

Center Store GIG Calculator

August 17

2021

The purpose of this tool is to help a user calculate the potential direct GIG impact of price changes for grocery, frozen, or cooler UPC-based (Center Store) items.

Location: Merchandising → Pricing → Center Store GIG Calculator

GIG = Going In Gross

User Guide

Contents

Welcome Screen	3
Landing Page.....	4
Filters & Searches	5
Item Grid.....	6
Data	6
Columns	6
Simulation.....	7
Retail Price Family Button	9
On AD.....	9
Price Multi-Update Screen.....	10
Columns	11
Actions	11
Saved Changes Section	12
Columns	12
Deleting Saved Records	12
Exporting Saved Records	13
Show Store Totals Screen	15

Welcome Screen

Upon opening the application, a screen will populate with important information about the intended use of the application. Click 'Begin Using the Tool' button to close.

NOTE: Verbiage on this screen may change based on needs.

Welcome to the Going In Gross (GIG) Calculator

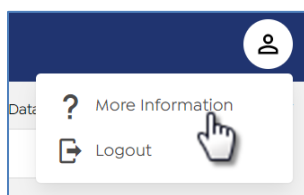
The purpose of this tool is to help you calculate the potential direct GIG impact of price changes. The GIG calculator uses historical performance data and current price book information to create a Forecast of your business and will then project how proposed retail price changes could affect future performance. Most importantly, the GIG calculator can also show you when a proposed price could harm your store's overall competitiveness by putting you at a high price point vs. the market.

Additional Comments

- The tool doesn't provide answers, just direction. It truly is a Calculator, and like the calculator on your desk, relies on the user to decide what are reasonable inputs.
- Currently the tool is not intended to be used for new, discontinued, special buy / limited run, and on-promo items. All figures are expressed as annualized numbers in order to improve total data series accuracy and are not intended to be used to establish week to week, seasonal or promo pricing.
- MOST IMPORTANTLY: Please keep in mind the mathematical answer will nearly always justify price increases at an individual item level when focusing on GIG, but that is not always the correct answer. Individual price changes, when taken in aggregate, can often cause major disruption to overall basket cost, and customer perception of value, and ultimately will negatively affect customer traffic. This is especially true for retailers, such as Save A Lot, that operate in highly cost competitive environments with price sensitive customers. Users should pay special attention to (1) the tier of the item and (2) the difference between and proposed pricing change versus the SRP or Competitor Price.

Begin Using The Tool

To view the screen again, you can either refresh the browser screen or hover over the upper right-hand corner icon on the landing page and click '? More Information'.



Landing Page

save
tot

Center Store GIG Calculator

Search

Retail Zones

Stores

Department

Class

Subclass

Data last refreshed: 07/22/2021 14:11:23 CST

Find item by name or num

111

All (3)

Selected (0)

Selected (0)

Selected (0)

Show Store Totals

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 41466 - LUCK'S FRIED APPLES - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		14,234	\$ 21,209	18.1 %	\$ 1.22	-	\$ 1.49	\$ 1.49	↕
<input type="checkbox"/> 47151 - LUCK'S FRIED APPLE W/CIN - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		10,405	\$ 15,503	18.1 %	\$ 1.22	-	\$ 1.49	\$ 1.49	↕
<input type="checkbox"/> 11490 - FRUIT COCKTL IN HEAVY SYRUP - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		10,415	\$ 11,352	22.9 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09	↕
<input type="checkbox"/> 11510 - SLCD PEACH HEAVY SYRUP 15.25 - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		22,800	\$ 24,852	22.9 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09	↕
<input type="checkbox"/> 35867 - FRUIT COCKTAIL IN 100% JUICE - NO TIER		5,035	\$ 6,447	23.0 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09	↕

Saved Changes (0)

Edit Saved Changes

Export Saved Changes to .XLS

Store	Item	Price Perception Risks	Current Active Retail	Simulated Retail Price	GIG Impact (\$)
No changes have been saved					

Filters & Searches

- The Item Grid will automatically load with records for all stores assigned to you within the lowest numbered retail zone. The below searches and filters allow you to find specific records or groupings and change which stores you are wanting to view items for within the Item Grid.
- Each filter has a search field to search for a specific filter criterion, an 'all' option (except for Retail Zones) and a 'clear' option. Please note that each filter must always have at least one criterion selected so if you clear a filter, the top choice will remain selected until you select a different choice and unselect the top choice.
- To select multiple options within a filter, you can just click on each desired option – control and shift are not required for this action.
- All filters are required.

NOTE: If there are any retails entered in the screen that have NOT been saved to the 'Saved Changes' section, these entries will be lost when performing any searches or filter changes.

