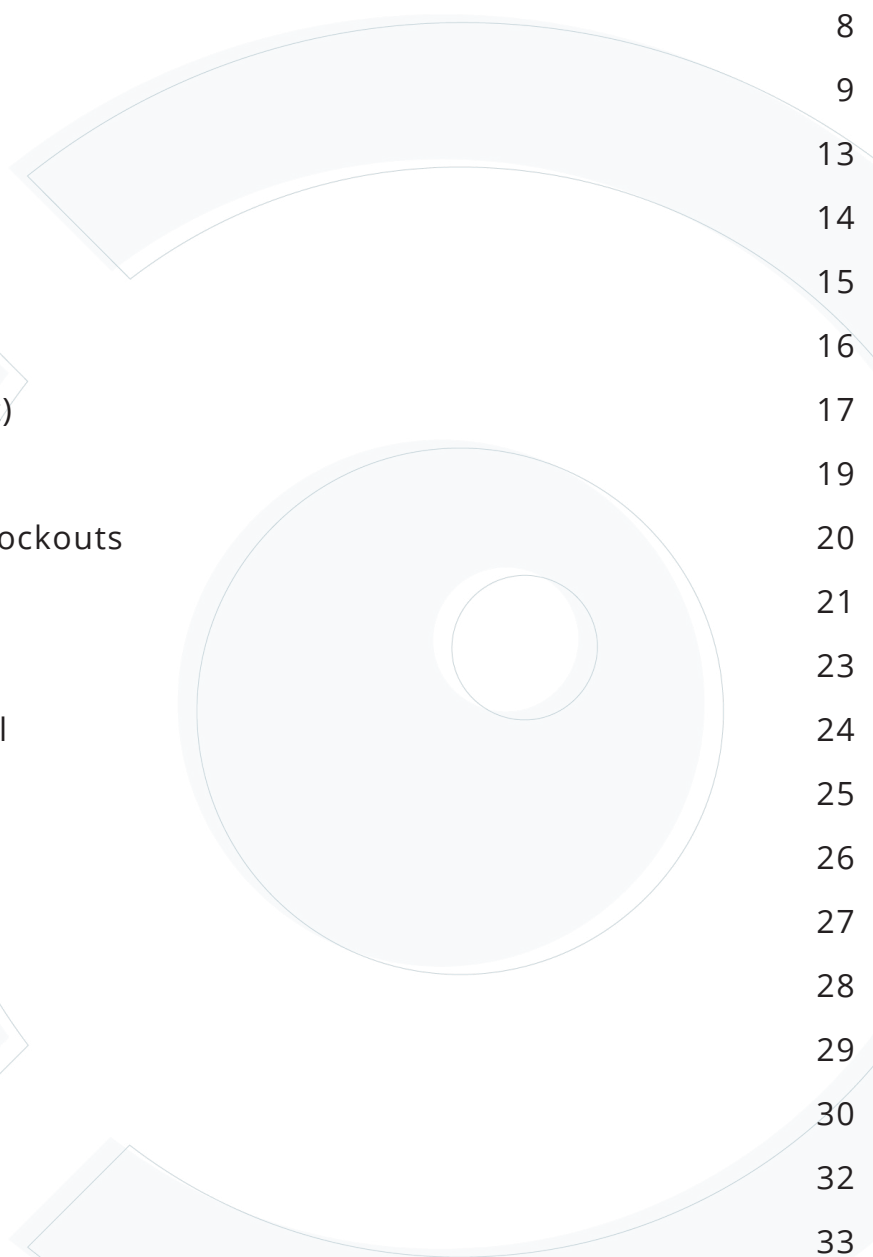




**FASHIONBOARD
UPDATES
2022**

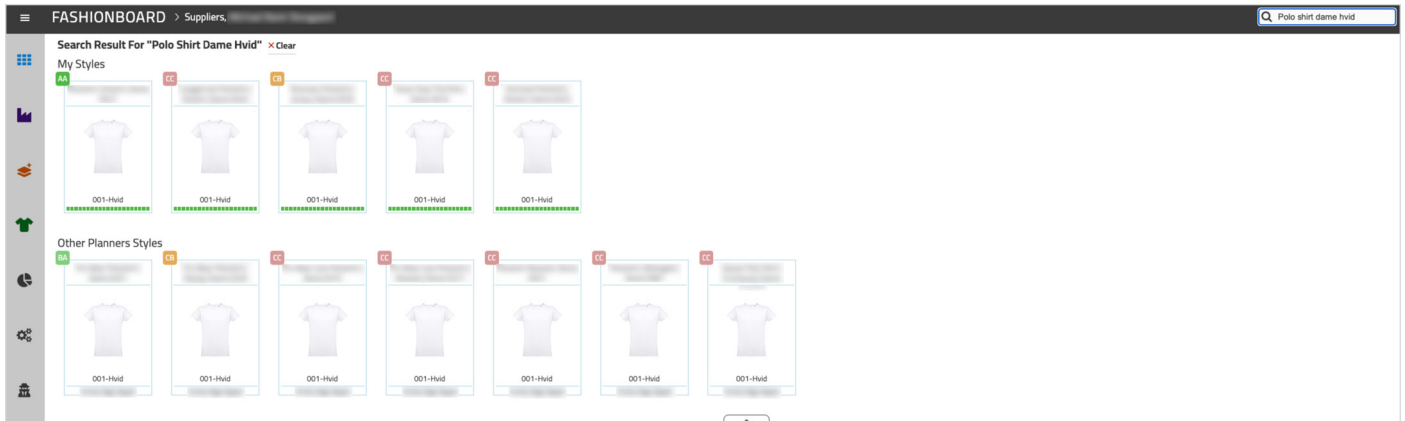
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01 SEARCH ACROSS PLANNERS

It is now possible to search styles across planners, so you are no longer stuck by the selected planner. In addition, searches have been expanded to see unactivated styles in the search result.



02 MASS-EDITING IN MASTER DATA

You can now edit master data at the following levels: Vendor, Master, Color, and Size levels. Corrections are reflected in all styles below the selected level.

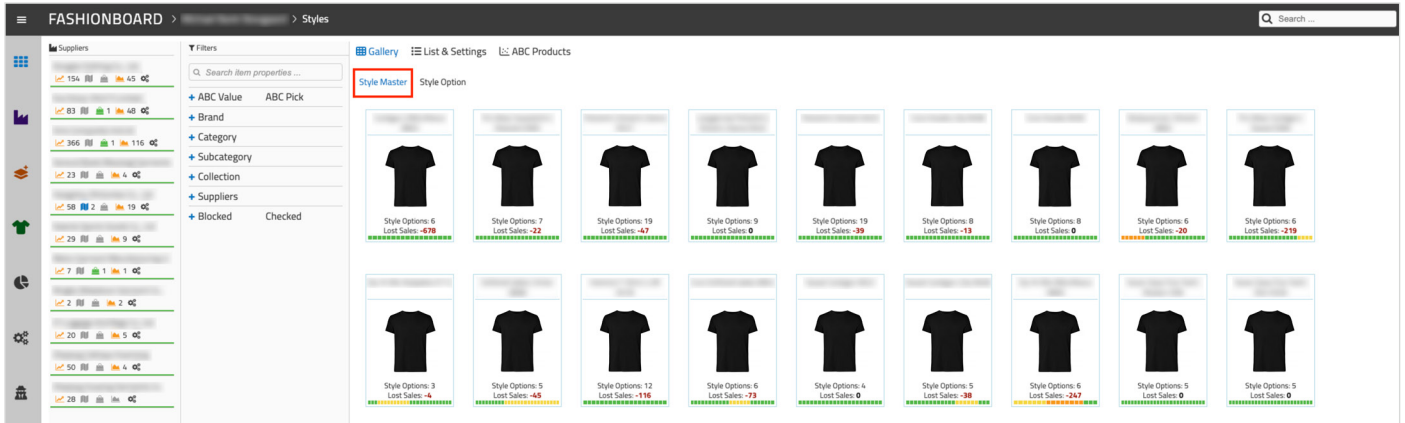
It is possible to change *Production Weeks*, *Transportation Weeks*, *Minimum Order Quantity*, *Box Size*, *Week Cover*, *End Of Life*, *Planner*, *Seasonality Profile*, *Moving Average Template*, *Planning Profile* and *Index* as well as to choose whether the supplier should be *Blocked* and whether to use *Auto Forecast*.

