



Infor Retail Assortment Planning for Hardlines

Create assortments that drive sales and margins

Making sure you have the best range of 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 hardlines assortment planning that does more than treat the direct channel as the retailer's largest store and that doesn't force hardlines retailers into an apparel or grocery assortment process. For this reason, leading retailers have turned to Infor for assortments that drive higher sales and margins, and that build customer loyalty.

Create collections that stand out

With Infor Retail Assortment Planning for Hardlines, you can begin improving your assortments quickly, without making an enormous upfront investment and waiting 18 months 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 assortments by using Infor Retail Assortment Planning for Hardlines' 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).
- Improve your return on inventory (ROI).
- Gain insight into how style attributes (utility price, brand, 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**—Determine how many options to carry; what attribute, price range, channel, and segment trends are relevant to this assortment; and be able to align with merchandise financial planning targets.
- **Shop for inspiration**—Collaborate with designers, suppliers, and brand owners to decide what options to consider and which styles are possibilities (“the first cut”). Plus, Retail Assortment Planning can tap into Infor PLM solutions for costing and availability information.
- **Select an assortment via line reviews**—Decide what will be assorted and from where it be fulfilled; choose which attributes and feature variants you’ll carry. Infor’s machine learning-based demand calculator will estimate the profitability of various scenarios.
- **Build pre-season buy and sales plans**—Plan how much of each option to buy; plan sales and promotions, cannibalization impacts, and when receipts should occur. Retail Assortment Planning for Hardline’s demand calculator can help estimate demand, cannibalization, and buy quantities. Then, you can execute the assortment via Infor’s PLM, Global Network, and Allocation/Replenishment 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 calculator 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 Hardlines 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 to make more profitable decisions.
- Forecast all demand drivers—not just base-line demand.
- Read and respond in near real time.
- Automate manual tasks and execution.
- Deliver value early and often.

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



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641 Avenue of the Americas, New York, NY 10011

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