The screenshot displays five filter panels in a row:

- Retail Zones:** A dropdown menu showing '111'. Below it is a search field and a 'Reset' button. The list of zones includes: 111 - S5R111 - CLARK X (SUN RP), 222 - S5R222 - CLARK Y (WED RP), 333 - S5R333 - CLARK Z (SUN RP), and 999 - W2R999 - Book 9(WED RP).
- Stores:** A dropdown menu showing 'All (3)'. Below it is a search field and 'All' and 'Clear' buttons. The list of stores includes: 11111 - Springfield, CA, 22222 - Los Angeles, CA, and 33333 - San Diego, CA.
- Department:** A dropdown menu showing 'Selected (0)'. Below it is a search field and 'All' and 'Clear' buttons. The list of departments includes: 001 - Grocery, 002 - Frozen, 003 - Cooler, and 006 - Supply.
- Class:** A dropdown menu showing 'Selected (0)'. Below it is a search field and 'All' and 'Clear' buttons. The list of classes includes: 002 - Fruits, 004 - Vegetables, 006 - Rice, Pasta, Beans, 010 - Condiments, 012 - Baby Food/Baby Needs, and 016 - Crackers, Cookies.
- Subclass:** A dropdown menu showing 'Selected (0)'. Below it is a search field and 'All' and 'Clear' buttons. The list of subclasses includes: 000 - Non-Food - Unknown (DS), 005 - Automatic Dish Detergent, 005 - Charcoal, lighter fluid (DS), 010 - Shampoo, 010 - 2 Liter, and 010 - Bacon.

- **Search:** Type all or part of an item number or item description and either hit the 'Enter' key or click the magnifying glass to search for specific items in the Landing Page's item grid.
- **Retail Zones:** Single-select of all Retail Zones for stores assigned to you (defaults to the lower numbered Retail Zone).
- **Stores:** Multi-select for all stores assigned to you within the selected Retail Zone (defaults to all).
- **Department:** Multi-select for all item departments loading into this application (defaults to all).
- **Class:** Multi-select for all item classes for the selected department(s) (defaults to all).
- **Subclass:** Multi-select for all item subclasses for the selected department(s) (defaults to all).

Item Grid

Each row will contain information for one item and all stores currently selected in the stores filter.

	Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/>	41466 - LUCK'S FRIED APPLES - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		14,234	\$ 21,209	18.1 %	\$ 1.22	-	\$ 1.49	\$ 1.49	⬆️
<input type="checkbox"/>	47151 - LUCK'S FRIED APPLE W/CIN - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		10,405	\$ 15,503	18.1 %	\$ 1.22	-	\$ 1.49	\$ 1.49	⬆️
<input type="checkbox"/>	11490 - FRUIT COCKTL IN HEAVY SYRUP - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		10,415	\$ 11,352	22.9 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09	⬆️
<input type="checkbox"/>	11510 - SLCD PEACH HEAVY SYRUP 15.25 - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		22,800	\$ 24,852	22.9 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09	⬆️

Data

- Data will be loaded into the application at **1:00 am Wednesday through Saturday**.
- This application classifies 'current' as data that is effective as of the upcoming Saturday so the loaded data will be looking at the upcoming Saturday as the effective date for all costs and retail. Data pulled on Saturday will be looking at that same day as the effective date (not the Saturday a week later).
Example: Data loaded on Wed 9/1/21, Thurs 9/2/21, Fri 9/3/21 AND Sat 9/4/21 will be using the effective date of 9/4/21 for all costs & retails.
- The date and time that the data was last loaded can be seen in the upper right-hand corner of the landing page labeled 'Data Last Refreshed'.
- The screen loads 50 records at a time to aid in application performance. Once you have scrolled down 50 rows, the next 50 records will quickly load.
- **Only Active Center Store Warehouse Core Items for the selected stores will populate. Produce, Meat, DSD & Non-Core items are excluded from this application.**
- The data defaults to the following sort order when loaded to the screen:
Retail Price Family/Department/Class/Subclass/Item Code

Columns

Columns can be sorted in ascending/descending order by clicking on the column header.

NOTE: If there are any retails entered in the screen that have NOT been saved to the 'Saved Changes' section, these entries will be lost when sorting any columns.

- Name/Category/Tier: Item number, name, tier, department, class & subclass for each record.
- Price Perception Risks: (not able to sort) Populates Low, Med or High once a simulation is applied to the record. Threshold requirements for each level are described [here](#).
- Forecasted Units: Number of item units forecasted to sell over the next 12 months for the selected stores based on the sales for the last rolling 12 months and the current active retail. (Rounded to the nearest whole number)
- Forecasted Sales: Forecasted Units multiplied by the Current Active Retail to show forecasted sales in dollars for the next 12 months. (Rounded to the nearest whole dollar)
- Current GIG%: Going in gross margin ((Forecasted Sales – (Forecasted Units x Current Cost))/ Forecasted Sales (Rounded to the nearest tenth percentile)
- Current Unit Cost: Average current item unit cost from the vendor for the selected stores.
- Competitive Retail: Item's competitive retail for the selected stores, if available.
- Recommended SRP: Item's zone retail price for the selected stores.
- Current Active Retail: Average current item retail price for the selected stores. If a store/item has a single store price available, this will be used as the Current Active Retail for that store/item. If not, then the store/item's zone price will be used.