Style	Prod. Time	Trans. Time	Min. Order Size	Box Size	Week Cover	End Of Life	Planner	Seasonality Profile	Mov. Avg. Template	Blocked	Auto-Forecast	Index
Options: 154		10	300-100	5-50	12	Year Week				<input type="checkbox"/>	<input type="checkbox"/>	100
Options: 83			500-600	20	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 366			500-1000	25-50	12	Year Week				<input type="checkbox"/>	<input type="checkbox"/>	100
Options: 23	11	10	600-1000	20-60	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 58		10	500-1000	10-50	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 29		10	500-1000	10-15	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 7			500-600	20	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 2	13	10	500	20	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 20	11	10	300-1000	6-40	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 50	13	10	1000	25-50	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100
Options: 28		10	600-1000	20	12	Year Week				<input type="checkbox"/>	<input checked="" type="checkbox"/>	100

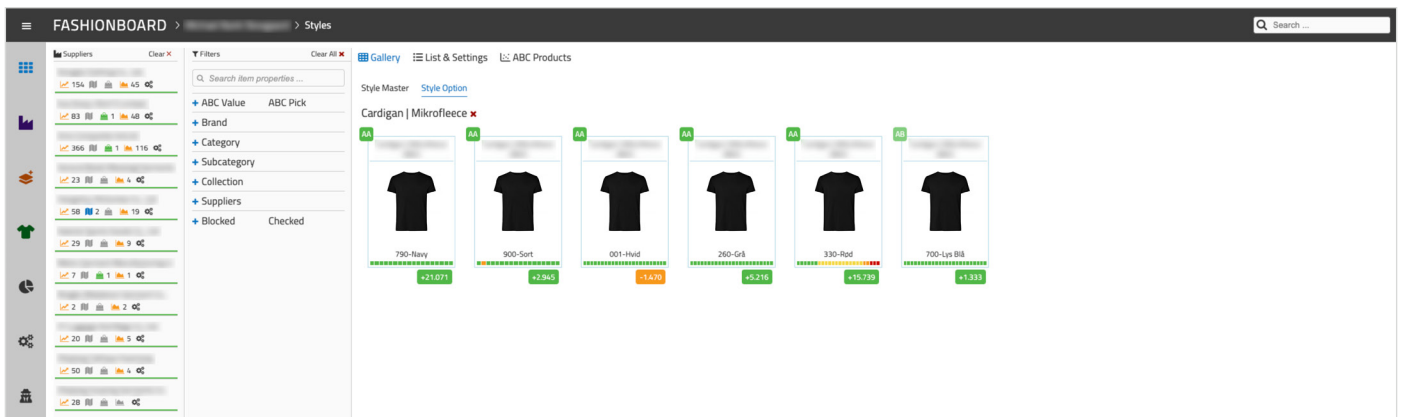
You will find the overview by selecting *'List & Settings'* under *'All styles'*.

03 OVERVIEW AT STYLEMASTER LEVEL

Under 'All Styles' it is possible to get an overview at Style Master level. It allows for a quick overview of underlying Style Options. You can see the number of styles, *weighted availability*, *purchase suggestions* and *Lost Sales* on the Style Master.



When selecting a *Style Master*, the *Style Options* that are below the selected *Style Master* are displayed.



It allows for an overview per *Style Master*. If you press one of these *Style Options*, you will only review the *Style Options* that are subject to the selected *Style Master*. In this case, style 1 out of 6 is displayed.

04 STYLE MASTER DATA

In addition to the data that has always been, we have added *Fabric Consumption*, *Assortment Split*, *ABC Classification*, *Customers*, *Potential Lost Sales (If there is one)*, *Retail Price* and *Wholesale Price*. Most numbers show the given value, while you can edit the Assortment Split settings by pressing the blue gear (See section 12 for more about [Assortment Split](#)). Please note that Assortment Split is only visible for products with multiple sizes.

If there is a green star next to *First Arrival*, it means that it is a new product.

Future 52 Weeks

- Open Orders
- Sales Forecast
- Moving average - 6 weeks ⚙️
- Mov. avg. without stockout
- New Forecast ↻
- Last Year Sales ↻
- Previous Year Sales

Inbound Orders

- Basket
- Suggestion
- Closing Stock

Week Cover

- Target Week Cover
- Size Weighted Availability

Brand Sales - Last 12 Weeks

Sales

- Personale
- Whole Sale
- Zalando

Forecast

- Forecast Index
- Last Year Sales
- Last Year Index
- Availability

Style Master Data ⚙️

- Leadtime: **20 + 4 Weeks**
- Box Size: **60 Pcs.**
- Min. Order Size: **1.500 Pcs.**
- First Arrival: **Week 1, 2023** ★
- Assortment Split: **Actual** ⚙️
- ABC Classification: **BB**
- Customers: **161**
- Potential Lost Sales: **790 Pcs.**
- Retail Price: **176,00**
- Wholesale Price: **23,77**

By pressing the blue gear, it has become possible to control *Consumption*, *Min. Order Size* and *Box Size* all the way down to size/EAN level.

Style	Planner	Seasonality Profile	Fabric	Consumption	Min. Order Size	Box Size	Prod. Time	Trans. Time	Week Cover	End Of Life	Blocked	Auto Forecast	Assortment Split
● [Image]	▼	▼	▼	0,6	1000	10		10	12	Year Week	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Master Option Actual Manual
● [Image]	▼	▼	▼	0,6	1000	10	8	10	12	Year Week	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Master Option Actual Manual
			XS										
			S										
			M										
			L										
			XL										
			2XL										
			3XL										
			4XL										
			5XL										
			6XL										

05 WEIGHTED AVAILABILITY

It is possible to use *weighted availability*, where all sizes are not weighted equally. Previously, all sizes for a style were weighted equally. *Weighted Availability* is weighted according to how much each size sells.

As seen below, *Availability* in weeks 6 and 7 is only affected by 2% corresponding to the *Size Split* for the sold-out size 4XL.

Size	Actual	On Hand	98%	98%	93%	93%	93%	82%	82%	82%	82%	82%	82%	82%	60%	60%
			6	7	8	9	10	11	12	13	14	15	16	17	18	19
XS	1,6%	934	932	931	928	925	922	920	917	916	914	912	910	909	907	906
S	9,6%	228	214	203	184	169	154	139	124	114	103	93	83	74	65	56
M	21,9%	584	546	497	454	420	385	351	317	293	270	246	223	203	182	162
L	27,0%	697	653	596	543	501	458	416	374	345	316	287	258	233	208	183
XL	22,1%	383	354	313	269	234	200	165	130	107	83	59	36	15	-5	-26
2XL	10,2%	106	93	66	46	30	13	-3	-19	-30	-41	-52	-63	-72	-82	-91
3XL	5,0%	17	12	6	-4	-12	-20	-27	-35	-41	-46	-51	-57	-61	-66	-70
4XL	2,3%		-2	-4	-9	-13	-16	-20	-23	-26	-28	-31	-33	-36	-38	-40
5XL	0,1%	25	25	24	24	23	23	23	23	23	23	22	22	22	22	22
6XL	0,1%	27	27	26	26	25	25	25	25	25	25	24	24	24	24	24

Weighted availability can be opted in and out. You do this under 'Admin - Settings - Other Settings'. Put a check mark in the *Use Weighted Availability* box to turn it on. *Weighted Availability* is turned on by default.

FashionBoard Settings

ABC Classification

Filter Text

Planning Settings

Other Settings

Other Settings

Order Processing Without Callback

Release Basket By Vendor

Release Orders - Group By Style

Visualize Sku Numbers

Use Weighted Availability

Show Presale Tab

Auto Remove Presale

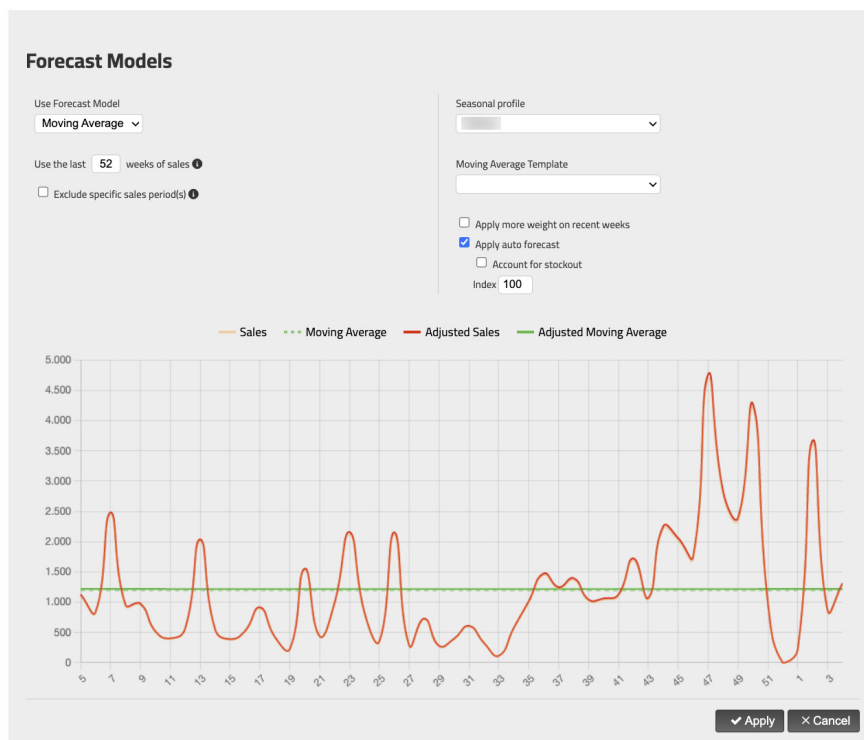
06 AUTO FORECAST

It is possible to choose that FashionBoard automatically uses the forecast from *Moving Average / Moving Average without stockouts*. The forecast is automatically added daily for reporting and purchase proposals.

