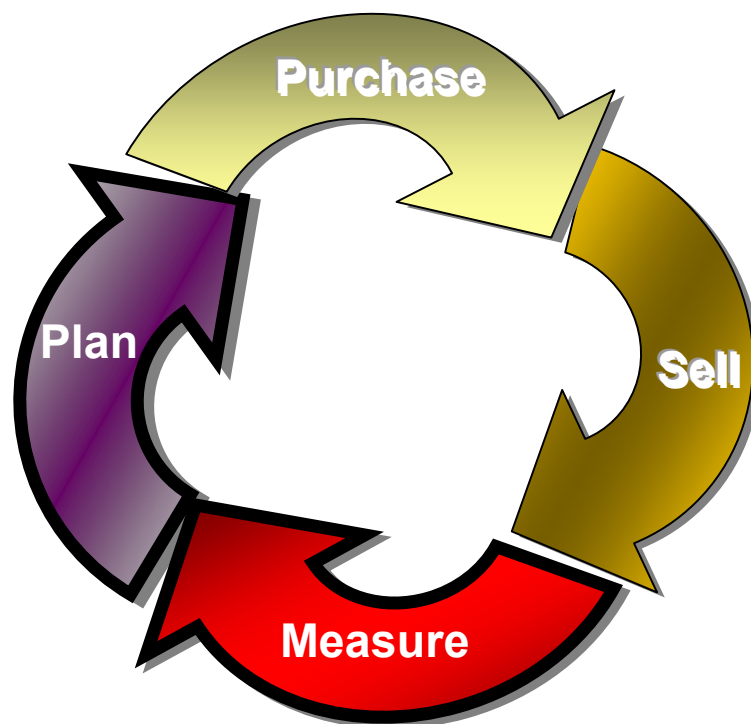


Reveal Retail

Planning, OTB and Analytics



Linking the
Retail Management Value Chain

Reveal Planning and Open-to-Buy

The Reveal Planning and Open-to-Buy modeling tool enables collaborative planning, budgeting, forecasting and modeling. Through the seamless interchange of actual and forecast data users can visualise sales performance against plan and their Open-to-Buy position.

The Reveal Planning and Open-to-Buy module provides the user with the ability to accurately predict revenue and margins by company, store, department, category and sub-category. This powerful tool will put you in control and stop you drowning in spreadsheets.

The features of the Reveal Planning and Open-to-Buy modeling tool include:

- A **multi-dimensional and structured modeling tool**. You can model in cubes!
- Greater accuracy through global, **write-once formulas**. If Gross Profit equals Sales less Cost of Goods Sold, you can write one formula that will calculate Gross Profit throughout the model. If you add additional periods, or additional business units, the formula will work without any copying and pasting.
- **Far fewer formulas** - 1:10 advantage relative to Excel!
- **Formulas written in real words**.
- **Structural integrity** - you can add or modify variables without changing the structure of your model or rewriting formulas
- **Flexible presentation** - any data category can be dragged and dropped from one part of your model to another.
- **Enterprise data integration** - the Quantrix DataLink tool will allow you to connect your models to back-end data sources.
- An **approachable and intuitive** desktop tool for the end users.

The Reveal Planning and Open-to-Buy modeling tool is priced to put in within the reach of all Retailers be they a small, mid-sized or large enterprise.

