

## FOR WAREHOUSE MANAGEMENT SYSTEMS

# The plan above the warehouse.

A WMS runs the four walls, receiving, putaway, picking, packing, with granular inventory and throughput data. It executes brilliantly; it doesn't decide what should be in the building. Tightly is the planning layer that does. **You run the warehouse; Tightly plans what fills it.**

## HOW TIGHTLY FITS

### 1 · PLAN

#### In Tightly

Forecast demand and stage replenishment, transfers and POs, node by node.

### 2 · EXECUTE

#### In your WMS

The warehouse receives and ships against a plan tied to real demand.

### 3 · LEARN

#### Back in Tightly

On-hand + throughput flow back to re-forecast and smooth what's coming inbound.

✦ Predictable inbound is easier to slot and staff. **A demand-aware plan makes the warehouse run smoother, not just fuller.**

## MUTUALLY BENEFICIAL, THREE WAYS

### FOR THE PLATFORM

- A best-of-breed planning partner above the WMS.
- Smoother, more predictable inbound flow.
- Stickier accounts and a fuller stack story.

### FOR YOUR CUSTOMERS

- Fewer stockouts and less dead stock in the building.
- Inbound they can plan labor and space around.
- One plan across every warehouse.

### FOR TIGHTLY

- Granular inventory + throughput as a signal.
- Distribution into your install base.
- Execution our brands already run on.

### THE INTEGRATION

Tightly reads inventory and receipts/throughput and writes replenishment, transfers and staged POs back, via API or file. It sits above the WMS, never inside it.

### THE ASK

**A 30-minute session to scope a pilot with two or three shared customers.**

Then a co-sell motion and a certified integration listing.

## 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

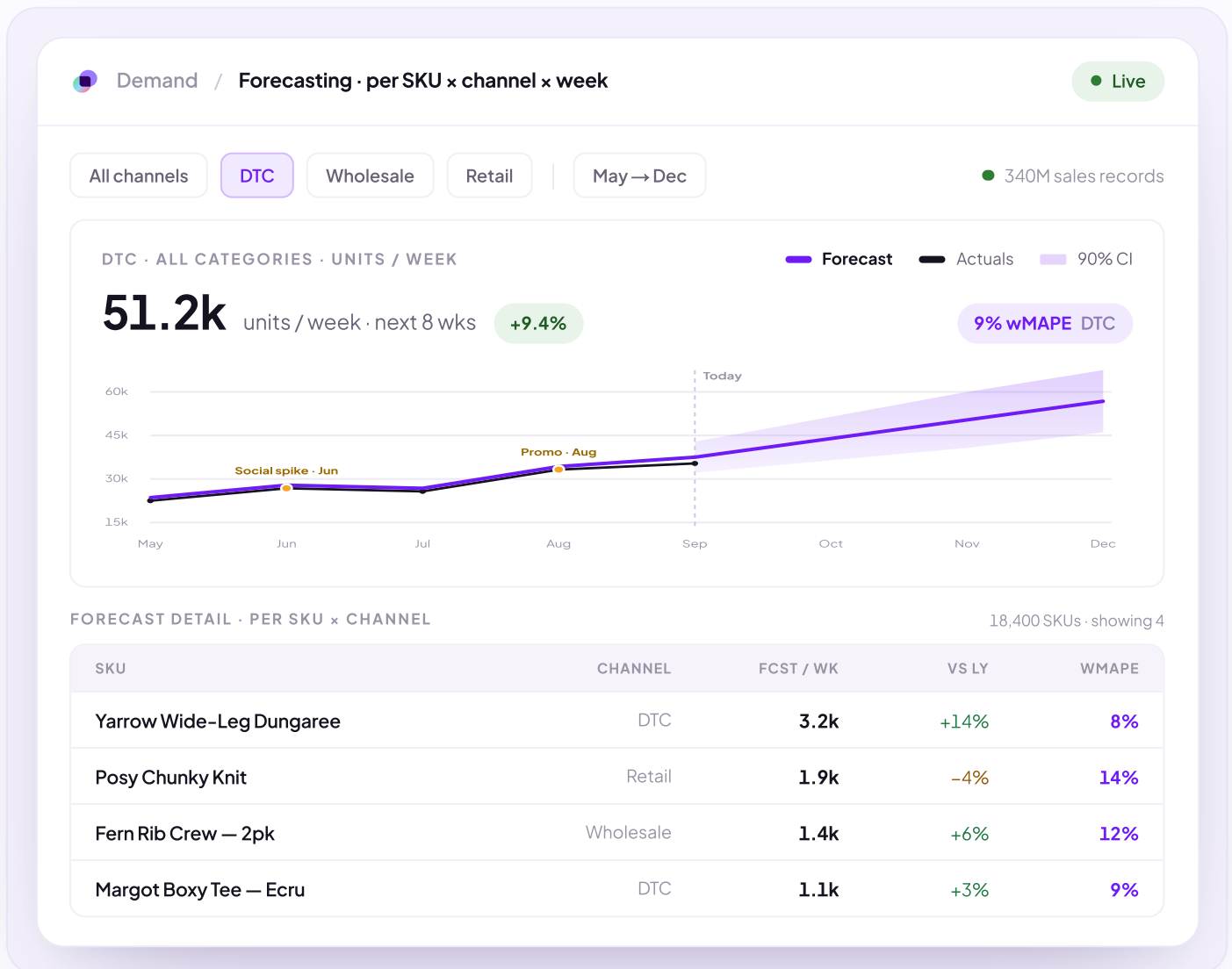
DATA → PLAN → TIA

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        | <b>\$3.39m</b> | +6% | \$1.18m        |
| Knitwear    | \$2.25m | \$2.40m        | <b>\$2.61m</b> | +9% | \$0.86m        |
| Denim       | \$1.90m | \$1.80m        | <b>\$1.74m</b> | -3% | \$0.34m        |
| Dresses     | \$1.55m | \$1.40m        | <b>\$1.37m</b> | -2% | \$0.12m        |
| Accessories | \$0.85m | \$0.90m        | <b>\$0.88m</b> | -2% | \$0.10m        |
| Total       | \$9.50m | <b>\$9.70m</b> | <b>\$9.99m</b> | +3% | <b>\$2.60m</b> |

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.