



WHAT HAS CHANGED?



Retail Shelf Planner the 2012 release



Author's note

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WHAT HAS CHANGED?

Introduction

It's time again. After many months of software development and extensive testing to ensure everything works as expected, we've reached the point to make the 2012 release available to everybody. It's still user-friendly and still easy to use, but it also comes with a series of new and enhanced functionality.

This document describes the most important changes which you'll notice as a user. To keep things simple, we've omitted all the "behind the scenes" changes that were done to improve usability and stability, unless you'd notice them visually.

Note that this document lists all new and enhanced functionality, but that part of it is only applicable to the Enterprise version of **Retail Shelf Planner**.

Just to be sure, I also like to mention that all examples in this document are nothing more than that: fictitious examples. Any resemblance with real situations is a pure coincidence.

We trust that you'll find it helpful and are ready to answer any questions you may have after reading it. Send them to info@planograms.eu and we'll get back to you as soon as possible.

Kind regards,

Erwin Bergsma
Managing Director





Usability

One of the most important focus points in the development of **Retail Shelf Planner** was to keep the software as user-friendly as possible. Ease-of-use and simplicity were and are key principles when we're designing and developing new features, but also existing functionality is being reviewed on a regular basis to see if improvements are possible.

Based on these principles we've introduced a number of enhancements that we believe will make working with the 2012 release even easier and more efficient.

PRODUCT DIALOG

The product dialog has been completely redesigned:

- ✓ The fields have been spread over various tabs to increase ease-of-use.
- ✓ A new tab provides access to details about the position of the product if the dialog is opened through a double-click in the planogram.
- ✓ When closing the dialog with OK, the last active tab will be remembered, and be the active one next time the dialog is opened.
- ✓ The tab Performance also displays the various options to calculate the required inventory. (Enterprise edition only.)
- ✓ The Live Images tab displays the available images for the front, left and top, as well as the location where these images are stored.

Product Properties dialog, Position tab. Fields include Identification (ID: GRBS 000095, UPC: 8711875958618, Name: Jungle Book 2), Position (Horizontal: 1, Vertical: 1, Depth: 7), Location (X: 27cm, Y: 64cm), Placement (Clipping Style: No Cap, Orientation: Front), and Maximum Units (No limit selected).

Product Properties dialog, Physical tab. Fields include Dimensions (Height: 19.2cm, Width: 13.5cm, Depth: 1.4cm), Visualization (Fill Color: Cyan), and Miscellaneous (Units/Case: 12, Peg Vert Off: 0cm).

Product Properties dialog, Characteristics tab. Fields include Organization (Supplier: Disney, Category: DVD's, Subcategory: Cartoons), Additional Descriptions (Desc 1-5), and Additional Measures (Data 1-5).

Product Properties dialog, Performance tab. Fields include Price (€15.00), Unit Profit (€5.40), Sales (€163.00), Trend Sales (€0.00), Cost (€7.00), Gross Margin (36.0%), Profit (€53.40), Trend Profit (€0.00), VAT % (21.0%), Hist SL (100.0%), Movement (10.9), and Trend Movement (0). Required Units section shows Manual (0), Case Multiple (0), Days of Supply (0), and Supply & Demand (5).

Product Properties dialog, Live Images tab. Fields include Live Images (Front, Left, Top) and Filenames & Locations (Front: C:\Program Files (x86)\GRBS Solutions\Retail Shelf Planner\Product Images).





