
- 3** Inputting data into the platform

Grouping products or stores within Categories allows us to take actions and view data at an aggregated level

There are two types of categories within the Nextail platform

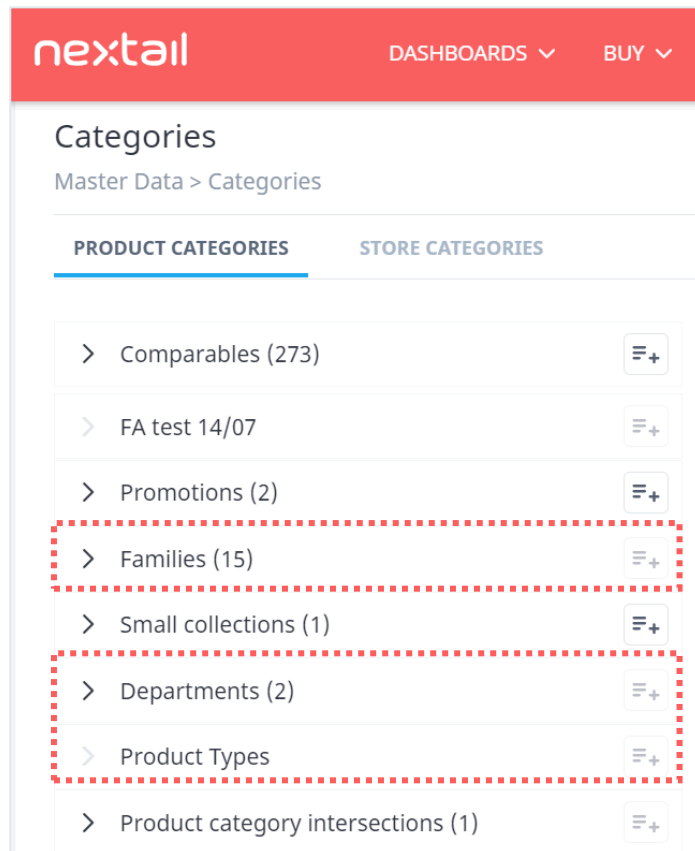
- **Automatic categories:** created based on product or store attributes shared in the master files
 - Created automatically
 - Updated automatically everyday
- **Manual categories:** created ad-hoc when we need to group a selection of stores or products
 - Created by Nextail per customer request
 - Filled and updated by Nextail or by the customer

Example of filters in Top Products report:

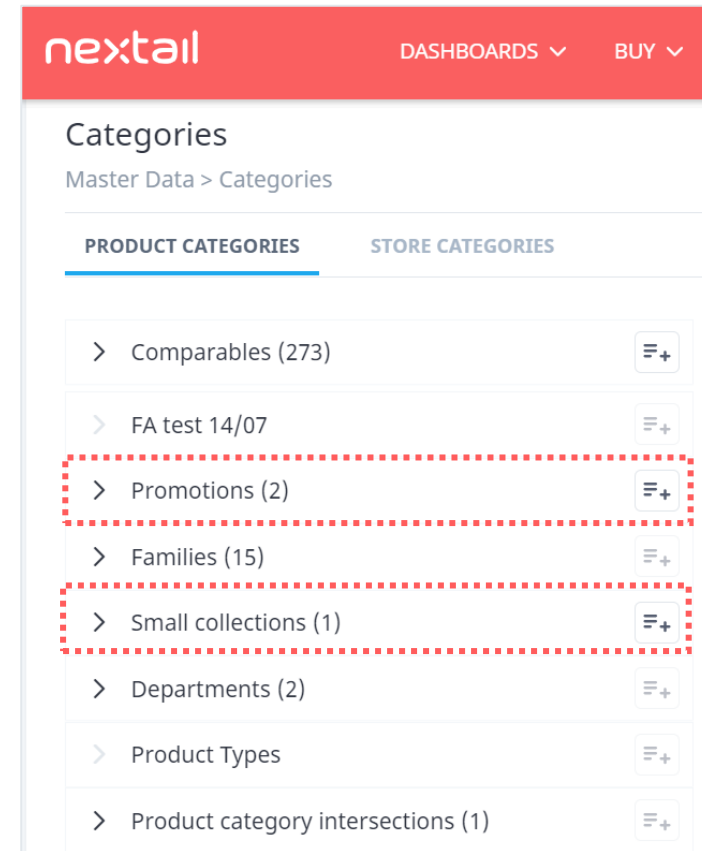


Product categories allow us to see data aggregated by departments, collections or any combination of products

- Automatic categories: Families, Departments, Product types

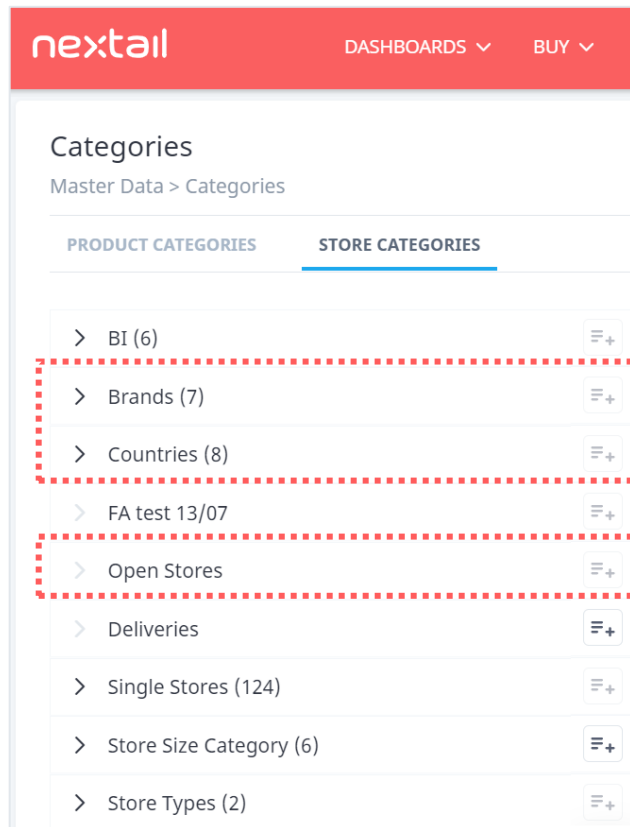


- Manual categories: promotions, small collections

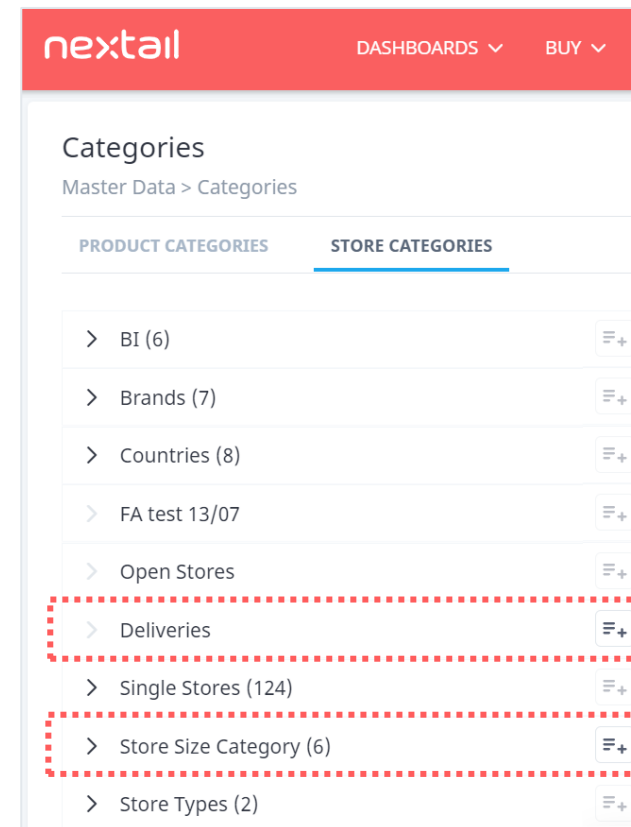


Store categories allow us to see data aggregated by countries, store sizes or any combination of stores

- Automatic categories: brands, countries, open stores

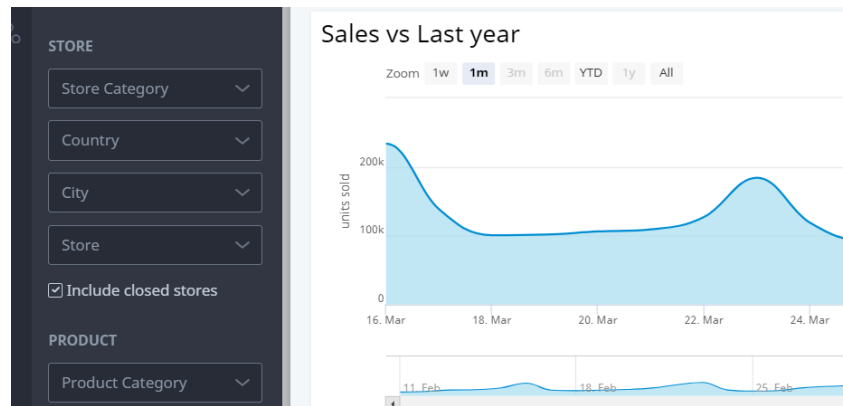


- Manual categories: deliveries, store size category



Having relevant product & store categories will help give context throughout the platform

Viewing data within the dashboard



Downloading relevant data from the platform

The "Blockages" table lists items with their status and family. The left sidebar contains filters for STORE (Store Category, Country, City) and PRODUCT (Product Category, Section). Buttons for "Block" and "Unblock" are visible. The table has columns for STATUS, PRODUCTS, and FAMILY.

	STATUS	PRODUCTS	FAMILY
<input type="checkbox"/>	●	293177	Jersey Tops and Bottoms
<input type="checkbox"/>	●	293177	Jersey Tops and Bottoms
<input type="checkbox"/>	●	293177	Jersey Tops and Bottoms
<input type="checkbox"/>	●	293177	Jersey Tops and Bottoms
<input type="checkbox"/>	●	293177	Jersey Tops and Bottoms
<input type="checkbox"/>	●	293177	Jersey Tops and Bottoms

Running dummy scenarios

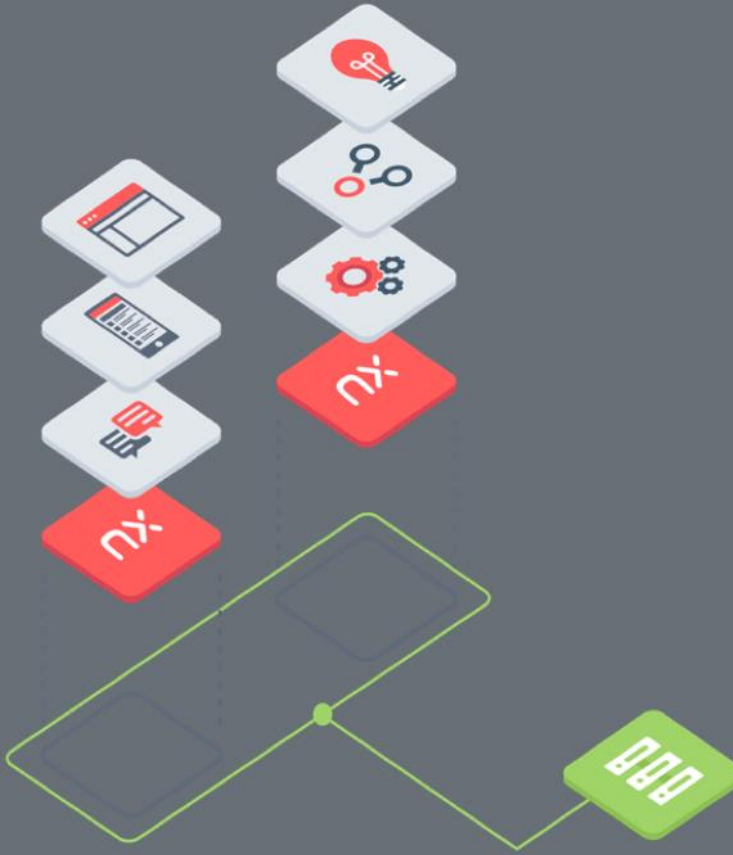
The "Store Transfers" form is in the "Choose store category" step. It asks to "Define the stores to be used in the new Store Transfer". It features a "Store Category" dropdown menu and a "Choose" button.