Simulation

By entering in different item retails, you are able to see how that retail may impact the selected stores' item's forecasts via a simulation. To access this function, click anywhere on the desired item's row to expand the record's simulation rows.

Default Blank Simulation View:

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 35871 - SLICED PEACHES IN 100% JUICE - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits		1,419	\$ 1,547	22.9 %	\$ 0.84	-	\$ 1.09	\$ 1.09	⌵
Price Simulation		-	-	-				0.00	✓
Difference		-	-	-					Save

- Type a new retail no more than 2 decimal places into the open-type field and either hit 'Enter' or click the check mark button next to the field to apply the new retail into the simulation.
- Simulation data will populate (see below for details). You can delete the entered retail to undo the simulation, change the retail and apply to see different simulation results.
- To keep the newly entered retail, click the 'Save' button under the retail entry field. A confirmation message should populate after a successful save and the saved item/store records will populate at the bottom of the Saved Changes section (more details on this screen located later in this document [here](#)).

Columns

The simulation columns will populate as blank until a retail has been entered and applied (by clicking the 'Enter' key or the checkmark).

Applied Simulation View:

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 35871 - SLICED PEACHES IN 100% JUICE - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits	LOW	1,419	\$ 1,547	22.9 %	\$ 0.84	-	\$ 1.09	\$ 1.09	⌵
Price Simulation		1,326	\$ 1,578	29.4 %				1.19	⊗
Difference		-93 ↓	\$ 31 ↑	6.5 % ↑					Save

- **Forecasted Units:** Number of item units forecasted to sell over the next 12 months for the selected stores based on the sales for the last rolling 12 months and the newly entered retail. *(Rounded to the nearest whole number)*
 - **Difference:** Populates the difference between the actual forecasted units and the simulated forecasted units and indicates if the difference is an increase or decrease via an up/down arrow.
- **Forecasted Sales:** Simulated Forecasted Units multiplied by the newly entered retail to show forecasted sales in dollars for the next 12 months. *(Rounded to the nearest whole dollar)*
 - **Difference:** Populates the difference between the actual forecasted sales and the simulated forecasted sales and indicates if the difference is an increase or decrease via an up/down arrow.
- **Current GIG%:** Going in gross margin $((\text{Forecasted Sales} - (\text{Forecasted Units} \times \text{Current Cost})) / \text{Forecasted Sales})$ *(Rounded to the tenth decimal point)*
 - **Difference:** Populates the difference between the actual Current GIG% and the simulated GIG% and indicates if the difference is an increase or decrease via an up/down arrow.

Row Highlighting

Once a new retail is entered and applied, the simulation row will highlight green, yellow or red based on the below criteria. This is also when information will populate in the Price Perception Risks column for the item. The same highlighting will populate in the Price Multi-Update screen when applying a new retail (more details on this screen located [here](#)). Once the new retail is saved (by clicking the 'Save' button for the item), the 'Current Active Retail' will also highlight the same color in the main item row so that you can see what rows have saved changes when the item row is collapsed.

NOTE: The row will always be considered a low risk (green) if the newly entered retail is LESS THAN the current recommended SRP.

Example of a saved Low Price Perception Risk Tier 2 Item:

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 20631 - LIBBY'S CHUNK PINEAPPLE - TIER 2 001 - Grocery / 002 - Fruits / 020 - Pineapple/Tropical Fruit	LOW	3,043	\$ 3,925	11.6 %	\$ 1.14	-	\$ 1.29	\$ 1.29	⌵
Price Simulation		2,909	\$ 3,898	14.9 %				1.34	✓
Difference		-134 ↓	\$ -27 ↓	3.3 % ↑					Save

Example of a saved Medium Price Perception Risk Tier 2 Item:

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 20631 - LIBBY'S CHUNK PINEAPPLE - TIER 2 001 - Grocery / 002 - Fruits / 020 - Pineapple/Tropical Fruit	MED	3,043	\$ 3,925	11.6 %	\$ 1.14	-	\$ 1.29	\$ 1.29	⌵
Price Simulation		2,563	\$ 3,819	23.5 %				1.49	✓
Difference		-480 ↓	\$ -107 ↓	11.9 % ↑					Save

Example of a saved High Price Perception Risk Tier 2 Item:

