

## Purpose

To create more efficient purchase order creation processes through suggested, auto-generated re-order quantities.

## How it works

In Zapporo, when a user selects the mode "Create / Add to PO", they will be given the option to use the Auto Replen feature. When the check box labeled "Auto Replen" is selected, the feature will calculate estimated re-order quantities for 25 styles at a time based on the user inputs. **Any user can choose to use this feature (Buyers, Vendors, China Team members, etc.)** Once the user has entered their desired parameters, you select the "go" button and the feature will run. You'll see an example below of the feature and the corresponding output. You can also use this feature for individual styles (this functionality for individual styles will be explained in more detail towards the end of this document).

The screenshot shows the Zapporo Replen Tool interface. At the top, under 'Report For: Mode', the 'Create / Add to PO' button is highlighted with a red box and an arrow pointing to the 'Auto Replen' settings. The 'Auto Replen' section is also highlighted with a red box. A large red arrow points down to the resulting purchase order details page.

**Report For: Mode:** Create / Add to PO

**Sort By:** Best Selling (30 Day Net)

**Filter By:** Product Name:  Add, SKU Numbers:  Add, Clear, Site: Zappos.com, Zappos.com, Amazon, 3rdm mFBA, Zappos mFBA, Inventory Class: ANY, Prices: All, Gender: All

**Style Numbers:** Partial Match, Add, Clear

**Style State:** Visible, Processing, Out of Stock, Inactive, Hold, Season/Year: Fall 2019, PBB 2019

**Style IDs:**

**Vendor Style Status:**  Encoded,  Replen,  Reorder

**Auto Replen:**  Replen Strategy: Sales by Size, Last 6 Months, Replen Amount: 1 Month, Sales Metric: Net Units

**Run Replen**

**Resulting Purchase Order Details:**

**Style Info:**

- SKU Number: 9086087
- Product: [Las Vegas Lights F.C. Logo Tee](#)
- Style ID: 4415139
- Color: Black
- Gender: Mens
- Style State: Visible
- First Scan Date: 03/17/2018
- Season: Bas
- Year: 2018
- MSRP: 24.95
- Wholesale: 12.50
- Average Cost: 12.50
- Inventory Class: Seasonal

**Sizing & Stock:**

Replen Options:  1 Month or   units **Apply Style Replen** **Clear Sizing Qty**

Inventory values last updated on 10/22/2019

size					PO Totals													
SM	MD	LG	XL	2XL	Sellable Inventory	Total PO Qty	Cost Value	Retail Value										
9	0	0	17	0	0	18	0	0	9	0	0	1	1	0	54	1	12.50	24.95
Totals:													54	1	12.50	24.95		

**Sales & Inv Info:**

**Sales By Size:**

Site	MSRP	Sale Price
Zappos.com	24.95	24.95

**Last 30 Days:**

- Net Unit Sales: 11
- Sell Thru (units): 17%
- Return Unit Sales: 0
- Return Unit %: 0%
- Gross Unit Sales: 11

**Last 12 Months:**

- Net Unit Sales: 38
- Return %: 3%
- Units Received: 88

## User Inputs

Below you'll see a breakdown of the user inputs and how the feature uses these parameters to calculate suggested re-order quantities.

<input checked="" type="checkbox"/> Auto Replen	Sales by Size ▾
Replen Strategy:	Last 6 Months ▾
Sales Sample Range:	1 Month ▾
Replen Amount:	Net Units ▾
Sales Metric:	

**Replen Strategy** - Currently Sales by Size is the only strategy available. As other strategies are developed, the user will access these options from this drop-down menu.

**Sales Sample Range** - This field uses Sales by Size data from Everclear to determine how a style(s) was sold over the time-frame selected by the user. There are pre-selected time-frames to choose from, but a user can also enter a custom range as shown below.