Creating promotions

Create a new promotion

The "Create a new promotion" form includes the following fields:

- Promotion name *
- Store Category *
- Product Category *



Content

- 1** **Category Management**
 - 1 Type of categories
 - 2** **Category creation**
 - 3 Category edition
- 2** Store Transfers optimisations
- 3** Inputting data into the platform

Manual categories can be created on your own on the platform

- In **Master Data > Categories page**, you will be able to create a child category to fill with products or stores afterwards.
- Categories tree are divided into two main sections: Product categories and Store categories. Click on the **“Create category”** button to the right side of the category name.
- Write the name of the new category and click **“Create”**

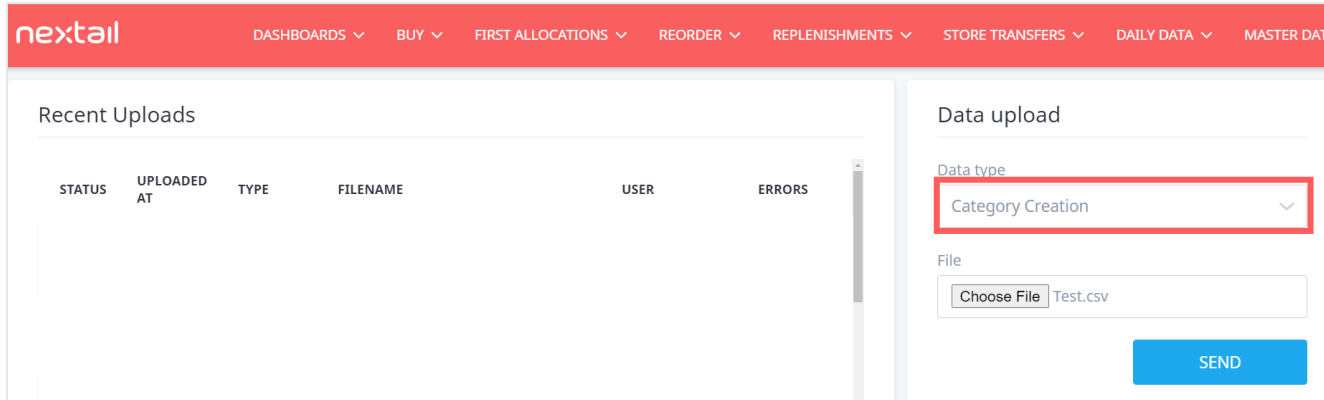
The screenshot shows the Nextail interface. At the top, there is a navigation bar with the Nextail logo and several menu items: DASHBOARDS, BUY, FIRST ALLOCATIONS, REORDER, REPLENISHMENTS, STORE TRANSFERS, and DAILY. Below the navigation bar, the main content area is titled 'Categories' and is part of the 'Master Data > Categories' section. It features two tabs: 'PRODUCT CATEGORIES' (selected) and 'STORE CATEGORIES'. A list of categories is displayed, including 'Comparables (273)', 'FA test 14/07', 'Promotions (2)', 'Families (15)', 'Small collections (1)', 'Departments (2)', 'Product Types', and 'Product category intersections (1)'. The 'Small collections (1)' category is highlighted, and a 'Create category' button with a plus icon is visible next to it. To the right, a modal window titled 'Create child category' is open, showing a form for 'Small collections' with a 'Category name' input field and a 'CREATE' button.

To take into consideration

- The creation of root categories is not allowed
- Under categories with an arrow and additional icon in black you can create children categories. The grey icons refer to automatic or read-only categories.
- Alphanumeric characters are permitted in the name and a max. length of 100 characters.
- New categories with same name of an existing one will be created with a suffix: (1), (2), etc.

A group of new categories can be created in bulk through Data upload page

- Go to Daily Data > Data Upload, select the option “**Category creation**” and choose the file to be uploaded.



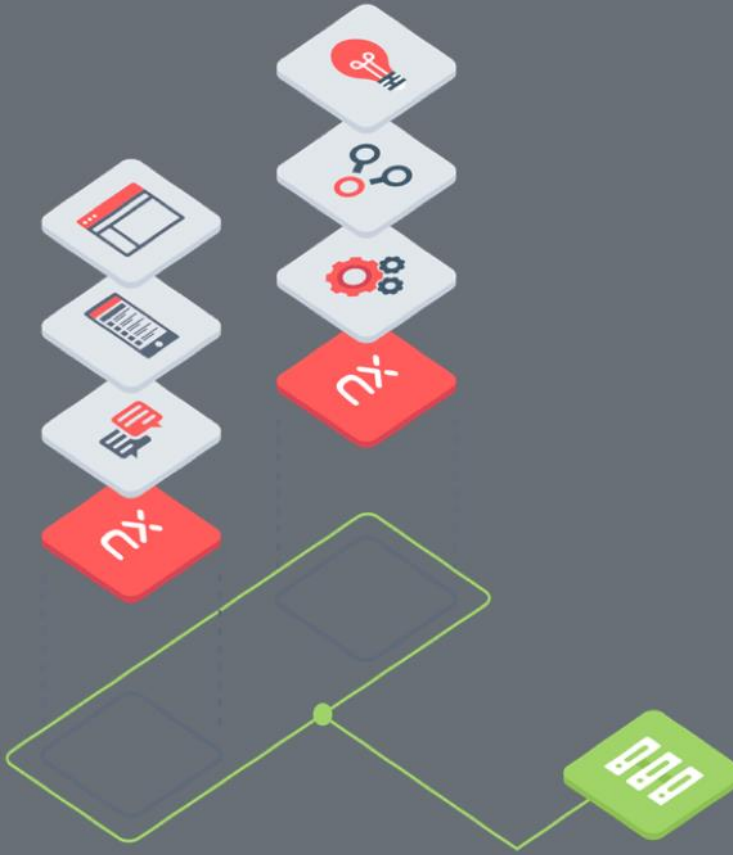
- The file must contain the following columns:

	A	B	C
1	ParentCategoryName	CategoryName	Type
2	Small Collections	Be cool - Women	Product
3	Small Collections	Be cool - Men	Product
4	Small Collections	Be cool - Kids	Product

- **ParentCategoryName:** name of the manual category which will be the parent of the new category
- **CategoryName :** name of the category to be included
- **Type (optional):** specify if this new category is meant to the Product or Store tree

Important considerations:

- All created categories must have the first letter in uppercase
- This function does not allow to create a category with same name and different letter case than an existing one
- The creation of root categories is not allowed



Content

- 1** **Category Management**
 - 1 Type of categories
 - 2 Category creation
 - 3** **Category edition**
- 2** Store Transfers optimisations
- 3** Inputting data into the platform

Filling up your own product or store categories is simple

- Go to menu “Master Data > Products”
- After clicking on “Bulk Category Assign” on the next screen, introduce the Product Category or Store Category, and paste the list of product references or store codes that will be part of that category

The screenshot shows the Nextail interface. On the left, a sidebar menu has 'Products' highlighted. The main area is titled 'Products' and contains a table with columns: Product, Full price, Current price, Sales threshold, Family, and Season. Two product rows are visible. A modal window titled 'Bulk Category Assign' is open, showing a 'Product Category' dropdown set to 'Productos hombre' and a text area for 'Products' containing 'XXXXX', 'YYYYY', and 'ZZZZZ'. A 'Submit' button is highlighted in the modal.

1 | Click on “Bulk Category Assign”

2 | Introduce the desired Product category from the drop down menu and then all the product references separated by commas or in different lines. Once finished, click “Submit” button.

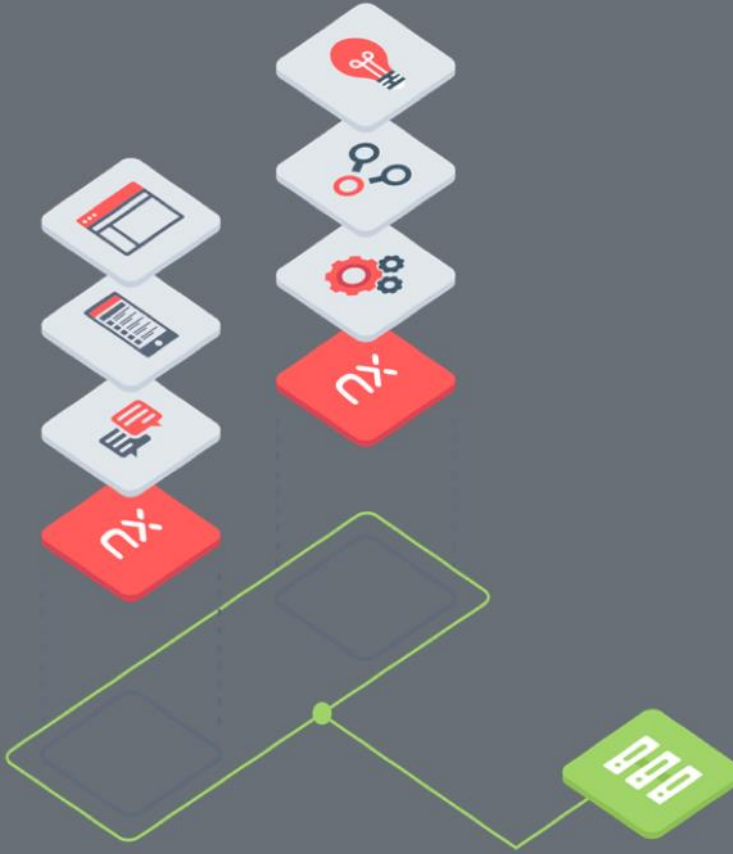
Also make editions by adding or removing within the category on the category items page

- In Master Data column, select **Product/Store category items** option
- Select an editable category (manual category)
- Use the filters to list the products you want to add and/or click on the checkbox to remove a product.
- As you select, the list of products will appear on the right-side panel to “Save” the changes once you are done.

The screenshot displays the 'Product category items' interface in the Nextail system. The top navigation bar includes 'nextail' and menu items: 'DASHBOARDS', 'BUY', 'FIRST ALLOCATIONS', 'DAILY DATA', and 'MASTER DATA'. The main content area is titled 'Product category items' and features a 'Select a category to edit' dropdown menu with 'Promotions - Women' selected. A 'Continue' button is located below the dropdown. To the right, a sidebar menu lists various options, with 'Product category items' highlighted in red. The main panel shows a 'Select products' section for the 'Promotions - Women' category. It includes a table of 5 selected products and 7 products available for selection. The table columns are 'PRODUCT', 'FAMILY', 'SEASON', and 'SIZE'. The 'Category changes' panel on the right shows 'ITEMS TO BE REMOVED - 1' (DRESS 77597) and 'ITEMS TO BE ADDED - 1' (COATS&JACKETS 72325), with a 'Save' button.

PRODUCT	FAMILY	SEASON	SIZE
<input checked="" type="checkbox"/> DRESS 77597 SS2077597	DRESS	SS20	38, 40, 42, 44, 46, 48, 50
<input type="checkbox"/> DRESS 78024 SS2078024	DRESS	SS20	S, M, L, XS, XL
<input type="checkbox"/> BLOUSE 78722 SS2078722	BLOUSE	SS20	38, 40, 42, 44, 46, 48, 50
<input type="checkbox"/> DRESS 79984 SS2079984	DRESS	SS20	S, M, L, XS, XL
<input type="checkbox"/> BLOUSE 80167 SS2080167	BLOUSE	SS20	S, M, L, XS, XL, XXL

PRODUCT	FAMILY	SEASON	SIZE
<input checked="" type="checkbox"/> COATS&JACKETS 72325 Misc72325	COATS&JACKETS	Misc	38, 40, 42, 44, 46, 48, 50
<input type="checkbox"/> COATS&JACKETS 76383 Misc76383	COATS&JACKETS	Misc	38, 40, 42, 44, 46, 48



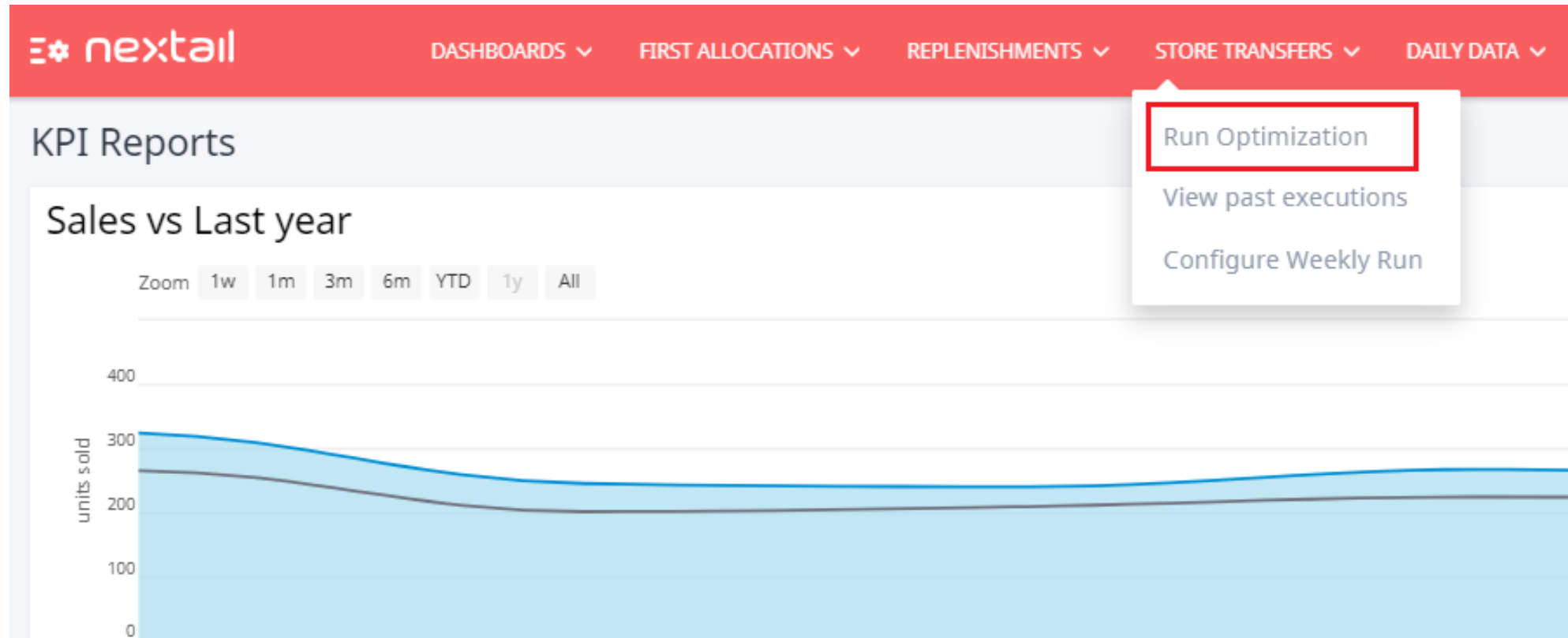
Content

- 1 Category Management
- 2 Replenishment optimisations
 - 1 **Run an optimisation**
 - 2 Review and download optimisation results
 - 3 Performance monitoring
- 3 Inputting data into the platform


A *Store transfers optimisation* is a process that you run through
Nextail's platform

We call it an optimisation because it *adds the strength of our
algorithms* to your current decisions

You can run an optimisation by going to the “Store Transfers” tab on the platform




A store transfer scenario can be launched from scratch or from a previous execution



Start from scratch

One of the simplest ways to create a store transfers is to start from the beginning

[Get started](#)



Previous executions

Take advantage of the selections and configurations of previous executions

[Select execution](#)

- Create a scenario from scratch by manually selecting the store transfers perimeter and desired parameters.
- Select a previous execution to re-use the old parametrization.