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 20631 - LIBBY'S CHUNK PINEAPPLE - TIER 2 001 - Grocery / 002 - Fruits / 020 - Pineapple/Tropical Fruit	HIGH	3,043	\$ 3,925	11.6 %	\$ 1.14	-	\$ 1.29	\$ 1.29	⌵
Price Simulation		2,060	\$ 3,687	36.3 %				1.79	✓
Difference		-983 ↓	\$ -238 ↓	24.7 % ↑					Save

Tier	Highlight Color	Price Perception Risk	Logic
SKVI	Green	Low	Newly Entered Retail is less than 5% above the Recommended SRP
SKVI	Yellow	Medium	Newly Entered Retail is between 5% & 10% above the Recommended SRP
SKVI	Red	High	Newly Entered Retail is greater than 10% above the Recommended SRP
TIER 1	Green	Low	Newly Entered Retail is less than 5% above the Recommended SRP
TIER 1	Yellow	Medium	Newly Entered Retail is between 5% & 15% above the Recommended SRP
TIER 1	Red	High	Newly Entered Retail is greater than 15% above the Recommended SRP
TIER 2	Green	Low	Newly Entered Retail is less than 10% above the Recommended SRP
TIER 2	Yellow	Medium	Newly Entered Retail is between 10% & 25% above the Recommended SRP
TIER 2	Red	High	Newly Entered Retail is greater than 25% above the Recommended SRP
NO TIER	Green	Low	Newly Entered Retail is less than 15% above the Recommended SRP
NO TIER	Yellow	Medium	Newly Entered Retail is between 15% & 30% above the Recommended SRP
NO TIER	Red	High	Newly Entered Retail is greater than 30% above the Recommended SRP

Retail Price Family Button

The retail price family button will populate next to the 'Save' button in an item's simulation rows IF the item's retail price family contains more than one item.


Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/> 30350 - NO SALT MIXED VEGETABLES - TIER 2 001 - Grocery / 004 - Vegetables / 010 - Vegetables Mainstream		1,169	\$ 701	1.7 %	\$ 0.59	-	\$ 0.60	\$ 0.60	⌵
<div>Price Simulation</div> <div> <div>-</div> <div>-</div> <div>-</div> </div> <div> <div>Opens the Price Multi-Update screen for all items within this item's Retail Price Family.</div> <div>Retail Price Family</div> <div>Save</div> </div>									
Difference		-	-	-					

- Click the Retail Price Family button to launch the Price Multi-Update screen (more details on this screen located later in this document [here](#)) all items that are within the selected item's retail price family pre-populated (including any items that may have been manually filtered out of the landing age). This allows you to apply the same retail to all items within the same retail price family at once.
- To include items outside of the selected item's Retail Price Family in the Multi Price-Update function, you can check the boxes next to those items in the Landing Page's Item Grid BEFORE clicking the Retail Price Family button and those additional items will pull into the Multi-Price Update screen as well.


On AD

If an item is currently on AD (according to the application's definition of 'current') for any of the selected stores as a **Core-Reduced** item, then the item will have a flag indicating so at the beginning of the row (see below).

Example in Landing Page's Item Grid:

Name, Category, Tier	Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input type="checkbox"/>  24390 - CHEX MIX TRADITIONAL - NO TIER 001 - Grocery / 068 - Snacks / 090 - Snack Mixes		2,760	\$ 5,492	15.6 %	\$ 1.68	-	\$ 1.99	\$ 1.99	⬆️⬆️

Example in Multi Price-Update screen:

Name	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
1  24390 - CHEX MIX TRADITIONAL	2,760	\$ 5,492	15.6%	\$ 1.68	-	\$ 1.99	\$ 1.99	✕
2 20631 - LIBBY'S CHUNK PINEAPPLE	12,172	\$ 15,702	11.4%	\$ 1.14	-	\$ 1.29	\$ 1.29	✕

Price Multi-Update Screen

The Price Multi-Update screen allows you to apply the same retail to multiple items at once and see its simulated possible impact on each item for the selected stores. Navigation to the Price Multi-Update screen has two options:

Price multi-update

Please enter new price value to simulate other values for each item

Price Simulation

New price: 0.00

Name	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail
1 34202 - APPLESAUCE 24 OZ	6,977	\$ 9,000	20.9%	\$ 1.02	\$ 1.40	\$ 1.29	\$ 1.29
2 34204 - UNSWEETENED APPLESAUCE 23 OZ	3,383	\$ 4,364	20.9%	\$ 1.02	-	\$ 1.29	\$ 1.29
3 34206 - CINNAMON APPLESAUCE 24 OZ	5,042	\$ 6,504	20.9%	\$ 1.02	-	\$ 1.29	\$ 1.29

Please make sure you change prices only for appropriate items

Cancel and unselect all Save all item changes.