<input checked="" type="checkbox"/> Auto Replen	<input checked="" type="checkbox"/> Auto Replen
Replen Strategy:	Sales by Size ▾
Sales Sample Range:	Last 6 Months ▾
Replen Amount:	Start Date:
Sales Metric:	End Date:

<input checked="" type="checkbox"/> Auto Replen	<input checked="" type="checkbox"/> Auto Replen
Replen Strategy:	Sales by Size ▾
Sales Sample Range:	Custom Range ▾
Replen Amount:	1 Month ▾
Sales Metric:	Net Units ▾

**Replen Amount** - This parameter determines how many months of supply to reorder based on the last 30 days of sales for the style in question (e.g 1 Month, 2 Months, 3 Months, etc.).

**Sales Metric** - A user can base the suggested re-order quantities on either Net or Gross unit sales.

## How are estimated re-order quantities calculated?

Once a user has entered their desired parameters, the system will look at the last 30 days of sales for each style and then suggest re-order quantities based on how the style was sold over the Sales Sample Range (this feature looks at all size/width combinations for a style). The feature will also take into account how many units are currently on order over the next 30 days and also take into consideration how many units we currently have on hand at the time the feature is being used. The system will also subtract the combined total of on hand and on order units from the suggested re-order quantities to suggest a final total of units to re-order. These quantities will automatically populate the sizing/width grid for each size of the style(s) selected. *If the total amount of on order*

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*and on hand units are greater than the suggested re-order quantity, the system will not suggest to re-order any units for that style. This is represented by "0" for that size/width.*

Now let's look at an example below. You can see for this example the user has selected a Sales Sample Range of Last 6 months, a Replen Amount of 1 month, and a sales metric of Net Units.

Auto Replen  
 Replen Strategy:   
 Sales Sample Range:   
 Replen Amount:   
 Sales Metric:

• Las Vegas Lights F.C./Las Vegas Lights F.C. Apparel • Style: LOGOMNTBLK :: 4415139

<b>Style Info</b>		<b>Sales &amp; Inv Info</b>		<b>Last 30 Days:</b>	
SKU Number:	9086087	 <b>Sales By Size</b> <b>IOG Breakdown</b>		Net Unit Sales:	11
Product:	Las Vegas Lights F.C. Logo Tee			Sell Thru (units):	17%
Style Number:	LOGOMNTBLK			Return Unit Sales:	0
Style ID:	4415139			Return Unit %:	0%
Color:	Black			Gross Unit Sales:	11
Gender:	Mens			Net Unit Sales:	38
Style State:	Visible			Return %:	3%
First Scan Date:	03/17/2018			Units Received:	88
Season:	Bas				
Year:	2018				
MSRP:	24.95				
Wholesale:	12.50				
Average Cost:	12.50				
Inventory Class:	Seasonal				

<b>Classification Attributes</b>																																								
<b>Sizing &amp; Stock</b>																																								
Replen Options <input checked="" type="radio"/> 1 Month ▾ or <input type="radio"/> <input type="text" value=""/> units <input type="button" value="Apply Style Replen"/> <input type="button" value="Clear Sizing Qty"/>																																								
<b>Inventory values last updated on 10/22/2019</b>																																								
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="5" style="text-align: center;">size</th> <th colspan="4" style="text-align: center;">PO Totals</th> </tr> <tr> <th>SM</th> <th>MD</th> <th>LG</th> <th>XL</th> <th>2XL</th> <th>Sellable Inventory</th> <th>Total PO Qty</th> <th>Cost Value</th> <th>Retail Value</th> </tr> </thead> <tbody> <tr> <td>9 0 0</td> <td>17 0 0</td> <td>18 0 0</td> <td>9 0 0</td> <td>1 1 0</td> <td>54</td> <td>1</td> <td>12.50</td> <td>24.95</td> </tr> <tr> <td colspan="5" style="text-align: center;">Totals:</td> <td>54</td> <td>1</td> <td>12.50</td> <td>24.95</td> </tr> </tbody> </table>					size					PO Totals				SM	MD	LG	XL	2XL	Sellable Inventory	Total PO Qty	Cost Value	Retail Value	9 0 0	17 0 0	18 0 0	9 0 0	1 1 0	54	1	12.50	24.95	Totals:					54	1	12.50	24.95
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<b>Sales: 2019-04-23 - 2019-10-22" (30.0 Total)</b>																											
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>size/ width</th> <th>SM</th> <th>MD</th> <th>LG</th> <th>XL</th> <th>2XL</th> <th>TOTAL</th> </tr> </thead> <tbody> <tr> <td>One Size</td> <td>10.00%</td> <td>10.00%</td> <td>33.33%</td> <td>30.00%</td> <td>16.67%</td> <td>100.00%</td> </tr> <tr> <td>TOTAL</td> <td>10.00%</td> <td>10.00%</td> <td>33.33%</td> <td>30.00%</td> <td>16.67%</td> <td>100.00%</td> </tr> </tbody> </table>							size/ width	SM	MD	LG	XL	2XL	TOTAL	One Size	10.00%	10.00%	33.33%	30.00%	16.67%	100.00%	TOTAL	10.00%	10.00%	33.33%	30.00%	16.67%	100.00%
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If we look at the style that's being used in the example above, over the last 6 months size **2XL** accounted for 16.67% of sales which is shown in the Sales by Size output from Everclear. The system now takes this percentage and calculates the suggested replenishment amount based on the 11 units that sold over the last 30 days which equates to  $.1667 * 11 = 1.8337$  (we automatically round up to the nearest whole number which equals 2 units in this case). Since there is 1 unit on hand, and no units on order for this size/width, the suggested quantity to replenish is 1 because we subtract any on order and on hand units from the suggested re-order quantity. This number is automatically populated in the corresponding cell for that size as shown above.