Only four steps divide you from launching your first Store Transfer scenario

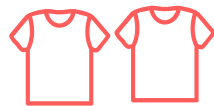
1



Stores scope

Define the stores that will be involved in the store transfers scenario.

2



Products selection

Add or remove products to be included in the calculation.

3



Trips configuration

Define rules to both allow specific trips and/or forbid certain trips.

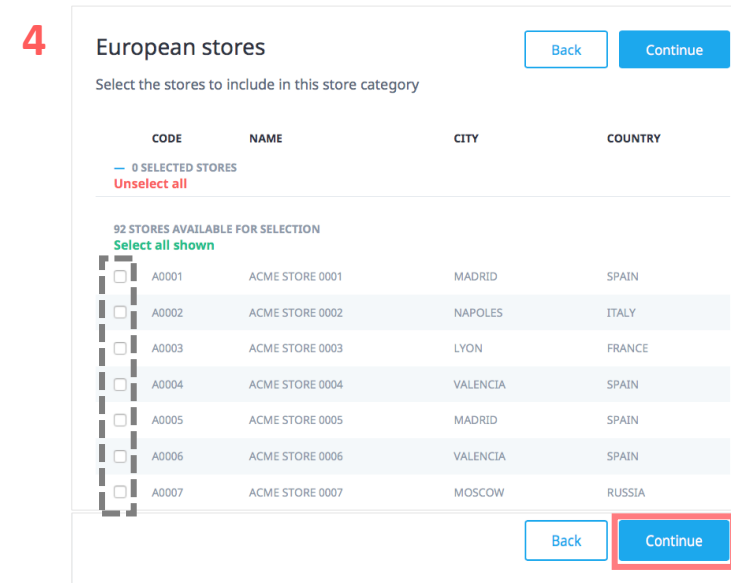
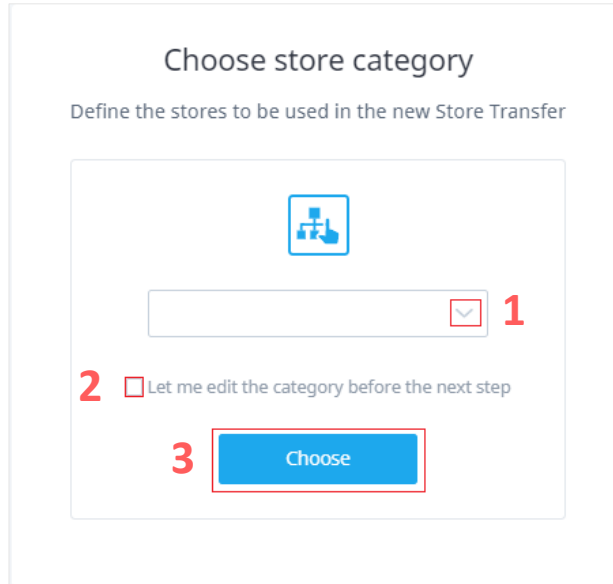
4



Applying parameters

The parameters optimize the store transfer scenario.

The first step is to define the stores perimeter that will be involved in the scenario



- 1 | Click on the drop-down menu to view available store categories
- 2 | Tick to be able edit the selected category in the next screen (Please be aware that making changes here will modify the real category)
- 3 | Click on "Choose" when finished
- 4 | At the store selection screen when clicking box in point 2, you can edit the category by selecting the desired ones, or all of them, from the given list

Once the store group has been selected, we can make use of the filters and advanced criteria to select the best products to be transferred

Store Transfers

Current Products Selection
Add or remove products to be included in the store transfers calculation

South - 6 families

0 PRODUCTS SELECTED

373 PRODUCTS AVAILABLE FOR SELECTION **Select All**

PRODUCT	CURRENT PRICE	SIZES	STORES	SALES	SELL THROUGH	STOCKOUT	STOCK	WH SIZE SCARCITY	WH COVERAGE
182283 ACME PRODUCT 02497 CAMISETAS - 0116	39.99 €	4	54	116	77 %	44 %	161	100 %	0.0 W
182284 ACME PRODUCT 02498 CAMISETAS - 0116	39.99 €	4	54	47	91 %	63 %	66	100 %	0.0 W
182285 ACME PRODUCT 02499 CAMISETAS - 0116	39.99 €	4	54	84	86 %	55 %	109	100 %	0.0 W
182286 ACME PRODUCT 02500 CHAQUETA - 0116	44.90 €	4	54	118	70 %	38 %	203	100 %	0.0 W
182287 ACME PRODUCT 02501 CHAQUETA - 0116	44.90 €	4	54	65	89 %	57 %	82	100 %	0.0 W
182288 ACME PRODUCT 02502 CHAQUETA - 0116	44.90 €	4	54	48	93 %	61 %	60	100 %	0.0 W
182289 ACME PRODUCT 02503 CHALECO - 0116	39.99 €	3	32	50	79 %	43 %	64	100 %	0.0 W
182290 ACME PRODUCT 02504 CHALECO - 0116	39.99 €	3	44	65	64 %	31 %	136	100 %	0.0 W
182294 ACME PRODUCT 02508 CHAQUETA - 0116	22.99 €	5	55	230	67 %	29 %	338	100 %	0.0 W

Showing from 1 to 50 of a total of 373 • Previous • Next

Filters
Select criteria to filter the products selection

Start by selecting at least one product filter. Then, narrow your search in "Advanced criteria".

PRODUCT

- Select a category
- Families
- Seasons
- Sections
- Search

STORE TRANSFER SCOPE

- Warehouse
- Warehouse

ADVANCED CRITERIA

- Sell-through % ≥ 0
- Stock out rate % ≥ 20
- Stock units ≥ 20
- WH size scarcity ≥ 20
- WH coverage (weeks) ≤ 2
- Min price: No min €
- Max price: No max €

CLEAR APPLY

1| Criteria that will influence product selection:

- Sell-through (%)
- Stockout rate (%)
- Stock units
- Warehouse size scarcity (%)
- Warehouse coverage (weeks)
- Minimum and/or maximum price

2| Select the products

3| Click on "Continue" to go to the next screen

Note: Starting the scenario from a "Previous Execution", we recommend making sure the scope of products because probably you will find new "matches" with the last filters

Advanced criteria allow to select the most appropriate products to move

ADVANCED CRITERIA

1 | Sell-through % \geq
0

Stock out rate % \geq
20

Stock units \geq
50

2 | WH size scarcity \geq
81

WH coverage (weeks) \leq
2

3 | Min price Max price
No min € No max €

1 | Store network criteria

- **Sell-through:** Indicates a product's success rate in the stores included in the Store Transfer.
- **Stockout rate (%):** Average of missing sizes per store in stores included in the Store Transfer. A higher percentage typically leads to products where stores with high turnover display more missing sizes.
- **Stock units:** Units left in stock in stores included in the transfer. A higher value avoids including products where the impact of potential sales of the store transfer optimisation is lower.

2 | Warehouse criteria

- **Warehouse scarcity (%):** Percentage of missing sizes in warehouse. A higher percentage indicates that the possibility of replenishing stores is lower.
- **Warehouse coverage (weeks):** Weeks we expect warehouse stock to last considering current products rotation.

3 | Price criteria: Create specific product categories based on price.

In the third step, define rules to both allow specific trips and/or forbid certain trips

The screenshot shows a 'Configure trips' interface with the following elements:

- 1**: A red box highlights the 'ALLOWED TRIPS' section, which contains two dropdown menus labeled 'From' and 'To', both set to 'All stores', and an 'Add allowed trips' link below them.
- 2**: A red box highlights the 'Empty stock' toggle switch, which is currently turned on. Below it is the text 'Forces the emptying of selected products from the origin stores'.
- 3**: A red box highlights the 'FORBIDDEN TRIPS' section, which contains two dropdown menus labeled 'From' and 'To'. The 'From' menu is set to '101' and the 'To' menu is set to 'A Size Store'. There is an 'Add forbidden trips' link below them.
- 4**: A red box highlights the 'Continue' button at the bottom right of the interface.

1| Use each drop down menu to select origin and destination store for each trip. To add more than one trip click on “Add allowed trips”

- From “store category” to “all”
- From “all” to “store category”
- From “store category A” to “store category B”

To add more than one trip click on “Add allowed trips”

2| Activate the empty stock option when you need to get rid of all stock of selected products in a store. Make sure that in the From “store category” box in “Allowed trips” you insert the code of the store to empty

3| You can forbid the origin and/ or destination of your trips.

- From “store category” to “all”
- From “all” to “store category”
- From “store category A” to “store category B”

4| Click on “Continue” once finished

Some parameters will affect the forecast calculation and others the optimisation process

1
2

Calculate store transfers Back Continue

Let's optimize your store transfers. We use this information to estimate the best possible transfer for your scenario.

Countries • 1 products selected • 1 families

OPTIMIZATION PARAMETERS

Cost per trip (€) Visual merchandising weight (%) Number of trips

Efficiency Threshold (%)

PLANNING PERIODS

Days in transfer + Days in store () = Planning horizon

FORECAST PARAMETERS

Forecast weeks Same weight for all weeks

Week 1 Week 2 Week 3

Week 4 Week 5

OPTIONS

Forecast from: today backwards first sale

Apply replenishment block:

Block recently moved products:

Block recently introduced products:

1| Optimisation parameters

Parameters that will influence the optimisation algorithm:

- **Cost per trip:** Value threshold for the creation of an additional trip.
- **Visual merchandising weight (%):** Level of importance given to the product's image in store. A higher coefficient leads to a higher consolidation of sizes in stores with high turnover and lower number of stores with broken size sets.
- **Number of trips:** Optional parameter which overrides the # trips created by the algorithm and provides a solution with the #trips input.
- **Efficiency Threshold (%):** % of desirable Estimated Sales Increase for each SKU (relative to its price).

2| Planning periods

Time period that the store transfer will cover:

- **Days in transfer**
- **Days in store**

The options enable to add some additional constraint to results proposed

Calculate store transfers Back Continue

Let's optimize your store transfers. We use this information to estimate the best possible transfer for your scenario.

Countries + 1 products selected + 1 families

OPTIMIZATION PARAMETERS

Cost per trip (€) Visual merchandising weight (%) Number of trips

Efficiency Threshold (%)

PLANNING PERIODS

Days in transfer + Days in store () = Planning horizon

3 FORECAST PARAMETERS

Forecast weeks Same weight for all weeks

Week 1 Week 2 Week 3

Week 4 Week 5

4 OPTIONS

Forecast from: today backwards first sale

Apply replenishment block:

Block recently moved products:

Block recently introduced products:

3 | Forecast parameters

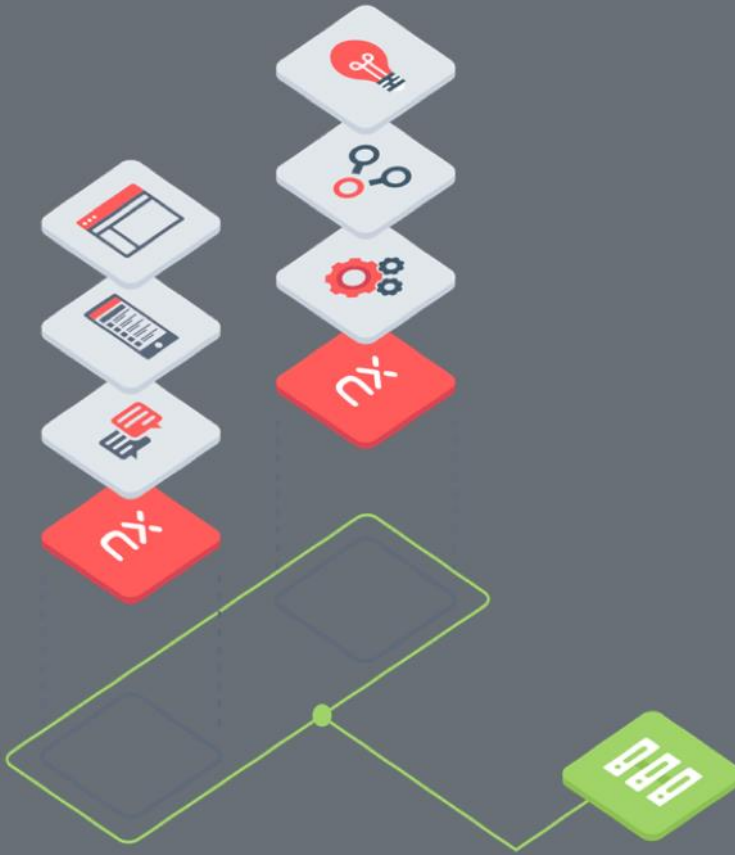
Parameters that will influence the forecast calculation

- **Forecast weeks:** Number of weeks used to calculate the forecast.
- **Weight per week:** Importance (weight) you want to give each week.

4 | Options

Add some additional restriction to the results:

- **Forecast from:** Allow to calculate forecast starting from last available period (today backwards) or since first sale.
- **Apply replenishment block:** Forbid movements of products according to store layout.
- **Block recently moved products:** Forbid movements of products moved in the store transfers done in the "X" past week.
- **Block recently introduced products:** Forbid movements of products that have been recently allocated.