Future 52 Weeks	Total	5	6	7	8	9	10	11	12	13
Open Orders	567	500						67		
Sales Forecast	54.710	1.214	1.214	1.214	1.214	966	966	966	966	656
Mov. avg. - 52 weeks weighted	56.384	1.225	1.225	1.225	1.225	974	974	974	974	662
Mov. avg. w/o stockout	56.562	1.228	1.228	1.228	1.228	977	977	977	977	664
Seasonality Index		111	111	111	111	88	88	88	88	60
New Forecast	56.384	1225	1225	1225	1225	974	974	974	974	662
Last Year Sales	62.117	1.108	821	2.435	941	959	511	395	556	2.000
Previous Year Sales	42.902	2.943	1.451	820	1.439	664	536	465	459	650
Inbound Orders	29.103	100						4.003		
Basket										
Suggestion	10.140									
Closing Stock	16.629	16.011	14.786	13.561	12.336	11.362	10.388	13.417	12.443	11.781
Week Cover		20,0	19,0	18,0	17,0	16,0	15,0	21,2	20,2	19,2
Target Week Cover		12	12	12	12	12	12	12	12	12
Fabric Stock	7.200	7.200	7.200	7.200	7.200	7.200	7.200	7.200	7.200	6.600
Size Weighted Availability	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Tap the little gear next to *Mov. Avg. - 52 weeks* to open the settings and turn off *Apply auto forecast*. Here you can choose whether FashionBoard should take stockout periods into account (More about [Stockout Periods in section 13](#)).

In addition, it is possible to set an index for the forecast. If you set the index to be 70, the forecast will be adjusted down to index 70 before it is added.



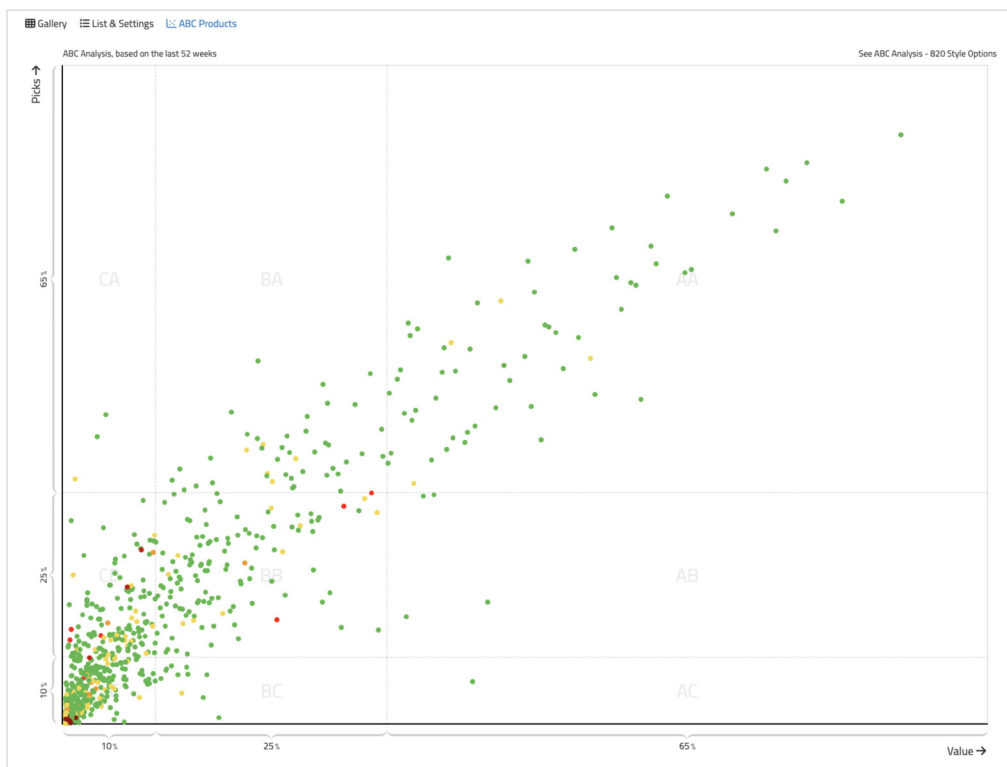
07 DOUBLE ABC-CLASSIFICATION

The *double ABC-classification* visualizes all styles by number of picks and value (a measure of revenue). A *double ABC-classification* takes all products and distributes them by turnover and number of picks. On the X axis, FashionBoard finds the products (starting from the most marketable) that together make up 65% of revenue. These products are your A-products. Then the subsequent products are taken, which make up 25% of the turnover. These are your B-products. The remaining products with the lowest turnover, which generate 10% of revenue, are your C-products. On the y-axis, the products are distributed according to the number of picks.

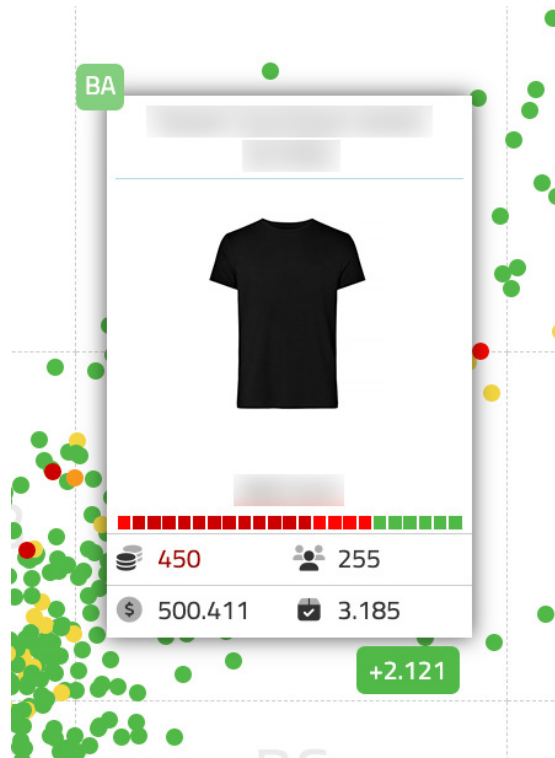
The classification clarifies products that have many picks and that have a high value (AA products) - and therefore best to spend energy on. Conversely, it visualizes the products that sell worst and have the lowest earnings (CC products), but which often take up a lot of time and take up proportionally more space in the warehouse.

The ABC-classification can thus be used to lay out different planning strategies for different ABC groupings. This is supported, among other things, by setting up different *Week Covers* for how quickly FashionBoard should react to missing items, etc. at e.g. ABC rating level (See section [section 10 about Planning Profiles](#)).

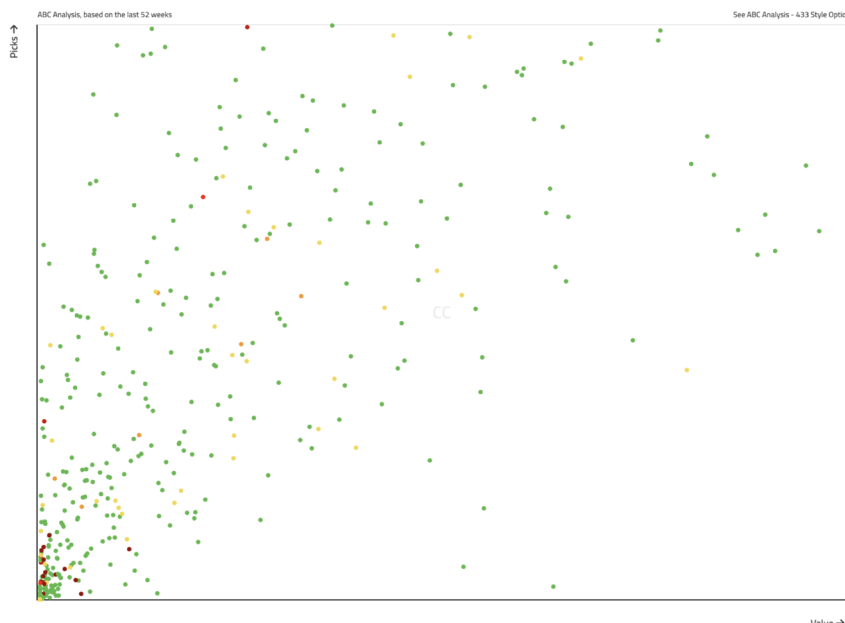
Below is the double ABC-classification graph with the single style represented by a dot. The style's *availability* is marked by the dot color (Green to red for high to low availability, respectively). The ABC-classification shows all styles across all planners.



Hover your mouse over a dot and see the style in question as well as the most important data. In the upper left corner is the *ABC-classification*. In addition, *name*, *image*, *EAN* and *availability* are seen. The figures show *Lost Sales (450 pcs.)*, *Customers (255 pcs.)*, *Style Revenue (500,411 DKK)* and *Sales Quantity (2,185 pcs.)*. At the bottom is *Order Suggestion* and *Adjust Forecast Suggestion*, which you already know.



