

FOR ERP PLATFORMS

Best-of-breed planning **on top of your ERP.**

An ERP is the system of record, finance, orders, inventory transactions. Its planning module is rarely built for retail's ML forecasting and merchandise planning, so buyers fall back to spreadsheets. Tightly is that specialist layer, and it runs on your ERP. **You hold the record; Tightly plans the buy on top of it.**

HOW TIGHTLY FITS

1 · RUN ON IT

Your ERP data

Tightly forecasts and plans off your ERP's sales, inventory and cost data.

2 · PLAN

In Tightly

ML demand + merchandise financial plan + open-to-buy, reconciled live.

3 · WRITE BACK

To the ERP

Approved POs, transfers and plans flow back into the ERP as the record.

✦ Buyers try to plan in the ERP, hit its limits, and drop back to spreadsheets. **A best-of-breed planning layer keeps the plan in your system's orbit.**

MUTUALLY BENEFICIAL, THREE WAYS

FOR THE PLATFORM

- Fill the retail-planning gap without building it.
- Deeper ERP usage, Tightly writes POs and plans back in.
- Retain customers who'd otherwise bolt on a rival suite.

FOR YOUR CUSTOMERS

- Real ML forecasting and merchandise planning the ERP alone can't do.
- One reconciled plan, top-down meets bottom-up.
- Live in weeks, not a multi-quarter build.

FOR TIGHTLY

- Run on the ERP as the source of truth.
- Distribution into your customer base.
- A clean transactional signal.

THE INTEGRATION

Tightly reads the ERP (SAP, NetSuite, Dynamics and others) and writes approved POs, transfers and plans back. Start read-only, then two-way.

THE ASK

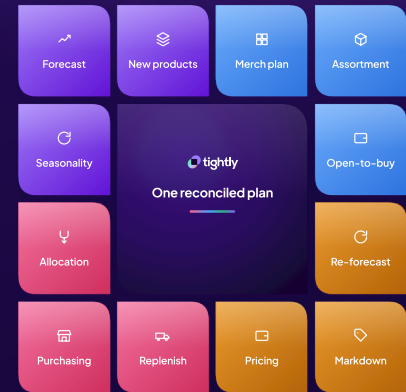
A 30-minute session to scope a read-only pilot on two or three shared customers.

Then a marketplace listing and a joint co-sell motion.

WHAT TIGHTLY IS

One platform, every planning job.

Tightly runs the forecast, the plan and every in-season move on one model, so they all read the same numbers. Change one and the rest reconcile, before you commit the buy.



Every planning job, one model

DEMAND

See demand before it lands.

- 01 **Forecast**
ML demand for every SKU, channel and week
- 02 **New products**
modelled from look-alikes before they trade
- 03 **Seasonality**
shape learned from your own history
- 04 **Confidence**
a range on every line, not a single point

PLAN

Turn the forecast into a buy.

- 01 **Merch plan**
targets reconciled to the forecast
- 02 **Assortment**
the range that sits inside the plan
- 03 **Open-to-buy**
the buy budget, held in line
- 04 **Scenarios**
test a change, watch it reconcile

INVENTORY

Stock where demand actually is.

- 01 **Allocation**
to doors and channels by demand
- 02 **Purchasing**
POs raised inside open-to-buy
- 03 **Replenishment**
reorder to live sell-through
- 04 **Transfers**
rebalance stock across locations

IN-SEASON

Trade the plan as sales land.

- 01 **Re-forecast**
rerun every week on the latest sales
- 02 **Pricing**
moved where it actually pays
- 03 **Markdown**
timed to clear stock on plan
- 04 **Tia**
proposes the next move inside your limits

THE PLATFORM

Three layers, one connected plan.

Tightly runs your data, your plan and Tia, its planning copilot, on one model. Demand drives the buy, and Tia works the plan inside the limits you set. Change one layer and it carries through to the rest.



DATA & PLATFORM

01

Your data, unified

POS, e-commerce, ERP, EDI, costs and suppliers on one governed model, current to the minute.

- POS, e-commerce, ERP and WMS
- EDI and supplier feeds
- Costs, margins and product data
- One governed model, always live



CONNECTED PLAN

02

One plan, one number

Forecast, merch plan, open-to-buy, allocation, replenishment and pricing, all on one number.

- Forecast, merch plan and open-to-buy
- Assortment, allocation and replenishment
- Pricing and markdown
- Change one, the rest reconcile



TIA

03

Your planning copilot

Tia works demand, buying, markdown and margin as one copilot, inside the limits you set.

- One copilot across the whole plan
- Works inside the limits you set
- Proposes the next move
- Every step logged

