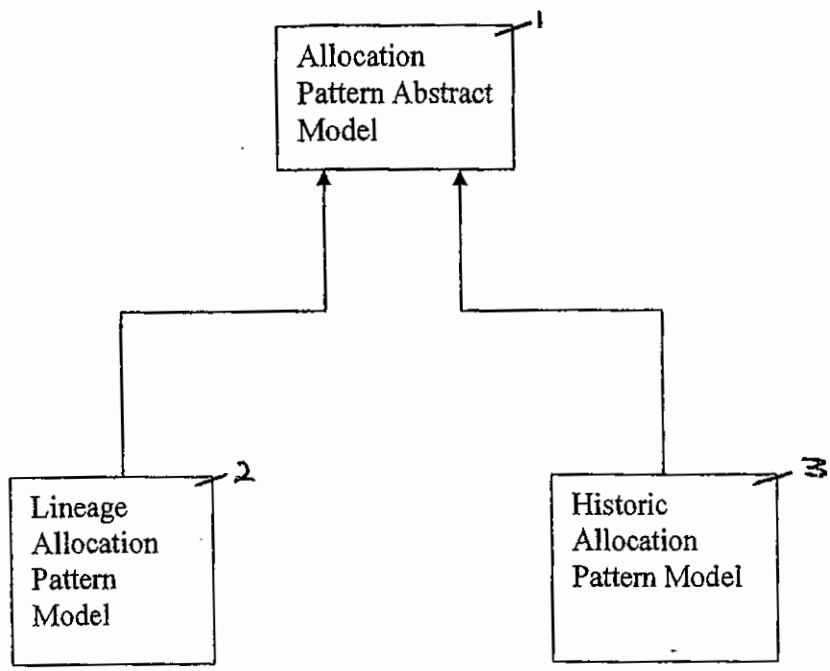

1
Allocation Pattern Abstract Model
2
Lineage Allocation Pattern Model
3
Historic Allocation Pattern Model

FIGURE 1

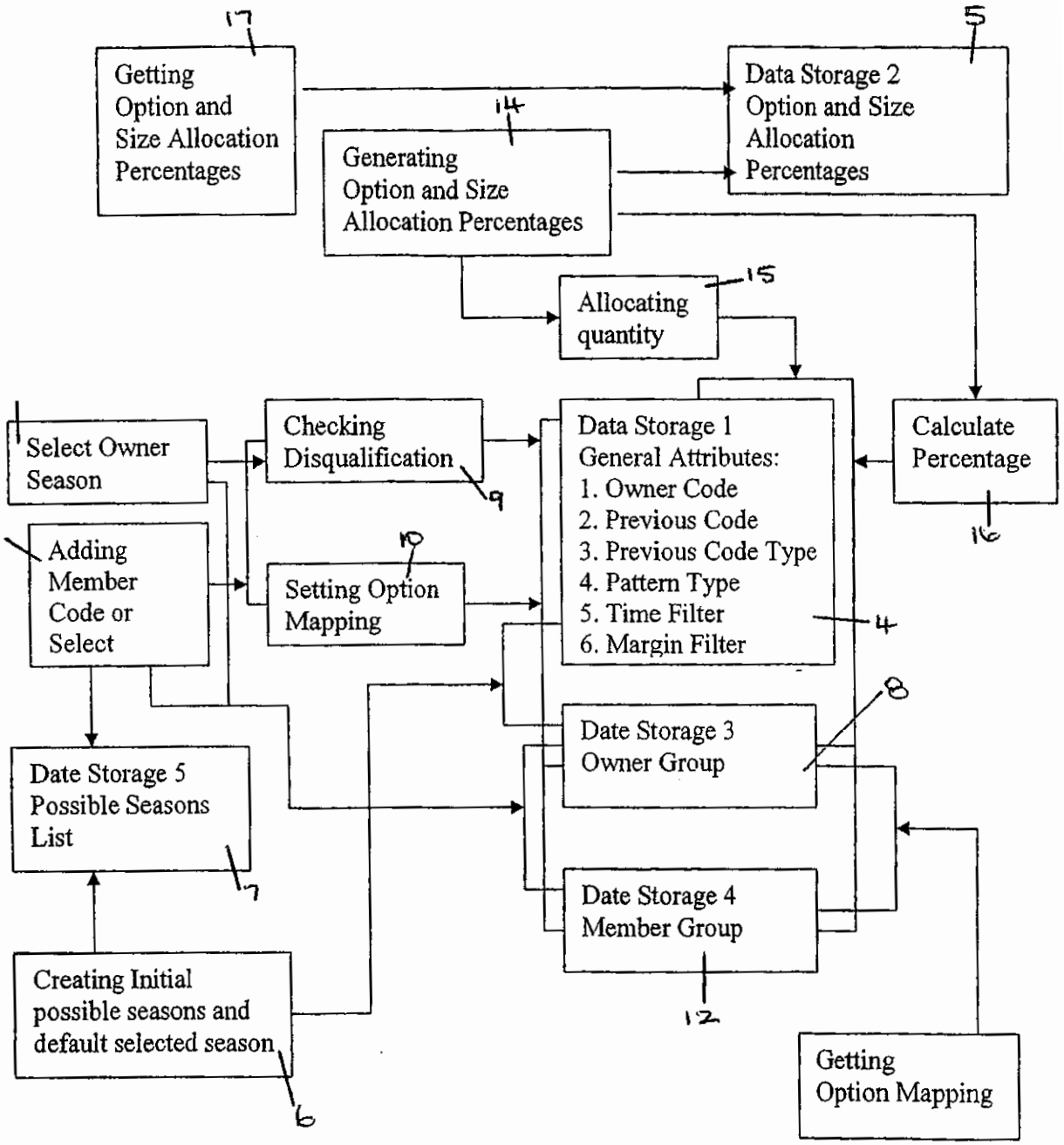

17
Getting Option and Size Allocation Percentages
5
Data Storage 2 Option and Size Allocation Percentages
14
Generating Option and Size Allocation Percentages
15
Allocating quantity
Select Owner Season
Checking Disqualification
9
Data Storage 1 General Attributes:
1. Owner Code
2. Previous Code
3. Previous Code Type
4. Pattern Type
5. Time Filter
6. Margin Filter
4
Calculate Percentage
16
Adding Member Code or Select
10
Setting Option Mapping
8
Date Storage 3 Owner Group
Date Storage 5 Possible Seasons List
7
Date Storage 4 Member Group
12
Creating Initial possible seasons and default selected season
6
Getting Option Mapping

