



Infor Retail Assortment Planning for Fashion

Create assortments that drive sales and margins

Making sure you have the right style and color assortment options for your customers has always been at the core of retailing. Your collections need to stand out in a crowded marketplace to create future customer loyalty and sales. At Infor®, we've created a modern approach to fashion assortment planning that does more than treat the direct channel as the retailer's largest store. For this reason, leading retailers have turned to Infor to build better assortments that drive higher sales and margins, and that build customer loyalty.

Create collections that stand out

With Infor Retail Assortment Planning for Fashion, you can begin improving your assortments quickly, by understanding customer segments better and with greater precision, and without making an enormous upfront investment only to wait 18 months or more to find out if it works.

Let merchants be merchants

Eliminate the manual steps that limit the time available for merchants to practice the art of finding, locating, and designing innovative collections by using our machine learning approach to build sales and inventory plans. To enable rapid deployments, start with our out-of-the-box best practices and make the changes you need to reflect your approach. You get support for the most common assortment activities, and an approach that can provide a higher level of precision with far fewer manual steps.

Benefits

- Achieve higher sell-through prior to clearance.
- Improve sales/margins.
- Achieve a better return on space (ROS) and return on inventory (ROI).
- Gain insight into how style attributes (fit, price, color etc.) impact demand.
- Build assortments better tailored to how and where customers shop and expect fulfillment.

Complementary applications

- Infor Fashion PLM
- GT Nexus Global Network
- Infor Retail Merchandise Financial Planning
- Infor Retail Item Planning
- Infor Retail Markdown Optimization
- Infor Retail Supply Chain Optimization
- Infor Retail Demand Forecasting

Handle your toughest assortment challenges

- **Create an assortment strategy**—You can determine how many styles and colors to carry; what attribute, price range, channel, and segment trends are relevant to your collection; and be able to align with merchandise financial planning targets.
- **Shop for inspiration**—Collaborate with designers, suppliers, and brand owners to decide what styles to consider and which are possibilities (“the first cut”). Plus, Retail Assortment Planning can tap into Infor Fashion PLM for costing and availability.
- **Select an assortment via line reviews**—Decide what will be assorted and from where it will be fulfilled; choose which colors and sizes you’ll carry. Infor’s machine learning-based demand engine will accurately estimate the profitability of various scenarios.
- **Build pre-season buy and sales plans**—Plan how much of each style/color to buy; plan sales/mark downs, sell-throughs, and when receipts should occur. Retail Assortment Planning for Fashion’s demand engine can project demand based on product attributes and supply availability. Then, you can execute the assortment via the Infor Fashion PLM, Global Network Size/Pack, and Allocation solutions
- **Proactively perform in-season management and hindsight analysis**—Re-trend the plan and make decisions to improve the trend. The solution’s machine learning-based demand engine will estimate the demand impact of potential assortment changes, review attribute performance for in-season, and deliver hindsight analysis.

See results quickly

Infor Retail Assortment Planning for Fashion offers a modern take on the process. With this unique application, you can:

- Take advantage of a global network and next-generation retail apps.
- Link all levers in a single plan (assortment, space, price, and fulfillment).
- Use machine learning to uncover the underlying drivers of demand and generate more accurate forecasts.
- Forecast all demand drivers—not just base-line demand.
- Understand and act in near real time.
- Automate manual tasks and execution.
- Deliver value early and often.

Infor can show you how our solutions can improve the profitability of your business. With our agile approach to deployment, you can begin improving your assortment process quickly, without making an enormous upfront investment and waiting 18 months to find out if it works.

[Learn more about Infor Retail Assortment Planning for Fashion >](#)



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