



## PRESS RELEASE

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### **W+P Solutions presents the latest version of the Single Truth Retail Solution at the IMB 2009 in Cologne**

*ERP-software for systematic retail planning and control using a single database*

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**W+P Solutions, the PDM and ERP specialist from Stuttgart (Germany) will present a new retail solution at the 2009 IMB textile and apparel trade fair IMB 2009 in Cologne. The German software supplier has combined the capacity of the ERP system – to handle huge amounts of data - with the analysis required by retail trade.**

#### **W+P's "retail sheet" helps control many shops simultaneously**

The "retail sheet" helps the client to systematically and clearly plan and control a large number of shops. The retail manager gets a tool to handle the Open-To-Buy planning process in a clear and easy way. The "retail sheet" shows hard facts like gross and net sales area, sales per square meter, attributes of the sales area, provides information on furnishing, sales per hour and much more. Moreover the sheet highlights soft facts including frequency of a shop, scoring data, and so forth. New and existing sales areas can be planned using this "retail sheet".

To analyze different sales areas the system works with typical retail indicators like inventory turnovers, sales rates and margins. A program for planning the stock uses this data to automatically suggest relocations, changes in prices or consolidations of assortments. The system helps the retail manager to adjust collections and to respond immediately to changes at the point of sale.

#### **Automatic NOS replenishment**

In order to avoid lost sales due to incorrect replenishment the ERP/Retail-system checks the actual inventory against the target inventory of NOS goods and automatically places an order if necessary. Already within 24 - 48 hours new goods will

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be at the correct POS in order to generate sales. A higher turn-over due to an increased availability of goods, an optimized assortment and less effort in the replenishment process can thus be achieved. The information from the POS goes directly into the ERP-System, quickly, easily and reliable without inconsistency due to various IT-systems. A single source of truth results in a consistent flow of data. All data is managed in one system.

### **Developing product assortments that sell**

Another step in the single source of truth concept of W+P Solutions is to combine the collection management process with retail management. Data from sales areas is used for the collection development in order to produce assortments that sell. For example: Information on top and low sellers in certain price ranges and product groups can directly influence ongoing collection development. The PDM-system and ERP/Retail-system are connected and work with the same data base.

### **An Alert-Management-Program to control Open-To-Buy**

The retail manager should have a clear overview of all changes in the sales areas. In order to reduce the huge information flow to a relevant level the system shows only those areas which require immediate action whenever it is restarted. Therefore actual data and target data are constantly being compared. When a certain status is reached an alert message is sent to the retail manager. The need for action will be recognized and any necessary steps can be taken. In this way a large number of different retail outlets can be managed. Something an Excel-spreadsheet cannot do.

### **Consulting and training for a better retail understanding**

W+P Solutions does not only offer a wide range of IT-solutions but it also supports its customers with consulting service and training sessions. Experts in apparel and retail are available to share their expertise in workshops.

„Very often we realize that our customers are not only looking for an IT-system but also for the chance to gain more knowledge about retail issues. Many apparel and textile companies have not yet built up an adequate retail knowledge base to manage the growing number of sales areas and appreciate our post-sales services,“ explains Wolfgang Weidling, retail product manager and senior consultant at W+P Solutions.

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**Meeting Point: IMB – World of Textile Processing** – in Cologne - the leading international procurement, service and information platform for all technologies and services for the processing of flexible materials. **21.04.-24.04.2009, Hall 8.1, Booth D-040**

*W+P Solutions is a German software company with business solutions for companies in the apparel and textile industries specializing in PDM, ERP and Retail software solutions. We develop integrated specialized software solutions that meet the specific needs of the fashion industry. With more than 25 years of market experience we can offer our clients top quality products plus professional consultancy and project management services as well as training programs.*

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