*Sales Budget by Period.model - Quantrix Modeler

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Matrix1

Store SUM OF STORES Class 3000-APPAREL.3200-Boys/Mens Apparel

	Calendar 2-2005												Year
	Period 1	Period 2	Period 3	Period 4	Period 5	Period 6	Period 7	Period 8	Period 9	Period 10	Period 11	Period 12	Year
% Distribution of Sales	6.59%	9.30%	9.49%	11.65%	8.16%	9.86%	7.16%	8.96%	6.73%	4.97%	10.80%	6.33%	100.00%
Sales	13,545	19,879	22,439	20,367	16,184	22,707	17,273	13,929	18,233	14,652	19,838	17,027	216,073
Total Budgeted Sales	70,551	70,551	70,551	70,551	70,551	70,551	70,551	70,551	70,551	70,551	70,551	70,551	846,612
Markdown/Shrinkage %	0.34%	0.47%	0.50%	0.36%	0.27%	0.36%	0.27%	0.35%	0.35%	0.26%	0.40%	0.28%	0.35%
Markdown/Shrinkage \$	237	334	351	269	188	255	190	247	249	180	280	201	2,981
Total M/dwn/Shrinkage	2,982	2,982	2,982	2,982	2,982	2,982	2,982	2,982	2,982	2,982	2,982	2,982	35,784
Total Stock Decrease	4,887	6,898	7,049	8,490	5,943	7,214	5,241	6,566	4,999	3,686	7,901	4,659	73,533
Stock to Sales Ratio	4.40	4.12	4.40	3.95	4.45	4.15	4.45	4.00	4.20	4.50	3.60	4.50	50.72
Stock BOM	20,461	27,042	29,470	32,470	25,610	28,880	22,479	25,276	19,949	15,774	27,436	20,062	294,909
Stock EOM	27,042	29,470	32,470	25,610	28,880	22,479	25,276	19,949	15,774	27,436	20,062	20,062	294,510
Additions to Stock	11,468	9,326	10,050	1,630	9,212	813	8,039	1,239	623	15,348	528	4,659	73,135