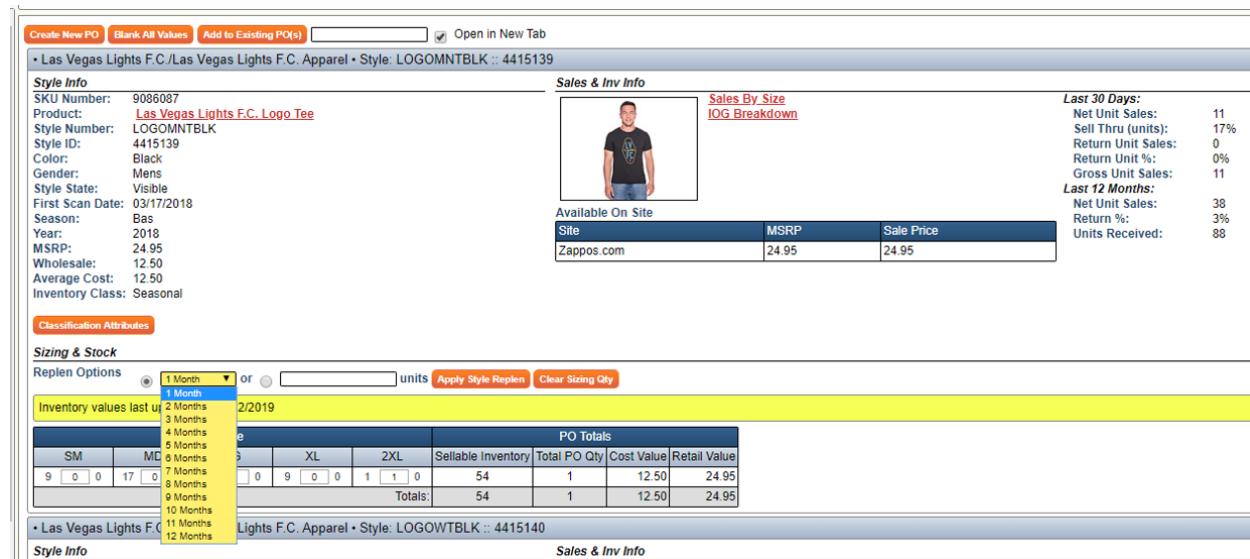
### **Why am I seeing "0" for the other sizes?**

For the other sizes/widths, we see a "0" as a suggested re-order quantity because the sum of the on hand and on order units is greater than the suggested units to re-order. For example, size **LG** accounted for 33.33% of sales for this style over the last 6 months.  $.3333 * 11 = 3.6663$  (rounded to the nearest whole number equals 4) which is the suggested re-order quantity. Since we have 18 units on hand, the system suggests "0" units to re-order. If a user wants to edit this amount, they are able to do so at any time by typing a new number into the cell.