WORKED EXAMPLE

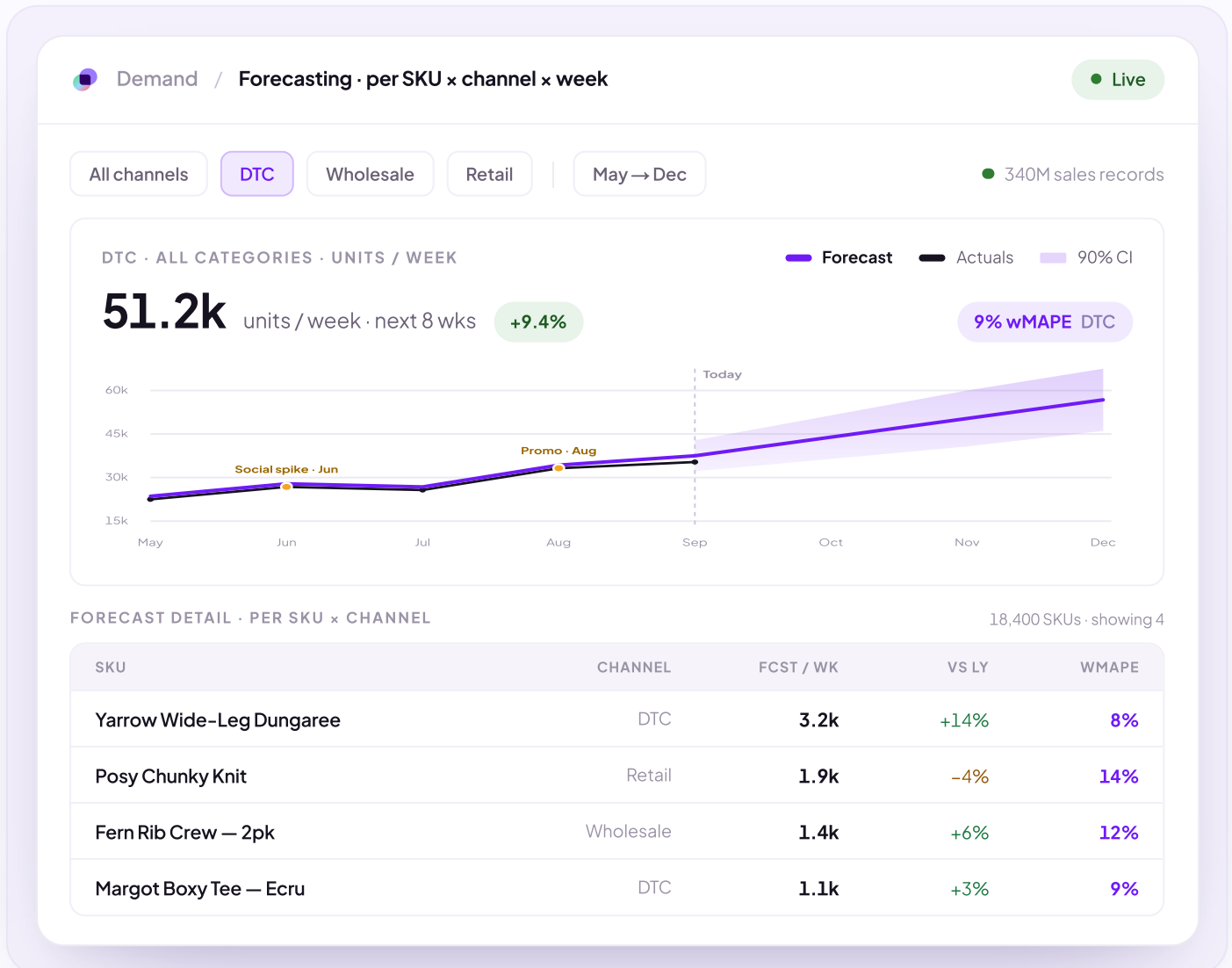
DATA → PLAN → TIA

Tia sees the **Yarrow Wide-Leg Dungaree running 12% ahead of plan** (+1.4% vs last year) in DTC. She drafts a **\$44k reorder that fits inside open-to-buy**, holds the wholesale buy flat and pushes the end-of-season markdown out two weeks. You approve the move, and the forecast, the buy and the cash position reconcile together.

THE FORECAST

Start with a forecast you can **trust**.

Tightly forecasts demand for every SKU and channel on a model calibrated at retail scale and trained on your own history, and re-forecasts every week as sales come in. On core DTC demand it holds error to a 9% wMAPE, about half a last-year-repeat forecast, and shows you exactly where the harder channels run wider.



Forecast against actuals, per SKU × channel × week, with the 90% confidence band and event markers.

ACCURACY YOU CAN CHECK

Your corpus, at scale

learns from your own sales history, calibrated against retail demand at scale

Backtested before it plans

validated on held-out weeks, so accuracy is measured, not asserted

Benchmarked to a baseline

reported per channel against a last-year-repeat forecast, not against itself

THE CONNECTED PLAN

Change one number, the **plan reconciles**.

One forecast you can rely on sits under the merchandise financial plan, category plans and open-to-buy. Move a target or test a scenario and Tightly reconciles the rest, so you see the impact before you commit the buy.

One forecast sits under the whole plan. Move a target or test a scenario and Tia re-solves the merchandise plan, the category buys, the margin and open-to-buy around it, so the numbers never drift apart.

You see the downstream impact before you commit the buy, and every team plans from one reconciled number.

WHAT CHANGES



Fewer markdowns

clear on plan, not in a panic



Fewer stockouts

reorder before winners run dry



Freed-up capital

less cash in dead stock



One set of numbers

finance, planning, buying aligned



Plan / MFP + OTB

Live

FCST NET SALES

\$9.99m +3.0%

MARGIN

63.6% +0.8pt

OTB OPEN

\$2.6m

SELL-THRU

87%

CATEGORY	LY	PLAN	FCST	VAR	OTB
Outerwear	\$2.95m	\$3.20m	\$3.39m	+6%	\$1.18m
Knitwear	\$2.25m	\$2.40m	\$2.61m	+9%	\$0.86m
Denim	\$1.90m	\$1.80m	\$1.74m	-3%	\$0.34m
Dresses	\$1.55m	\$1.40m	\$1.37m	-2%	\$0.12m
Accessories	\$0.85m	\$0.90m	\$0.88m	-2%	\$0.10m
Total	\$9.50m	\$9.70m	\$9.99m	+3%	\$2.60m

SELL-THROUGH VS PLAN PACE · LAST 12 WKS

Knit sell-through +11.8% vs plan



Tia · Dresses settled at -2%: \$90k OTB released to Knitwear.

Merchandise financial plan, reconciled to the ML forecast, live.