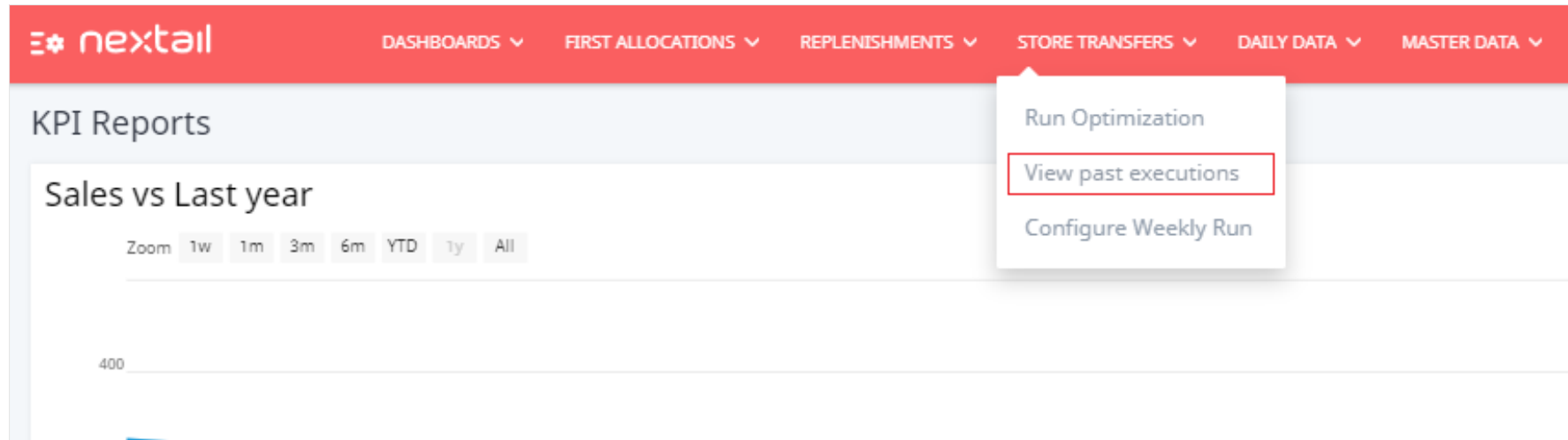


Content

- 1 Category Management
- 2 Replenishment optimisations
 - 1 Run an optimisation
 - 2 **Review and download optimisation results**
 - 3 Performance monitoring
- 3 Inputting data into the platform
- 4 Next steps

Optimisation results can be reviewed in the “View past executions” option within the “Store Transfers” menu

1| Select “View past executions” from the “Store Transfers” menu:



2| Select the desired execution from the list and click on the magnifying glass to see it in detail:

ID	STATUS	DATE	USER	STORES	PRODUCTS	TRANSFERS TRIPS/UNITS	ESI ⓘ	ESI PER UNIT ⓘ	
2609	●	9 May, 08:10:35 (UTC)	vicente@nextail.co	Barcelona stores (91)	2	159 / 1053	168,611 €	160 €	
2578	●	12 Mar, 15:30:03 (UTC)	elena.solsona@nextail.co	Barcelona stores (91)	2	191 / 1133	195,877 €	173 €	
2606	●	17 Apr, 10:24:44 (UTC)	ros@nextail.co	Countries (92)	2	197 / 1149	200,039 €	174 €	

Once the calculation is finished, you will get to a screen with the specific movements proposed by Nextail

Scenario 2609
9 May • vicente@nextail.co

ESTIMATED SALES INCREASE
▲ 168,611 €

Submit to stores (7) | Review transfers (4)

Summary: STORES: 90, PRODUCTS: 2, SKUS: 12, UNITS: 1,053, TRIPS: 159, UNITS PER TRIP: 6, TRIPS PER STORE: 1.8, EST PER TRIP: 1,060 €, ESI PER UNIT: 160 €

RESULT FILES: Regenerate files (5) | Download

PRODUCTS | STORES | TRIPS



PRODUCT	UNITS	CURRENT PRICE	ESTIMATED SALES INCREASE	SALES INCREASE PER UNIT	STORES
A-03103021 DEMO DRESS 05	389	460 €	▲ 90,892 €	▲ 234 €	Filled 59 / Max 91
A-03301041 DEMO DRESS 07	664	400 €	▲ 77,719 €	▲ 117 €	Filled 67 / Max 91

- 1| Estimated sales increase if the units are moved as suggested and sales forecast is accurate
- 2| Summary: total # of stores, products, units sent, #trips, units sent per trip and expected sales increase per trip/per unit
- 3| Products / Stores / Trips tabs: select each one for details
- 4| Click on “Review transfers” for detailed results at product level
- 5| Download and regenerate the results file to review in Excel
- 6| Change the status of the scenario to “Selected”, “Reviewed” or “Approved” in order to have visibility of the revision level
- 7| To execute the scenario, click on “Submit to stores” button

The “Products” tab contains information of each product; units, price, sales increase and number of stores where they are moved to

PRODUCTS STORES TRIPS

BLUSAS ● Filled ● Max ● Total

PRODUCT	UNITS	CURRENT PRICE	DISCOUNT	ESTIMATED SALES INCREASE ⓘ	SALES INCREASE PER UNIT	STORES	Total 56
 183292 ACME PRODUCT 03441	46	30 €		▲ 685 €	▲ 15 €	Filled 9	Max 56
 183293 ACME PRODUCT 03442	45	30 €		▲ 678 €	▲ 15 €	Filled 12	Max 56

- Here you can review all the products involved in the transfer
- Units proposed to be moved for that product, current price and the total ESI for the product and by unit
- Filled stores are those involved in the movement of a product from the total store in the selected store category

Get full detail of every trip and make any necessary amendments

The screenshot displays the 'ACME PRODUCT 03367' management page. At the top, it shows the product image, name, and price (183214 • 19.99 €), along with an 'ESTIMATED SALES INCREASE' of 972 €. Navigation controls include 'Product 5 of 20' and a 'Back to results' button. Two red boxes highlight the 'Remove product' and 'Restore original' buttons, labeled with a red '1' and '2' respectively.

The main section is titled 'Review the transfers among stores for this product'. It features a red-bordered box around the 'STORES WITH TRIPS SCHEDULED FOR THIS PRODUCT' header, labeled with a red '3'. Below this, three store cards are shown: '186 • ACME STORE 013', '457 • ACME STORE 043', and '304 • ACME STORE 114'. Each card includes a forecast and final stock value, a bar chart showing transfers by size (S, M, L, XL, XXL), and a 'Review transfers' link. A red '4' is placed above the right-hand panel.

The right-hand panel provides a detailed view for '186 • ACME STORE 013'. It includes a trash can icon and instructions: 'Modify the number of units in each transfer or create a new transfer if necessary.' Below this, it lists transfers for sizes S, M, L, XL, and XXL. Each size has a numeric input field (currently set to 2) and a trash can icon. A red '5' is placed above the 'S SIZE TRANSFERS' section. At the bottom of this panel, a red-bordered box highlights a 'Select a store' dropdown menu, which is currently open and shows a search bar and a list of other stores including '311 • ACME STORE 018', '152 • ACME STORE 139', '153 • ACME STORE 152', and '158 • ACME STORE 009'. A red '3' is also placed to the left of the store cards.

- 1| Remove this product from the scenario
- 2| Restore all original movements
- 3| After selecting a store, we have sections according to the relationship with the selected one:
 - Stores with trips scheduled for this product In the right-side panel has the option to edit the units.
 - Stores with trips for other products
- 4| Units edition of the selected store
 - Delete or increase units, using commands or directly in the number field
 - **Units in green:** if they receive units
 - **Units in grey:** if they send units
 - Click on the trash can icon to delete the size transfer by setting all at 0
- 5| Force new movements with unremoved units
 - Create a new trip by opening the drop-down list. The green icon next to the store name means there is no extra cost because it has another product transfer.
 - Sizes with incoming units can't use this option.

In the “Stores” tab, you can see a summary of the trips, products and units sent and received by each store involved in the scenario

PRODUCTS **STORES** TRIPS

STORE	INBOUND			OUTBOUND		
	TRIPS	PRODUCTS	UNITS	TRIPS	PRODUCTS	UNITS
<input checked="" type="checkbox"/> ACME STORE 0001	5	2	29	1	1	2
<input type="checkbox"/> ACME STORE 0002	2	1	5	4	2	49
<input type="checkbox"/> ACME STORE 0003	2	2	39	0	0	0


Tick the box of a store to see products in detail:

- Inbound: # trips, products and units that a specific store is receiving from other stores
- Outbound: # trips, products and units that a specific store is sending out to other stores

You can use this page to monitor the inbound and outbound list of each store. Also to check if a certain store is only going to receive or send units (in case you have input a restriction)

In the “Trips” tab you can see a summary of each trip (origin and destination store), number of units sent and its estimated sales increase in value

PRODUCTS STORES **TRIPS**

Trips				
ORIGIN	DESTINATION	UNITS	ESTIMATED SALES INCREASE ⓘ ▼	
<input checked="" type="checkbox"/> A0067 - ACME STORE 0067	A0084 - ACME STORE 0084	32	▲ 6,645 €	
<input type="checkbox"/> A0002 - ACME STORE 0002	A0059 - ACME STORE 0059	28	▲ 6,356 €	
<input type="checkbox"/> A0083 - ACME STORE 0083	A0044 - ACME STORE 0044	22	▲ 5,900 €	

Please confirm action

Removing a trip cannot be undone. Are you sure you want to continue?

Click on the trash to delete a trip completely. Before, make sure you are deleting the right trip as once deleted it cannot be undone.

You can see how much value each trip will mean in terms of sales increase, which trips will include more units and verify that any undesired trips do not appear

Download the results to review the movements and the details of the receiving and sending units

	A	B	C	D	E	F	G	H	I	J
1	ProdReferer	ProdName	Size	SizeId	SourceStoreCode	SourceStore	DestinationStoreCode	DestinationS	Quantity	Price
2	182327	ACME PRO	48	48	152	ACME STO	153	ACME STO	1	39,99
3	182501	ACME PRO	M	1003	152	ACME STO	153	ACME STO	1	7,99
4	182452	ACME PRO	S	1002	152	ACME STO	158	ACME STO	1	29,99
5	182492	ACME PRO	36	36	152	ACME STO	158	ACME STO	1	29,99
6	182492	ACME PRO	38	38	152	ACME STO	158	ACME STO	1	29,99
7	182500	ACME PRO	L	1004	152	ACME STO	158	ACME STO	1	59,9
8	182644	ACME PRO	L	1004	152	ACME STO	158	ACME STO	1	59,9

Movements Details (+)

	A	B	C	D	E	F	G	H	I	J	K	L
1	ProdReferer	ProdName	Size	SizeId	StoreCode	StoreName	QuantityInitial	QuantityUnitsSent	QuantityUnitsReceived	QuantityFinalStock	Quantity	Price
2	182285	ACME PRCS	1002	152	ACME STO		1	1	0	0	0,1964	39,99
3	182285	ACME PRCM	1003	152	ACME STO		2	2	0	0	0,2531	39,99
4	182285	ACME PRCL	1004	152	ACME STO		0	0	0	0	0,2169	39,99
5	182285	ACME PRCL	1005	152	ACME STO		0	0	0	0	0,1286	39,99
6	182286	ACME PRCS	1002	152	ACME STO		1	0	0	1	0,2069	22,99
7	182286	ACME PRCM	1003	152	ACME STO		2	1	0	1	0,3484	22,99
8	182286	ACME PRCL	1004	152	ACME STO		1	0	0	1	0,3333	22,99

Movements Details (+)

Regenerate files option update the last editions in the scenario

Store Transfers Results

Scenario 1605
15 Mar 2017 • user@acme.com
Selected

ESTIMATED SALES INCREASE
▲ 16,751 €
Approximate value due to editions

Recalculate Score Submit to stores Review transfers

STores	PRoducts	SKUS	UNITS	TRIPs	UNITS PER TRIP	TRIPs PER STORE	ESI PER TRIP	ESI PER UNIT
45	20	91	1,038	45	23	1.0	372 €	16 €

RESULT FILES
Regenerate files Download

Choose the option “Regenerate files” only if you have changed something on “Review Transfers” as it will update the documents for download, otherwise they won’t update.

After having carefully reviewed and edited your scenario, it's time to execute it

Scenario 2378
21 Aug • sandra@nextail.co
Status

ESTIMATED SALES INCREASE
▲ 201,769 €

Recalculate Score **Submit to stores** Review transfers

STORES	PRODUCTS	UNITS	TRIPS	UNITS PER TRIP
90	2	1157	179	6

RESULT FILES
[Regenerate files](#) [Download](#)

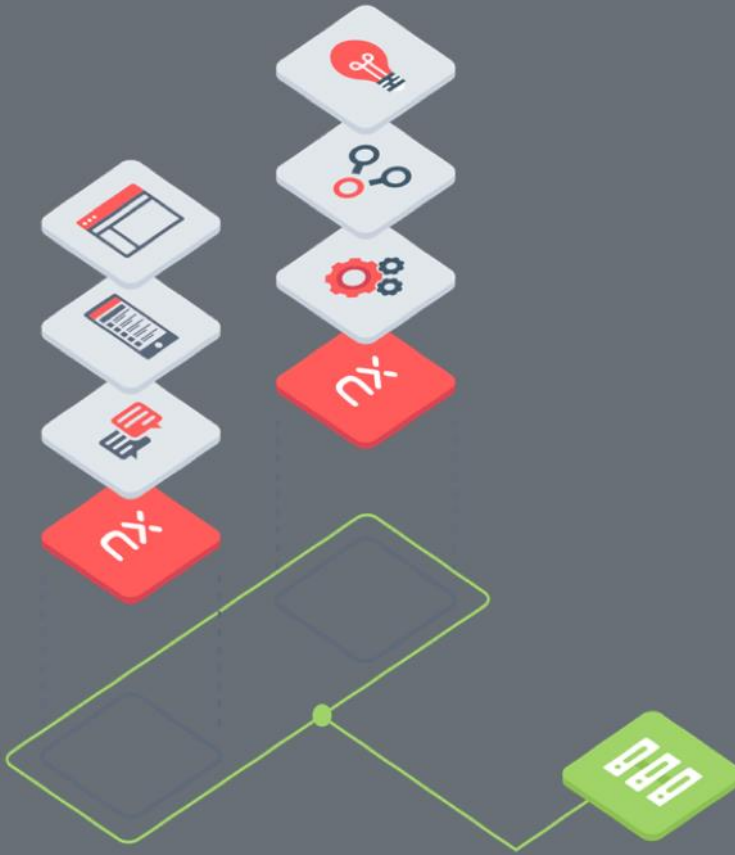
Please confirm action

This process will regenerate files and send waybills to respective stores.
Some stores might have been fully emptied of certain products and can be blocked for future executions.

