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ABOUT GS1®

GS1 is a neutral, not-for-profit organization dedicated to the design and implementation of global standards and solutions to improve the efficiency and visibility in supply chains. GS1 is driven by more than a million companies, who execute more than six billion transactions a day with the GS1 System of Standards. GS1 is truly global, with local Member Organizations in 111 countries, with the Global Office in Brussels, Belgium.

ABOUT GS1 US™

GS1 US is the Member Organization of GS1 that serves companies in the United States. As such, it is the national implementation organization of the GS1 System dedicated to the adoption and implementation of standards-based, global supply chain solutions in the United States. GS1 US currently serves over 200,000 U.S. member companies -- 16,000 of which are in healthcare.
Collaborative Planning, Forecasting and Replenishment (CPFR®) is a business practice that combines the intelligence of multiple trading partners in the planning and fulfillment of customer demand. Since the 1998 publication of the VICS CPFR guidelines, over 300 companies have implemented the process. Numerous case studies of CPFR projects document in-stock percentage improvements of 2 to 8% for products in stores, accompanied by inventory reductions of 10 to 40% across the supply chain.

By linking sales and marketing best practices such as category management to supply chain planning and execution processes, CPFR increases availability while reducing inventory, transportation and logistics costs. The experience gained from pilot and production implementations of CPFR over the past six years has yielded many insights. A joint committee of VICS and the Efficient Consumer Response (ECR) organization revised the guidelines slightly in 2001 to incorporate global requirements, sanctioned by the Global Commerce Initiative (GCI). In 2004, the VICS CPFR committee developed a major revision of the CPFR model to integrate innovations and overcome shortcomings identified in the original process. “Overview: Collaborative Planning, Forecasting and Replenishment (CPFR)” introduces the updated model.
Successful Large Scale CPFR Programs

Collaborative Planning, Forecasting and Replenishment (CPFR®) initiatives have moved well beyond pilots to programs governing the majority of sales of large enterprises. In this process, some of the distinguishing characteristics of successful collaborative programs are becoming clear. The purpose of this guideline is to document approaches for implementing and sustaining collaborative business processes, particularly in large scale CPFR programs.

CPFR is a strategy for improving supply chain efficiency and effectiveness by making demand transparency drive the execution of the supply chain participants to maximize value for the end-customer. Fundamentally, the aim of CPFR is to convert the supply chain from a disjointed, ineffective and inefficient “push” system to a coordinated “pull” system based upon end customer demand. Trading partners move to selling through their customer firms (to their end-customers) rather than to their customer firms. The "Implementing Successful Large Scale CPFR Programs and Onboarding Trading Partners – Business Process Guide”** will help companies investigating collaborative approaches or those wanting to re-invigorate existing CPFR programs.

Collaborative Assortment Planning for Apparel & Footwear

The assortment planning process for apparel and footwear retailers and vendors is the activity of determining product placement by location and by delivery. Retailers and vendors must work together to build and modify assortment plans based upon financial plans, historical sell-thru data, market trends, and production schedules. The coordination and sharing of this information both internally and among trading partners is critical to delivering the right products to the right place at the right time.

Both retailers’ and vendors’ financial and assortment planning processes affect inventory management, yet the business processes and underlying systems are often not integrated or synchronized between parties. This lack of integration and synchronization creates inefficiencies in the supply and demand chains leading to missed sales, inaccurate inventory, excessive markdowns, unnecessary operating costs, and extended response times. The purpose of this document, “Collaborative Assortment Planning for Apparel & Footwear,”* is to delineate best practices that effectively address these challenges and improve assortment planning collaboration and execution.

* Members Only guidelines are available exclusively to Apparel and General Merchandise Initiative Members. To become a member visit: [http://www.gs1us.org/apparel](http://www.gs1us.org/apparel)
Store Replenishment Collaboration

Working within the framework of Collaborative Planning, Forecasting and Replenishment (CPFR), Store Replenishment Collaboration aims to link manufacturers and retailers to plan store sales and promotion volumes, calculate store inventory requirements, and respond to on-going operational issues. The objective is to increase sales and reduce out-of-stocks at the most important point of the supply chain: where the consumer purchases the product.

The benefits attributed to store-level collaboration include greater visibility to consumer take-away and overstock reduction. Replenishment accuracy, in-stocks and promotional execution all improve as well. Trading partners have a direct view of how consumers are responding to new products, existing shelf distribution, and promotional take-away. The "Store Replenishment - Business Process Guide" will help retailers and manufacturers planning or executing store-level initiatives by implementing consistent vocabulary and industry guidelines.

Distribution Center Replenishment Collaboration

Distribution Center (DC) Replenishment Collaboration has been the most common starting point for trading partners to improve the replenishment and forecasting processes between their organizations. Executed within the framework of Collaborative Planning, Forecasting and Replenishment (CPFR®), suppliers and buyers work together to optimize the flow of inventory into the retail distribution center and out to the stores.

In this system, trading partners collaborate to improve the accuracy of DC-to-Store and Supplier-to-Retail DC forecasts. Also, optimal inventory levels are calculated as transportation and operational efficiencies are maximized. The "Distribution Center (DC) Replenishment Collaboration - Business Process Guide" outlines the methods to attain targeted service levels to the stored and increase profitability.

Retail Event Collaboration

The problem of out-of-stocks remains a thorn in the side of the industry. During promotional events, the situation is even worse as the out-of-stock rate doubles while consumer demand peaks. Not only are retailers and manufacturers losing sales and profits, but they are also gambling with the loyalty of their customers because promise of a special deal has not been fulfilled.

In many stores, promotions and other retail events generate the largest swings in demand, resulting in most out-of-stocks, excess inventory and unplanned logistics costs. While the VICS Collaborative Planning, Forecasting and Replenishment (CPFR) Guidelines include recommendations for the entire life cycle, many organizations have sought to focus collaborative efforts on retail events where their financial opportunity is greatest. The "Retail Event Collaboration - Business Process Guide" does just that – outlining a standard business process model for retail event collaboration, along with the implementation guidelines needed to support the process.

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