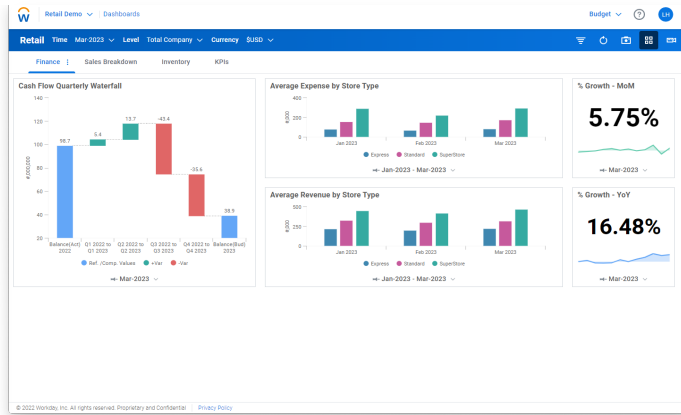# Workday Adaptive Planning for retail.

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 noncollaborative 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 organizations need a planning solution 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 modeling capabilities along with fully integrated insight into P&L and cash flow. This intuitive, powerful solution makes it easy for retail organizations of all sizes to collaborate, gain clear visibility into real-time analytics, and streamline complex reporting so they can plan and adapt without compromise. Workday Adaptive Planning embeds AI and machine learning (ML) at its core, so your organization can make better decisions faster, and adapt quickly as things change.

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 head count and FTEs that vary based on sales, store count, or other drivers
- Plan, report, and analyze 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 analyze 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 organizations 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 organization using a single source of truth. Retail organizations 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 modeling, Workday Adaptive Planning enables you to capture interdependencies across a wide range of variables.

Supercharge planning with Elastic Hypercube Technology.

Built with Elastic Hypercube Technology, Workday Adaptive Planning—with embedded AI and ML at its core—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 configurable and interactive dashboard and reporting capabilities that can be modified to meet the needs of any retail organization, Workday Adaptive Planning puts you in control. Analyze 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 performance. All of this is available in a web-based interface that empowers managers to collaborate easily using self-service reports and interactive dashboards.

Integrate with core business systems.

As the landscape of the retail space grows more complex, organizations 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.

Minimize human error.

Many FP&A teams continue to rely on inefficient and inflexible legacy technology and processes that require excessive manual labor for organization-wide participation, leaving finance teams in an endless cycle of collecting, aggregating, aligning, trouble-shooting, and reporting, and without time to support the strategic analysis necessary for data-driven decisions.

These systems are inefficient, error prone, and fundamentally unsuited for the level of active planning, reporting, and analysis required by today's retailers. Workday Adaptive Planning helps you keep manual intervention to a minimum by relying on modern planning technology to plan with agility—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.

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, analyze, and plan across the organization to make smarter decisions, gain business agility, and enhance programs and processes where it matters most. The result is a leaner, more responsive organization that's well equipped to keep up with the pace of change.

To learn more, visit: Workday Adaptive Planning for Retail