Do you want to proceed?

SEND **SEND AND BLOCK** CANCEL

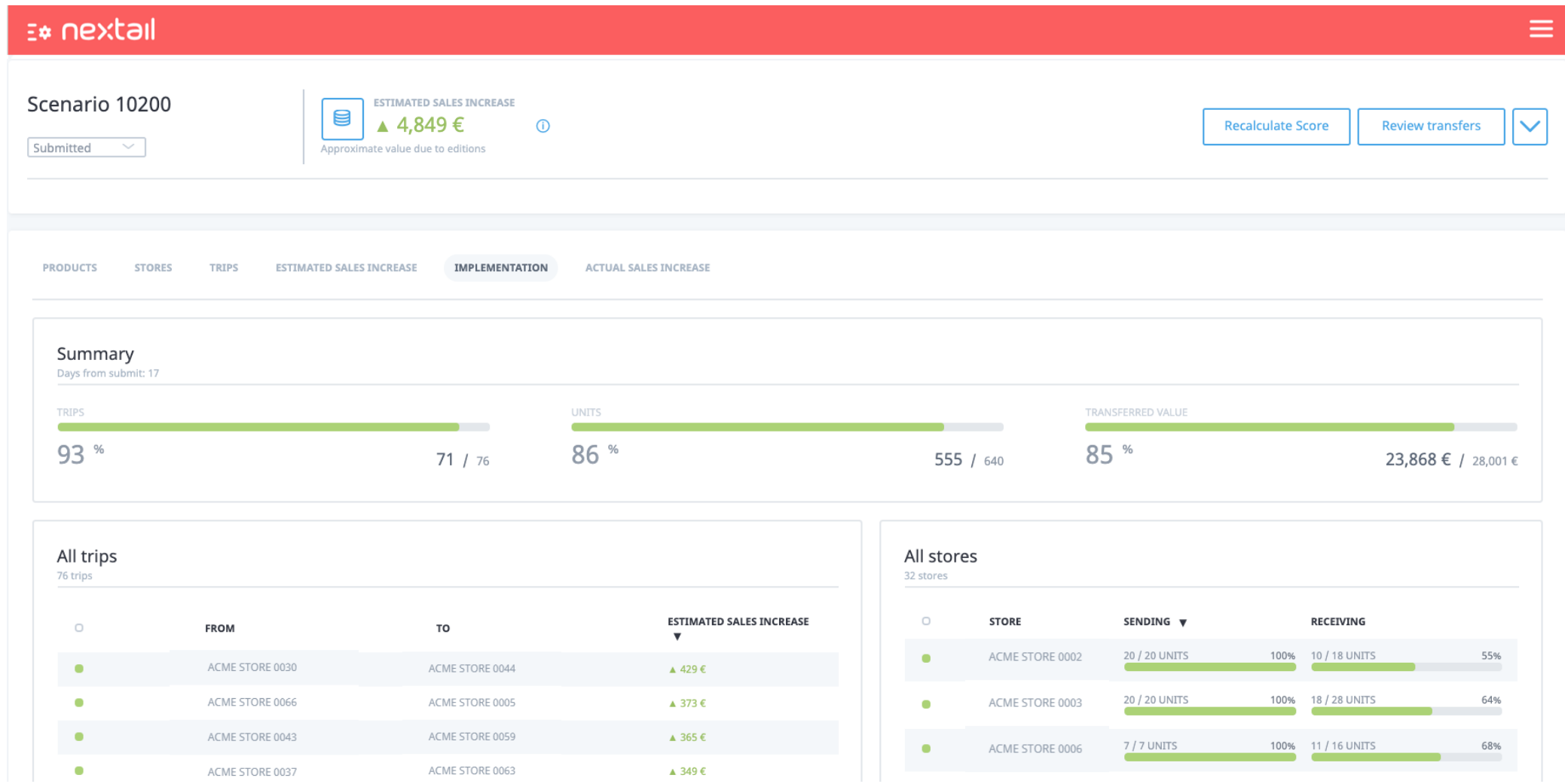
- To submit the scenario first click on “Submit to stores” button.
- The “Send and block” (recommended) button will send the waybills to the stores and apply blocks to any store-product combination that was completely emptied. This will stop them from being included in a future replenishment or store transfer.



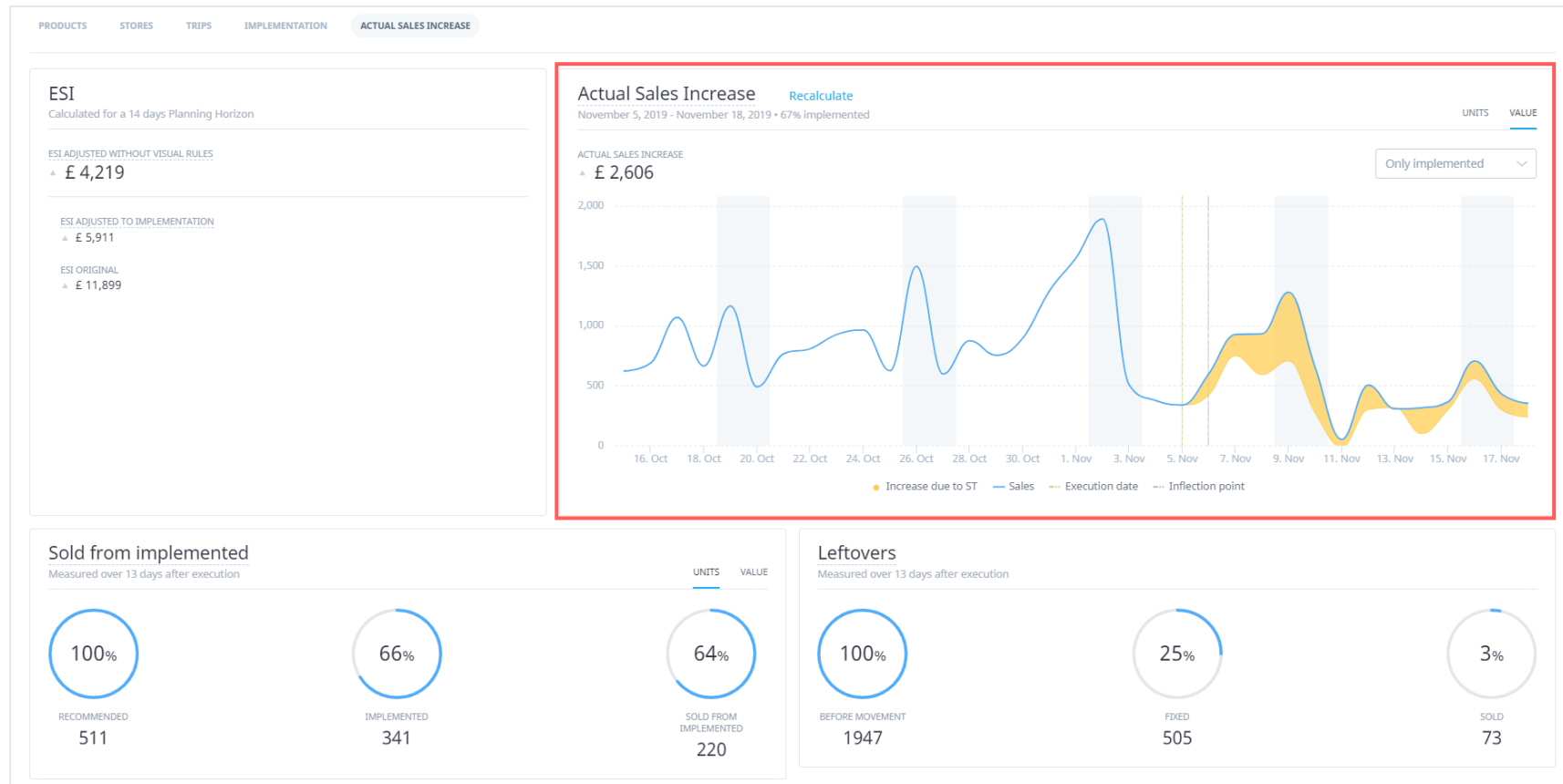
Content

- 1 Category Management
- 2 Replenishment optimisations
 - 1 Run an optimisation
 - 2 Review and download optimisation results
 - 3 **Performance monitoring**
- 3 Inputting data into the platform
- 4 Next steps

The grade of implementation of each execution can be monitored right after the execution from the “Implementation” screen

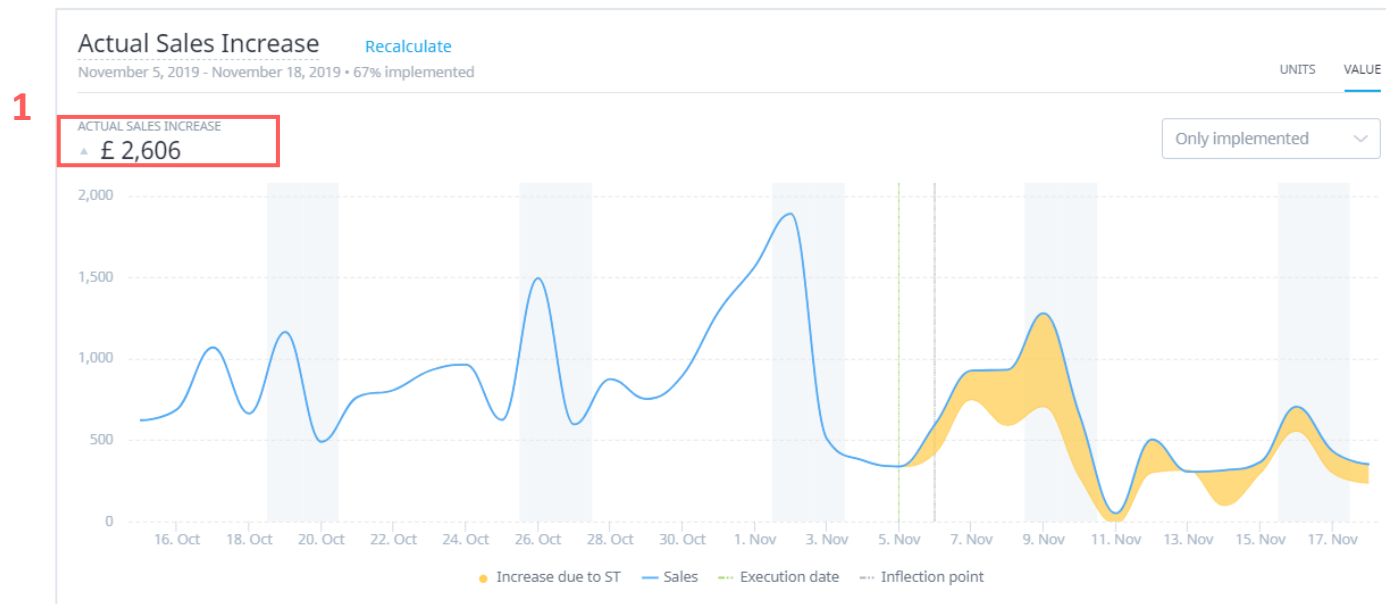


Once the scenario is executed, the calculation of the Actual sales increase begins to be monitored over the transfer period and the planning horizon



The blue line represents the Real Sales, and the yellow area the Sales Increase due to transfers. In this sense, the blank space below indicates the estimated sales without ST.

The impact generated is called Actual Sales Increase (ASI) and is the difference between the units sold from moved and the lost sales



Actual Sales Increase (ASI):

- ASI = Real sales - Estimated sales without ST
 - Real sales represent the units sold from moved
 - Estimated sales without ST means the lost sales of those units that were moved from the sending
- The key to measure the impact of a ST is to estimate how sales would behave if the transfer had not been implemented.