You can choose an area in the ABC that you only want to see. For example, it could be all the CC products. Here you press anywhere within the CC area. You will now see all the CC products and their exact location. In addition, you have the option to use the filter on the left side to see specific product groups. Select the combination you want to see under ABC Value/ABC Pick. Below is zoomed in on the CC products.



ABC ANALYSIS

Above the ABC, you can press See ABC Analysis to see the ABC analysis.

Here you get an overview of how the selected planner's styles are distributed in relation to all styles. It gives an insight into how much revenue and how much storage space each classification stands for and occupies. Under each classification are *Stockouts* and *Lost sales* for all products herein. **Note** that *Stockouts* are current, while *Lost Sales* are forward-looking.

The ABC analysis shows the selected planner's products. By ticking off in *Show Company ABC Rating - All Products*, the selected planner's data is displayed on the left, and the entire company's data on the right.

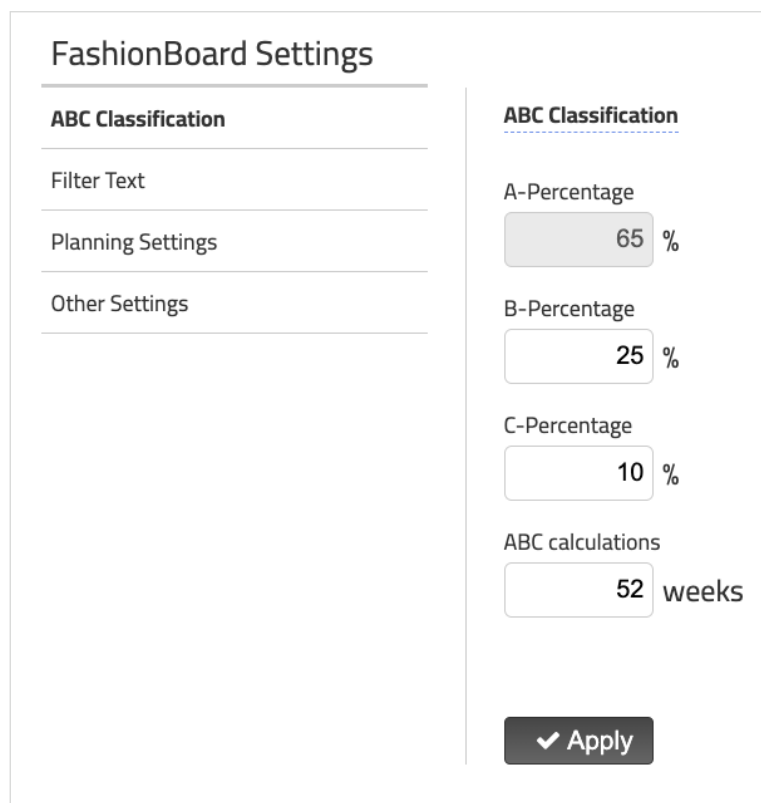
ABC Analysis - 820 Style Options		
<p style="text-align: center;">CA</p> <p style="text-align: center;">0,4% Products</p> <p style="text-align: center;">0,1% 0,1% Sales Stock</p> <p>Stockout 0/3 products: 0,0% Lost Sales 0/3 products: 0</p>	<p style="text-align: center;">BA</p> <p style="text-align: center;">5,5% Products</p> <p style="text-align: center;">9,7% 6,9% Sales Stock</p> <p>Stockout 0/45 products: 0,0% Lost Sales 9/45 products: 1.200</p>	<p style="text-align: center;">AA</p> <p style="text-align: center;">7,3% Products</p> <p style="text-align: center;">57,5% 43,9% Sales Stock</p> <p>Stockout 0/60 products: 0,0% Lost Sales 17/60 products: 1.495</p>
<p style="text-align: center;">CB</p> <p style="text-align: center;">17,7% Products</p> <p style="text-align: center;">6,2% 7,8% Sales Stock</p> <p>Stockout 0/145 products: 0,0% Lost Sales 28/145 products: 1.376</p>	<p style="text-align: center;">BB</p> <p style="text-align: center;">14,4% Products</p> <p style="text-align: center;">16,3% 15,5% Sales Stock</p> <p>Stockout 0/118 products: 0,0% Lost Sales 28/118 products: 1.470</p>	<p style="text-align: center;">AB</p> <p style="text-align: center;">0,5% Products</p> <p style="text-align: center;">2,0% 1,7% Sales Stock</p> <p>Stockout 0/4 products: 0,0% Lost Sales 1/4 products: 29</p>
<p style="text-align: center;">CC</p> <p style="text-align: center;">52,8% Products</p> <p style="text-align: center;">6,7% 21,5% Sales Stock</p> <p>Stockout 22/433 products: 5,1% Lost Sales 56/433 products: 1.384</p>	<p style="text-align: center;">BC</p> <p style="text-align: center;">1,3% Products</p> <p style="text-align: center;">1,1% 2,2% Sales Stock</p> <p>Stockout 0/11 products: 0,0% Lost Sales 2/11 products: 41</p>	<p style="text-align: center;">AC</p> <p style="text-align: center;">0,1% Products</p> <p style="text-align: center;">0,6% 0,3% Sales Stock</p> <p>Stockout 0/1 products: 0,0% Lost Sales 1/1 products: 4</p>
<input type="checkbox"/> Show Company ABC Rating - All Products		

ABC SETTINGS

The settings options for the ABC classification can be found in the menu under *'Admin - Settings - ABC Classification'*.

Here it is possible to set how the ABC classification is distributed percentage-wise, as well as how many weeks the calculation is based on. The calculations are made retrospectively but based on today's date.

Note that corrections to ABC settings will not take effect until the next day, as it requires a complete update of the data.



The image shows a screenshot of the 'FashionBoard Settings' dialog box. On the left, there is a sidebar with four menu items: 'ABC Classification' (which is selected and highlighted), 'Filter Text', 'Planning Settings', and 'Other Settings'. The main area of the dialog is titled 'ABC Classification' and contains the following settings:

- A-Percentage:** A slider control set to 65 %.
- B-Percentage:** A text input field set to 25 %.
- C-Percentage:** A text input field set to 10 %.
- ABC calculations:** A text input field set to 52 weeks.

At the bottom of the dialog, there is a dark button with a checkmark icon and the text 'Apply'.

08 MOVING AVERAGE TEMPLATE

Moving Average Template allows you to save a template across styles. If you subsequently correct it, it changes for all styles that use this template.

Moving Average Templates average the history of the specified weeks and are based on each week. A *Moving Average Template* is made under 'Settings - Moving Average Templates'. When a new template is added, the desired settings are set for the given template.

Moving Average Templates

Last 26 weeks

Last 52 weeks

[+ Add Template ..](#)

Template Name


Last 26 weeks

Use the last weeks of sales [i](#)

Apply more weight on recent weeks

Weighted Moving Average [i](#)

Last weeks - Weight %

Prior weeks - Weight % [i](#) 

Exponential Smoothing [i](#)

09 SEASONALITY PROFILES

With *Seasonality Profiles*, it is possible to give more weight to specific styles during periods when they sell more. For example, it could be rainwear that sells significantly more in the autumn season compared to the rest of the year. The profiles can be viewed, added and edited in the menu under 'Settings – Seasonality Profiles'.

Click on the name itself to see the content for an existing seasonal profile or click at the bottom to add a new one.

The screenshot displays the 'Seasonality Profiles' management interface. On the left is a sidebar with a list of profiles and an 'Add Profile...' button. The main area shows a selected profile with a table of weights and a list of styles using that profile.

Weeks	1	2	3	4	5	6	7	8	9	10	11
Weight	171	153	153	153	186	186	186	186	137	137	137
Index (52 weeks)	115	103	103	103	125	125	125	125	92	92	92
Index (53 weeks)	117	105	105	105	127	127	127	127	94	94	94

Styles Using This Profile

- BC [T-shirt icon] ✓
- BB [T-shirt icon] ✓
- CB [T-shirt icon] ✓
- CC [T-shirt icon] ✓
- CC [T-shirt icon] ✓
- CC [T-shirt icon] ✓
- CC [T-shirt icon] ✓
- CC [T-shirt icon] ✓
- CC [T-shirt icon] ✓
- CC [T-shirt icon] ✓

If the profile is prepared in Excel (possibly based on the cubes), the profile can subsequently be copied in from Excel. A profile can be specified for 52 and 53 weeks, respectively.

