

Oct 2015

# Exchange Supplier Learning Seminar

Day 1

# For Over 118 Years, We've Been There

From Sutlers' tents, to frontier stores...



Millions of the Exchange earnings are returned to the services MWR. (Morale, Welfare and Recreation)

Korea, Vietnam, two world wars, and today's challenges.





# **Oracle RMS and Impact Team Support**

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Presenter – Heidi Tolbert

# Optimize the Integrated Supply Chain

Begins at the factory



# Retail Management System (RMS)

- ✓ RMS is a retail system to manage suppliers and items by locations.
- ✓ Centralized System to monitor inventory and meet demands.
- ✓ An enterprise solution that integrates suppliers, buyers, and retail locations for the life cycle of the product.

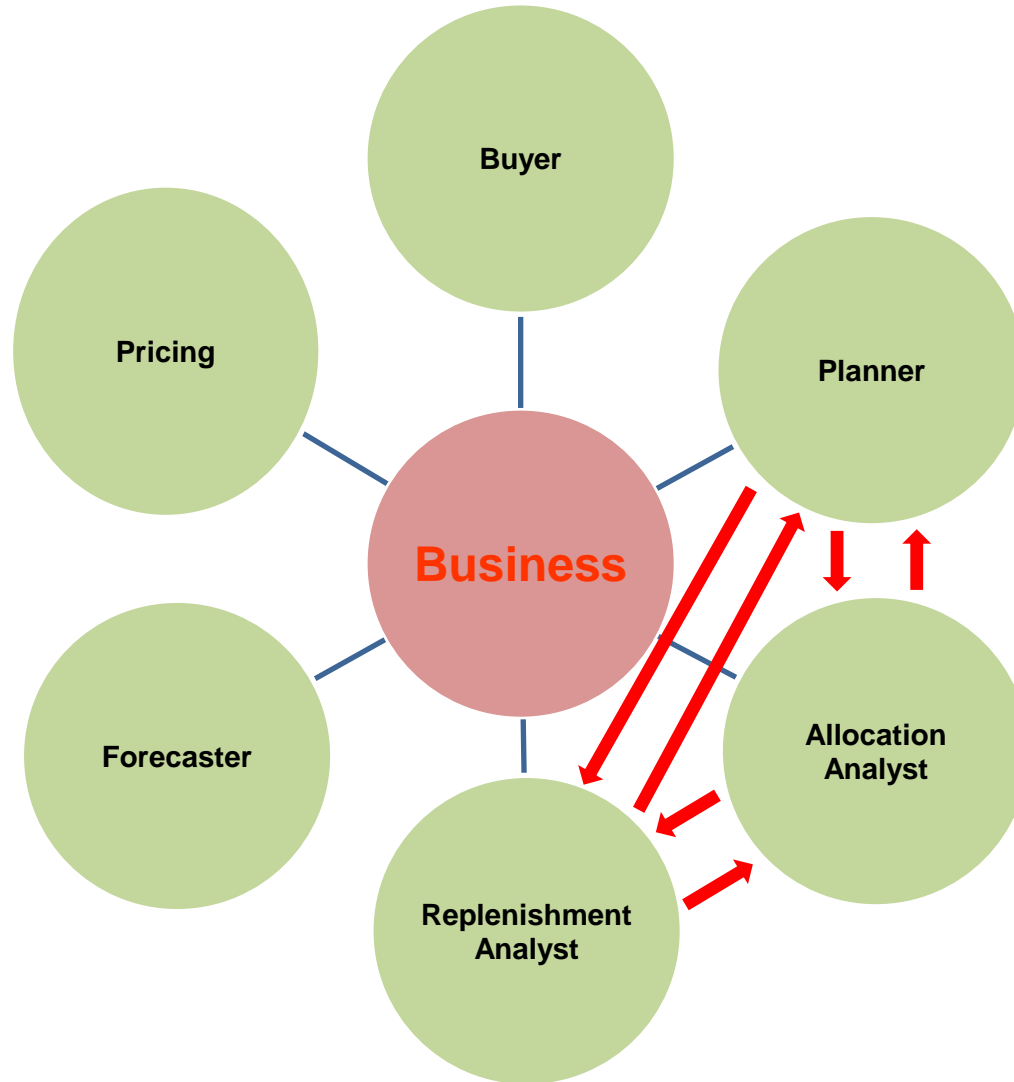


# RMS Brings Organizational Changes

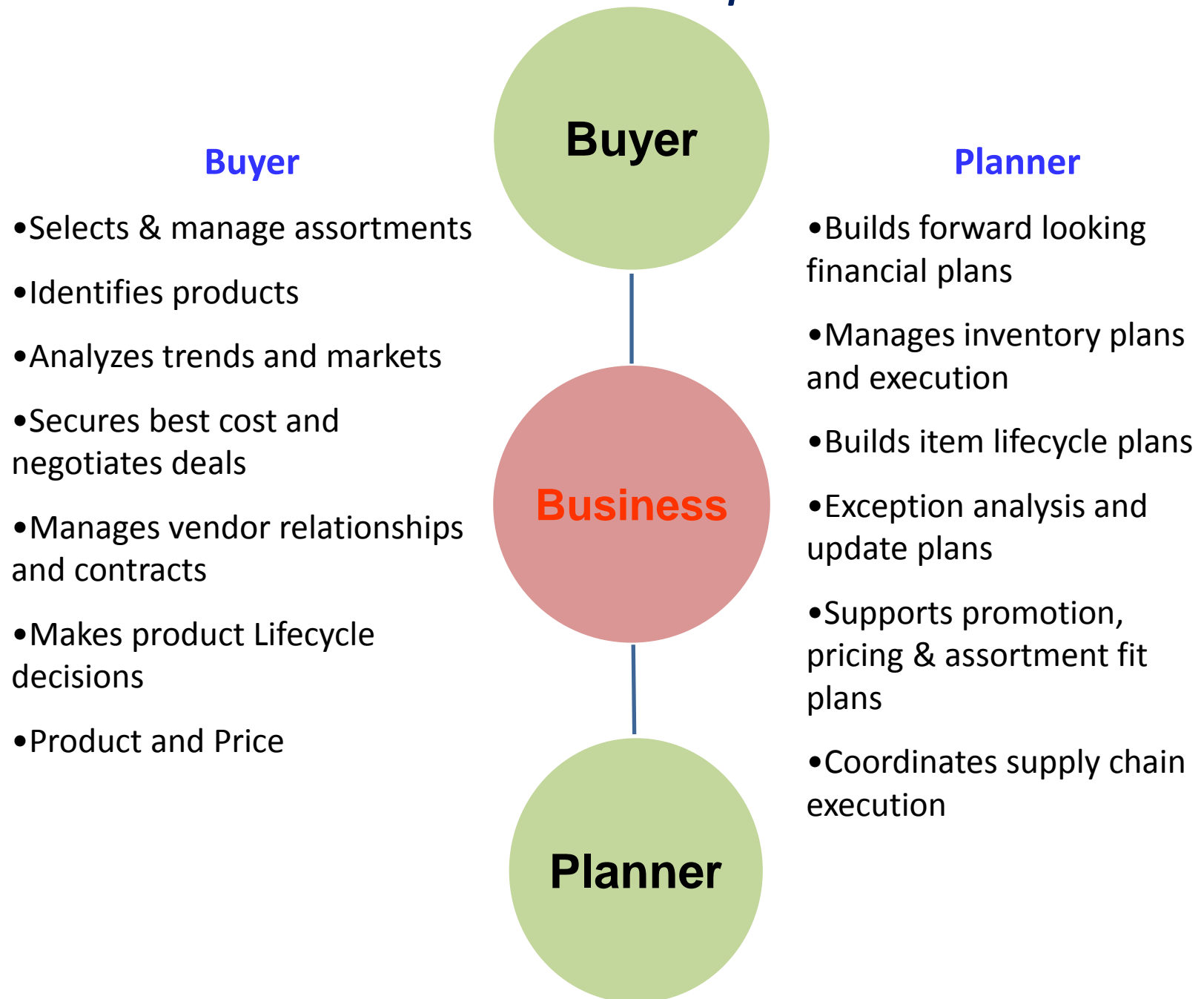
- Team Structure
- Business Processes
- Systems Changes
- Centralized Buying and Allocation