Calculation of Estimated Sales without the store transfers has 2 sides:

- If there is stock available in the store: we use real sales of that store.
- If the sending store runs out of stock: we use daily forecast to estimate daily lost sales multiply that value by the #days without stock. These lost sales are capped by the stock that was moved from that store (it can not sell more than initial stock)

One of the initial indicators to assess the impact of a transfer is the ratio of units sold versus the units moved



Funnel of units

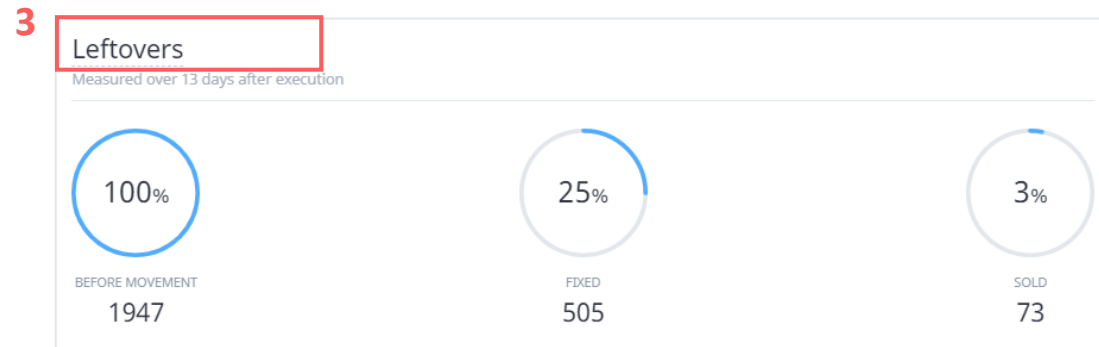
- Recommended: Units suggested by the algorithm to be transferred. (i.e 511 units)
- Implemented: Units that sending stores moved. (i.e 341 units)
- Sold from implemented: units that were moved and sold* at the receiving store. (i.e 220 units of the 341 units, a 64%)

Units sold from implemented

- This metric is calculated using the FIFO (First In First Out) logic, meaning that the units that were already in stock will be sold first. And only then the units moved will be sold .
- Units Sold From Moved (*) = Total Sales - Initial Stock (at date of execution)
- ASI against Units sold from implemented: ASI increases when we sell after moving units and decreases when the stock at sending stores runs out.

(*) Limited to the stock actually received – this ensures that we are not overcounting in case the store receives more products than what we suggested

Thanks to the units received, stores are able to sell units they previously had out of stock, as now they have complete (or almost) size sets



Before



After

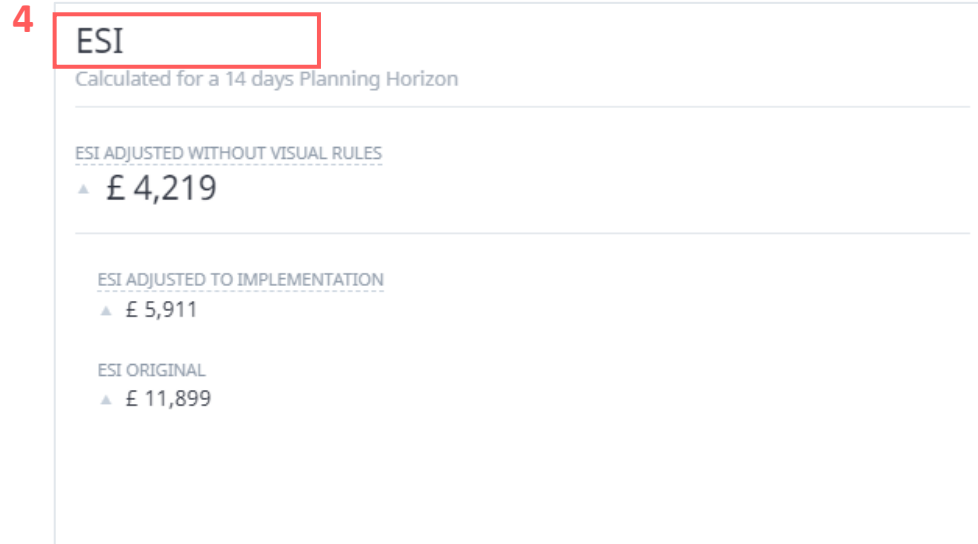


Leftovers

- Before movement: loose units that are not displayed in the store because they do not comply with the visual rules.
- Fixed: units completing the size set and allowing the store to display the product and sell it.
- Sold: number of fixed leftovers that were sold in the period. (i.e 73 leftovers sold, a 3% out of 1947 units)

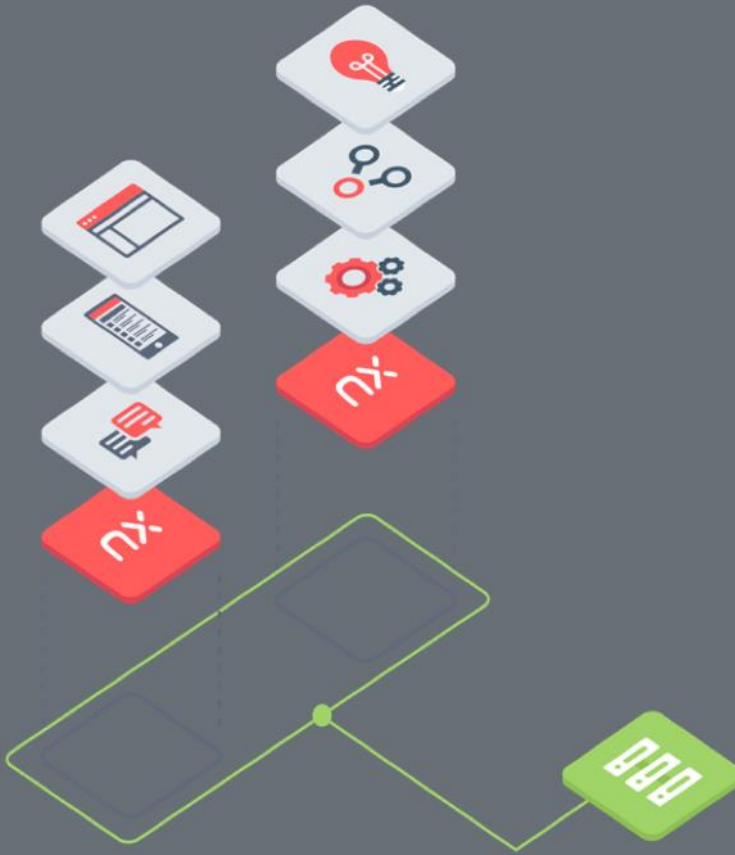
The store receives units from others, completing the size set and allowing the store to display the product and sell it

After submitting the scenario, the ESI calculation is adjusted considering the real price, actual level of implementation and excluding fixed leftovers



Nextail represents in a reverse funnel the breakdown of ESI calculation to show you how this metric is comparable to ASI. The description of each as follows:

- **ESI original:** Initial calculation of ESI when the scenario was submitted.
- **ESI adjusted to implementation:** When movements are not 100% implemented, we only take into account the units that were moved.
- **ESI adjusted without Visual rules:** Removal of units where the scenario fixes existing leftovers. As these units were in the store and not moved, we don't calculate them in ASI and in the same way in this metric.







Content










- 1 Category Management
- 2 Replenishment optimisations
 - 1 Run an optimisation
 - 2 Review and download optimisation results
 - 3 Performance monitoring
- 3 **Inputting data into the platform**
- 4 Next steps

As we reviewed in our last session, there are many parameters customizable in Nextail that affect Store Transfer scenarios

Inputs you can influence for Demand Forecasting

-  Previous weeks sales *
-  Weight of weeks *
-  Planning horizon *
-  Promotions

Inputs you can influence in the Global Optimisation

-  Trips configuration (restrictions) *
-  Visual rules
-  Minimum displays
-  Blocks
-  Recently introduced products *
-  Recently moved products *
-  Efficiency threshold *
-  Costs *
-  Other conditions *

* This parameter can be modified while launching the store transfer scenario

There are several ways to upload your input besides the parametrization page (Step 4)

Directly in the platform

Can be done for individual products or at store/
product category level

Data Uploads

Via uploading an Excel file

Through your Nextail Services team

Currently, there are some inputs that can only be
uploaded by Nextail

Directly in the platform

Demand Forecasting:

- **Promotions**



















Global Optimisations:

- Visual rules
- Minimum Displays
- Blocks

At Nextail, we define Promotions to be any POS discounts

*However, within our platform you can use the Promotions functionality to capture the activity **around non-recurring or movable events***

Promotions can be configured in the system to capture the effect of non-recurring events of demand

ONGOING	FUTURE	FINISHED
		<div><p>Black Friday 2018 - Stores A </p><p>Period from 20 Nov to 24 Nov, 2018</p><p> 29 stores  327 products</p><hr/><p>2.45 ACTUAL COEFF.</p></div>
		<div><p>Black Friday 2018 - Stores B </p><p>Period from 20 Nov to 24 Nov, 2018</p><p> 21 stores  327 products</p><hr/><p>2.68 ACTUAL COEFF.</p></div>
		<div><p>Mid Season Sales </p><p>Period from 15 Oct to 07 Nov, 2018</p><p> 150 stores  327 products</p><hr/><p>1.88 ACTUAL COEFF.</p></div>
		<div><p>Flash Sales Week 48 </p><p>Period from 12 Nov to 18 Nov, 2018</p><p> 21 stores  91 products</p><hr/><p>1.46 ACTUAL COEFF.</p></div>
		<div><p>Summer Sales - Stores A </p><p>Period from 01 Jul to 30 Jul, 2018</p><p> 300 stores  467 products</p><hr/><p>1.29 ACTUAL COEFF.</p></div>
		<div><p>Web Summer Special </p><p>Period from 01 Jul to 15 Jul, 2018</p><p> 1 stores  224 products</p><hr/><p>1.33 ACTUAL COEFF.</p></div>

Sales increase expected due the promotion will be considered when calculating the demand forecast

Promotions can be manually created for an established promotion period

- 1| Go to the menu “Master Data > Promotions”
- 2| Press “New promotion” button to create a new one
- 3| Configure the new promotion with the inputs required

MASTER DATA ▾

- Products
- Stores
- Categories
- Promotions**
- Master Sections
- Product category items
- Store category items
- Calendar plans
- Visual Merchandiser

Overview of the promotions

Select the promotions available for your network of stores and products

Affecting any date between and Search

ONGOING FUTURE **FINISHED**

Sales in Barcelona Period from 26 Mar to 15 Apr, 2020 91 stores 11 products ACTUAL COEFF.	Black Friday 50% Period from 28 Nov to 30 Nov, 2019 91 stores 11 products ACTUAL COEFF.	Mid season sales may2019 Period from 15 May to 31 May, 2019 91 stores 7 products ACTUAL COEFF.
---	---	--

Create a new promotion

Promotion name *

Store Category *

Product Category *

From * To *

Similar Promotion

Promotion coefficient * ⓘ

Promotion features

Configuring promotions prompts several inputs

Create a new promotion ✕

Promotion name *

Store Category *

Product Category *

From * To *

Similar Promotion

Promotion coefficient * ⓘ

Promotion features

- **Promotion name:** Specific name we want to use to store the promotion’s data
- **Stores Category:** Selection of stores impacted by the promotion
- **Product Category:** Selection of products impacted by the promotion
- **Period:** Start and end date for the promotion in the stores
- **Similar Promotion:** List of past promotions stored of which we can select the one most similar to the upcoming one.
- **Promotion Coefficient:** Sales increase expected due to the promotion. For example, a coefficient of 1.5 means we are expecting 50% extra demand due to the promotion effect. At the end of each promotion, the actual coefficient is calculated and stored. By default the actual coefficient of the similar past promotion selected is applied, however it can be over-written by one we think is more in-line with the new promotion.
- **Promotion features:** Description of the promotion.

Future promotions can be easily deleted or modified; however, ongoing promotions can only be deleted

nextail DASHBOARDS ▾ BUY (🇸🇦) ▾ FIRST ALLOCATIONS ▾

Overview of the promotions

Select the promotions available for your network of stores and products

ONGOING **FUTURE** FINISHED

Promotion_1
Period from 16 Mar to 23 Mar, 2019

🏪 39 stores 📦 1161 products

2.51 **6,975**
ESTIMATED COEFF. ESTIMATED UNITS SOLD



Edit Promotion

Promotion name *
Promotion_1

Store Category *
Areas

Product Category *
Categorization

From * To *
2019-03-16 2019-03-23

Similar Promotion
Private sales AW17 50% UK

Promotion coefficient * ⓘ
2.51

Promotion features
Private Sales SS19

CANCEL EDIT

Directly in the platform

Demand Forecasting:

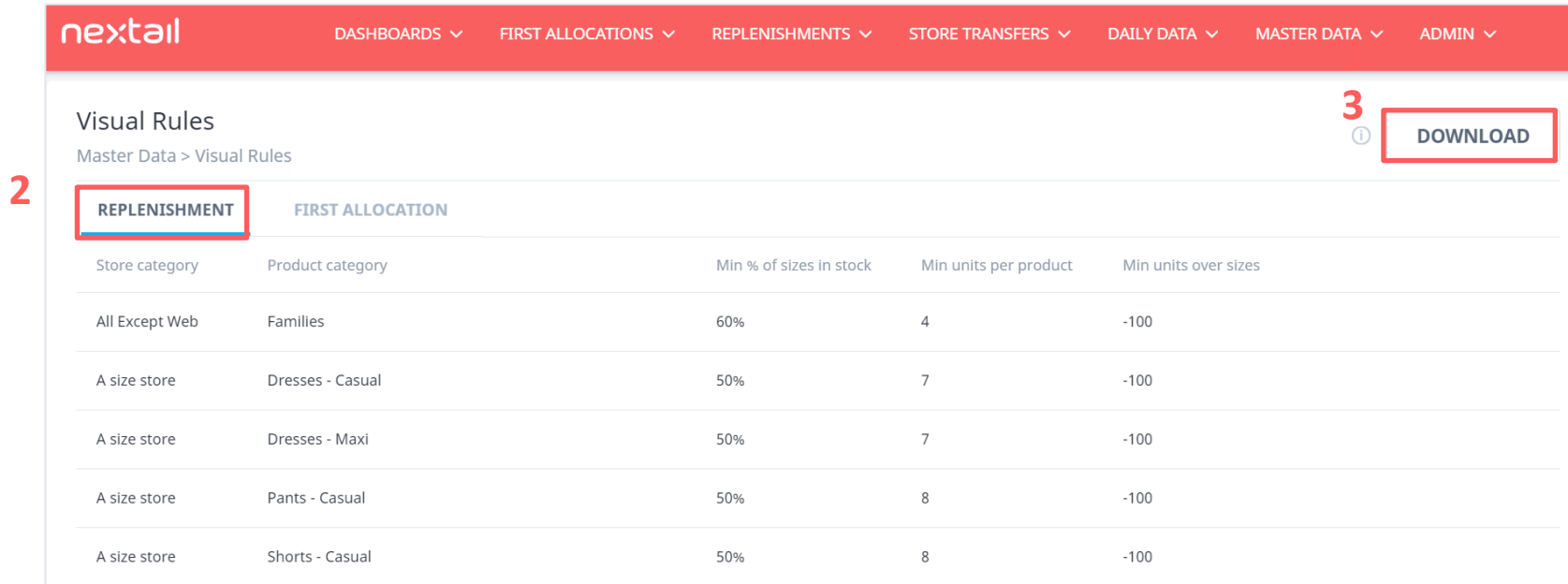
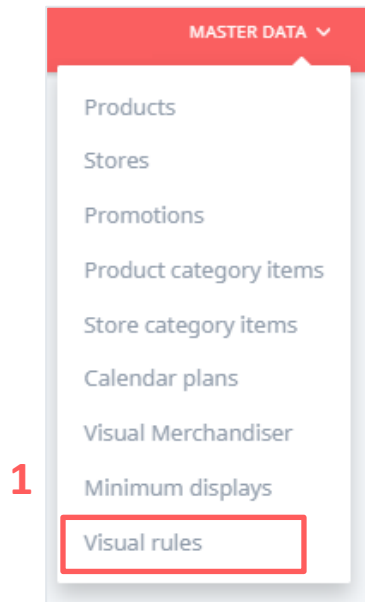
- Promotions