10 PLANNING PROFILES

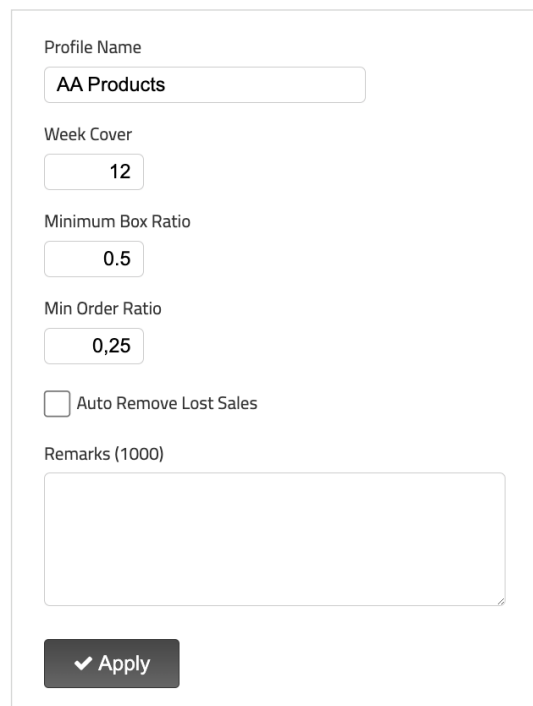
Planning Profiles contain settings that affect procurement proposals. The scheduling profiles can be assigned to desired products.

You can view, create and edit the planning profiles under '*Settings – Planning Profiles*'.

On the planning profile, the *Week Cover*, *Minimum Box Ratio* and *Minimum Order Ratio* are set. The values for the *Minimum Box Ratio* and *Minimum Order Ratio* are written as commas. In the example below, the numbers mean that if 50% is missing from a box, FashionBoard will suggest ordering a new box home. The value of 0.25 in the *Minimum Order Ratio* means that if 25% of a product is missing, FashionBoard suggests ordering the minimum amount.

If one of the three fields *Week Cover*, *Minimum Box Ratio* and *Minimum Order Ratio* is not filled in, it will always fall back on the general settings made under '*Admin – Settings – Other Settings*'. Once a *Planning Profile* is created, it can be assigned on a Style Option by editing the style master data and assigning the desired Planning Profile.

Automatic removal of Lost Sales will automatically reduce the forecast when there is no stock on the product. This feature should only be applied to products that have only one size.





The image shows a screenshot of a web form for configuring a Planning Profile. The form is titled 'Profile Name' and contains the following fields and options:

- Profile Name:** A text input field containing 'AA Products'.
- Week Cover:** A numeric input field containing '12'.
- Minimum Box Ratio:** A numeric input field containing '0.5'.
- Min Order Ratio:** A numeric input field containing '0,25'.
- Auto Remove Lost Sales:** A checkbox that is currently unchecked.
- Remarks (1000):** A large text area for additional notes, currently empty.
- Apply:** A dark button with a checkmark icon and the text 'Apply'.

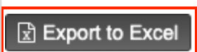
You can add *Planning Profiles* under Master Data on the product, or via mass editing on all styles.

11 FABRICS EXCEL EXPORT

It is possible to export the Fabrics list to Excel to facilitate communication with the supplier.

Fabrics Stock - Next 52 Weeks	On Hand	5	6	7	8	9	10	11	12	13	14	15	16
 Closing Stock		1.400	1.400	1.400	1.400	1.400	1.400	900	900	900	900	900	100
 Closing Stock		7.200	7.200	7.200	7.200	7.200	7.200	7.200	7.200	6.600	6.300	6.300	6.300

Add new fabric ... Vis inactive



12 ASSORTMENT SPLIT (SIZE SPLIT)

In addition to Actual and Manual split, two new types of *Assortment Split* have been added, both of which take stockouts into account: *Style Master Split* and *Style Option Split*.

The inventory and the selected *Assortment Split* can be viewed on the Stock tab. In the image below, Assortment Split 'Actual' is selected.

For each style, you can choose which split to use by pressing the sprocket next to *Assortment Split* in Style Master Data. Please note that *Assortment Split* is only visible for products with multiple sizes.

The screenshot displays a product management interface with several key sections:

- Progress Bar:** A green progress bar at the top left shows 7 out of 43 items completed.
- Assortment Metrics:** A table showing 'Week Cover' (99,0), 'Target Week Cover' (6), and 'Size Weighted Availability' (100%).
- Navigation Tabs:** A row of tabs including 'History', 'Stock' (highlighted), 'Stock Out (0%)', 'Open Orders', 'Inbound', and 'Basket'.
- Size Split Table:** A table with columns for 'Size', 'Actual', 'On Hand', and weeks 6, 7, 8, and 9. The rows represent size categories: XS/S, S/M, M/L, and L/XL.
- Style Master Data:** A sidebar on the left containing product details such as '20 + 4 Weeks', '60 Pcs.', '1.500 Pcs.', and 'Week 1, 2023'. The 'Assortment Split: Actual' is highlighted with a red box and a sprocket icon.
- Sales History & Forecast:** A section at the bottom right with a legend for 'Previous year' (orange) and 'Last year' (blue).

Size	Actual	On Hand	6	7	8	9
XS/S	24,2%	734	730	730	730	690
S/M	33,9%	938	934	934	934	883
M/L	27,2%	703	701	701	701	663
L/XL	14,7%	351	349	349	349	332

Assortment Split is generally calculated at 52 weeks. It can be changed under 'Admin – Settings – Planning Profiles – Size split Weeks' if desired.

Assortment Split shows the split for the different split types. At the top, select the split type you want to use. At the bottom of the screen you can see how many days of full Assortment the *Style Option* split is based on.

By selecting *Master*, the forecast is based on all Style Options in the *Style Master* based on the days when the individual options have had full stock. The Master Split can be used with advantage when introducing a new color, where you have previously been forced to use *Manual Split*.

If you choose *Option*, the forecast is based on *Style Option* based on the days you have had a full range and thus takes stockouts into account. This option is typically the one that provides the most accurate forecast on Style Options already in FashionBoard.

By choosing *Actual*, the forecast is based on the actual sales, and therefore does not take stockouts into account. *Actual Split* also includes future/open orders in the calculation.

If you choose *Option Split* and the period of full storage becomes too low (25% of the period) a warning will appear in the planning image.

Assortment Split Master Option **Actual** Manual

Size	Master	Option	Actual	Manual
XS/S	21,9%	23,9%	24,9%	37
S/M	33,4%	32,7%	32,8%	38
M/L	29,6%	27,7%	28,4%	25
L/XL	15,0%	15,7%	13,9%	
Total				100,0%

Master: This size split is based on full assortment sales of all style-options in the style-master, with the same size setup. This split is therefore corrected for stockouts.
The calculation is based on 4 style options

Option: This size split is based on full assortment sales of the style-option. This split is therefore corrected for stockouts.
The calculation is based on 286 days of full assortment sales

Actual: Size split based on the actual sales. This split is not corrected for stockouts.

Apply Cancel

13 STOCKOUT PERIODS

In the planning image, a *Stockouts* tab has been added. Here you can see which periods we believe the style has been sold out. The number in parentheses on the tab indicates what percentage of the given time this *Style Option* has been sold out – in this case 31% in 52 weeks.

The total calculation for the *Stockout period* is weighted according to the size split of the sizes. In the detail view, it is possible to see exactly when the individual sizes have been sold out at the bottom.

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Check, Save & Next

L12W Index **30** Forecast Index **138**

Adjust Forecast: **-821**

Style Master Data

Leadtime: **24 Weeks**

Box Size: **10 Pcs.**

Min. Order Size: **1.000 Pcs.**

Fabric Consumption: **1 Pcs.**

First Arrival: **Week 1, 2017**

Assortment Split: **Master**

ABC Classification: **BB**

Customers: **87**

Week Cover	10,2	9,2	8,2	7,2	6,2	5,2	4,2	3,2
Target Week Cover	12	12	12	12	12	12	12	12
Size Weighted Availability	52%	52%	52%	52%	52%	52%	52%	52%








History
Stock
Stock Out (31%)
Open Orders
Inbound
Basket
Suggestions
Outliers (1)

Size	Stock Out Days	Stock Out Periods (last 52 weeks)
S	99 days - 27%	26/10-1/2 2023
M	99 days - 27%	26/10-1/2 2023
L	155 days - 42%	27/4-21/6 2022, 26/10-1/2 2023
XL	99 days - 27%	26/10-1/2 2023
2XL	99 days - 27%	26/10-1/2 2023
3XL	99 days - 27%	26/10-1/2 2023
4XL	99 days - 27%	26/10-1/2 2023

14 MOVING AVERAGE WITHOUT STOCKOUTS

The *Moving Average without stockouts* forecast includes what you could have sold if the product had not been sold out during the period. It gives a more accurate picture of what you can expect to sell when you have all sizes in stock again.

Mov. Avg. without stockout looks at what you could have sold if had had all sizes in stock. As seen in the example below, there can be a relatively big difference between *Moving Average* if you take stockouts into account compared to if you don't.

Future 52 Weeks	Total	5	6	7	8	9	10	11
Open Orders	1	1						
Sales Forecast 	1.859	33	33	33	33	35	35	35
Mov. avg. - 52 weeks weighted  	1.886	33	33	33	33	35	35	35
Mov. avg. w/o stockout 	3.452	60	60	60	60	64	64	64
Seasonality Index		90	90	90	90	96	96	96
New Forecast  	1.886	33	33	33	33	35	35	35
Last Year Sales 	1.898	19	56	26	4	32	21	15
Previous Year Sales	1.304	17	56	14	14	19	18	20

By taking stockouts into account, you don't have to eliminate weeks because you've been sold out.

