

# Material Commitments and Positioning

Mark Burstein

President, Chief Strategy Officer

**velocity**

CONNECT + ACCELERATE + INNOVATE



# Six Strategies to Reduce Lead Time

- ▶ Sustain the product pipeline with agile development
- ▶ Position materials and manage commitments with drawdowns
- ▶ Practice postponement/just-in-time manufacturing techniques
- ▶ Ship direct-to-store and direct-to-consumer from the factory
- ▶ Expedite shipments for high-demand products
- ▶ Transfer products between channels, regions and/or retail locations

# Material Commitment Process

- ▶ Material Requirements Planning
- ▶ Material Commitment creation
- ▶ Commitment drawdown based upon FG PO release
- ▶ Commitment report by mill location
- ▶ Uncut fabric report by factory location
- ▶ Work-in-Process tracking at all factories
- ▶ Liability reporting by Commitment and Factory

# Line Plan by Material

Line Plan » Most Used » Define Line Plan

GROUP DYNAMITE

- Define Line Plan
- Set Detail Rows
- Placeholders
- Export to Excel
- Set Columns
- Summary

FABRIC									
STRETCH DENIM									
FABRIC	Style	Season	Description	LABEL	Main Image (SM)	Description	Color Chip (TN)	Forecast	
STRETCH DENIM	Z7245	FALL	GISELLE HR JEAN	GARAGE		LIGHT DENIM		6,000	
						MEDIUM WASH		4,800	
STRETCH DENIM	Z7575	FALL	KATE SKINNY JEAN	GARAGE		DARK DENIM		7,000	
STRETCH DENIM	Z7877	FALL	GIRLFRIEND JEAN	GARAGE		DARK DENIM		7,000	
						LIGHT DENIM		3,000	
FABRIC:STRETCH DENIM:Actual								27,800	

FABRIC									
SUPER STRETCH DENIM									
FABRIC	Style	Season	Description	LABEL	Main Image (SM)	Description	Color Chip (TN)	Forecast	
SUPER STRETCH DENIM	Z7864	FALL	HIGH WAIST JEGGING	GARAGE		GREY DENIM		6,000	
						DARK DENIM		6,000	

# Material Library

Component Where Used Supplier Info Edit Cancel Save Delete Print Help Settings Refresh Close

	Component <b>355-DENIM</b>	Description <b>STRETCH DENIM</b>	Design Name	Substitute	Division <b>COMPONENT</b>
	Category <b>FABRIC</b>	Component Group <b>FABRIC</b>	Default Placement <b>SELF</b>	SKU Type <b>Component-Color</b>	Stage <b>PRODUCTION</b>
	Active <b>Yes</b>				

Images

Classification

Unit of Measurement <b>METERS</b>	Packing Units <b>1</b>	Packing Description <b>METERS</b>	Conversion to Eaches <b>1</b>	Std Cost <b>\$ 5.2500</b>	Last Cost <b>\$ 5.2500</b>
--------------------------------------	---------------------------	--------------------------------------	----------------------------------	------------------------------	-------------------------------




Notes

CDFs

COMPONENT TYPE <b>FABRIC</b>	C.O.O. <b>CHINA</b>	FABRIC DESCRIPTION <b>DENIM</b>	CHIEF FIBER <b>COTTON</b>	MSI INDEX <b>0</b>	PASSED LEAD TEST <b>YES</b>
FIBER CONTENT <b>98% COTTON, 2% SPANDEX</b>	WEIGHT <b>240GSM</b>	CUTTABLE WIDTH <b>58"</b>			

Color

↓ Delete Add

<input type="checkbox"/>	Color Chip (TN)	Color	Description	Std Cost	Last Cost	Color Order	Active
<input type="checkbox"/>		407-DKDNM	DARK DENIM	\$ 5.2500	\$ 5.2500	20	Yes
<input type="checkbox"/>		452-LTDNM	LIGHT DENIM	\$ 5.2500	\$ 5.2500	30	Yes
<input type="checkbox"/>		000-GREIGE	GREIGE	\$ 5.2500	\$ 5.2500	40	Yes

# velocity Style Master

Development Style

Tech Pack Edit Cancel Save Delete



- All Seasons
- FALL
  - SPRING
  - HOLIDAY

Style	Z7245	Season	FALL	Description	GISELLE HR JEAN	Division	WOMENS
Category	JEAN	HTS Code	5402.19.3010	Stage	PRODUCTION	SKU Type	Style-color-size
Designer	HELENE GLADSTONE	Tech Designer	LAIN CHAN	Sourcing	LOGAN SCOTT	Export Ready	No
Active	Yes	Set	No				