FIGURE 2

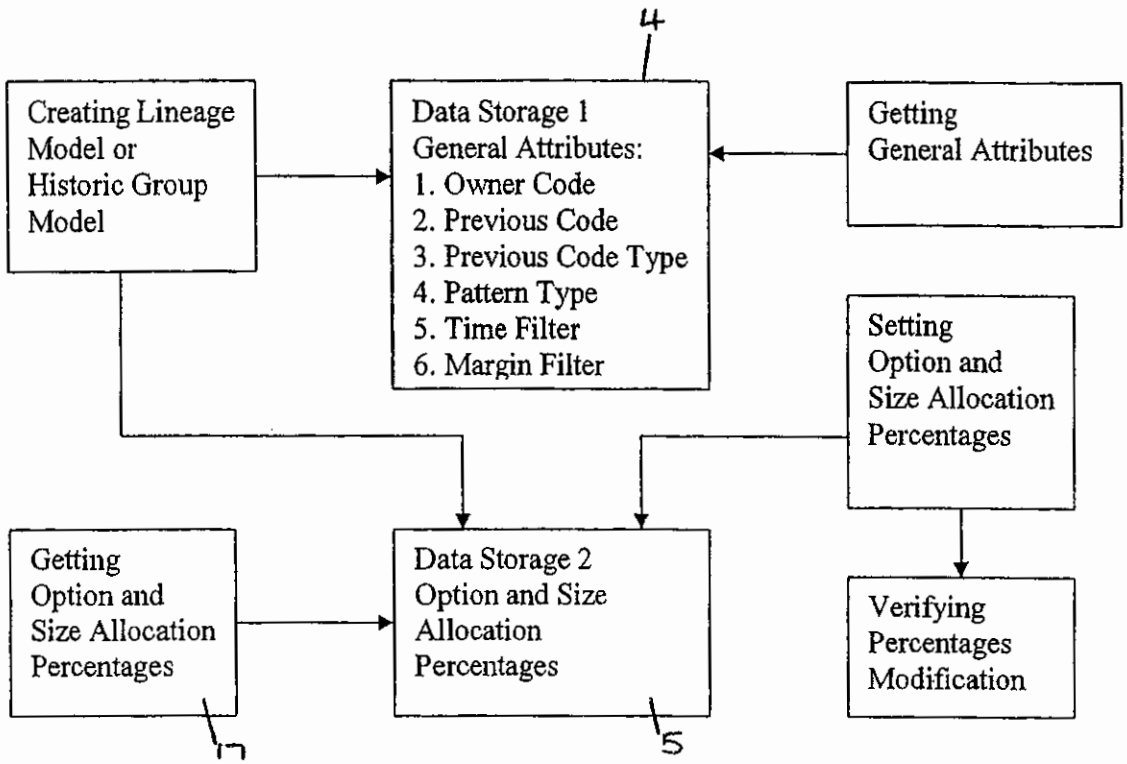

4
Creating Lineage Model or Historic Group Model
Data Storage 1
General Attributes:
1. Owner Code
2. Previous Code
3. Previous Code Type
4. Pattern Type
5. Time Filter
6. Margin Filter
Getting General Attributes
Setting Option and Size Allocation Percentages
Getting Option and Size Allocation Percentages
Data Storage 2
Option and Size Allocation Percentages
Verifying Percentages Modification
7
5

FIGURE 3

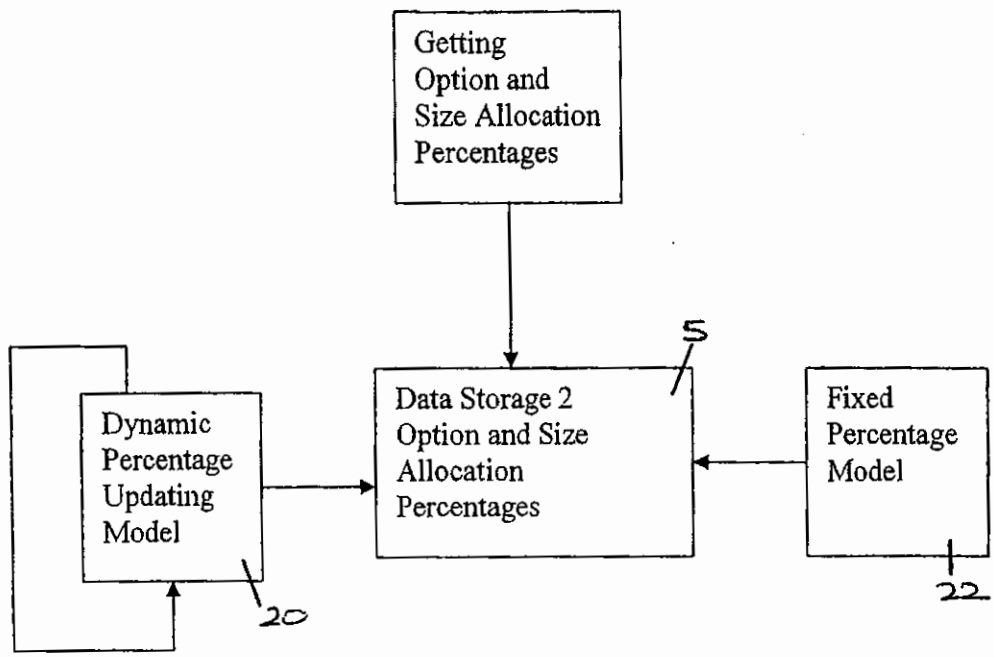

Getting Option and Size Allocation Percentages
5
Data Storage 2 Option and Size Allocation Percentages
Dynamic Percentage Updating Model
20
Fixed Percentage Model
22

