

Oracle Retail Allocation Data Sheet

Inventory is the single most important physical asset of a retailer. The ability to accurately and efficiently allocate merchandise is one of the most challenging, yet critical areas of retail. Having the right item in the right place, at the right time, is key to converting sales and customer satisfaction. Agility and efficiency in allocating merchandising in a multi-channel world is just as important. Retailers need an allocation solution that is tightly integrated with plans, purchase orders, supply chain updates, and real-time inventory levels throughout the supply chain.



ADDRESSING ALLOCATION CHALLENGES

When allocating merchandise, all retailers face a similar challenge regardless of whether the products are fashion items, groceries, or electronics; or if the retailer has one distribution center or multiple distribution centers, one hundred stores or five thousand stores. What they all need is an efficient, accurate method of translating their merchandise plans into location level allocations.

They need to consider how they will fulfill customer order demands and how that impacts both warehouse holdback quantities as well as store allocations. Effectively allocating products is a critical step in product life cycle management and makes the difference in converting on sales opportunities.

[Oracle Retail Allocation](#) enables retailers to deliver on their promise of getting product in the right place at the right time with a powerful, easy to use, and accurate method of allocating merchandise. Retailers create allocations within a configurable, user-centric workflow for maximum efficiency. The full platform supports allocation: merchandising, planning, forecasting and science to ensure that the right quantity of each size and color are sent to the right location at the right time in the product lifecycle. There is also flexibility to allocate along the supply chain (DCs, suppliers, etc.) and to allocate during the lifecycle (to fill in subsequent shipments or push out remaining inventory for example).

Allocations can be done in advance of an order's arrival or at the last minute to leverage real-time sales and inventory information. Incoming orders and warehouse stock can be allocated on the same allocation to optimize the merchandise flow and collection quantities in the store. Multiple parameters related to items, locations, and rules control the final allocation results. The tool determines store need based on metrics that fit the product, store characteristics and product life cycle for allocation based on individual store need, which is the key to maximizing sales and profits.

Key Benefits

- Supports allocating in advance of delivery as well as postdelivery to help optimize warehouse operations
- Standardizes the allocations process across user groups
- Provides sophisticated rules for the allocation basis including marrying plan data with recent sales data
- Determines net demand at SKU/ location level using latest figures
- Supports all product categories
- Standard planning and size profile integration

UNIQUE FEATURES OF ORACLE RETAIL ALLOCATION

Determine Need at the SKU/Location Level. Oracle Retail Allocation not only considers the gross need for a particular item and location combination, but it also takes into account factors such as real time stock on hand, on order, reserved, backorder and in-transit inventory figures to arrive at the true net need for the item/location. The tool uses sophisticated algorithms to determine how to spread the available inventory across all the locations' net need, providing an allocation that reduces the likelihood of overstocks and subsequent future markdowns.

Role-Based. Persona-based dashboards provide the Allocator with real-time information they need to both create and maintain their allocations. The entire UI is focused on user behavior, providing multiple methods to view, filter, and adjust the allocation results. Dashboards also highlight their incoming purchase orders due to arrive in the next number of weeks while easily notifying the allocator of any issues that require their attention.

Multiple Allocation Methods. By offering a variety of allocation rules and parameters, Oracle Retail Allocation provides a robust set of options to meet the needs of retailers of all sizes and verticals. Allocation needs can be determined based on manual input, historical data, plan information, demand forecasts, or a combination of plan and history, which compares the actual sales to plan and re-forecasts based on actual performance in-season.

Maximize Productivity. Allocators work with all types of items and item behavior which changes across their lifecycles. Oracle Retail Allocation provides a flexible workflow with configurable dashboards. It meets the various lifecycle requirements while promoting efficiency, simplifying processes, and reducing time and cost. Also via integration with Oracle Retail Price Management, there is visibility to the retail values of the allocation.

Promote Buying Accuracy. What-if allocation modeling allows the retailer to apply different methods and parameters during the allocation process and they can create purchase orders automatically within the merchandising system based on the bottom-up unconstrained demand at the item/location level.

Complete, Seamless Integration. Oracle Retail Allocation is tightly integrated with Oracle Retail [Merchandising](#) for item details, purchase orders, and up to date inventory figures. Oracle Retail [Planning suite](#) provides plan data and size profile information in order to drive pre-season allocations and ensure proper size distribution, while Oracle Retail [Demand Forecasting](#) provides forecasts to drive allocations.

Key Features

- User-centric dashboards and contextual BI
- Calculates net need at the item/ location using real-time stock figures
- Ability to base allocation on different hierarchy levels, item groups, or a single item
- Multiple items and locations per allocation
- Base allocations on orders, ASNs, transfers, BOLs, or stock on hand
- Reusable templates
- Constrain quantities with min/max limits
- Determine optimal pack configurations
- Ability to schedule automatic allocations for secondary pushes
- View the retail value of an allocation

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