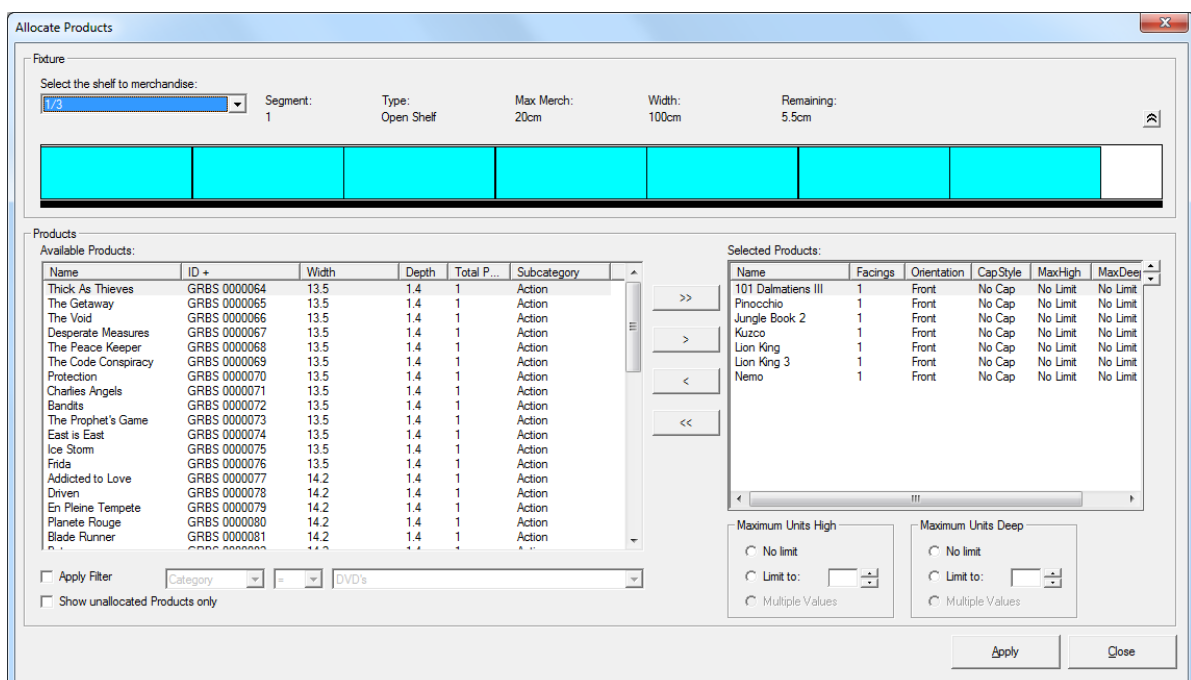
WHAT HAS CHANGED?

Usability, continued

ALLOCATE PRODUCTS DIALOG

The ease-of-use for the Allocate Products dialog has been improved further. It's now possible to:

- ✓ Sort the "Available Products" list alphabetically ascending or descending on each of the columns. The sort is stored when closing the dialog, and applied automatically next time the dialog is opened.
- ✓ Change the width of the columns in the "Available Products" as well as those of the columns in the "Selected Products" list for shelves and hanging bars. The widths are stored when closing the dialog, and applied automatically next time the dialog is opened.
- ✓ Set limits to the maximum number of units high or deep each position can be merchandised.



PRODUCT LIST

The existing functionality has been expanded with:

- ✓ Two additional fields in the Product List: Unit Profit and Gross Margin %
- ✓ The Product List is now resizable. When closing the list, the new dimensions are stored and used automatically next time the Product List is opened.
- ✓ The column headings are now displayed in the language that is chosen for the User Interface. In case the Desc1-5 and Data1-5 fields have been relabeled by the user, that label is being used.
- ✓ After changing a product, the list will be resorted to reflect changes, but the selected product keeps the focus.
- ✓ Using the right mouse button click menu, the user can change, duplicate or remove products.
- ✓ The selected product is highlighted in the planogram.





Usability, continued

Product List

Filtering Options
 Include: All Products
 Lock Columns: []