FIGURE 4

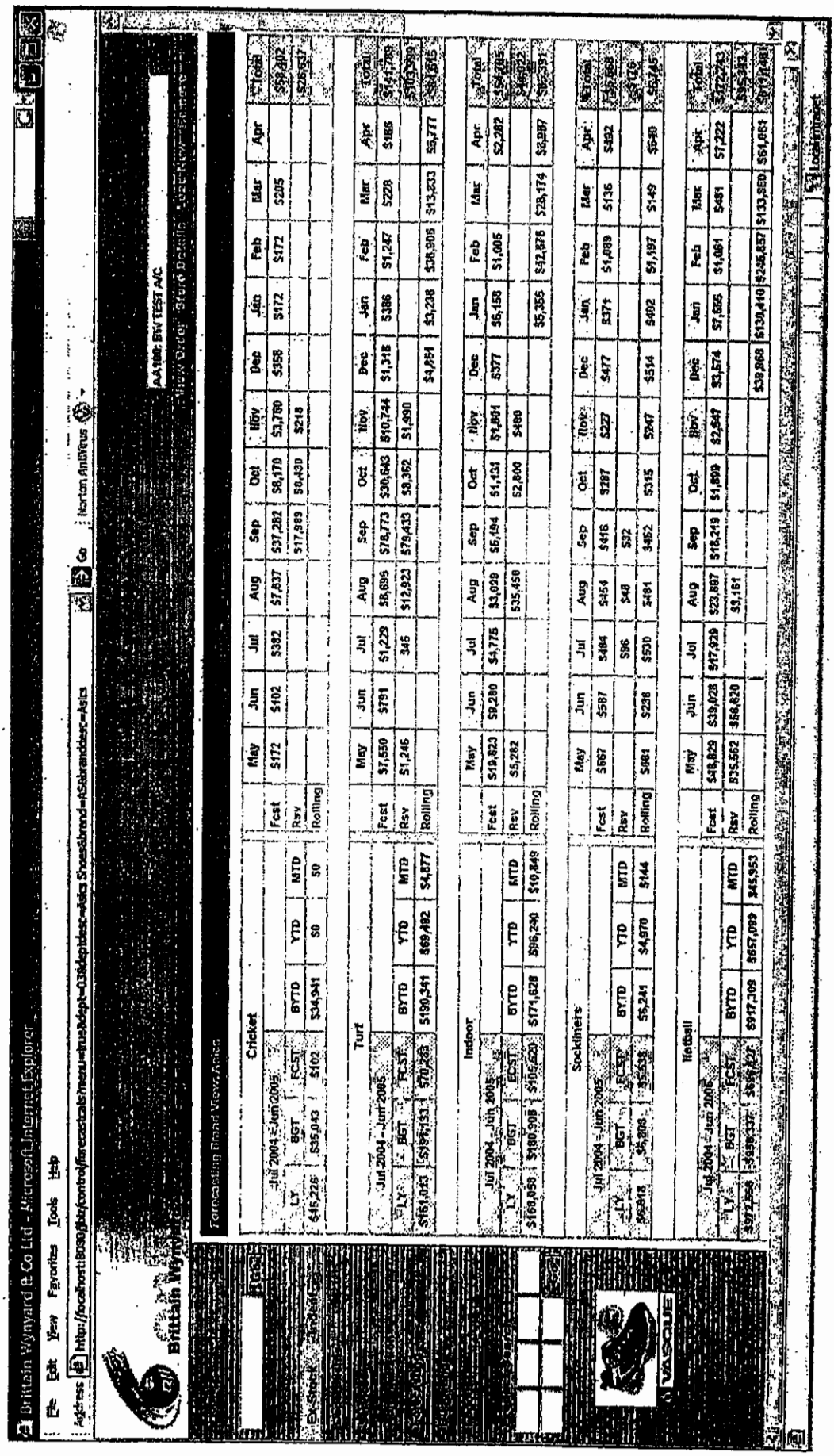

Britain Wynyard & Co Ltd - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Address http://localhost:8080/gbi/control/forecastals?menu=true&dept=03&deptdesc=Asics Shoes&brand=ASIC&brandDesc=Asics
Norton AntiVirus
Britain Wynyard
AA100: BWTEST A/C
Forecasting Brand Views: Asics
Cricket
Turf
Indoor
Sockliners
Netball
VASQUE

FIGURE 5

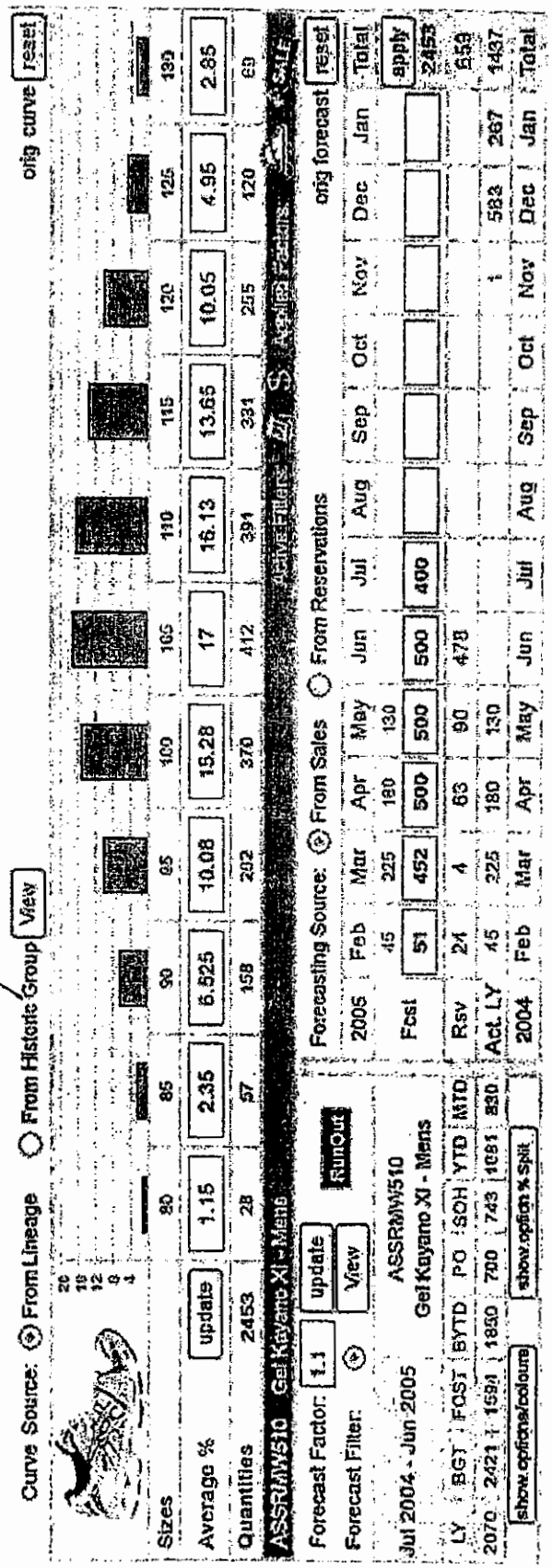

30
Curve Source: From Lineage From Historic Group View
orig curve reset
Sizes 80 85 90 95 100 105 110 115 120 125 130
Average % update 1.15 2.35 6.525 10.08 15.28 17 16.13 13.65 10.05 4.95 2.85
Quantities 2453 28 57 158 252 370 412 391 331 235 120 69
ASSRMW510 Gel Kayano XI - Mens
Active Filters
Sale
Forecast Factor: 1.1 update
Forecast Filter: View RunOut
Forecasting Source: From Sales From Reservations
orig forecast reset
Jul 2004 - Jun 2005 ASSRMW510 Gel Kayano XI - Mens
2005 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total
Fcst 45 51 225 452 180 500 500 500 500 500 400
apply
2453
LY BGT FCST BYTD PO SOH YTD MTD
2070 2421 1591 1880 700 743 1081 880
Rsv 24 4 65 90 478
659
Act LY 45 225 180 130 1 583 267 1437
show options/colours show option % Split
2004 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total