Budget Info

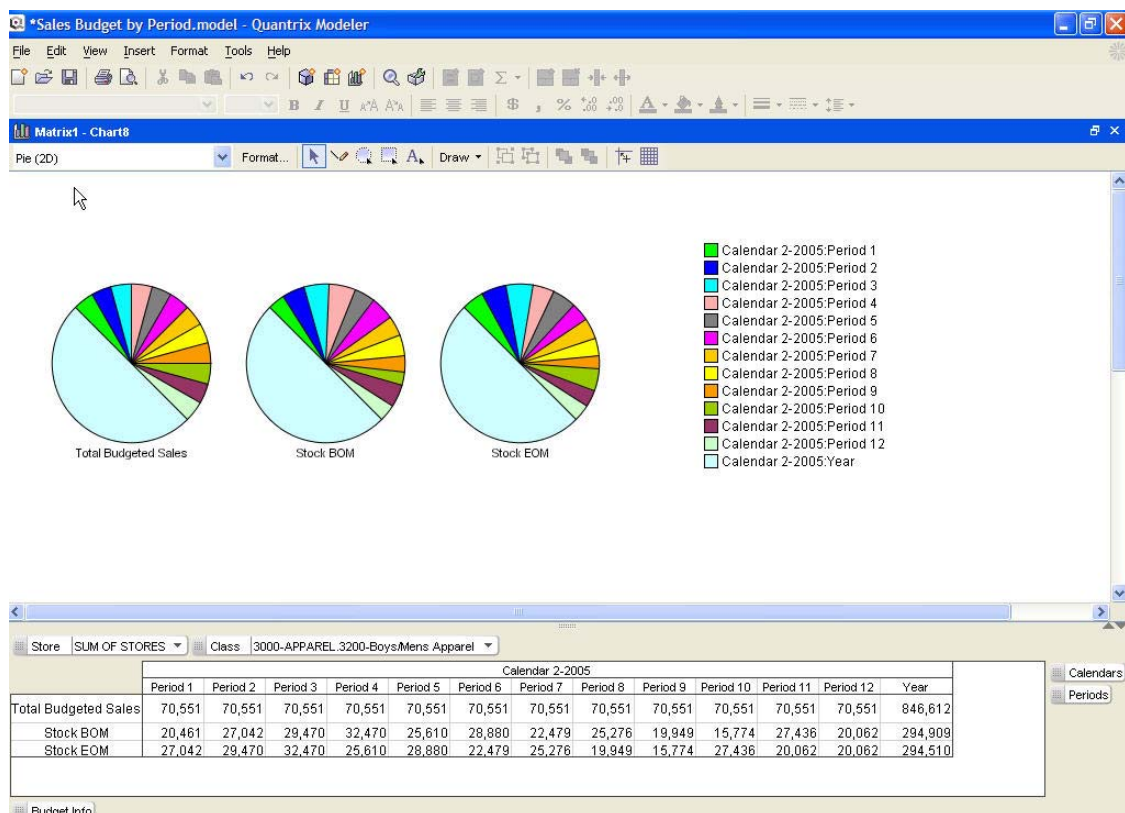


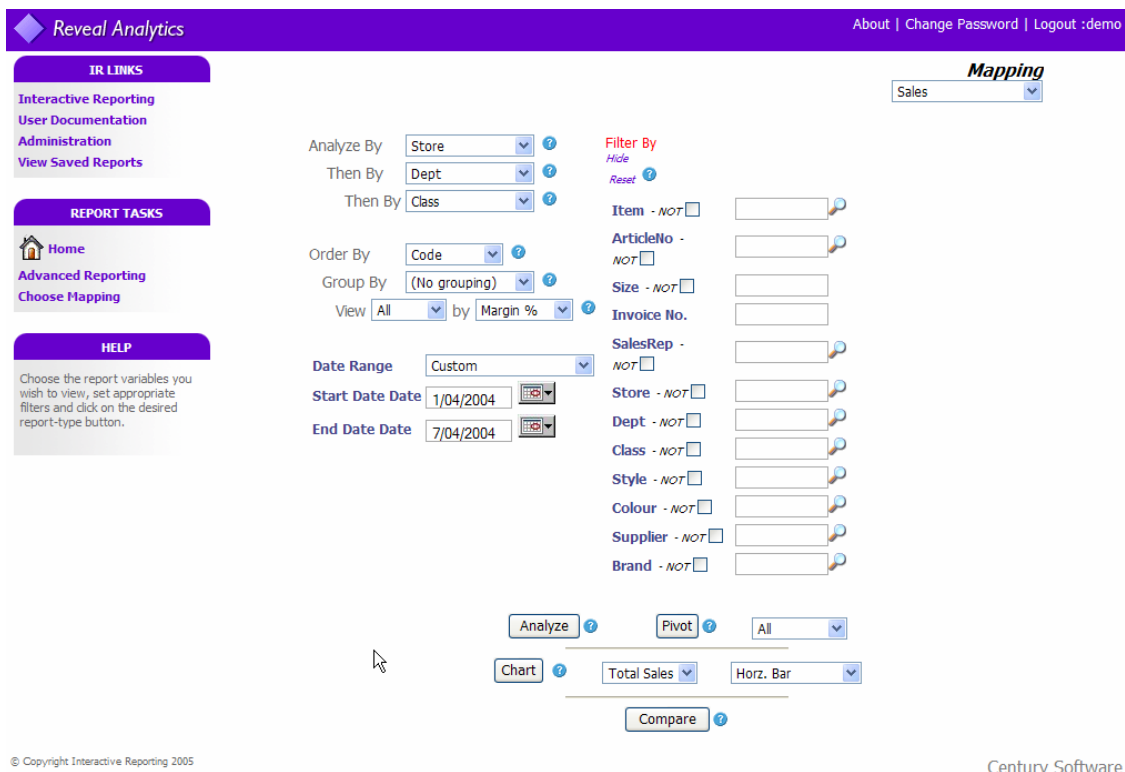
Fig. 1 – Reveal Planning and OTB Modeling Tool’s MS-Excel™ like user interface

Reveal Analytics is a web-based Business Intelligence tool designed to help retail organisations better understand their sales and inventory data.

This easy-to-use browser based tool allows you in a few clicks to pivot and drill-down through your sales and product data and quickly visualise trends, exceptions and patterns. It is an invaluable aid for helping identify opportunities to increase sales and profitability.

Reveal Analytics provides users with preconfigured “views” of you data that allows them to:

- Analyse by Item (Product), Store, Category, Department, Day, Week, Month, Quarter, Year, Sales Representative, Location, Region, Supplier, Brand or any other custom data
- Compare your sales between different periods and understand factors that are shaping your sales performance and profitability
- Produce illustrative charts and graphs



The screenshot displays the Reveal Analytics web interface. At the top, there is a navigation bar with the logo and the text "Reveal Analytics" on the left, and "About | Change Password | Logout :demo" on the right. Below the navigation bar, there are three main sections: "IR LINKS", "REPORT TASKS", and "HELP".

The "IR LINKS" section includes links for "Interactive Reporting", "User Documentation", "Administration", and "View Saved Reports". The "REPORT TASKS" section includes "Home", "Advanced Reporting", and "Choose Mapping". The "HELP" section includes a paragraph: "Choose the report variables you wish to view, set appropriate filters and click on the desired report-type button."