- Images
- Notes
- CDFs

COLLECTION	LABEL	CATEGORY DETAIL	SUBCATEGORY CODE	SUBCATEGORY NAME	FABRIC
PEACHY KEEN	GARAGE	BOTTOMS	5545	CLASSIC DENIM	STRETCH DENIM
FABRIC TYPE	COUNTRY OF ORIGIN	AGENT	FACTORY	CUSTOMER	MOQ
SOLID	CHINA	G0064 FACTORY CONNECTI...	VICKWA-84		5,000
SAMPLE COST	SAMPLE QUANTITY				
37.00	12				

Financial Info

Colors

Delete Add

<input type="checkbox"/>	Color Chip (TN)	Color	Description	Selling Description	Forecast	Cost	Price	MSRP	Color Order	Active	Export Ready
<input type="checkbox"/>		452-LTDNM	LIGHT DENIM	LIGHT DENIM	6,000	\$ 19.65	\$ 38.75	\$ 79.99	20	Yes	No
<input type="checkbox"/>		467-MEDWASH	MEDIUM WASH	MEDIUM WASH	4,800	\$ 19.65	\$ 38.00	\$ 79.00	30	Yes	No

SKUs

Factory

Comments 0

# velocity

# Bill of Materials





BOM

Set Style
  Edit
  Cancel
  Save
  Delete

BOM Name: PRODUCTION      Style: Z7245      Season: FALL

Header  
 Effectivity Dates  
 Component

Delete     Add from Library     Hide Image     Show Comment     Colorway

Order	Main Image (SM)	Group	Category	Placement	Component	Description	Design Name	Component Size	Usage	UOM	Size	Supplier	Approved	Supplied	Cost	Extended Cost	452-LTDNM	467-MEDWASH
10		FABRIC																
20		FABRIC	FABRIC	SELF	355-DENIM	STRETCH DENIM			1.15	ME ERS		SONDRIO	Yes	Yes	\$ 5.2500	\$ 6.0375	452-LTDNM	467-MEDWASH
30		FABRIC	FABRIC	POCKETING	1143-PKT	COTTON POCKETING			0.24	YARDS		FENG SHERN	Yes	No	\$ 0.6500	\$ 0.1560	WHITE	WHITE
40		TRIM																
50		TRIM	BUTTON	WAISTBAND	METAL BUTTON	METAL BUTTON		28L	1	EA		AVERY	Yes	No	\$ 0.0800	\$ 0.0800	597-GUNMTL	573-BBRZ
60		TRIM	BUTTON	WAISTBAND	RIVET	FLAT HEAD RIVET		10L	6	EA		AVERY	Yes	No	\$ 0.0200	\$ 0.1200	597-GUNMTL	573-BBRZ
70		FINISHING TRIM																
80		FINISHING TRIM	THREAD	ALL OVER	8500-THREAD	150D SPUN POLY THREAD			0	SPL		VNDRSRC	Yes	No	\$ 1.5900	\$ 0.0000	DTM	DTM

**Total Cost**      \$ 6.3935

# Material Requirements



## GLOBAL APPAREL Material Requirements

2/22/2017

2:32:57 PM

Style:Z7245, Z7344, Z7513, Z7575, Z7864, Z7877;Report Format:Detail;Exclude Zero Requirements:ON

