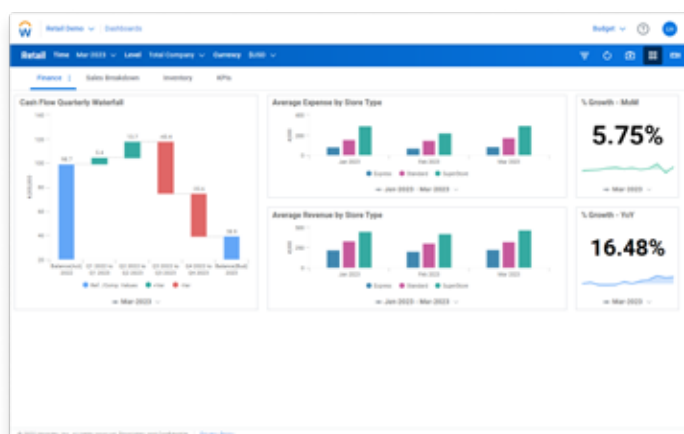# Workday Adaptive Planning for retail

The world of retail is dynamic and constantly responding to changes in the economy. Retail companies need to respond with agility in adjusting their business models to market fluctuations, while concurrently accounting for frequent product changes. They also need to protect profit margins in potentially weak sales environments. Retail planning is often bottom-up for the short-term, typically looking ahead four to six months. But for the longer view, projected demand must also be considered. Companies need to plan top-down and use high-level assumptions or drivers; leaders must make top-down adjustments before committing to final forecast numbers. The optimal solution is a combination of bottom-up and top-down planning.

Planning and reporting is especially challenging for companies that still rely on spreadsheets – if each store works from its own set of spreadsheets, it takes a tremendous amount of time and effort to roll up and consolidate detailed data at different levels; for example, store type, area, division or company. Slow, inflexible, inaccurate and non-collaborative spreadsheets don't facilitate version comparison. As well, they provide little opportunity for leadership to make top-down adjustments, or for a bottom-up plan to meet top-down targets.

Retail organisations need a system that supports active planning that is collaborative, comprehensive and continuous. Workday Adaptive Planning is a planning, budgeting and reporting application that includes multidimensional, driver-based modelling capabilities along with fully integrated insight into P&L and cash flow. This intuitive, powerful solution makes it easy for retail organisations of all sizes to collaborate, gain clear visibility into real-time analytics, and streamline complex reporting so they can plan and adapt without compromise.

Key Benefits

- Build models that support both detailed sales history (bottom-up) and driver-based planning (top-down)

- Save time by instantly consolidating budgets, forecasts and reports at the individual store, district, region and company levels

- Streamline demand and supply plans to more effectively deliver products to stores and consumers

- Model promotions, campaigns and events with daily, weekly, monthly or quarterly granularity

- Model new business models, leveraging assumptions around store type, location and seasonality

- Model personnel across various dimensions – by job title or by name, including fixed headcount and FTEs that vary based on sales, store count or other drivers

- Plan, report and analyse at a variety of levels and dimensions – such as in aggregate, by same stores and new stores, large-format and small-format stores, and more

- Use reports to perform variance analysis, and drill down into underlying transaction details

- Perform complex what-if analysis based on seasonality, economic conditions, promotion cycles, ramp-up of new or reopened stores and more, and see the impact of changes in real time

Quickly analyse key metrics around revenue sources, expenses and variance between planned versus actual.

Plan and model across multiple scenarios, variables and dimensions

With Workday Adaptive Planning, retail organisations are well equipped to plan across a number of dimensions, producing detailed models based on multiple scenarios so you can execute on outcomes. You can model the skills and talent needed in your workforce, optimally plan revenue streams, and build plans across the organisation using a single source of truth. Retail organisations can streamline supply and demand planning by incorporating key insights from sales forecasts, marketing pipeline data and product plans, resulting in reduced costs and improved delivery of goods. Users have the ability to model integrated P&L, balance sheet and cash flow statements to reflect the complexities of the business. And with driver-based modelling, Workday Adaptive Planning enables you to capture interdependencies across a wide range of variables.

Supercharge planning with Elastic Hypercube Technology

Built with patent-pending Elastic Hypercube Technology, Workday Adaptive Planning offers power, scalability and performance without compromising ease of use. This technology not only calculates complex models, but also adds memory and compute power as necessary to evaluate model elements in parallel. Purpose-built domain intelligence makes it easier and faster for users to build and adapt functional models. And tight links with Microsoft® Office enable the quick creation of board reporting on the fly.

Gain real-time visibility within a flexible, intuitive interface

With a configurable dashboard that can be adjusted and expanded to meet the needs of any retail organisation, Workday Adaptive Planning puts you in control. Analyse key business drivers across any aspect of the business. Generate reports at whatever level of granularity you need. And quickly perform variance analysis at every step along the way so you can determine the difference between actual and planned behaviour. All of this is available in a web-based interface that allows users to operate in a familiar tabular environment, facilitating input from all types of employees regardless of training.

Integrate with core business systems

As the landscape of the retail space grows more complex, organisations can no longer afford to keep critical business functions in silos. Workday Adaptive Planning integrates with other core business systems and external data sources to enable comprehensive planning and analysis. And with a cloud-based solution at your fingertips, there's no need for new hardware or software as you plan for the road ahead.

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Workday Adaptive Planning offers us visibility into all of our key performance metrics through a single pane of glass. We can rest assured that this information is both accurate and up to date, which is vital when we're planning and making predictions.

Group Planning and Reporting Lead for Finance Specsavers

Minimise human error

Spreadsheet-based systems are inefficient, error-prone and fundamentally unsuited for the level of active planning and reporting required by today's retailers. Workday Adaptive Planning helps you keep manual intervention to a minimum by relying on automated technology to plan continuously and leverage data from all corners of the business. As a result, you can rescue your budgeting, planning and forecasting from slow, painful processes – ensuring compliance, increasing visibility and improving your productivity by more than 70 percent.

Improve outcomes while managing costs

For today's retail companies, it's more important than ever to increase predictability and manage costs effectively. This requires a single platform that fosters collaboration in planning across the business. Workday Adaptive Planning makes it possible to model, report, analyse and plan across the organisation to make smarter decisions, gain business agility and enhance programmes and processes where it matters most. The result is a leaner, more responsive organisation that's well equipped to keep up with the pace of change.

Visit us online to learn more: Workday Adaptive Planning for retail.