The main content area is titled "Mapping" and shows a "Sales" dropdown menu. Below this, there are several configuration options:

- Analyze By:** Store (dropdown), Then By: Dept (dropdown), Then By: Class (dropdown)
- Order By:** Code (dropdown)
- Group By:** (No grouping) (dropdown)
- View:** All (dropdown) by Margin % (dropdown)
- Date Range:** Custom (dropdown)
- Start Date Date:** 1/04/2004 (calendar icon)
- End Date Date:** 7/04/2004 (calendar icon)

On the right side, there is a "Filter By" section with a "Hide" link and a "Reset" link. Below this, there are several filter options, each with a checkbox and a search icon:

- Item - NOT
- ArticleNo - NOT
- Size - NOT
- Invoice No.
- SalesRep - NOT
- Store - NOT
- Dept - NOT
- Class - NOT
- Style - NOT
- Colour - NOT
- Supplier - NOT
- Brand - NOT

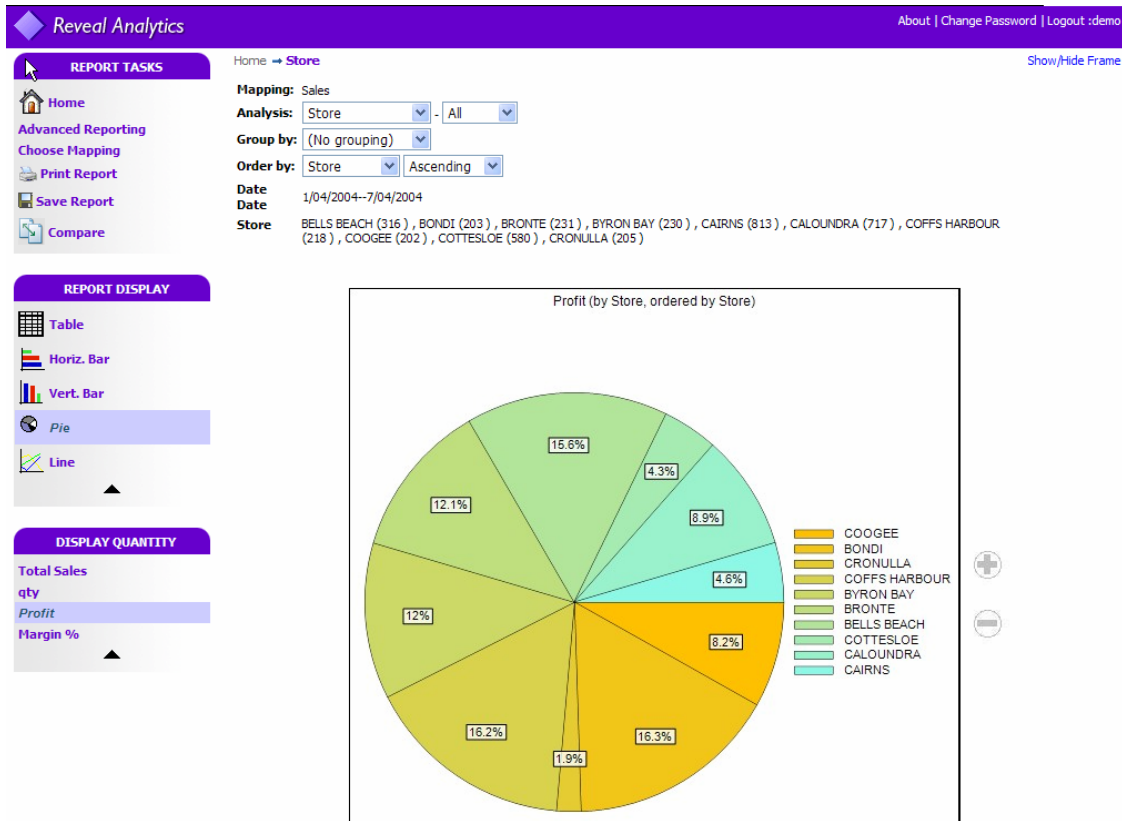
At the bottom, there are several buttons and dropdowns:

- Analyze (button), Pivot (button), All (dropdown)
- Chart (button), Total Sales (dropdown), Horiz. Bar (dropdown)
- Compare (button)

At the bottom left, there is a copyright notice: "© Copyright Interactive Reporting 2005". At the bottom right, there is the text "Century Software".

Fig. 1 – Reveal Analytics Business Intelligence Tool

Analysing your retail data has never been so easy! You can now do in seconds what requires hours using traditional tools and methods.



Reveal Analytics provides integrates out-of-the-box with the following data sources:

- SQL Server
- Oracle
- DB2
- Informix
- MySQL
- Access.

Using our leading-edge data abstraction and mapping technology, plugging into data from finance, POS, merchandising and other systems is a breeze.