Navigation to the Price Multi-Update screen can be achieved via two ways:

1. Click the boxes to the left of 2 or more the item numbers in the Item Grid. Once two items are selected, a window will populate at the bottom of the screen with a count of how many items are currently selected. You can select up to 20 items.

Name, Category, Tier

Price Perception Risks	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail	
<input checked="" type="checkbox"/>	41466 - LUCK'S FRIED APPLES - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits	3,308	\$ 4,929	18.1 %	\$ 1.22	-	\$ 1.49	\$ 1.49
<input checked="" type="checkbox"/>	47151 - LUCK'S FRIED APPLE W/CIN - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits	2,279	\$ 3,396	18.1 %	\$ 1.22	-	\$ 1.49	\$ 1.49
<input checked="" type="checkbox"/>	11490 - FRUIT COCKTL IN HEAVY SYRUP - NO TIER 001 - Grocery / 002 - Fruits / 010 - Fruits	1,419	\$ 1,547	22.9 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09
<input type="checkbox"/>	11510 - SLCD PEACH HEAVY SYRUP 15.25 - NO TIER	6,736	\$ 6,763	77.9 %	\$ 0.84	\$ 0.97	\$ 1.09	\$ 1.09

Saved Changes (0)

Edit Saved Changes Export Saved Changes to .XLS

Store Item Price Perception Risks Current Active Retail Simulated Retail Price GIG Impact (\$)

No changes have been saved

Price multi-update

Please select multiple items to edit the price

3/20 Items selected

Unselect all Edit price for all

- a. Click the 'Edit price for all' button to launch the Price Multi-Update screen for the selected items.
 - b. Click the 'Unselect all' button to uncheck all checked items and close the pop-up window at the bottom of the screen.
2. Click the 'Retail Price Family' button row (described earlier in this document) to the left of the 'Save' button in the simulation of an item that has more than one item in its retail price family. This will automatically launch the Price Multi-Update screen with all items within the retail price family pre-populated.
 - a. This function will not limit you to 20 items if a retail price family happens to have more than 20 items.
 - b. If you want to include items outside of the selected item's retail price family, check those items' boxes first and then click the 'retail price family' button for the selected item. This will pull in all items in the price family as well as any items whose boxes have been checked into the Price Multi-Update screen.

Columns

- **Name:** Item number & name
- **Forecasted Units:** Number of item units forecasted to sell over the next 12 months for the selected stores based on the sales for the last rolling 12 months and the current active retail. Once a new retail is entered & applied, this field will update to display the simulated Forecasted Units based on the newly entered retail. *(Rounded to the nearest whole number)*
- **Forecasted Sales:** Forecasted Units multiplied by the Current Active Retail to show forecasted sales in dollars for the next 12 months. Once a new retail is entered & applied, this field will update to display the simulated Forecasted Sales based on the newly entered retail. *(Rounded to the nearest whole dollar)*
- **Current GIG%:** Going in gross margin $((\text{Forecasted Sales} - (\text{Forecasted Units} \times \text{Current Cost})) / \text{Forecasted Sales})$ *(Rounded to the tenth decimal point)*
- **Current Unit Cost:** Average current item unit cost from the vendor for the selected stores.
- **Competitive Retail:** Item's competitive retail for the selected stores, if available.
- **Recommended SRP:** Item's zone retail price for the selected stores.
- **Current Active Retail:** Average current item retail price for the selected stores. If a store/item has a single store price available, this will be used as the Current Active Retail for that store/item. If not, then the store/item's zone price will be used.

Actions

Example of screen once a new retail is entered & applied:

Price Simulation								New price	1.65	
	Name	Forecasted Units	Forecasted Sales	Current GIG%	Current Unit Cost	Competitive Retail	Recommended SRP	Current Active Retail		
1	34202 - APPLESAUCE 24 OZ	6,047	\$ 9,978	38.2%	\$ 1.02	\$ 1.40	\$ 1.29	\$ 1.29		X
2	34204 - UNSWEETENED APPLESAUCE 23 OZ	2,940	\$ 4,851	38.2%	\$ 1.02	-	\$ 1.29	\$ 1.29		X
3	34206 - CINNAMON APPLESAUCE 24 OZ	4,381	\$ 7,229	38.2%	\$ 1.02	-	\$ 1.29	\$ 1.29		X

- **New Price:** Field to enter a new retail (with no more than 2 decimal places) for all items on the Price Multi-Update screen and the currently selected stores. Once entered, click the 'Enter' button or the check mark and the Forecasted Units, Forecasted Sales & GIG% data will update to reflect simulated data based on the newly entered retail for each item row. Each row will highlight in the appropriate color based on the logic found [here](#).
- **Remove items from screen:** You can remove an item from this Multi Price-Update screen by clicking the 'X' at the far right of the item's row.
- **Cancel and unselect all:** Click this button if you wish to not save any changes and return to the Landing Page with no record's boxes checked in the Item Grid.
- **Save all item changes:** Click this button if you want to save the newly entered retail for all of the items on the Price Multi-Update screen. New item/store records will populate at the bottom of the Saved Changes section for each item and currently selected store.

