

IBM Software Group

Store Operations (P&L) Planning Performance Blueprint



Solution Description

The IBM Cognos Store Operations (P&L) Planning Performance Blueprint provides a performance management framework—including planning, scorecarding, dashboarding and reporting—that allows retail chains to build top-down and bottom-up budgets and performance reports for comprehensive profit and loss management for retail operations, including store, district, region or division.

Features & Benefits

- Driver-based planning for key revenue and expense lines allows organizations to identify and manage store attributes — store type, format, size, opening dates — and provide recommended standards for key controllable expenses such as labor and staffing.
- Profile-driven controllable expense and revenue planning lets organizations input standards so expenses, such as credit card processing fees, are automatically calculated based on sales and company-negotiated costs. Retailers can build in impact on revenues, staffing, and associated expenses for seasonality, based on profiles and history to reduce time spent on calculations and to focus on executing initiatives and improving performance.
- Initiative planning functionality allows retailers to assess and plan for the store-level impact of initiatives — such as remodels, adding new departments, and conducting promotional programs or limited time offers.
- Integrated workflow automatically manages and consolidates plans. It provides a visual scorecard for managers to easily determine the status of the planning process so action can be taken to complete the work. Workflow capabilities facilitate “Voice of the Store” collaboration and accountability throughout the organization, and allow chains to deploy planning at whatever level makes sense (i.e., region, district, or store).

Value Proposition

The Store Operations (P&L) Planning Performance Blueprint enables retailers to plan for a better store-level customer experience and drive sales and margins. Based on retail-industry best practices, the Blueprint extends the planning process beyond corporate finance to operations, marketing, and merchandising—to manage to a single set of financial objectives and business goals.

IBM Segment

- Cognos

Business Function

- Performance Management

Target Industry

- Retail

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