### **Additional features**

#### **What if I want to change the months of supply for a single style?**

A user is able to make changes to individual styles as needed. If a user wants to change the months of supply for a single style, they are able to make this change as shown below by selecting the new quantity and then selecting the "Apply Style Replen" amount button. This will now update each size/width based on the logic discussed above.



**Style Info**

SKU Number: 9086087  
Product: [Las Vegas Lights F.C. Logo Tee](#)  
Style Number: LOGOMNTBLK  
Style ID: 4415139  
Color: Black  
Gender: Mens  
Style State: Visible  
First Scan Date: 03/17/2018  
Season: Bas  
Year: 2018  
MSRP: 24.95  
Wholesale: 12.50  
Average Cost: 12.50  
Inventory Class: Seasonal

**Sales & Inv Info**

**Sales By Size**  
10G Breakdown

	Available On Site	Site	MSRP	Sale Price
	Zappos.com	24.95	24.95	

**Last 30 Days:**  
Net Unit Sales: 11  
Sell Thru (units): 17%  
Return Unit Sales: 0  
Return Unit %: 0%  
Gross Unit Sales: 11

**Last 12 Months:**  
Net Unit Sales: 38  
Return %: 3%  
Units Received: 88

**Classification Attributes**

**Sizing & Stock**

Replen Options  1 Month  12 Months  2 Months  3 Months  4 Months  5 Months  6 Months  7 Months  8 Months  9 Months  10 Months  11 Months  12 Months

Inventory values last updated: 2/2019

		Sizing			PO Totals		
SM	ML	XL	2XL	Sellable Inventory	Total PO Qty	Cost Value	Retail Value
9	0	0	17	0	1	12.50	24.95
				Totals	54		

**Sales & Inv Info**

• Las Vegas Lights F.C. Apparel • Style: LOGOWTBLK :: 4415140

**\*If a user does not choose to use the "Auto Replen" (checking the Auto Replen box) feature that updates 25 styles at a time, they will still have the ability to use the Replen Options above. The feature will reference the User Inputs at the top of the supplier page and now the user can create a PO and use the feature for any style.**

#### **Can I choose a different number of units to re-order for a style?**

A user can choose to enter a different quantity to re-order for the entire size run of a style by entering the total in the box circled in red below. When a user chooses this option, this feature ignores the condition that subtracts what you have on hand and what you have on order. So in the example below, 1000 units have been selected to re-order. The system will breakdown and allocate re-order units for each size based on the Sales Sample Range (Sales by Size data from Everclear) and will not subtract what you have on hand and on order. Looking at size LG, this size accounted for

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33.33% of sales for this style over the last 6 months.  $.3333 * 1000 = 333$  units to re-order. You'll notice that the system did NOT subtract the on hand units. This feature can be particularly helpful in writing future orders for core styles ☺.

Style Info

SKU Number: 9086087  
Product: [Las Vegas Lights F.C. Logo Tee](#)  
Style Number: LOGOMNTBLK  
Style ID: 4415139  
Color: Black  
Gender: Mens  
Style State: Visible  
First Scan Date: 03/17/2018  
Season: Bas  
Year: 2018  
MSRP: 24.95  
Wholesale: 12.50  
Average Cost: 12.50  
Inventory Class: Seasonal

Sales & Inv Info

[Sales By Size](#)  
[IOG Breakdown](#)

Available On Site

Site	MSRP	Sale Price
Zappos.com	24.95	24.95

Last 30 Days:

Net Unit Sales:	11
Sell Thru (units):	17%
Return Unit Sales:	0
Return Unit %:	0%
Gross Unit Sales:	11

Last 12 Months:

Net Unit Sales:	38
Return %:	3%
Units Received:	88

Classification Attributes

Sizing & Stock

Replen Options  1 Month or  1000 units [Apply Style Replen](#) [Clear Sizing Qty](#)

Inventory values last updated on 10/22/2019

size					PO Totals													
SM	MD	LG	XL	2XL	Sellable Inventory	Total PO Qty	Cost Value	Retail Value										
9	100	0	17	100	0	18	333	0	9	300	0	1	187	0	54	1000	12500.00	24950.00
Totals:					54	1000	12500.00	24950.00										

### What if I want to reset all of the quantities?

A user can select the "Clear Sizing Qty" button and it will clear all totals for that style.