Saved Changes Section

This is where all new retail records are saved to for review at an item/store level. A count of how many records are in this section can be seen next to the section title 'Saved Changes'. Records will remain in the Saved Changes section until someone deletes them. Newly saved records will populate at the bottom of this section but once the page has been refreshed or the application has just been opened, this section will re-sort by item number.

This area can be enlarged or minimized by sliding the red circle at the upper right-hand corner of the section up or down.

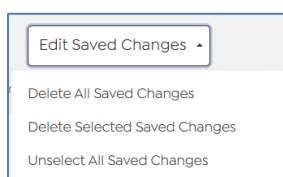
Saved Changes (9)		<div>Edit Saved Changes ▾</div> <div>Export Saved Changes to .XLS</div>				
Store	Item	Price Perception Risks	Current Active Retail	Simulated Retail Price	GIG Impact (\$)	
<input type="checkbox"/> 11111 - Springfield, CA	10000 - FRENCH GREEN BEANS	MEDIUM RISK	\$ 0.53	\$ 0.59	\$ 179.82	
<input type="checkbox"/> 22222 - Los Angeles, CA	10000 - FRENCH GREEN BEANS	MEDIUM RISK	\$ 0.53	\$ 0.59	\$ 270.69	
<input type="checkbox"/> 33333 - San Diego, CA	10000 - FRENCH GREEN BEANS	MEDIUM RISK	\$ 0.53	\$ 0.59	\$ 157.74	

Columns

- **Store:** Store number & name for the saved new retail record
- **Item:** Item number & name for the saved new retail record
- **Price Perception Risk:** Price perception risk for the record based on the store's current recommended SRP and the newly saved retail (populating as Low Risk, Medium Risk or High – Not Recommended based on the criteria found [here](#)).
- **Current Active Retail:** Item/store's currently active retail.
- **Simulated Retail Price:** Item/store's newly saved retail price.
- **GIG Impact (\$):** Going in gross (Simulated Forecast Dollars – (Simulated Forecast Units x Current Unit Cost))
(Rounded to the nearest whole dollar)

Deleting Saved Records

You can delete records in the Saved Changes section individually or multiple at a time. Once deleted from the section, the simulation and retail entry field for those items in the Item Grid will revert to blank.



- **Deleting single record:** Click the trashcan icon at the far right of the record and click 'ok' on the confirmation screen.
- **Deleting multiple records:** Click the box to the far left of each row needing to be deleted. You can either then click on the trashcan icon for any of the selected records OR click the Edit Saved Changes button drop-down and select 'Delete Selected Saved Changes'. Click 'ok' on the confirmation screen.
 - You can click the Edit Saved Changes button drop-down and select 'Unselect All Saved Changes' if you want to clear any checked deletion boxes in this section.
- **Deleting all saved changes records:** Click the Edit Saved Changes button drop-down and select 'Delete All Saved Changes'. Click 'ok' on the confirmation screen.

Exporting Saved Records

Export all records in the Saved Changes section by clicking the 'Export Saved Changes to .XLS'. This will populate an informational message regarding what is being exported and export the rows and columns from the Saved Changes section to an Excel document.

Example of informational message:

This message will show how many records are being exported as well as a breakdown of how many of those records fall into the 3 different Retail Price Risk categories. Click 'OK' to proceed.

NOTICE

New high-risk retails are not recommended by Save A Lot. There may be unintended consequences to category performance. If you have questions, please reach out to your ABP to schedule a discussion with the Save A Lot pricing team.

Total number of saved item/store retail prices in export: 9

HIGH RISK

3

MEDIUM RISK

3

LOW RISK

3

Example of Excel export:

Store number	Store	Item number	Item	Price Perception Risk	Current Active Retail	Simulated Retail Price	GI/G impact (\$)
11111	Springfield, CA	10000	FRENCH GREEN BEANS	MEDIUM RISK	0.53	0.59	179.82
22222	Los Angeles, CA	10000	FRENCH GREEN BEANS	MEDIUM RISK	0.53	0.59	270.69
33333	San Diego, CA	10000	FRENCH GREEN BEANS	MEDIUM RISK	0.53	0.59	157.74
11111	Springfield, CA	30320	NO SALT SWEET PEAS	LOW RISK	0.59	0.61	19.54
22222	Los Angeles, CA	30320	NO SALT SWEET PEAS	LOW RISK	0.59	0.61	24.5
33333	San Diego, CA	30320	NO SALT SWEET PEAS	LOW RISK	0.59	0.61	15.82
11111	Springfield, CA	16080	CUT GREEN BEANS	HIGH-NOT RECOMMENDED	0.53	0.61	755.2
22222	Los Angeles, CA	16080	CUT GREEN BEANS	HIGH-NOT RECOMMENDED	0.53	0.61	1043.56
33333	San Diego, CA	16080	CUT GREEN BEANS	HIGH-NOT RECOMMENDED	0.53	0.61	525.14