FIGURE 6

Historic Group Selection

Quit Save

Group Owner: ASSRMW510 Gel Kayano XI - Mens

	S4	W4	S3	W3	S2
Forecast Pattern: ASSRMW455	☐	☑	☐	☐	☐

Group Members

	S4	W4	S3	W3	S2

42

Stock Code | as | sr | m | W4 | Go | Add to Group

1 - 12 of 12

Stock Code	Description	options	sizes	Select
ASSRMW410	Gel Kayano X - Mens	01	11	☐
ASSRMW415	Gel DS Trainer VIII - Mens	01	14	☐
ASSRMW420	Gel 2090 - Mens	02	13	☑
ASSRMW425	Gel Cread Plus - Mens	01	13	☑
ASSRMW434	Gel Koji - Mens (2E)	01	13	☐
ASSRMW435	Gel Foundation V - Mens (4E)	01	13	☐
ASSRMW440	Gel 1090 - Men	02	14	☑
ASSRMW450	Gel Nimbus V - Mens	01	10	☑
ASSRMW455	Gel Cumulus V - Mens	01	10	☑
ASSRMW467	Gel Evation - Mens (Rebel SMU)	03	12	☐
ASSRMW468	Gel Tempo - Mens (Rebel SMU)	02	14	☐
ASSRMW494	Gel Legato - Mens 4E (Stirlings SMU)	01	10	☐

40

40

FIGURE 7

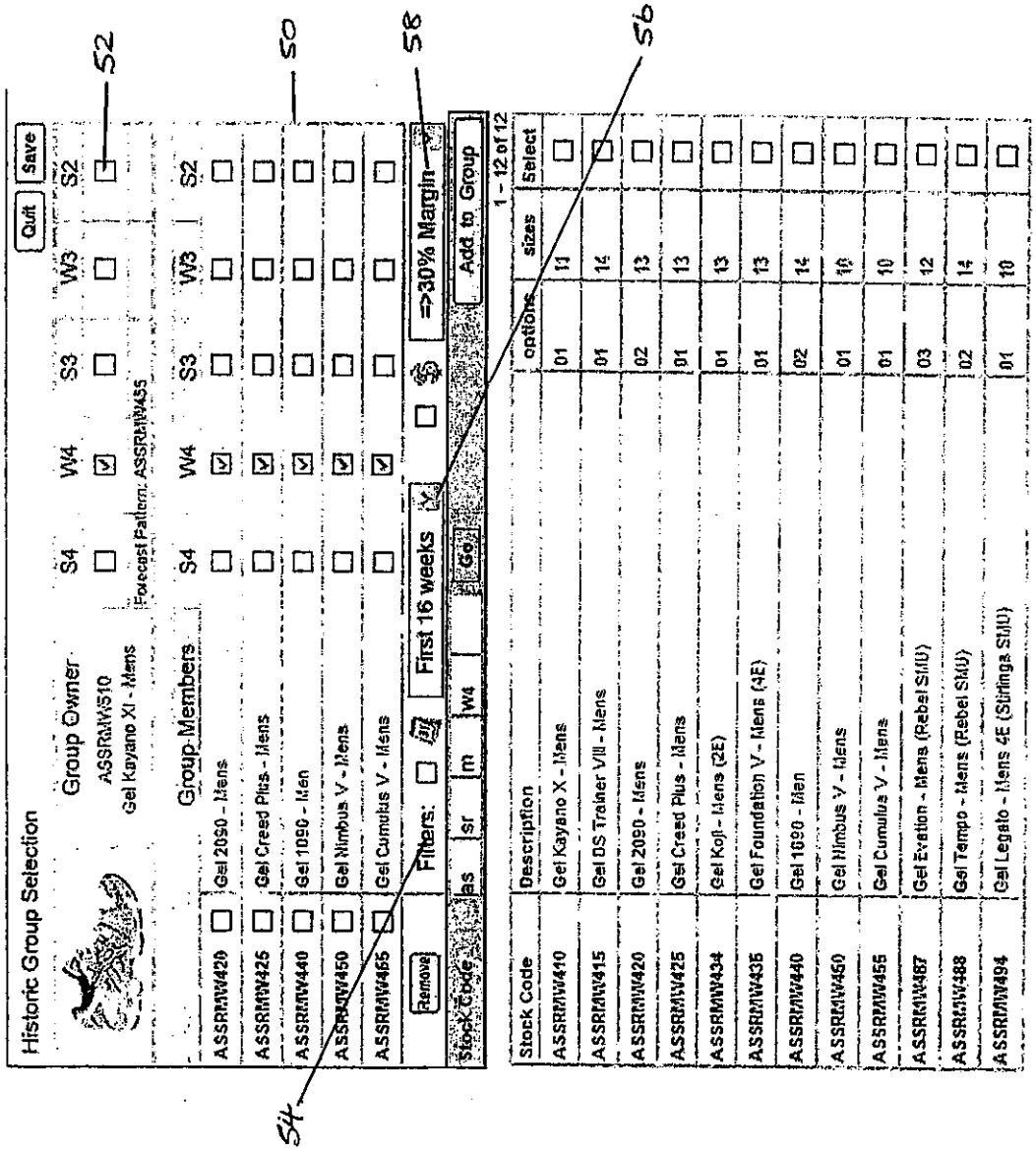
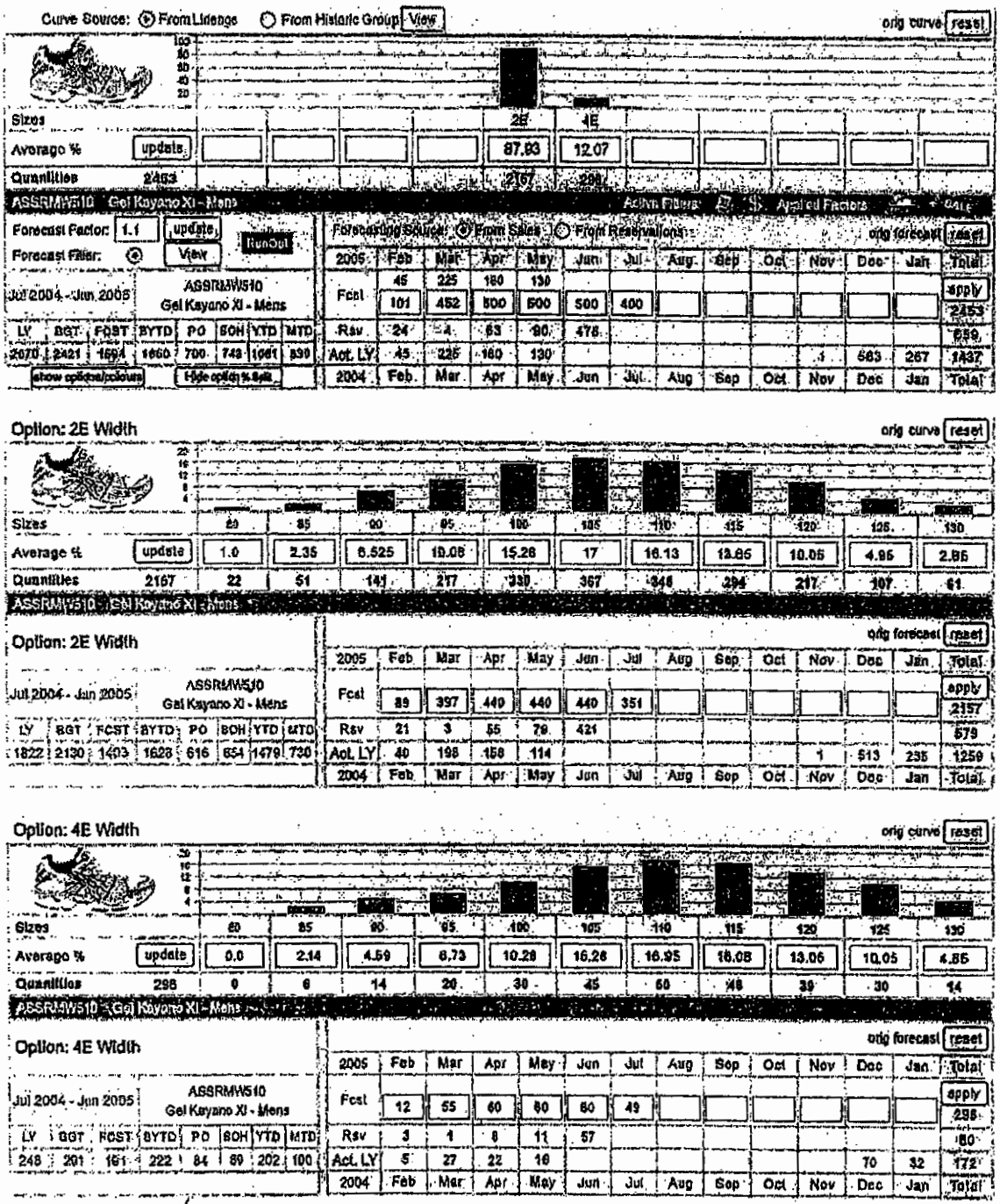