15 OUTLIERS

With the implementation of *Outliers*, it is possible to disregard individual orders that have been unusually large, and therefore should not be considered as representative history of the style. *Outliers* are added as a tab and are seen at the *Style Option* level.

The list of *Outliers* includes details such as date, name, and quantity. In dialogue with the seller, you can choose whether to keep the order in the forecast or not.

An order is referred to as an *Outlier* if it is significantly larger than average. The exact calculation can be viewed in the tab. You can influence the sensitivity of *Outliers* under '*Admin - Settings - Other Settings*'. If there are any *Outliers* you have not yet decided on, the tab will glow orange to indicate that you need to decide on it. By default, an *Outlier* will count until it is decided.

The screenshot displays a software interface for a forecast overview. At the top, there is a navigation bar with a 'Check, Save & Next' button. Below this, the 'L12W Index' is shown as 30 and the 'Forecast Index' as 138. The 'Adjust Forecast' is set to -821. The 'Style Master Data' section includes: Leadtime: 24 Weeks, Box Size: 10 Pcs., Min. Order Size: 1.000 Pcs., Fabric Consumption: 1 Pcs., First Arrival: Week 1, 2017, Assortment Split: Master, ABC Classification: BB, and Customers: 87.

The main forecast table shows 'Week Cover' and 'Target Week Cover' for weeks 10,2 to 1,2. The 'Size Weighted Availability' is 79%. The 'Outliers (1)' tab is highlighted in orange. The detailed view of the outlier order shows:

Date	Quantity	Customer	Order Type
2022-10-26	987 pcs	[Redacted]	50
S	87 pcs.		
M	197 pcs.		
L	356 pcs.		
XL	250 pcs.		
2XL	15 pcs.		
3XL	40 pcs.		
4XL	42 pcs.		

Buttons for 'Keep all', 'Remove all', 'Keep', and 'Remove' are visible. A note at the bottom states: 'Average order size: 7 pcs., standard deviation: 58 from 291 orders in the reporting period. An order is considered an outlier if the order size is above the average order size plus three standard deviations (181 pcs.)'

By deciding on *Outliers*, you do not have to eliminate weeks where there have been extraordinarily large sales.

If one or more orders are removed from the forecast, it is possible to view the sales history with and without the deselected orders by clicking *hide excl. Orders/Show Sales*.

Brand Sales - Last 12 Weeks		Total	43	44	45	46	47	48	49	50	51	52	1	2	3
Sales	Hide excl. orders	26.032	1.049	2.211	2.019	1.717	4.671	2.781	2.349	4.192	976	10	282	3.775	1.034
- Austria		25		25											
- Belgium		168	2	17	9	5	26	2	25	73	2		3	4	11
- Czech Republic		130	15	1	25		14							75	15
- Danmark		8.184	622	599	738	472	819	1.923	758	823	430	10	183	807	696
- Deutschland		5.153	251	894	406	511	378	554	1.010	209	470		42	428	159
- Estonia		1	1												
- Færøerne		1						1							
- Finland		2.291				545		14		1			1	1.730	1
- France		63				1	18	1		18			25		
- Latvia		59			6			40			13				
- Lithuania		70	5		15	5	4	31						10	84
- Netherlands		48	1	6	1		15	17		2	1			5	1
- Poland		7.823	122	123	662	56	3.271	55	307	2.908	34		1	284	23
- Slovakia		229	6			75	74			31	43				
- Sverige		1.276	24	64	157	47	52	139	213	115	26		27	412	44
- Switzerland		507		482				5						20	
- United Kingdom		4							4						
Forecast		22.098	1.938	1.911	1.932	1.992	1.985	1.995	2.639	2.621	2.642	0	1.652	791	791
Forecast Index		118%	54%	116%	105%	86%	235%	139%	89%	160%	37%		17%	477%	131%
Last Year Sales		14.709	1.133	1.269	675	736	1.594	3.032	621	1.029	1.097		2.306	1.217	619
Last Year Index		177%	93%	174%	299%	233%	293%	92%	378%	407%	89%		12%	310%	167%
Availability		100	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

16 PRE-SALES

All *Pre-sales* are gathered in one tab and are gathered at *Style Option* level. This makes it easy to decide whether the specific *Pre-sale* should be kept in or removed from the forecast.

History	Stock	Stock Out (31%)	Open Orders	Inbound	Basket	Suggestions	Outliers (0)	Presales (290 / 291)
+	Date	Quantity	Customer	Order Type	Keep all Remove all			
+	2023-01-27	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-27	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-27	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-26	2 pcs	[blurred]	50	Keep	Remove		
+	2023-01-25	2 pcs	[blurred]	50	Keep	Remove		
+	2023-01-24	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-20	3 pcs	[blurred]	50	Keep	Remove		
+	2023-01-13	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-12	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-12	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-11	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-09	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-09	7 pcs	[blurred]	50	Keep	Remove		
+	2023-01-07	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-05	2 pcs	[blurred]	50	Keep	Remove		
+	2023-01-03	1 pcs	[blurred]	50	Keep	Remove		
+	2023-01-03	10 pcs	[blurred]	50	Keep	Remove		
+	2023-01-02	10 pcs	[blurred]	50	Keep	Remove		
+	2022-12-22	3 pcs	[blurred]	50	Keep	Remove		

You can also set up so that *Pre-sales* are not counted in the forecast. This is done under '*Admin - Settings - Other Settings*'. If winged in this box, *Pre-sale* orders will not count towards the forecast, so they do not affect the *Moving Average*.

FashionBoard Settings

ABC Classification

Filter Text

Planning Settings

Other Settings

Other Settings

Visualize Sku Numbers

Use Weighted Availability

Show Presale Tab

Auto Remove Presale

Hide Forecast Suggestion

Highlight New Products

Days

17 SHOW/HIDE EAN AT SIZE LEVEL

It is now possible to see *Size Split with SKU/EAN* instead of the sizes as it has been until now. Switch to SKU/EAN view by pressing *Size*.

Size	Master	On Hand	6	7	8	9	10	11
XS	4,1%	1.281	1.240	1.187	1.137	1.097	1.057	1.015
S	13,8%	3.260	3.143	2.982	2.812	2.676	2.541	2.481
M	25,7%	3.570	3.294	2.975	2.659	2.408	2.156	3.175
L	25,0%	3.139	2.883	2.572	2.265	2.020	1.775	2.714
XL	17,5%	1.625	1.467	1.246	1.030	859	687	1.684
2XL	8,1%	1.222	1.160	1.063	964	885	806	932
3XL	3,6%	548	520	479	435	399	364	401
4XL	1,5%	530	518	502	483	469	454	471
5XL	0,4%	134	131	125	120	117	114	108
6XL	0,4%	94	91	88	83	80	76	73

Switch back to the size view by pressing *EAN*.

Ean	Master	On Hand	6	7	8	9	10	11
██████████	4,1%	1.281	1.240	1.187	1.137	1.097	1.057	1.015
██████████	13,8%	3.260	3.143	2.982	2.812	2.676	2.541	2.481
██████████	25,7%	3.570	3.294	2.975	2.659	2.408	2.156	3.175
██████████	25,0%	3.139	2.883	2.572	2.265	2.020	1.775	2.714
██████████	17,5%	1.625	1.467	1.246	1.030	859	687	1.684
██████████	8,1%	1.222	1.160	1.063	964	885	806	932
██████████	3,6%	548	520	479	435	399	364	401
██████████	1,5%	530	518	502	483	469	454	471
██████████	0,4%	134	131	125	120	117	114	108
██████████	0,4%	94	91	88	83	80	76	73

18 BASKET DETAILS

The display of products in the basket looks a little different. We now group styles per *Style Master*.





















































Basket												
StyleName				Leadtime	Availability	Week Cover	Target Cover	ETA	Min. Order Size	Suggestion	Basket	<input type="checkbox"/> Release
[Style]				16 weeks	0%	8,0	8,0	21	1.000 pcs.	3.206 pcs.	3.210 pcs.	<input type="checkbox"/>
				16 weeks	0%	8,0	8,0	21	1.000 pcs.	3.206 pcs.	3210	<input type="checkbox"/>
[Style]				16 weeks	0%	8,1	8,0	21	1.000 pcs.	3.024 pcs.	0 pcs.	<input type="checkbox"/>
				16 weeks	0%	8,1	8,0	21	1.000 pcs.	1.018 pcs.		<input type="checkbox"/>
				16 weeks	0%	17,2	8,0	21	1.000 pcs.	1.004 pcs. 490 pcs.		<input type="checkbox"/>
				16 weeks	0%	27,5	8,0	21	1.000 pcs.	1.002 pcs. 346 pcs.		<input type="checkbox"/>
[Style]				16 weeks	0%	12,5	8,0	21	1.000 pcs.	3.029 pcs.	0 pcs.	<input type="checkbox"/>
				16 weeks	0%	12,5	8,0	21	1.000 pcs.	1.016 pcs. 600 pcs.		<input type="checkbox"/>
				16 weeks	0%	13,5	8,0	21	1.000 pcs.	1.000 pcs. 565 pcs.		<input type="checkbox"/>
				16 weeks	0%	14,4	8,0	21	1.000 pcs.	1.013 pcs. 586 pcs.		<input type="checkbox"/>

In addition to the traditional view of the *Size Split*, you can switch to a more detailed view: a matrix with more information on the individual size. The button marked in red shows the matrix view.