Style Info

SKU Number: 9086087  
Product: [Las Vegas Lights F.C. Logo Tee](#)  
Style Number: LOGOMNTBLK  
Style ID: 4415139  
Color: Black  
Gender: Mens  
Style State: Visible  
First Scan Date: 03/17/2018  
Season: Bas  
Year: 2018  
MSRP: 24.95  
Wholesale: 12.50  
Average Cost: 12.50  
Inventory Class: Seasonal

Sales & Inv Info

[Sales By Size](#)  
[IOG Breakdown](#)

Available On Site

Site	MSRP	Sale Price
Zappos.com	24.95	24.95

Last 30 Days:

Net Unit Sales:	11
Sell Thru (units):	17%
Return Unit Sales:	0
Return Unit %:	0%
Gross Unit Sales:	11

Last 12 Months:

Net Unit Sales:	38
Return %:	3%
Units Received:	88

Classification Attributes

Sizing & Stock

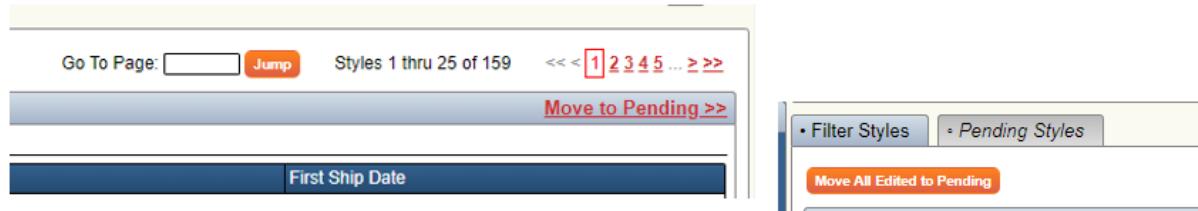
Replen Options  1 Month or  1000 units [Apply Style Replen](#) [Clear Sizing Qty](#)

Inventory values last updated on 10/22/2019

size					PO Totals													
SM	MD	LG	XL	2XL	Sellable Inventory	Total PO Qty	Cost Value	Retail Value										
9	0	0	17	0	0	18	0	0	9	0	0	1	0	0	54	0	0.00	0.00
Totals:					54	0	0.00	0.00										

### I'm ready to move onto the next 25 styles. I also want to move styles to "Pending" What do I do?

Once you're ready to move onto the next 25 styles, you can select any style you've edited by either individually selecting "Move to Pending" or you can move all 25 styles by selecting "Move All Edited to Pending". Once this is done, the edited styles will appear in the "Pending Styles" tab as you would normally expect when you're building a purchase order. You can now scroll to the top of the page and move to the next 25 styles by selecting the next page which is listed in order (e.g. 12345....) as shown below.



All other filters and functionality should work as expected like you would normally see when building a purchase order. This includes pasting a list of style IDs, SKUs, Style Numbers into the filter and using this feature as shown below.

Report For: Supplier: Las Vegas Lights F.C. Apparel  
Mode: Create / Add to PO

Sort By: Filter By:

Auto Replen  
Replen Strategy: Sales by Size  
Sales Sample Range: Last 6 Months  
Replen Amount: 1 Month  
Sales Metric: Net Units

Product Name:   
SKU Numbers:  Add   
Site:   
Inventory Class: ANY  
Prices:   
Gender:

Style Numbers:  Add   
Partial Match   
Style State:   
Visible  
Processing  
Out of Stock  
Inactive  
Hibernating

Style IDs:  Add   
Vendor Style Status:   
GPM Transfer  
Closeout Buy  
Core  
Core Seasonal  
Discontinued

Season/Year:   
By: 2021  
Day: 2020  
Fall: 2019  
FEB: 2018

Exclude Styles with Zero Inventory From Search Results  
  styles per page

If you have any other questions about the functionality of this feature, please reach out to your buyer for assistance.