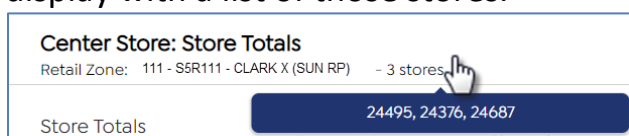
Show Store Totals Screen

The Store Totals screen provides summarized forecasted & simulated item information for the selected stores as well as for all stores assigned to you and can be accessed by clicking the Show Store Totals button in the upper right-hand corner of the Landing Page

Center Store: Store Totals			
Retail Zone: 111 - S5R111 - CLARK X (SUN RP) - 3 stores			
Store Totals	Forecasted Financials	Simulation Financials	Simulation vs. Forecasted Delta
Total Retail Units	3,831,162	3,825,975	-5,187
Total Retail Sales	\$ 6,728,357	\$ 6,728,881	\$ 524
Total COGS	\$ 5,515,327	\$ 5,512,859	\$ -2,468
Total Gross GIG	\$ 1,212,824	\$ 1,215,816	\$ 2,992
GIG by Department:	Forecasted GIG%	Simulation GIG%	Simulation vs. Forecasted (bps)
001 - Grocery	18.3%	18.4%	9
002 - Frozen	21.5%	21.5%	0
003 - Cooler	14.1%	14.1%	0
Total GIG	18.0%	18.1%	4
RP Totals	Forecasted Financials	Simulation Financials	Simulation vs. Forecasted Delta
Total Retail Units	86,275,163	86,269,976	-5,187
Total Retail Sales	\$ 156,416,630	\$ 156,420,500	\$ 3,870
Total COGS	\$ 124,543,290	\$ 124,540,822	\$ -2,468
Total Gross GIG	\$ 31,873,288	\$ 31,879,626	\$ 6,338
GIG by Department:	Forecasted GIG%	Simulation GIG%	Simulation vs. Forecasted (bps)
001 - Grocery	19.6%	19.6%	1
002 - Frozen	22.9%	22.9%	0
003 - Cooler	19.6%	19.6%	0
Total GIG	20.4%	20.4%	0

- Screen sections:

- Header: This section shows the price zone & a count of stores that are currently selected on the Landing Page. By hovering over the store count, a tool tip will display with a list of those stores.



- Store Totals: This section displays forecast & simulation data for the stores currently selected in the Landin Page.

- RP Totals: This section displays forecast & simulation data for ALL of the stores currently assigned to you.
- Screen Columns:
 - Forecasted GIG%: Forecasted GIG% for each listed department
 - Calculation: $\text{Department Forecasted Financials Total Gross GIG} / \text{Department Forecasted Financial Total Retail Sales}$
 - Simulation GIG%: Simulated GIG% for each listed department
 - Calculation: $\text{Department Simulated Financials Total Gross GIG} / \text{Department Simulated Financial Total Retail Sales}$
 - Simulation vs. Forecasted (bps): Simulation vs. Forecast basis points
 - Calculation: $(\text{Simulated GIG decimal} - \text{Forecasted GIG decimal}) \times 10,000$
NOTE: This calculation uses more than just the displayed first decimal point of the GIG percentages to get a more precise result.
- Screen Rows:

NOTE: All dollar amounts are rounded to the nearest whole dollar in this screen.

 - Forecasted Financials Total Retail Units: Total center store forecasted unit sales based on previous rolling 12 months historical data and today's unit costs & currently active retails.
 - Simulated Financials Total Retail Units: Total center store simulated forecasted unit sales based on previous rolling 12 months historical data and today's unit costs any newly saved retails within this application (currently active retail is used if no new retail has been saved).
 - Simulation vs. Forecasted Delta Total Retail Units: Difference between Simulation Total Retail Units and Forecasted Total Retail Units.
 - Calculation: $\text{Simulation Total Retail Units} - \text{Forecasted Total Retail Units}$
 - Forecasted Financials Total Retail Sales: Total center store forecasted retail sales (\$) based on previous rolling 12 months historical data and today's unit costs & currently active retails.
 - Simulated Financials Total Retail Sales: Total center store simulated forecasted retail sales (\$) based on previous rolling 12 months historical data and today's unit costs any newly saved retails within this application (currently active retail is used if no new retail has been saved).
 - Simulation vs. Forecasted Delta Total Retail Sales: Difference between Simulation Total Retail Sales and Forecasted Total Retail Sales.
 - Calculation: $\text{Simulation Total Retail Sales} - \text{Forecasted Total Retail Sales}$
 - Forecasted Financials Total COGS: Total center store forecasted cost of goods (COGS) based on Forecasted Financials Total Retail Units and today's unit costs for each item.
 - Simulated Financials Total COGS: Total center store simulated cost of goods (COGS) based on Simulated Financials Total Retail Units and today's unit costs for each item.