Basket												
StyleName				Leadtime	Availability	Week Cover	Target Cover	ETA	Min. Order Size	Suggestion	Basket	<input type="checkbox"/> Release
[Style]				16 weeks	0%	8,0	8,0	21	1.000 pcs.	3.206 pcs.	3.210 pcs.	<input type="checkbox"/>
				16 weeks	0%	8,0	8,0	21	1.000 pcs.	3.206 pcs.	3210	<input type="checkbox"/>
Sizes	Box Size	On Hand	Split	Forecast	Closing stock before	Closing stock	Suggestion	Basket				
19	20	10	0,4%	0	-1	18		20				
20	20	37	2,0%	0	-24	34	60	60				
21	20	32	2,6%	0	-46	32	80	80				
22	20	63	3,8%	0	-52	45	100	100				
23	16	21	9,3%	0	-247	113	368	368				
24	16	56	10,1%	1	-238	122	368	368				
25	16	57	10,2%	1	-241	119	368	368				
26	16	72	11,1%	1	-253	122	400	384				
27	16	108	9,3%	0	-170	110	288	288				
28	16	101	8,8%	0	-165	100	272	272				
29	10	90	8,2%	0	-155	98	260	260				
30	10	109	5,4%	0	-62	64	130	130				
31	10	92	4,9%	0	-64	62	130	130				
32	10	84	4,7%	0	-65	61	130	130				
33	10	63	3,4%	0	-42	46	90	90				
34	9	45	3,1%	0	-50	37	90	90				
35	9	34	2,4%	0	-41	29	72	72				
[Style]				16 weeks	0%	8,1	8,0	21	1.000 pcs.	3.024 pcs.	0 pcs.	<input type="checkbox"/>
				16 weeks	0%	8,1	8,0	21	1.000 pcs.	1.018 pcs.		<input type="checkbox"/>
				16 weeks	0%	17,2	8,0	21	1.000 pcs.	1.004 pcs. 490 pcs.		<input type="checkbox"/>
				16 weeks	0%	27,5	8,0	21	1.000 pcs.	1.002 pcs. 346 pcs.		<input type="checkbox"/>

19 BASKET EXCEL EXPORT

It is possible to export all or part of the basket to Excel. The buttons marked in red allow you to export the entire basket, a Style Master or a single Style Option.

StyleName		Leadtime	Availability	Week Cover	Target Cover	ETA	Min. Order Size	Suggestion		Basket	Release
	  	16 weeks	0%	8,0	8,0	21	1.000 pcs.	3.206 pcs. 		3.210 pcs.	<input type="checkbox"/>
	  	16 weeks	0%	8,1	8,0	21	1.000 pcs.	3.024 pcs. 		0 pcs.	<input type="checkbox"/>
	  	16 weeks	0%	8,1	8,0	21	1.000 pcs.	1.018 pcs. 		<input type="text"/>	<input type="checkbox"/>
	  	16 weeks	0%	17,2	8,0	21	1.000 pcs.	1.004 pcs. 		<input type="text"/>	<input type="checkbox"/>
	  	16 weeks	0%	27,5	8,0	21	1.000 pcs.	1.002 pcs. 		<input type="text"/>	<input type="checkbox"/>
	  	16 weeks	0%	12,5	8,0	21	1.000 pcs.	3.029 pcs. 		0 pcs.	<input type="checkbox"/>
	  	16 weeks	0%	12,5	8,0	21	1.000 pcs.	1.016 pcs. 		<input type="text"/>	<input type="checkbox"/>
	  	16 weeks	0%	13,5	8,0	21	1.000 pcs.	1.000 pcs. 		<input type="text"/>	<input type="checkbox"/>
	  	16 weeks	0%	14,4	8,0	21	1.000 pcs.	1.013 pcs. 		<input type="text"/>	<input type="checkbox"/>

20 BASKET: SPLIT ORDER

Once you have placed products in the basket, you can make an order from parts of the basket.

On the far right, a column has been added where you can wing off the products to be created on the same order. The search box can help you search for a specific word. For example, it could be 'Bamboo' if all products containing bamboo are to be created on the same order. A search keeps already selected orders so that the search can be used to add specific products to the existing order. Use the button in the upper right corner to create the order.

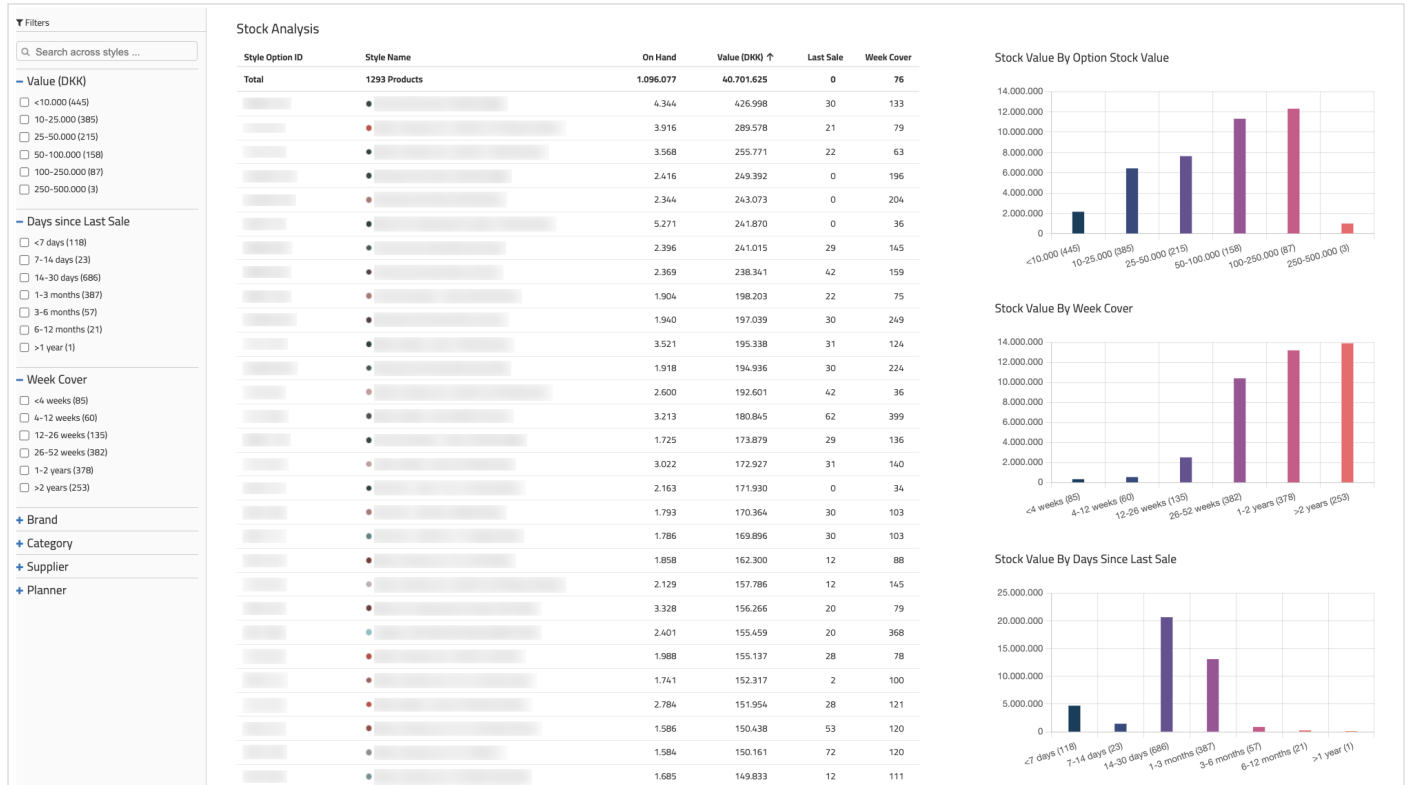
In addition, it is possible to save a basket for later use on the 'Save Order' button.

StyleName	Leadtime	Availability	Week Cover	Target Cover	ETA	Min. Order Size	Suggestion	Basket	Release
[Redacted]	16 weeks	0%	8.0	8.0	21	1,000 pcs.	3,206 pcs.	3,210 pcs.	<input checked="" type="checkbox"/>
[Redacted]	16 weeks	0%	8.1	8.0	21	1,000 pcs.	3,024 pcs.	0 pcs.	<input type="checkbox"/>
[Redacted]	16 weeks	0%	17.2	8.0	21	1,000 pcs.	1,004 pcs. 490 pcs.		<input type="checkbox"/>
[Redacted]	16 weeks	0%	27.5	8.0	21	1,000 pcs.	1,002 pcs. 366 pcs.		<input checked="" type="checkbox"/>



21 NEW SECTION: REPORTS

In the new report section there has been added a *Stock Analysis*, which is an inventory analysis that shows the *inventory value*, *last sale* and *Week Cover*.