Style	Season	Description	BOM	Supplier	Style Color	Component Color	Forecast	Usage	Total Usage
<b>LBL_COMPONENT: 1143-PKT - COTTON POCKETING LBL_CATEGORY: FABRIC LBL_RPT_UOM: YARDS</b>									
Z7877	FALL	GIRLFRIEND JEAN	PRODUCTION	FENG SHERN	407-DKDNM	BLACK	7000	0.2400	1680.0000
Z7877	FALL	GIRLFRIEND JEAN	PRODUCTION	FENG SHERN	452-LTDNM	WHITE	3000	0.2400	720.0000
Z7864	FALL	HIGH WAIST JEGGING	PRODUCTION	FENG SHERN	032-CRYDNM	WHITE	6000	0.2400	1440.0000
Z7864	FALL	HIGH WAIST JEGGING	PRODUCTION	FENG SHERN	407-DKDNM	BLACK	6000	0.2400	1440.0000
Z7575	FALL	KATE SKINNY JEAN	PRODUCTION	FENG SHERN	407-DKDNM	BLACK	7000	0.2400	1680.0000
Z7245	HOLIDAY	CISELLE HR JEAN	PRODUCTION	FENG SHERN	452-LTDNM	WHITE	2400	0.2400	576.0000
Z7245	HOLIDAY	CISELLE HR JEAN	PRODUCTION	FENG SHERN	467-MEDWASH		3600	0.2400	864.0000
Z7245	FALL	CISELLE HR JEAN	PRODUCTION	FENG SHERN	452-LTDNM	WHITE	6000	0.2400	1440.0000
Z7245	FALL	CISELLE HR JEAN	PRODUCTION	FENG SHERN	467-MEDWASH	WHITE	4800	0.2400	1152.0000
Z7245	SPRING	CISELLE HR JEAN	PRODUCTION	FENG SHERN	452-LTDNM	WHITE	3600	0.2400	864.0000
Z7575	HOLIDAY	KATE SKINNY JEAN	PRODUCTION	FENG SHERN	407-DKDNM	BLACK	7000	0.2400	1680.0000
<b>LBL_RPT_TOTAL_FOR_COMPONENT : 1143-PKT</b>							<b>56400</b>		<b>13536.0000</b>
<b>LBL_COMPONENT: 355-DENIM - STRETCH DENIM LBL_CATEGORY: FABRIC LBL_RPT_UOM: METERS</b>									
Z7575	HOLIDAY	KATE SKINNY JEAN	PRODUCTION	SONDRIO	407-DKDNM	407-DKDNM	7000	1.1000	7700.0000
Z7245	SPRING	CISELLE HR JEAN	PRODUCTION	SONDRIO	452-LTDNM	452-LTDNM	3600	1.1500	4140.0000
Z7245	FALL	CISELLE HR JEAN	PRODUCTION	SONDRIO	452-LTDNM	452-LTDNM	6000	1.1500	6900.0000
Z7245	FALL	CISELLE HR JEAN	PRODUCTION	SONDRIO	467-MEDWASH	467-MEDWASH	4800	1.1500	5520.0000
Z7245	HOLIDAY	CISELLE HR JEAN	PRODUCTION	SONDRIO	452-LTDNM	452-LTDNM	2400	1.1500	2760.0000
Z7245	HOLIDAY	CISELLE HR JEAN	PRODUCTION	SONDRIO	467-MEDWASH	467-MEDWASH	3600	1.1500	4140.0000
Z7575	FALL	KATE SKINNY JEAN	PRODUCTION	SONDRIO	407-DKDNM	407-DKDNM	7000	1.1000	7700.0000
Z7877	FALL	GIRLFRIEND JEAN	PRODUCTION	SONDRIO	407-DKDNM	407-DKDNM	7000	1.2500	8750.0000
Z7877	FALL	GIRLFRIEND JEAN	PRODUCTION	SONDRIO	452-LTDNM	452-LTDNM	3000	1.2500	3750.0000
<b>LBL_RPT_TOTAL_FOR_COMPONENT : 355-DENIM</b>							<b>44400</b>		<b>51360.0000</b>
<b>LBL_COMPONENT: 3576-TENCEL - SOFT TENCEL LBL_CATEGORY: FABRIC LBL_RPT_UOM: METERS</b>									
Z7513	FALL	TENCEL BOMBER	PRODUCTION	FABIND	001-BLK	001-BLK	6000	1.3200	7920.0000
Z7513	FALL	TENCEL BOMBER	PRODUCTION	FABIND	065-GREY	065-CREY	4000	1.3200	5280.0000
Z7513	FALL	TENCEL BOMBER	PRODUCTION	FABIND	029-PNK SUDE	029-PNK SUDE	4000	1.3200	5280.0000
Z7513	FALL	TENCEL BOMBER	PRODUCTION	FABIND	821-EMRCLW	821-EMRCLW	4000	1.3200	5280.0000
Z7344	SPRING	V NECK CAMI	PRODUCTION	FABIND	001-BLK	001-BLK	4800	0.8500	4080.0000



# Material Commitment

Component PO » PO Entry

PO Entry

Edit Cancel Save Delete

PO: C34679    Item: 8997-DENIM    Season: FALL    Master PO:    PO Type: Component

General    CDFs    SKU Detail    Contractors

Description SUPER STRETCH DENIM	Unit of Measurement METERS	Status Released	Supplier SONDRIO	*Vendor SONDRIO	Agent
* Destination WC	Importer NGC				
Currency USD	Unit Cost 5.85	Retail Price 0	Quantity 5,000	Tolerance(%) 0	<input type="checkbox"/> Allow Remainder Quantities
Label Template	Calendar Template				
In-DC Date 07/25/2016	X-Factory Date 06/25/2016	<input checked="" type="checkbox"/> Released	<input type="checkbox"/> Notify Revision	<input type="checkbox"/> Completed	