- Simulation vs. Forecasted Delta Total COGS: Difference between Simulation Total COGS and Forecasted Total COGS.
 - Calculation: Simulation Total COGS – Forecasted Total COGS
- Forecasted Financials Total Gross COGS: Difference between Forecasted Financials Total Retail Sales and Forecasted Financials Total COGS.
 - Calculation: Forecasted Financials Total Retail Sales - Forecasted Financials Total COGS
 - NOTE**: Due to calculations behind the scenes using non-rounded data, these numbers will be more precise.*
- Simulation Financials Total Gross COGS: Difference between Simulation Financials Total Retail Sales and Simulation Financials Total COGS.
 - Calculation: Simulation Financials Total Retail Sales - Simulation Financials Total COGS
 - NOTE**: Due to calculations behind the scenes using non-rounded data, these numbers will be more precise.*
- Simulation vs. Forecasted Delta Total Gross COGS: Difference between Simulation Financials Total Gross COGS and Forecasted Financials Total Gross COGS.
 - Calculation: Simulation Financials Total Gross COGS - Forecasted Financials Total Gross COGS
- 001 – Grocery Forecasted GIG%: Forecasted GIG% for grocery items only
 - Calculation: Grocery Forecasted Financials Total Gross GIG/Grocery Forecasted Financial Total Retail Sales
- 001 – Grocery Simulation GIG%: Simulated GIG% for grocery items only
 - Calculation: Grocery Simulated Financials Total Gross GIG/Grocery Simulated Financial Total Retail Sales
- 001 – Grocery Simulation vs. Forecasted (bps): Grocery Simulation GIG% vs. Grocery Forecasted GIG% as basis points
 - Calculation: (Grocery Simulation GIG decimal – Grocery Forecasted GIG decimal) x 10,000
 - NOTE**: This calculation uses more than just the displayed first decimal point of the GIG percentages to get a more precise result.*
- 002 – Frozen Forecasted GIG%: Forecasted GIG% for frozen items only
 - Calculation: Frozen Forecasted Financials Total Gross GIG/Frozen Forecasted Financial Total Retail Sales
- 002 – Frozen Simulation GIG%: Simulated GIG% for frozen items only
 - Calculation: Frozen Simulated Financials Total Gross GIG/Frozen Simulated Financial Total Retail Sales
- 002 – Frozen Simulation vs. Forecasted (bps): Frozen Simulation GIG% vs. Frozen Forecasted GIG% as basis points

- Calculation: (Frozen Simulation GIG decimal – Frozen Forecasted GIG decimal) x 10,000
***NOTE:** This calculation uses more than just the displayed first decimal point of the GIG percentages to get a more precise result.*
- 003 – Cooler Forecasted GIG%: Forecasted GIG% for cooler items only
 - Calculation: Cooler Forecasted Financials Total Gross GIG/Cooler Forecasted Financial Total Retail Sales
- 003 – Cooler Simulation GIG%: Simulated GIG% for cooler items only
 - Calculation: Cooler Simulated Financials Total Gross GIG/Cooler Simulated Financial Total Retail Sales
- 003 – Cooler Simulation vs. Forecasted (bps): Grocery Simulation GIG% vs. Grocery Forecasted GIG% as basis points
 - Calculation: (Cooler Simulation GIG decimal – Cooler Forecasted GIG decimal) x 10,000
***NOTE:** This calculation uses more than just the displayed first decimal point of the GIG percentages to get a more precise result.*
- Total GIG Forecasted GIG%: Forecasted GIG% for all center store items
 - Calculation: Forecasted Financials Total Gross GIG/Forecasted Financial Total Retail Sales
- Total GIG Simulation GIG%: Simulated GIG% for all center store items
 - Calculation: Simulated Financials Total Gross GIG/Simulated Financial Total Retail Sales
- Total GIG Simulation vs. Forecasted (bps): Total GIG Simulation GIG% vs. Total GIG Forecasted GIG% as basis points
 - Calculation: (Total GIG Simulation GIG decimal – Total GIG Forecasted GIG decimal) x 10,000
***NOTE:** This calculation uses more than just the displayed first decimal point of the GIG percentages to get a more precise result.*