# Impact Team – Focusing on the Business to Achieve Customer Satisfaction



# Team Structure-Impact Teams





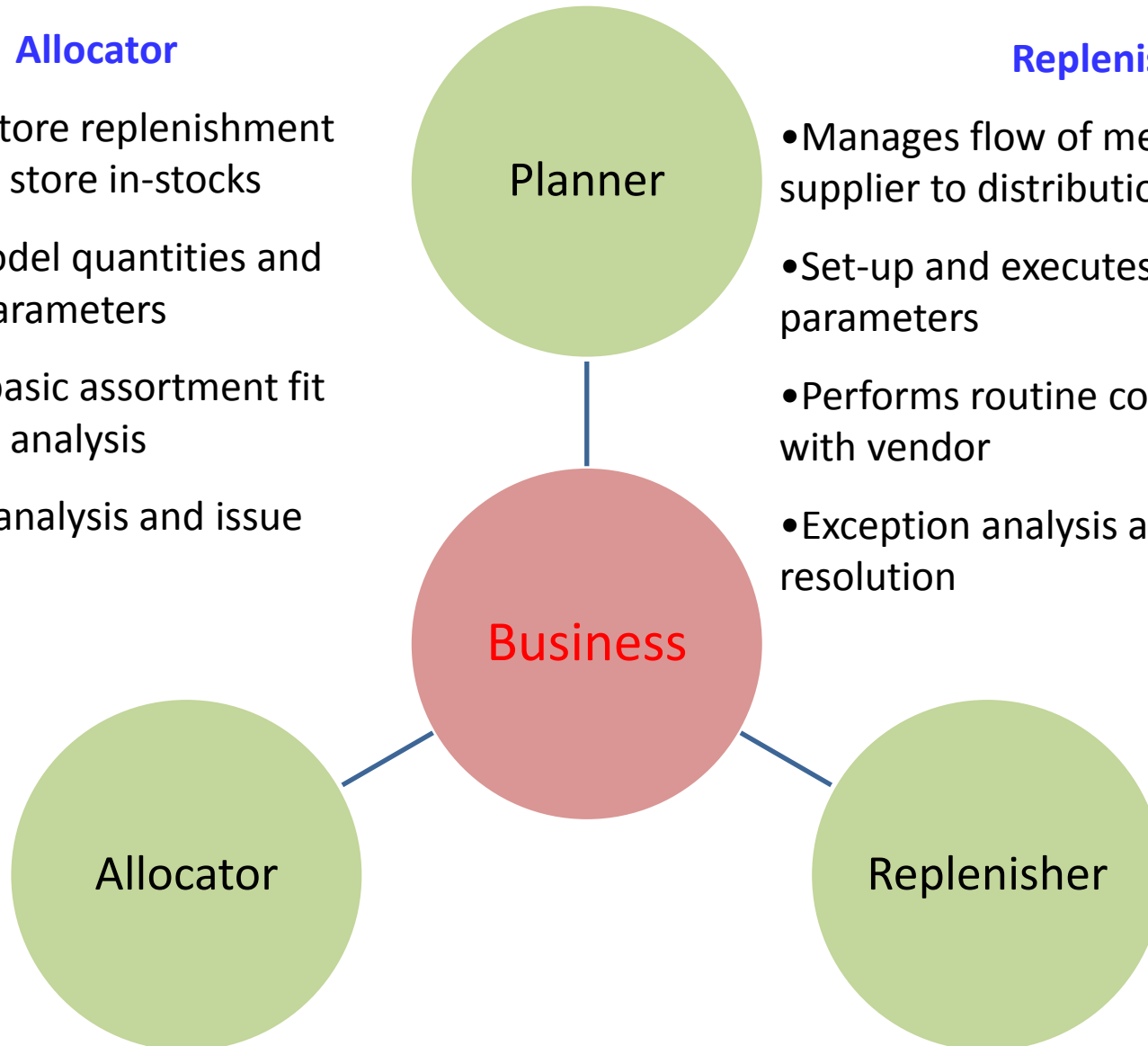
# Team Structure – Impact Teams

## Allocator

- Manages store replenishment process and store in-stocks
- Adjusts model quantities and inventory parameters
- Performs basic assortment fit reviews and analysis
- Exception analysis and issue resolution

## Replenisher

- Manages flow of merchandise from supplier to distribution centers
- Set-up and executes replenishment parameters
- Performs routine communications with vendor
- Exception analysis and issue resolution