Historic Group Selection
Quit
Save
Group Owner
ASSRMW510
Gel Kayano XI - Mens
Forecast Pattern: ASSRMW435
S4
W4
S3
W3
S2
Group Members
Gel 2050 - Mens
Gel Creed Plus - Mens
Gel 1090 - Men
Gel Nimbus V - Mens
Gel Cumulus V - Mens
Remove
Filters:
First 16 weeks
=>30% Margin
Stock Code
Add to Group
1 - 12 of 12
Description
options
sizes
Select
Gel Kayano X - Mens
Gel DS Trainer VIII - Mens
Gel 2050 - Mens
Gel Creed Plus - Mens
Gel Kojl - Mens (2E)
Gel Foundation V - Mens (4E)
Gel 1090 - Men
Gel Nimbus V - Mens
Gel Cumulus V - Mens
Gel Evation - Mens (Rebel SMU)
Gel Tempo - Mens (Rebel SMU)
Gel Legato - Mens 4E (Stirlings SMU)
S0
S2
S4
S6
S8

FIGURE 8


Curve Source: From Lineage From Historic Group View
orig curve reset
Sizes 2E 4E
Average % update 87.93 12.07
Quantities 2453 2157 296
ASSRMW510 Gel Kayano XI - Mens
Forecast Factor: 1.1 update
Forecast Filter: View
RunOut
Jul 2004 - Jun 2005
ASSRMW510
Gel Kayano XI - Mens
LY BGT FCST BYTD PO SOH YTD MTD
2070 2421 1694 1660 700 743 1061 830
show options/colours
Forecasting Source: From Sales From Reservations
orig forecast reset
2005 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total
Fcst 45 225 180 130 apply
101 452 500 500 500 400 2453
Rsv 24 4 63 90 478 659
Act. LY 45 225 180 130 1 563 267 1437
2004 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total
Option: 2E Width
orig curve reset
Sizes 80 85 90 95 100 105 110 115 120 125 130
Average % update 1.0 2.35 6.525 10.08 15.28 17 16.13 13.85 10.05 4.95 2.85
Quantities 2167 22 51 141 217 330 367 346 294 217 107 61
Option: 2E Width
orig forecast reset
Jul 2004 - Jun 2005
ASSRMW510
Gel Kayano XI - Mens
LY BGT FCST BYTD PO SOH YTD MTD
1822 2130 1493 1628 616 654 1479 730
2005 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total
Fcst 89 397 440 440 440 351 apply
2157
Rsv 21 3 55 79 421 579
Act. LY 40 198 158 114 1 513 235 1259
2004 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total
Option: 4E Width
orig curve reset
Sizes 80 85 90 95 100 105 110 115 120 125 130
Average % update 0.0 2.14 4.59 6.73 10.28 16.26 16.95 13.08 13.06 10.05 4.85
Quantities 296 0 6 14 20 30 45 50 48 39 30 14
Option: 4E Width
orig forecast reset
Jul 2004 - Jun 2005
ASSRMW510
Gel Kayano XI - Mens
LY BGT FCST BYTD PO SOH YTD MTD
248 201 161 222 84 89 202 100
2005 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total
Fcst 12 55 60 60 60 49 apply
296
Rsv 3 1 8 11 57 80
Act. LY 5 27 22 16 70 32 172
2004 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Total

60 ;