Notes

PO Note

Terms and Conditions

FOB in US Dollars. Payment due 30 days after delivery to freight forwarder at the Port of Export. Payment requires the vendor to present all export documents as explained in [www.ngcapparel.com/legalnotes/export](http://www.ngcapparel.com/legalnotes/export)

Created By: STEFANIE    Created On: 05/03/2016 05:26:17 PM

# Production PO Dashboard

Production Tracking » See All

Production Tracking
▼
⚙️ Configure
👁️ New View
📄 Export to Excel
👉 Bulk Action

Actions	PO	Style	Description	Season	Vendor	X-Factory Date	Quantity	Acknowledge PO	Report WIP	Update Calendar
	28644	1205	FLARE LEG PANT	FALL	GOKALDAS	10/12/2015	16000			
	56441	1211	MID-CALF CAPRI	FALL	FULLCHARM	05/06/2016	22000			
	85530	1100	TWO BUTTON JACKET	FALL	FULLCHARM	12/07/2015	110			
	85531	1100	TWO BUTTON JACKET	FALL	FULLCHARM	12/07/2015	100			
	L1502-001	1205	FLARE LEG PANT	FALL	GOKALDAS	05/08/2016	35000			
	11102	1100	TWO BUTTON JACKET	FALL	FULLCHARM	08/10/2015	2000			
	11103	1100	TWO BUTTON JACKET	FALL	FULLCHARM	11/19/2015	1500			
	11104	1714	TWO BUTTON BLAZER	FALL	CLOVER	12/11/2015	1002			
	111001	2780	BOOTCUT JEAN	FALL	FULLCHARM	03/01/2016	3200			
	111002	2780	BOOTCUT JEAN	FALL	FULLCHARM	11/30/2015	3200			
	111003	2780	BOOTCUT JEAN	FALL	FULLCHARM	11/30/2015	3200			
	111004	2780	BOOTCUT JEAN	FALL	FULLCHARM	11/30/2015	3200			
	111005	2780	BOOTCUT JEAN	FALL	FULLCHARM	11/30/2015	3200			
	111006	2780	BOOTCUT JEAN	FALL	FULLCHARM	11/30/2015	3200			

# Production PO Calendar

Production Tracking » Update Calendar

Update Calendar

Lock Date
  Edit
  Cancel
  Save

Template-Tag  
 PRODUCTION-

Type: Production Order  
 PO-Style-Season: 14240 2687 SPRING ⓘ  
 Template: PRODUCTION  
 Tag:   
 Default: Yes  
 Completed: No

CDFs  
 DIVISION: WOMENS  
 LABEL: PRIVATE LABEL  
 SAMPLE COST: 0

COLLECTION: CAREER  
 ITEM: JACKET  
 CUSTOMER: NORDSTROM  
 PO TYPE: NEW STYLE  
 TEST CDF:

1 On Time 1 At Risk 0


Status	Task Order	Task	Description	Reject	Assignee	Team	Expected Date	Actual Date	Notes	Collaborate	System Notes
	10	ACKNOWLEDGE		No	AGONZALEZ ⓘ		04/19/2016	04/19/2016			
	20	FABRIC RECVD		No	MONTE ⓘ		04/26/2016	04/25/2016			
	30	FABRIC INSPECTED		No	STEFANIE ⓘ		05/01/2016				
	40	TRIMS RECVD		No	STEFANIE ⓘ		05/03/2016				
	50	CUT		No	AGONZALEZ ⓘ		05/06/2016				
	60	SEW		No	AGONZALEZ ⓘ		05/13/2016				
	70	PACK		No	AGONZALEZ ⓘ		05/27/2016				
	80	INSPECT		No	AGONZALEZ ⓘ		05/30/2016				

# Material Status and Position

Components » Commitments

## Material Commitment Status

355-DENIM



355-DENIM - STRETCH DENIM

Commitments

Season	Category	Supplier	UOM	Forecast	Committed	Uncut	Allocated	Unallocated	Commitment Balance	Consumed
HOLIDAY	FABRIC	SONDRIO	METER	44,460.0000	45,000.0000	37,920.0000	29,640.0000	8,280.0000	5,240.0000	1,840.0000