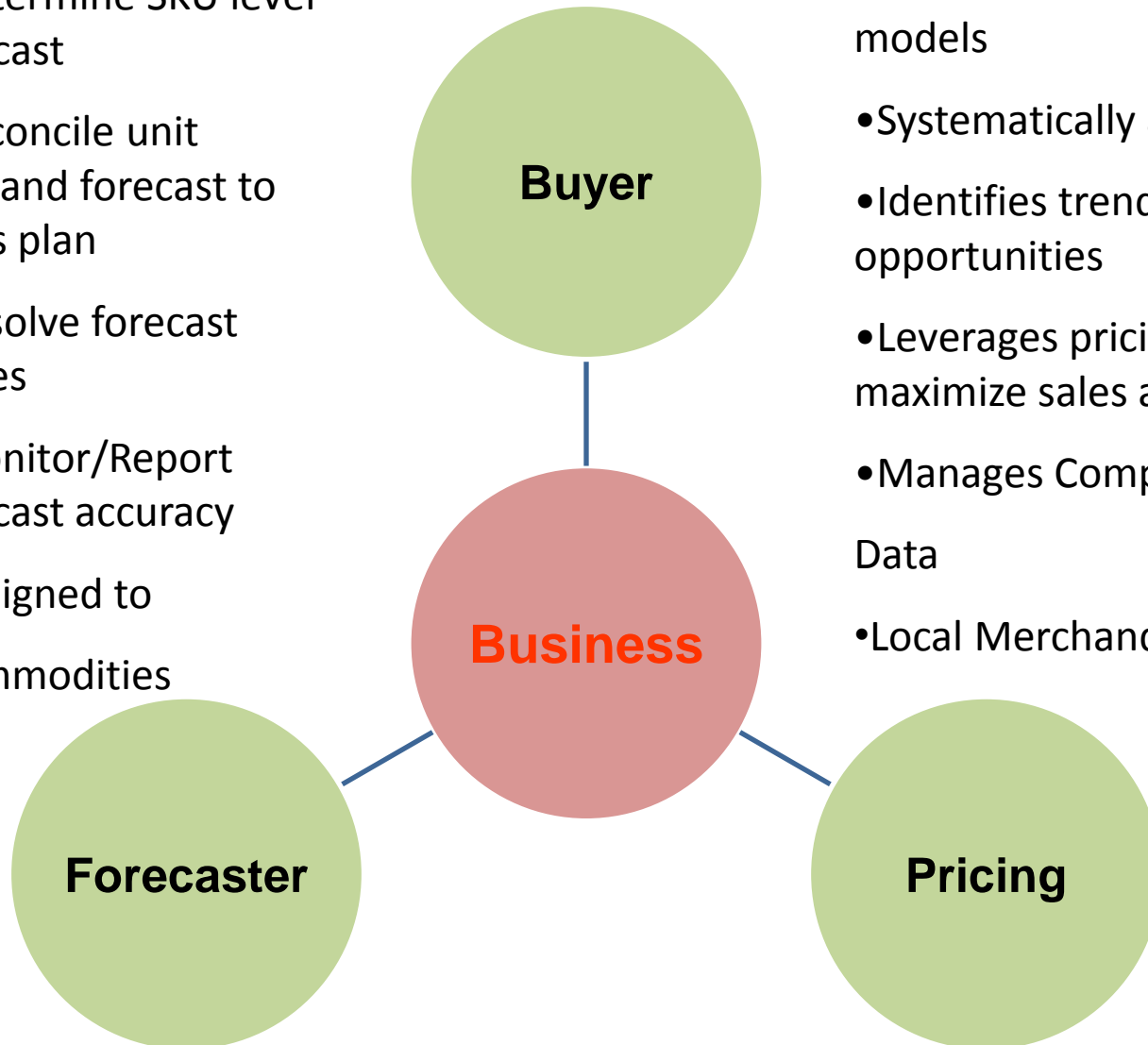
# Team Structure – Support Roles

## Forecaster

- Determine SKU level forecast
- Reconcile unit demand forecast to sales plan
- Resolve forecast issues
- Monitor/Report forecast accuracy
- Assigned to Commodities

## Pricing

- Establishes strategic pricing models
- Systematically assigns prices
- Identifies trends and opportunities
- Leverages pricing strategies to maximize sales and gross margin
- Manages Complete Pricing Data
- Local Merchandise Price Coordinators



# Replenishment

**Calculates inventory needs by location and automatically generates orders to fulfill the needs.**

## **Benefits:**

- ✓ **Automates centralized replenishment for ordering**
- ✓ **Generates purchase order quantities or automatic transfer requests based on perpetual inventory**
- ✓ **Leverages Technology:**
  - **Oracle Retail Supply Chain Optimization and Oracle Retail Demand Forecasting offer a complete replenishment solution**

# Allocation

**The Allocation tool distributes merchandise based on current sales trends and history.**

## **Benefits:**

- ✓ **Recommends allocation quantities (RAQs) based on a Store's needs using sales history information or plan**
- ✓ **Uses "what if" capabilities that enable cross dock and order allocations**
- ✓ **Allocates promotions, one time buys, warehouse clearance, and fashion merchandise**

# Item Data Management

## Merchandise Support Team (MST)

- New Item Induction form
- Item Approval Process
- Item Data Entry Experts

Merchandise Support Team



The item setup process is detailed and time consuming but the time spent on proper item setup yields greater benefit to AAFES in the lifecycle of the item.

# Oracle RMS and Exchange Retail Benefits

- End-to-End Supply Chain Management
- Centralized Buying
- Solves critical business problems
- Implements best retail industry practices
- Perpetual inventory, data integrity, supply chain visibility
- Continuous improvement of productivity
- Yields higher customer satisfaction over time



Questions?

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