FIGURE 9

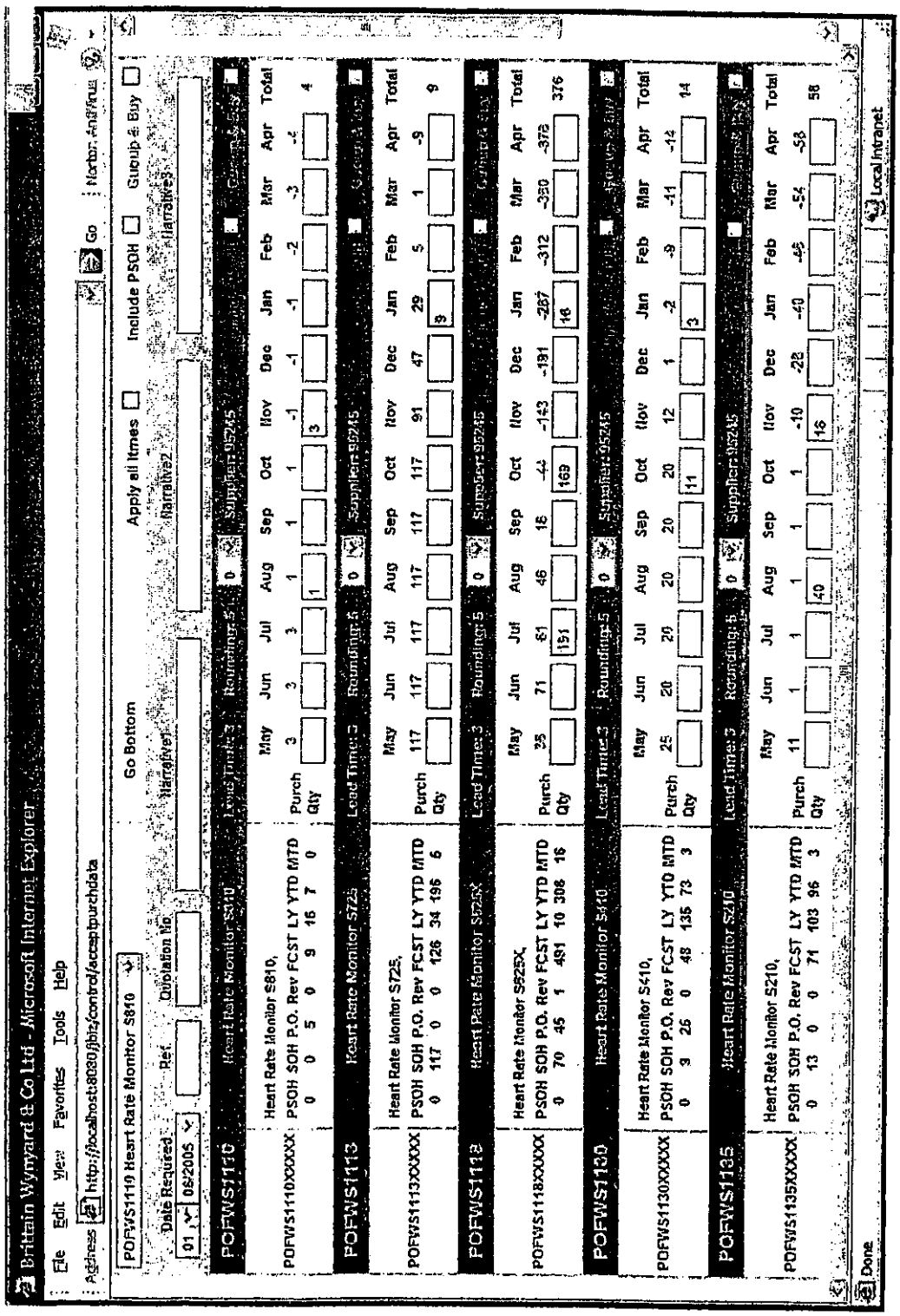

Britain Wynyard & Co Ltd - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Address http://localhost:8080/jbiz/control/acceptpurchdata
POFWS1119 Heart Rate Monitor S810
Go Bottom
Apply all Items
Include PSOH
Group & Buy
Date Required
Ref
Quotation No
Narrative1
Narrative2
POFWS1110
Heart Rate Monitor S810
Lead Time: 3
Rounding: 5
Supplier: 95245
POFWS1110XXXXX
PSOH SOH P.O. Rev FCST LY YTD MTD
0 0 5 0 9 16 7 0
Purch Qty
POFWS1113
Heart Rate Monitor S725
POFWS1113XXXXX
PSOH SOH P.O. Rev FCST LY YTD MTD
0 117 0 0 126 34 196 6
POFWS1118
Heart Rate Monitor S525X
POFWS1118XXXXX
PSOH SOH P.O. Rev FCST LY YTD MTD
0 70 45 1 481 10 308 16
POFWS1130
Heart Rate Monitor S410
POFWS1130XXXXX
PSOH SOH P.O. Rev FCST LY YTD MTD
0 3 25 0 48 135 73 3
POFWS1135
Heart Rate Monitor S210
POFWS1135XXXXX
PSOH SOH P.O. Rev FCST LY YTD MTD
0 13 0 0 71 103 96 3
May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr Total
Done
Local Intranet