Global Optimisations:

- **Visual rules**
- Minimum Displays
- Blocks

You can look over to visual rules values by store and product category

- 1| Go to Master Data -> Visual rules
- 2| Select the Replenishment tab
- 3| Download the list in an excel file for manual editing and upload it to the "Data upload" page



Directly in the platform

Demand Forecasting:

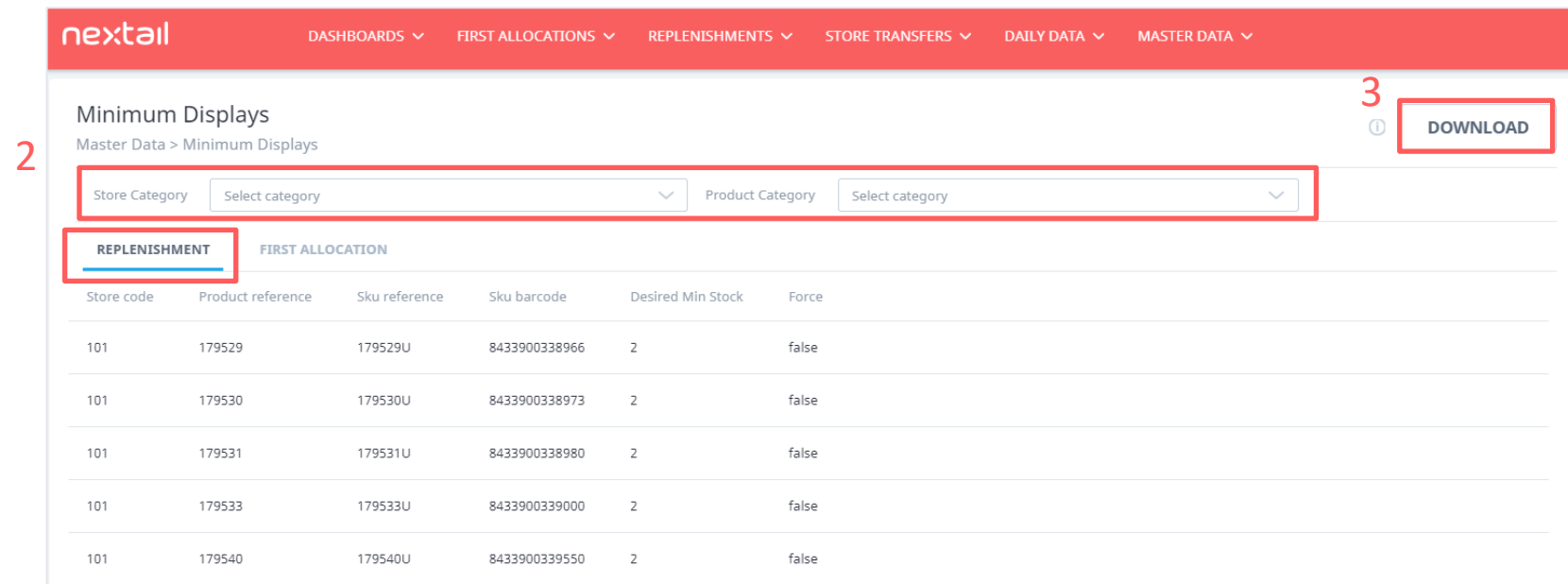
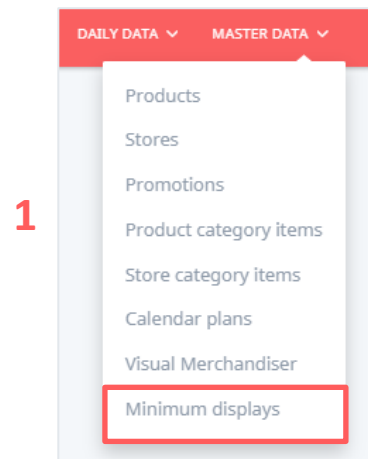
- Promotions

Global Optimisations:

- Visual rules
- **Minimum Displays**
- Blocks

The Minimum displays per store-product and module can be easily listed to verify the setup

- 1| Go to Master Data -> Minimum Displays, select Replenishment list
- 2| Apply a product category and/or store category filter to help you narrow the data
- 3| Download the data in an excel file to edit and upload in “Daily Data -> Data upload” page. Imp. Downloaded files are limited to the first 1,000,000 rows



Directly in the platform

Demand Forecasting:

- Promotions

Global Optimisations:



- Visual rules
- Minimum Displays
- **Blocks**

Blocking/ unblocking products can be directly modified for specific product-stores cases under “Visual Merchandiser”

- 1| Go to the menu “Master Data > Visual Merchandiser”
- 2| Tick the products you want to block from being sent to a given store (or the opposite)
- 3| Save changes pushing the “Block” button (or unblock)

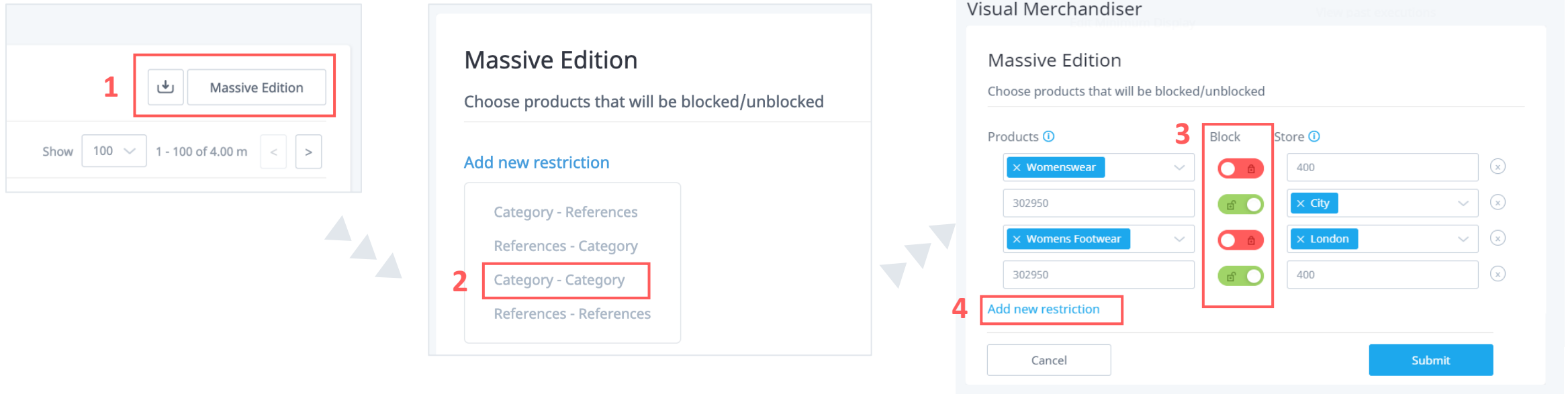
The screenshot shows the Nextail Visual Merchandiser interface. At the top, there is a navigation bar with 'MASTER DATA' selected. A dropdown menu is open, showing 'Visual Merchandiser' as the selected option. The main content area is titled 'Visual Merchandiser' and contains a 'Blockages' section with 1,012 products. There are 'Block' and 'Unblock' buttons, and a 'Massive Edition' button. A table lists products with columns: STATUS, PRODUCTS, FAMILY, STORE, STOCK COMMERCIAL, and FIRST AVAILABLE DATE. The first row has a checked checkbox, a green dot, and the product 'A-02503021' for store 'A0002 - ACME STORE 0002'. The second row has an unchecked checkbox, a green dot, and the product 'A-02503021' for store 'A0003 - ACME STORE 0003'. The third row has an unchecked checkbox, a red dot, and the product 'A-02503021' for store 'A0001 - ACME STORE 0001'.

1

 Green dot means that product is not blocked for that store and  red that it is already blocked

You also have the ability to globally set blocks/unblocks for product-store categorizations through group restrictions (“Massive Edition”)

- 1| Push “Massive Edition” button.
- 2| Select the option that fulfils the restriction, i.e.: block a specific product category and even within a certain store category (categories already created (*)).
- 3| Once the desired group of products and/or stores have been selected, select block/unblock option.
- 4| You can also add new restrictions afterwards.



(*) The client can request the support of their Account Manager if needed

The status of a current product in a store can be checked in the Visual Merchandiser screen

The screenshot shows the Nextail Visual Merchandiser interface. On the left is a dark sidebar with filter options. The main content area has a red header with the Nextail logo and navigation menus. Below the header is the 'Visual Merchandiser' section, which includes a 'Blockages' table. The table lists products that are blocked in a specific store, with columns for status, product ID, family, store, stock, and first available date.

Visual Merchandiser

Blockages
432,336 Products

Buttons: Block, Unblock, Show 100, 1 - 100 of 432,336, Massive Edition

<input type="checkbox"/>	STATUS	PRODUCTS	FAMILY	STORE	STOCK COMMERCIAL	FIRST AVAILABLE DATE
<input type="checkbox"/>	●	639587	Dresses and All in 1s	1 - OXFORD STREET 301	0	
<input type="checkbox"/>	●	658850	Dresses and All in 1s	1 - OXFORD STREET 301	0	
<input type="checkbox"/>	●	729636	Dresses and All in 1s	1 - OXFORD STREET 301	0	12 Feb
<input type="checkbox"/>	●	717809	Dresses and All in 1s	1 - OXFORD STREET 301	0	
<input type="checkbox"/>	●	693380	Dresses and All in 1s	1 - OXFORD STREET 301	0	12 Feb
<input type="checkbox"/>	●	671282	Dresses and All in 1s	1 - OXFORD STREET 301	0	

Once we have filtered the data by some criteria, you have the option to download the results to run additional checks

nextail DASHBOARDS BUY (A) FIRST ALLOCATIONS REPLENISHMENTS STORE TRANSFERS DAILY DATA MASTER DATA LOGS ADMIN

Visual Merchandiser

Blockages
432,336 Products

Block Unblock Show 100 1 - 100 of 432,336 < >

Massive Edition

	STATUS	PRODUCTS	FAMILY	STORE	STOCK COMMERCIAL	FIRST AVAILABLE DATE
<input type="checkbox"/>	●	639587	Dresses and All in 1s	1 - OXFORD STREET 301	0	
<input type="checkbox"/>	●	658850	Dresses and All in 1s	1 - OXFORD STREET 301	0	
<input type="checkbox"/>	●	729636	Dresses and All in 1s	1 - OXFORD STREET 301	0	12 Feb
<input type="checkbox"/>	●	717809	Dresses and All in 1s	1 - OXFORD STREET 301	0	
<input type="checkbox"/>	●	693380	Dresses and All in 1s	1 - OXFORD STREET 301	0	12 Feb
<input type="checkbox"/>	●	671282	Dresses and All in 1s	1 - OXFORD STREET 301	0	

	A	B	C	D	E	F
1	Product	Status	Family	Store	Stock Commercial	Last Available Date
2	639587	Blocked	Dresses and All in 1s	1 - OXFORD STREET 301	0	
3	658850	Blocked	Dresses and All in 1s	1 - OXFORD STREET 301	0	
4	729636	Available	Dresses and All in 1s	1 - OXFORD STREET 301	0	2019-02-12
5	717809	Available	Dresses and All in 1s	1 - OXFORD STREET 301	0	
6	693380	Available	Dresses and All in 1s	1 - OXFORD STREET 301	0	2019-02-12
7	671282	Blocked	Dresses and All in 1s	1 - OXFORD STREET 301	0	

Data Uploads

Demand Forecasting:

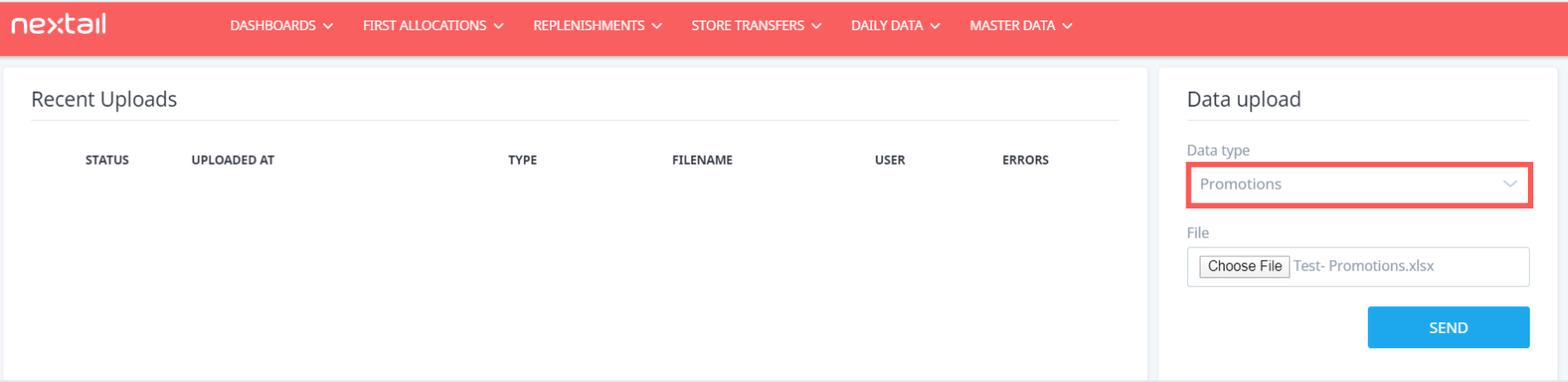
- **Promotions**

Global Optimisations:

- Visual rules
- Blocks
- Minimum displays

You can create a batch of promotions by store and product category with an excel file in Data upload

1| Go to Daily Data > Data Upload, select the option “Promotions” and choose the file to be uploaded:



2| The file must contain 8 columns named exactly as in the picture below, so each line allows you to refer to a product-store category combination.

