



## JDA Software and Sun

Empowering retail enterprises with tools to boost productivity and sales



Today's retail supply and demand chain enterprises struggle to balance day-to-day, tactical decision making — such as stocking and displaying the right brands, colors, styles, and sizes — with achieving the overall sales and margin goals of the organization. Escalating consumer expectations and competitive pressures challenge merchants to present the right products at the right time and every time. Ever expanding product ranges, combined with rapidly changing local requirements, make this more difficult and costly.



### Highlights

- Enables a more agile and flexible enterprise that can operate at demand chain speed
- Supports a customized, integrated planning solution in a compact, cost-effective, energy efficient system
- Connects the right people with the right information and processes from the supplier to the consumer
- Shares real-time information among all departments while enabling workflow software to precisely execute tactics
- Analyzes product demand for optimization of pre-season and in-season planning, enabling quick reaction to trends and changes in the market
- Pinpoints localized customer preferences to maximize sales and profits for every selling channel
- Runs the entire multi-tier, planning suite on a single box simplifying administration and reducing complexity

With thousands of items and multiple selling channels, retailers and suppliers find their traditional assortment planning processes are too complex, disconnected, and time consuming. More than ever, merchants need a scalable, flexible solution that creates the right product assortments localized to consumer preferences. Furthermore, stores often have little visibility into their inventory resulting in the wrong products in the wrong locations at the wrong time. When inventory does not match the demand, stores miss sales opportunities and are forced to offer excessive markdowns contributing to lower margins and profits. Lost business, inefficient activities, confusing communications, misaligned objectives, and high turnover are just some of the factors driving the need for a system to help enterprises manage the supply and demand chain, improve planning, and reach their goals.

### Helping to solve complex business challenges

JDA Software offers integrated merchandising as well as supply chain and revenue management planning, execution, and optimization solutions for the consumer-driven supply chain and services industries.

Solutions from JDA Software help manufacturers, distributors, retailers, and services companies grow their businesses with greater predictability and higher profitability.

The JDA Enterprise Planning suite is comprised of JDA Enterprise Knowledge Base software, new JDA Performance Analysis and JDA Assortment Planning modules, and JDA Enterprise Planning software powered by Arthur. This suite provides critical visibility into assortment and merchandise plans and enables retailers to adjust their plans to reflect changing store sales trends while maintaining original store group targets.

### The next generation in precision planning

JDA Enterprise Planning software is a collaborative, configurable, workflow-driven set of solutions that synchronizes all planning metrics across functional organizations and reconciles the results up and down the enterprise hierarchy. JDA Enterprise Planning software helps ensure strategic goals are met by providing all participants with visibility to corporate objectives so that they can align their plans accordingly.

It enables organizations to establish common financial targets for sales, inventory, margin, and other key performance indicators via workflow-driven processes. Designed to blend the art and science of planning, JDA Enterprise Planning software provides a flexible and scalable solution that seamlessly incorporates statistical sales forecasts and consumer-driven channel clusters.

### Consumer-appropriate product assortments

JDA Assortment Planning software powered by Arthur helps merchants to visualize their products the way that consumers shop and produces tailored assortment plans that reflect the right product and location combinations. It is a third generation solution that efficiently creates customer-centric assortment plans through optimized item selection and quantification with continual validation against the company's strategic goals. It pinpoints localized shopper preferences helping retailers to maximize profits and sales for every selling channel.

### Peak performance at a fraction of the cost

The design of JDA Enterprise software takes particular advantage of a flexible and scalable system such as the Sun Blade 6000 modular system. As the industry's most open and versatile enterprise blade platform, the Sun Blade 6000 system delivers performance, ease of scalability, energy efficiency, and longevity. It enables maximum flexibility by supporting multiple operating systems — Solaris, Windows, and Linux — and multiple processor types — SPARC, AMD Opteron, and Intel Xeon.

The JDA Enterprise Planning software suite utilizes a multi-level infrastructure with a back-end Oracle database running on the Solaris platform, X64 processor-based application servers, and Windows clients. Enterprises can optimize the JDA Software suite by running different back-end and application modules on individual blades in the Sun Blade 6000 system. Scalability and flexibility are easily achieved simply by adding more blades to run more modules helping ensure that performance is not adversely impacted by the high volume workload of multiple SKU and store combinations.

Up to 48 Sun Blade server modules with as many as 768 processing cores can be supported in the Sun Blade 6048 system chassis as well as up to double the memory and I/O capacity of competing blade systems. Moreover, the Sun Blade 6000 system offers up to 17 percent greater power efficiency than competing systems, reducing power and cooling needs and saving IT operating expenses.

### Performance with stability and security

The same high level of stability and reliability that is achieved when running JDA Software solutions on SPARC processor-based systems is available for AMD Opteron processor-based and Intel Xeon processor-based systems as well. JDA Software supports the Solaris 10 Operating System (OS) on X64 systems, enabling enterprises to take advantage of the price/performance of these platforms. The stability of the Solaris 10 OS has proven valuable to retailers who experience fewer reboots and less overall downtime with the OS.

### Learn More

For more information, visit [sun.com/jda](http://sun.com/jda), [jda.com](http://jda.com), or contact your local Sun sales representative.

Solaris Predictive Self Healing, a key feature of Solaris 10, helps to maintain the stability of JDA Software solutions on Sun systems. It works transparently in the background to make sure business-critical applications and essential system services continue to run uninterrupted in the event of software and hardware failures.

### Conclusion

With increasing product choices and changing customer demands, retailers are pressured to balance inventory and sales goals across the entire supply chain. JDA Software solutions empower organizations to execute with increased agility, seamlessly synchronize business processes, and plan across multiple cross-discipline departments.

Designed to provide highly flexible, cost-effective solutions, Sun and JDA Software help enterprises run the entire JDA Enterprise Planning suite, including a back-end Oracle database and Windows application servers, all on one high capacity, power-efficient blade server — without increasing administration or complexity.