FIGURE 10

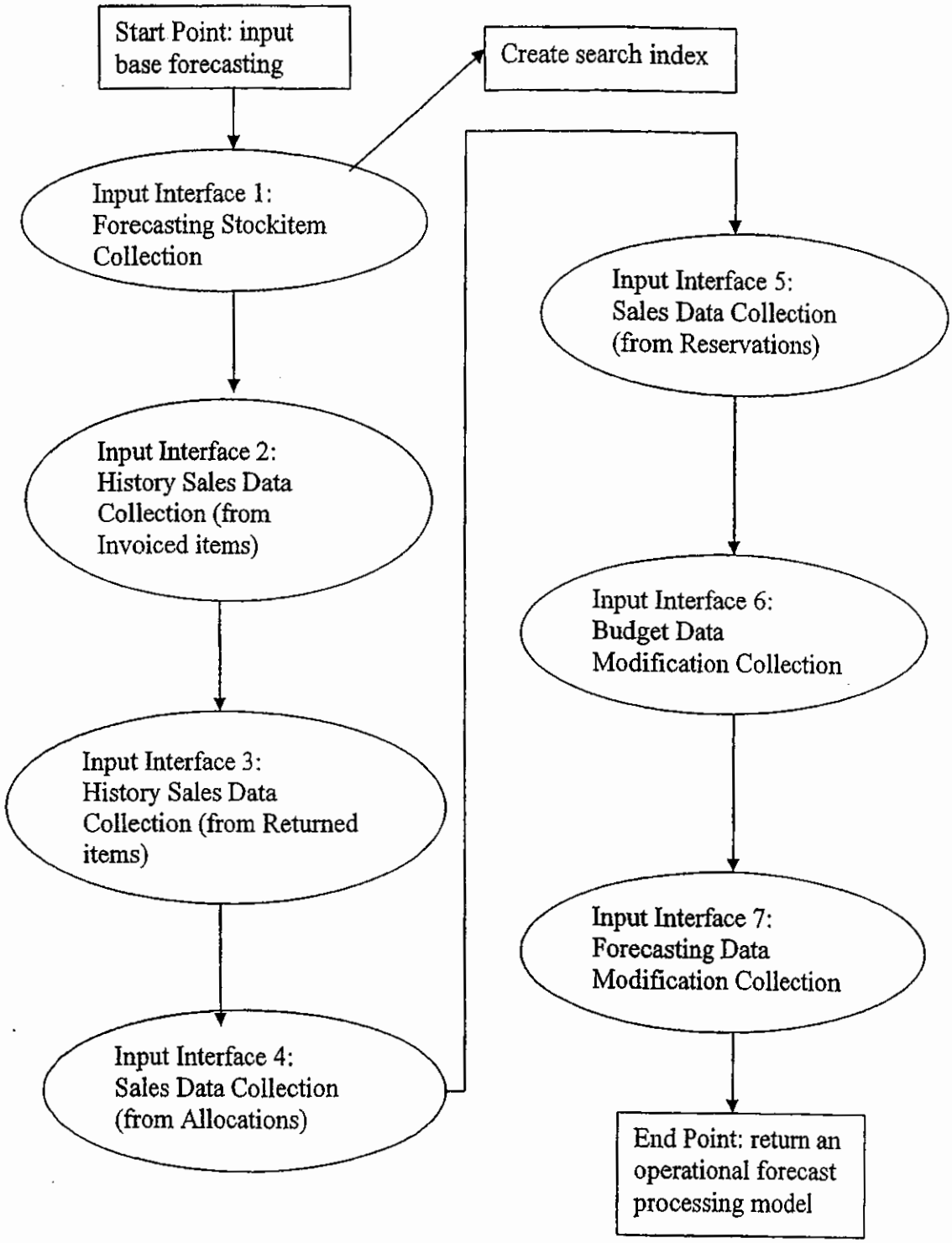

Start Point: input base forecasting
Create search index
Input Interface 1: Forecasting Stockitem Collection
Input Interface 5: Sales Data Collection (from Reservations)
Input Interface 2: History Sales Data Collection (from Invoiced items)
Input Interface 6: Budget Data Modification Collection
Input Interface 3: History Sales Data Collection (from Returned items)
Input Interface 7: Forecasting Data Modification Collection
Input Interface 4: Sales Data Collection (from Allocations)
End Point: return an operational forecast processing model

FIGURE 11

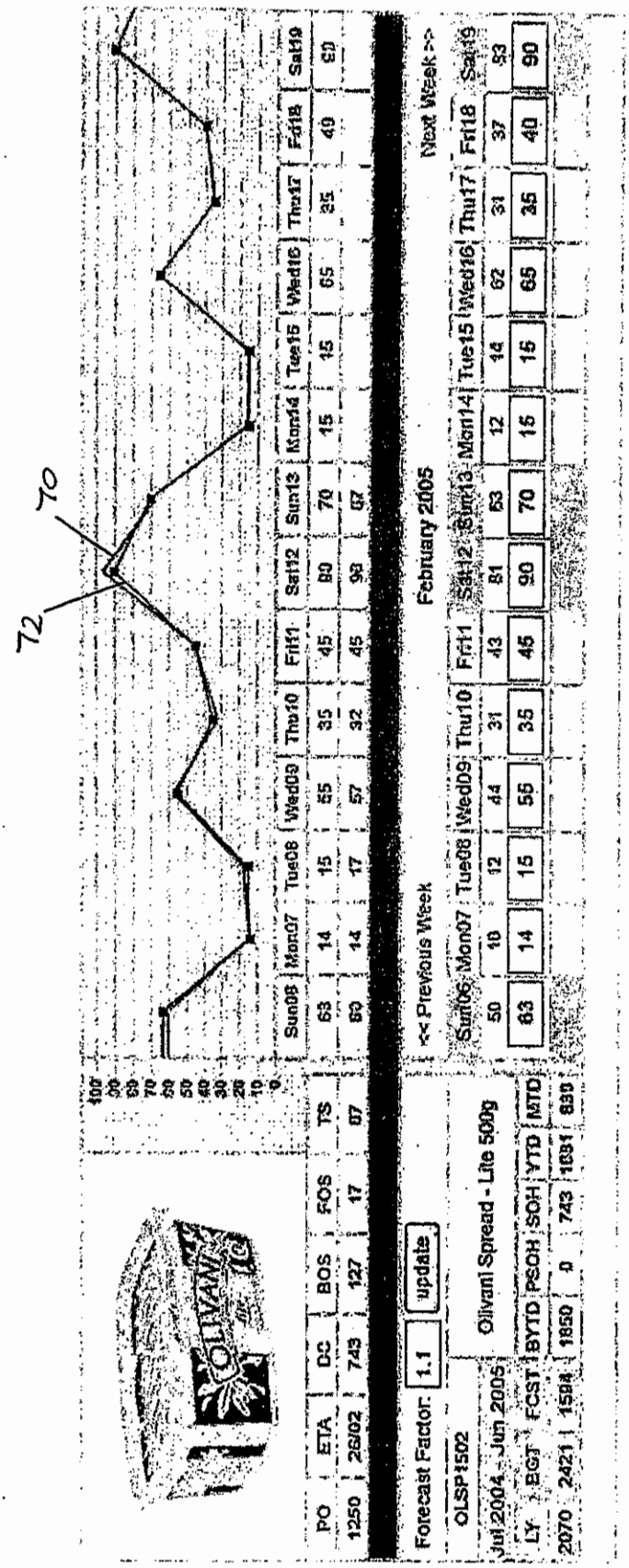

72
70
Forecast Factor: 1.1
update
<< Previous Week
February 2005
Next Week >>
OLSP1502
Olivani Spread - Lite 500g
Jul 2004 - Jun 2005
PO
ETA
DC
BOS
FOS
TS
LY
BGT
FCST
BYTD
PSOH
SOH
YTD
MTD
1250
26/02
743
127
17
87
2070
2421
1594
1850
0
743
1891
839