A	B	C	D	E	F	G	H
promotion_name	store_category	product_category	start_date	end_date	similar_promotion	coefficient	features
Sales in Barcelona	Barcelona stores	Dresses	2020-03-26	2020-04-15		1.83	Barcelona
Sales in Madrid	Madrid stores	Pants	2020-03-26	2020-04-15		1.83	Madrid

- All fields are compulsory except for similar_promotion
- You can specify a similar promotion in the past by their name
- By default, Nextail uses the previous 60 days to calculate the promotion.

Data Uploads

Demand Forecasting:

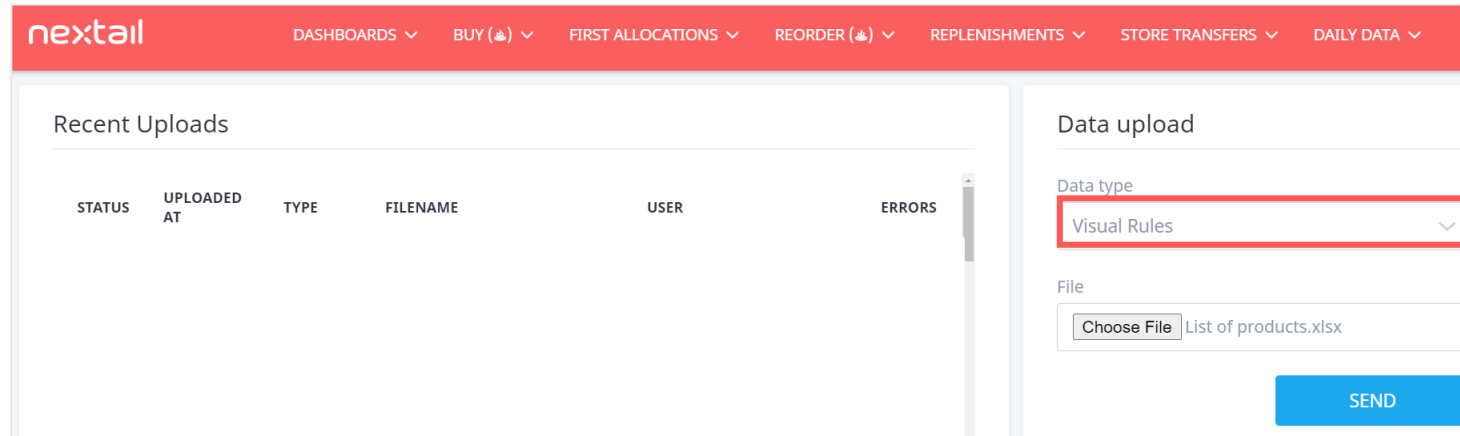
- Promotions

Global Optimisations:

- **Visual rules**
- Blocks
- Minimum displays

You can update the conditions of each product to display in the store with the visual rules option

1| Go to Daily Data > Data upload, select the option “Visual rules” and choose the file to be uploaded:



2| We recommend using the same file that was downloaded from the Visual rules page in Master data as it will help us avoid errors in the update process:

	A	B	C	D	E
1	StoreCategoryName	ProductCategoryName	MinSizesPercentageInStock	MinUnitsPerProduct	UnitsOverSizeNumber
2	All except web	Families	60%	4	-100
3	A size store	Dresses - Casual	50%	7	-100
4	A size store	Dresses - Maxi	50%	8	-100

- **Min. sizes percentage in stock:** minimum percentage of the size curve to display in the store
- **Min units per product:** minimum number of units to display in the store
- **Units over size number:** additional units over the size count. Value used for the calculation of min. units per product

Data Uploads

Demand Forecasting:

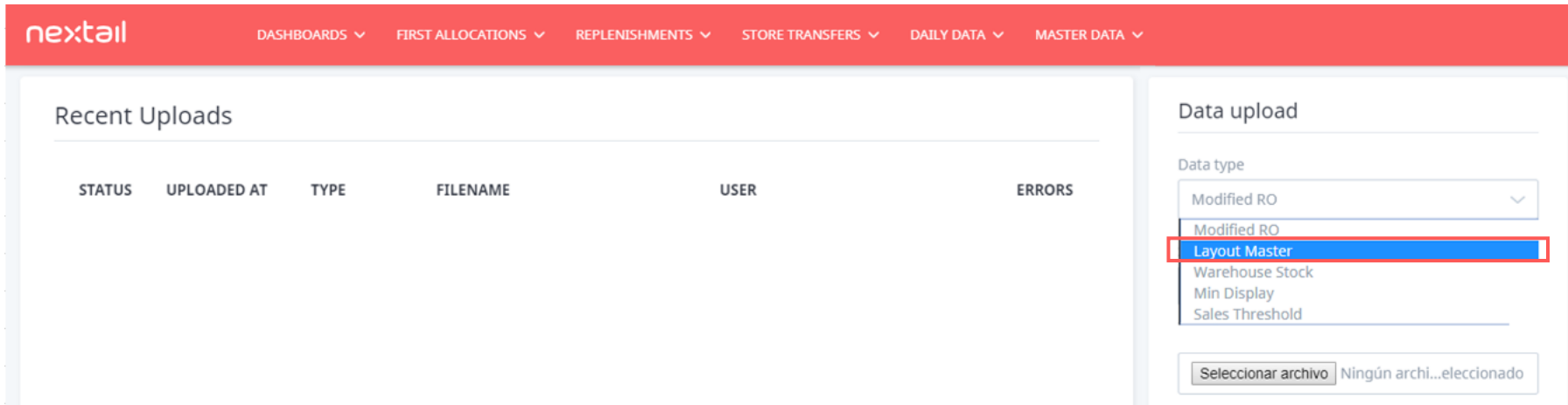
- Promotions

Global Optimisations:

- Visual rules
- **Blocks**
- Minimum displays

You have the ability to upload product-stores status (blocks and unblocks) through the Layout Master

1| Go to Daily Data > Data Upload, select the option “Layout Master” and choose the file to be uploaded:



2| The file must contain 4 columns named exactly as in the picture below so each line allows you to refer to a product-store combination.

A	B	C	D
ProductRef	StoreCode	Replenishment	Replenishment_FA
187289	947	0	0
187290	947	0	0
187291	947	0	0
187289	615	0	0
187290	615	0	0
187291	615	0	0
187293	615	0	0

- **ProductRef:** This is the product reference.
- **StoreCode:** The code store.
- **Replenishment:** Should contain:
 - “1” if we want to restore /allocate
 - “0” if we want to block
- **Replenishment_FA:** N/A for replenishment module (only for first allocation)

Data Uploads

Demand Forecasting:

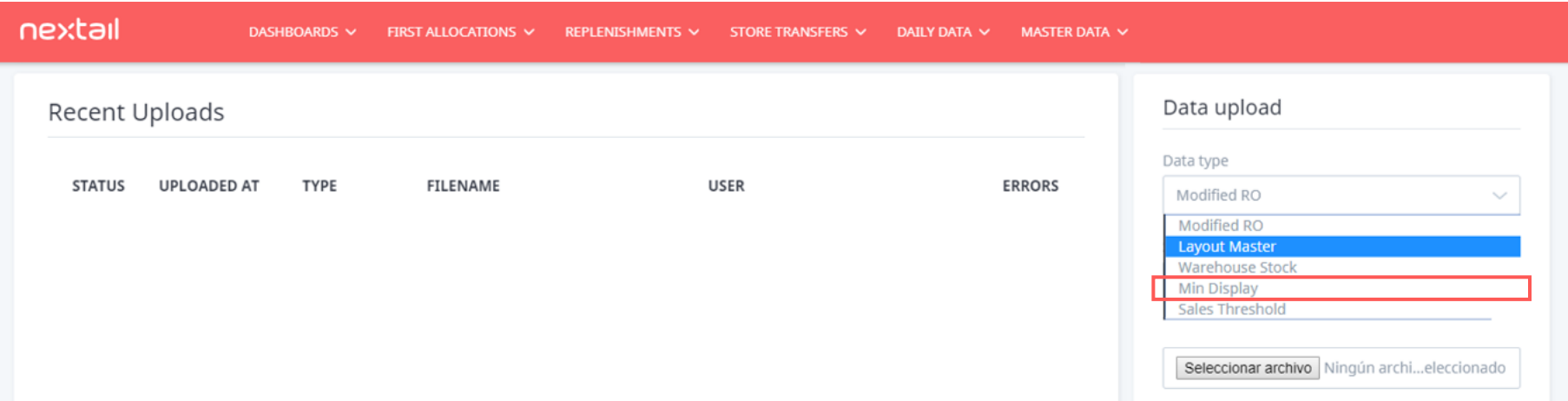
- Promotions

Global Optimisations:

- Visual rules
- Blocks
- **Minimum displays**

Data upload is used for setting Minimum Displays which would allow us to apply a minimum for each SKU in each store

1| Go to Daily Data > Data Upload, select the option “Min Display” and choose the file to be uploaded.



2| The file must contain 4 columns named exactly as in the picture below so each line allows you to refer to a sku-store combination:

	A	B	C	D	E	F
1	ProductRef	SKURef	SKUBarcode	StoreCode	Desired_Min	Force
2	179529	179529U	8433900338	101	2	0
3	179530	179530U	8433900338	101	2	0
4	179531	179531U	8433900338	101	2	0

- **ProductRef:** Is the product reference
- **SKURef:** Is the product reference by sku.
- **SKUBarcode:** Is the barcode number of the sku
- **StoreCode:** The code of the store.
- **Desired_min:** Is the minimum number of units per sku-store.
- **Force:** More restrictive, if this quantity of minimum display cannot be achieved, no units are sent. “1” = True and “0” “False”

Please note that the status for all recent data upload can be seen on the left side of the Data Upload screen

The screenshot shows the Nextail interface with a red header bar containing navigation menus: DASHBOARDS, FIRST ALLOCATIONS, REPLENISHMENTS, STORE TRANSFERS, DAILY DATA, and MASTER DATA. The main content area is split into two panels. The left panel, titled 'Recent Uploads', contains a table with the following data:

STATUS	UPLOADED AT	TYPE	FILENAME	USER	ERRORS
●	11 Mar, 17:06:47 (CET)	Modified RO	V_1March.csv	ivan@nextail.co	
●	11 Mar, 17:00:23 (CET)	Modified RO	V2_19_feb.csv	ivan@nextail.co	
●	8 Mar, 11:36:03 (CET)	Min Display	V_1March.csv	pedro@nextail.co	24332

The right panel, titled 'Data upload', features a 'Data type' dropdown menu with the following options: Modified RO, Modified RO, Layout Master (highlighted in blue), Warehouse Stock, Min Display, and Sales Threshold. Below the dropdown is a button labeled 'Seleccionar archivo' and a text field containing 'Ningún archi...eleccionado'.

- The list is sorted by date and hour
- Following, the meaning of each status:
 - In progress (**Yellow**): Information sent and charging is in process. At the end of the load, the status will change
 - Upload Failed (**Red**): Information has not been sent, it can be an error in the format file or lack of columns, etc
 - Completed with errors (**Green**): Load partial data because there are (x) lines with errors. Click on the download icon to see details
 - Completed successfully (**Green**): The 100% of the upload was completed without errors.

Through your Nextail Services team

Global Optimisations:

- Costs
- Other conditions

Nextail services team support the configuration or changes for some of the criteria

Costs:

- Cost per unit
- Cost per product

Other conditions:

- Store limitations

Current Values

Customized by the customer
Customized by the customer

Customized by the customer

Change request

At the Store transfer kick off
At the Store transfer kick off

User will email Nextail services team



As a reminder, this session should leave you feeling confident on the following points:

- Understand how Nextail uses categories to give flexibility on data management by stores & products
- Be able to run a Store Transfer optimisation
- Review & download results of a Store Transfer optimisation
- Feel comfortable inputting some criteria directly within the platform
- Feel comfortable uploading criteria into the platform through data files



Did we achieve our goals?

- ① Understand how Nextail uses categories to give flexibility on data management by stores & products
- ② Be able to run a Store Transfer optimisation
- ③ Review & download results of a Store Transfer optimisation
- ④ Feel comfortable inputting some criteria directly within the platform
- ⑤ Feel comfortable uploading criteria into the platform through data files