The second report *Open Purchase Orders* shows open purchase orders sorted according to the number of days to expected receipt, which can be used for follow-up on upcoming purchases. It is also possible to catch if you have placed a purchase on an item that already has a high Week Cover.

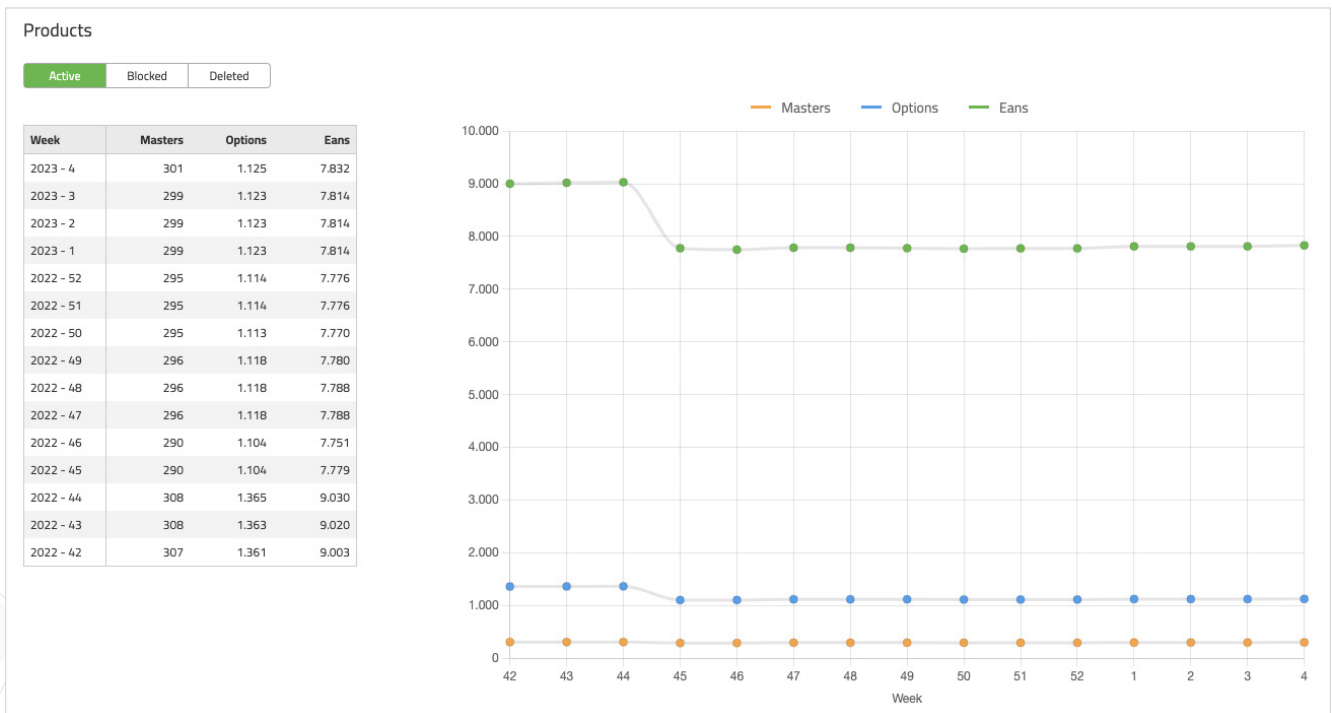
Open Purchase Orders

PO Number	Supplier	Style Option ID	Style Name	Size	Qty	Confirmed	Expected	To Arrival ↓
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS/S	420	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	S/M	540	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	M/L	375	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	L/XL	165	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS/S	420	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	S/M	540	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	M/L	375	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	L/XL	165	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS	750	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XL	250	22.02.2023	22.02.2023	12
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS/S	548	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	S/M	780	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	M/L	681	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	L/XL	374	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS/S	237	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	S/M	380	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	M/L	331	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	L/XL	185	15.03.2023	15.03.2023	33
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS	112	05.04.2023	05.04.2023	54
[Redacted]	[Redacted]	[Redacted]	[Redacted]	S	196	05.04.2023	05.04.2023	54
[Redacted]	[Redacted]	[Redacted]	[Redacted]	M	252	05.04.2023	05.04.2023	54
[Redacted]	[Redacted]	[Redacted]	[Redacted]	L	196	05.04.2023	05.04.2023	54
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XL	56	05.04.2023	05.04.2023	54
[Redacted]	[Redacted]	[Redacted]	[Redacted]	XS/S	100	12.04.2023	12.04.2023	61
[Redacted]	[Redacted]	[Redacted]	[Redacted]	S/M	150	12.04.2023	12.04.2023	61
[Redacted]	[Redacted]	[Redacted]	[Redacted]	M/L	200	12.04.2023	12.04.2023	61

22 DEVELOPMENT IN ACTIVE EAN

The settlement for the use of FashionBoard is based on the number of active EANs. You can follow the development of active EANs under 'Admin - Active Products'.

The overview shows the development of EANs divided into *Active*, *Blocked* and *Deleted* EANs. In the same graph it is also possible to see the development of Style Masters and Style Options.



23 SETTINGS

A new item has been added under the menu item 'Admin - Settings'. Here it is possible to set the settings for the *ABC classification, Planning Profiles, Filter Text* and *Other Settings*. We have previously covered the first two, and therefore do not go into depth with them here.

FILTER TEXT

It has become possible to edit the text on filter labels. They can be changed under 'Admin - Settings - Filter Text'. This can make sense in situations where you use a filter text for things like fittings. Here it is appropriate to change the text from *Sub-Collection* to *Fit* so that this text appears in e.g. filters.

FashionBoard Settings

ABC Classification

Filter Text

Planning Settings

Other Settings

Edit Filter Text

Brands

Category

Collection

Main Color

Sub-Category

Sub-Collection

OTHER SETTINGS

Other Settings

- Visualize Sku Numbers
- Use Weighted Availability
- Show Presale Tab
- Auto Remove Presale
- Hide Forecast Suggestion

Highlight New Products

Days

✓ Apply

Under *Other Settings*, there are various options.

If *Use Weighted Availability* is selected, weighted availability is displayed in all views of availability in FashionBoard.

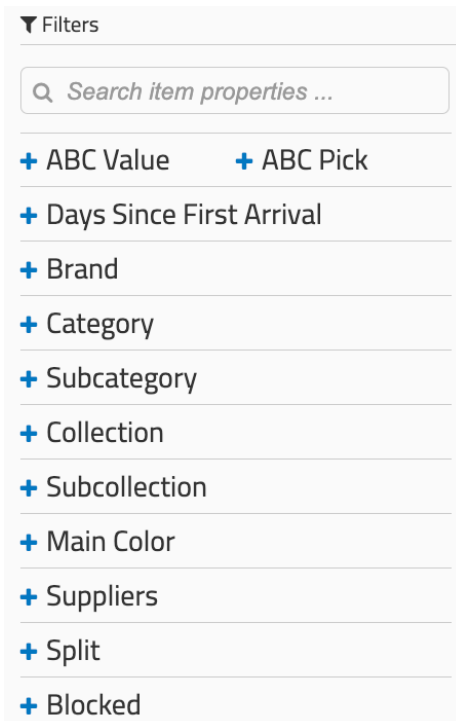
Tick off '*Show Pre-sale Tab*' if you want to watch Pre-sale at Style Options. It is also possible to FashionBoard automatically remove Pre-sales from the forecast by wing off the last box: *Auto Remove Presale*.

If you tick '*Hide Forecast Suggestions*', Forecast Suggestions will no longer appear in the overview of all styles.

Put a value in '*Highlight New Products*' that defines how many days a product should be considered new (and thus have a 'new' badge).









24 NEW FILTERING OPPORTUNITIES

New parameters have been added to the filtering: *ABC*, *Days since first arrival*, *Split*, *Blocked* and *Checked*.



25 TOTALS

In the planning image, the total column has been moved to the left side, so you do not have to scroll all the way to the right. In addition, an average column is added.

Future 52 Weeks	Total	Average	7	8	9	10
Open Orders	642	12	563	12		
Sales Forecast 	55.429	1.066	1.230	1.230	979	979
Mov. avg. - 52 weeks weighted 	 57.190	1.100	1.242	1.242	988	988
Mov. avg. without stockout 	57.316	1.102	1.245	1.245	990	990
Seasonality Index			111	111	88	88
New Forecast 	 57.190	1.100	1242	1242	988	988
Last Year Sales 	62.466	1.201	2.435	941	959	511
Previous Year Sales	40.437	778	820	1.439	664	536
Inbound Orders	29.003					
Basket						
Suggestion	14.080					
Closing Stock	14.666		12.861	11.619	10.631	9.643
Week Cover			16,7	15,7	14,7	13,7
Target Week Cover 			12	12	12	12
Fabric Stock	7.200		7.200	7.200	7.200	7.200
Size Weighted Availability	100%		100%	100%	100%	100%



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