FIGURE 12

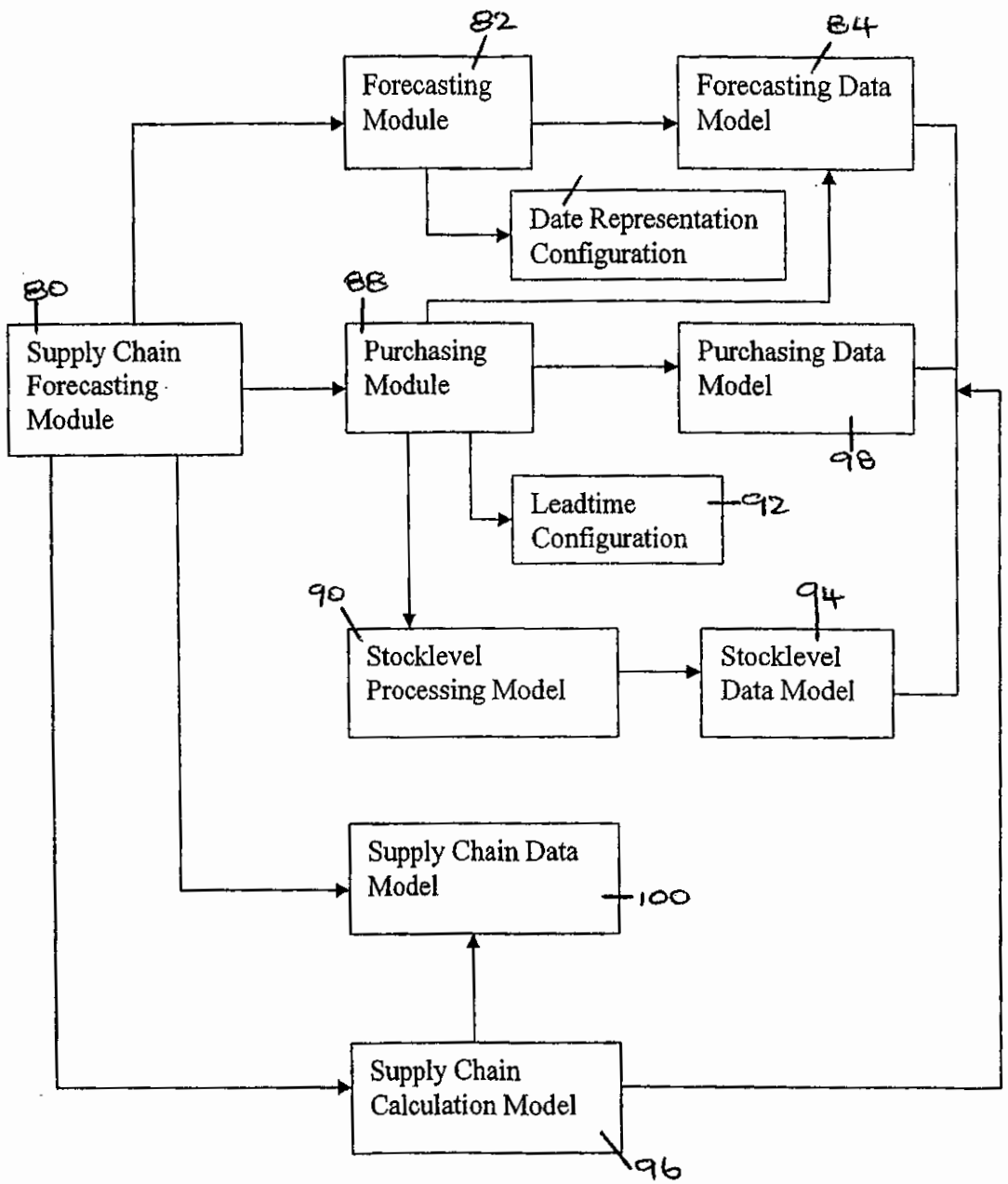

82
Forecasting Module
84
Forecasting Data Model
Date Representation Configuration
80
Supply Chain Forecasting Module
88
Purchasing Module
Purchasing Data Model
98
Leadtime Configuration
92
90
Stocklevel Processing Model
94
Stocklevel Data Model
Supply Chain Data Model
100
Supply Chain Calculation Model
96

FIGURE 13

Example Lead time = 3 days	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Totals
Forecast Sales	17	15	21	20	35	32	34	16	14	24	25	40	32	37	362
Actual Sales	18	18	25	27	36	36	38	24	18	34	35	43	32	39	423
														Av Sale = 26	
Deviation	106%	120%	119%	135%	103%	113%	112%	150%	129%	142%	140%	108%	100%	105%	
														Av Sale = 30	
Rolling Average Deviation	106%		115%			117%			125%		140%		130%		
Forecasted Deliveries	32		41		101			30		49		109			362
Modulated Deliveries	32		45		116			35		71		153			451
Opening Stock level 30															
Stock in Store	44	26	46	19	99	63	25	36	18	54	19	129	97	58	
Buffer = 1.5 x Act Rolling Average Daily Sale	45	45	45	45	45	45	45	45	45	45	45	45	45	45	
Buffer Usage Level	(1)	(19)	0	(27)	0	0	(20)	(9)	(27)	0	(26)	0	0	0	

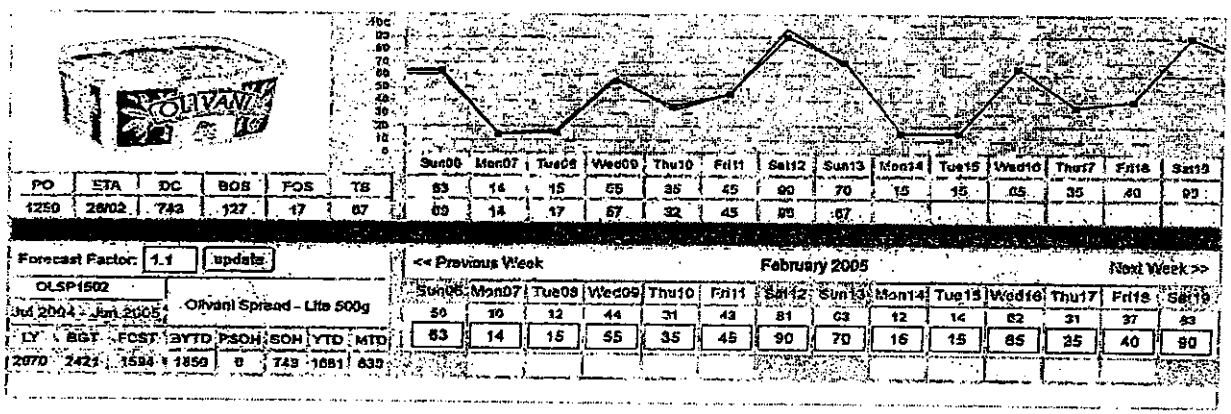


FIGURE 14

SUBSTITUTE SHEET (RULE 26)

PROCESS NAME OR MODEL
Forecasting Main Model
Request Processing Input Interface (Initial Input)
Request Processing Input Interface (Modification Input)
Data Model Output Interface
Forecasting Business Arithmetic Logical Unit
Forecasting Allocation Arithmetic Logical Unit
Get Rolling Sales and Forecasting
Get Last Financial Year Sales and This Financial Year Budget
Get Budget Year to Date Sale
Get Year to Date Sale and Month to Date Sale
Get Financial Year Forecasting
Allocation of Historic Sales Quantities
Allocation Interface 2:Reservation Sales Quantity
Allocation Interface 3:Modification Quantity (9 Digit Product Code)
Allocation Interface 4:Modification Quantity (14 Digit Product Code)
Forecast Detail Processing Model
Process Accessing Interface
Business Task Manager
Get Reservations
Purchasing View

FIGURE 15