Factory Summary

Component Color	Factory	Factory Name	Allocated	Uncut	Unallocated	Consumed
407-DKDNM	CLOVER	CLOVER MANUFACTURING	5,940.0000	5,940.0000	0.0000	0.0000
407-DKDNM	FULLCHARM	FULLCHARM MANUFACTURING	8,100.0000	8,100.0000	0.0000	0.0000
407-DKDNM	SMRTCTY	SMART CITY FACTORY	2,250.0000	2,250.0000	0.0000	0.0000
452-LTDNM	CLOVER	CLOVER MANUFACTURING	2,070.0000	6,210.0000	4,140.0000	920.0000
452-LTDNM	FULLCHARM	FULLCHARM MANUFACTURING	1,500.0000	1,500.0000	0.0000	0.0000
452-LTDNM	SMRTCTY	SMART CITY FACTORY	1,500.0000	1,500.0000	0.0000	0.0000
467-MEDWASH	CLOVER	CLOVER MANUFACTURING	8,280.0000	12,420.0000	4,140.0000	920.0000

PO Details

Component Color	Created On	Style	Season	Description	Style Color	Supplier/Factory	PO #	PO Quantity	X-Factory	Committed	Allocated	Uncut	Consumed
000-GREIGE	05/03/2016					SONDRIO	<a href="#">C82457</a>	0	06/21/2016	15,000.0000	0.0000	0.0000	0.0000
452-LTDNM	05/07/2016	Z7245	FALL	GISELLE HR JEAN	452-LTDNM	CLOVER	<a href="#">F29847</a>	800	08/09/2016	0.0000	0.0000	0.0000	920.0000
467-MEDWASH	05/07/2016	Z7245	FALL	GISELLE HR JEAN	467-MEDWASH	CLOVER	<a href="#">F29847</a>	800	08/09/2016	0.0000	0.0000	0.0000	920.0000
407-DKDNM	05/13/2016	Z7575	FALL	KATE SKINNY JEAN	407-DKDNM	FULLCHARM	<a href="#">F93846</a>	1,200	08/18/2016	0.0000	1,320.0000	1,320.0000	0.0000
452-LTDNM	05/16/2016	Z7245	FALL	GISELLE HR JEAN	452-LTDNM	CLOVER	<a href="#">F32566</a>	1,800	08/21/2016	0.0000	2,070.0000	2,070.0000	0.0000

# Material Commitment Ledger



SALES

7/10/2016

12:28:42 PM

## Material Commitment Activity

Component:0350-LEATHER, 355-DENIM;Report Format:Detail;Exclude Zero Forecast:OFF

Created On	Component Color	Style	Season	Description	Style Color	Supplier / Factory	PO #	PO Quantity	X-Factory	Committed	Drawdown	Commitment Balance
Component : 355-DENIM - STRETCH DENIM Forecast: 36,760.00												
05/03/2016	000-GREIGE					SONDRIO	C82457		06/21/2016	15,000.00		15,000.00
05/07/2016	452-LTDNM	Z7245	FALL	GISELLE HR JEAN	452-LTDNM	CLOVER	F29847	800	08/09/2016		920.00	14,080.00
05/07/2016	467-MEDWASH	Z7245	FALL	GISELLE HR JEAN	467-MEDWASH	CLOVER	F29847	800	08/09/2016		920.00	13,160.00
05/13/2016	407-DKDNM	Z7575	FALL	KATE SKINNY JEAN	407-DKDNM	FULLCHARM	F93846	1,200	08/18/2016		1,320.00	11,840.00
05/16/2016	452-LTDNM	Z7245	FALL	GISELLE HR JEAN	452-LTDNM	CLOVER	F32566	1,800	08/21/2016		2,070.00	9,770.00
05/16/2016	467-MEDWASH	Z7245	FALL	GISELLE HR JEAN	467-MEDWASH	CLOVER	F32566	1,800	08/21/2016		2,070.00	7,700.00
05/21/2016	407-DKDNM	Z7575	FALL	KATE SKINNY JEAN	407-DKDNM	FULLCHARM	F85677	1,200	09/03/2016		1,320.00	6,380.00
06/01/2016	407-DKDNM	Z7877	FALL	GIRLFRIEND JEAN	407-DKDNM	FULLCHARM	F57751	1,200	09/20/2016		1,500.00	4,880.00
06/01/2016	452-LTDNM	Z7877	FALL	GIRLFRIEND JEAN	452-LTDNM	FULLCHARM	F57751	1,200	09/20/2016		1,500.00	3,380.00
06/06/2016	000-GREIGE					SONDRIO	C43652		10/01/2016	20,000.00		23,380.00
06/15/2016	407-DKDNM	Z7575	FALL	KATE SKINNY JEAN	407-DKDNM	FULLCHARM	F64232	3,600	10/12/2016		3,960.00	19,420.00
06/15/2016	407-DKDNM	Z7877	FALL	GIRLFRIEND JEAN	407-DKDNM	SMRTCTY	F84693	1,800	10/18/2016		2,250.00	17,170.00



THANK YOU