| ID | UPC | Name | Supplier | Category | Subcategory | Desc1 | Desc2 | Desc3 | Desc4 | Desc5 | Data1 | Data2 | Data3 | Data4 | Data5 | Height | Width | Depth | FillColor | Units Per |
|--------------|---------------|---|-------------------|----------|-------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--------|-------|-----------|-----------|
| GRBS 0000096 | 8711875939617 | 101 Dalmatians III | Disney | DVD's | Cartoons | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 16776960 | 12 |
| GRBS 0000077 | 7321950152520 | Addicted to Love | Warner | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.4cm | 265 | 12 |
| GRBS 0000104 | 3760120520280 | Anastasia | MCA Entertainment | DVD's | Cartoons | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 16776960 | 12 |
| GRBS 0000072 | 3700172125351 | Bandits | MGM | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 265 | 12 |
| GRBS 0000082 | 7321950120000 | Batman | Warner | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.4cm | 265 | 12 |
| GRBS 0000081 | 7321931129053 | Blade Runner | Warner | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.4cm | 265 | 12 |
| GRBS 0000110 | 8711983463707 | Bob de Bouwer | Bridge Pictures | DVD's | Kids | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 65535 | 12 |
| GRBS 0000071 | 8712609054620 | Charles Angels | Columbia | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 265 | 12 |
| GRBS 0000089 | 8711875939637 | Chiens des Neiges | Disney | DVD's | Teens | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 65535 | 12 |
| GRBS 0000105 | 7321950343289 | Clifford | Warner | DVD's | Kids | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 65260 | 12 |
| GRBS 0000067 | 8713045200367 | Desperate Measures | RCV Entertainment | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 265 | 12 |
| GRBS 0000078 | 7321950210138 | Driven | Warner | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.4cm | 265 | 12 |
| GRBS 0000074 | 5014138287504 | Esai le Esai | FimFour | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 265 | 12 |
| GRBS 0000079 | 7321950189349 | En Pleine Tempete | Warner | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.4cm | 265 | 12 |
| GRBS 0000076 | 5414474351219 | Fids | RCV Entertainment | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 265 | 12 |
| GRBS 0000103 | 6050583018805 | Gang De Requins | Dreamworks | DVD's | Cartoons | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 16776960 | 12 |
| GRBS 0000084 | Harry Potter | Harry Potter A l'ecole des sorciers | Warner | DVD's | Teens | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.4cm | 65535 | 12 |
| GRBS 0000085 | 7321950235926 | Harry Potter et la chambre des secrets | Warner | DVD's | Teens | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 14.2cm | 1.8cm | 65535 | 12 |
| GRBS 0000087 | 7321950693980 | Harry Potter et la coupe de feu | Warner | DVD's | Teens | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 65535 | 12 |
| GRBS 0000086 | 7321950588176 | Harry Potter et le prisonnier d'askaban | Warner | DVD's | Teens | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 65535 | 12 |
| GRBS 0000101 | 8712626012634 | Ice Age | 20th Century Fox | DVD's | Cartoons | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 16776960 | 12 |
| GRBS 0000075 | 5414474401457 | Ice Storm | DVD's | DVD's | Action | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 265 | 12 |
| GRBS 0000095 | 8711875939618 | Jungle Book 2 | Disney | DVD's | Cartoons | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 16776960 | 12 |
| GRBS 0000111 | 6269190393297 | Jungle Jack | Universal | DVD's | Kids | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 65260 | 12 |
| GRBS 0000092 | 8711875932722 | Kuzoo | Disney | DVD's | Cartoons | | | | | | 0 | 0 | 0 | 0 | 0 | 19.2cm | 13.5cm | 1.4cm | 16776960 | 12 |

INFOBOX / INFOBOX LIST

The following enhancements have been applied to the InfoBox and the InfoBox List:

- ✓ When an InfoBox is placed behind the section, it no longer influences the dragging of products.
- ✓ The status bar now displays additional information about the InfoBox when the mouse is over one.
- ✓ The InfoBox List is now resizable.
- ✓ All column headings now use the translated field-names.
- ✓ Using the right mouse button click menu, the user can change, duplicate or remove InfoBoxes.

InfoBox List

| ID | InfoBoxType | FileName | Text | TextColor | BackColor | Orientation | FontName | Font Size | Font Bold | Font Italic | Height | Width | X | Y | Outline | OutlineColor | Di |
|----|-------------|-------------------|--|-----------|-------------|-----------------|----------|-----------|-----------|-------------|--------|-------|---------|---------|---------|--------------|----------|
| 1 | Picture | C:\narbo-logo.jpg | | | Transparent | Horizontal | Arial | 8 | No | No | 33cm | 100cm | 0cm | 180cm | Thin | | In front |
| 3 | Picture | C:\Lady.jpg | | | | | Arial | 8 | No | No | 165cm | 51cm | -58cm | 6cm | None | | In front |
| 4 | Text | | Make more money with sweets !!! Use our new ideas. | | | Horizontal | Arial | 14 | Yes | No | 15cm | 250cm | -82.7cm | -55.4cm | Thin | | In front |
| 5 | Text | | Turn them around. | | | 80 degree right | Arial | 18 | Yes | Yes | 180cm | 15cm | 64.5cm | 4.7cm | Thin | | Behind |





WHAT HAS CHANGED?

Usability, continued

SECTION DIALOG

The section dialog has been improved by spreading the fields across various tabs to make it even easier to use.

The 'Section Properties' dialog box is shown with two tabs: 'Physical' and 'Descriptions & Measures'. The 'Physical' tab contains fields for Identification (ID: 002, Name: DVD's), Organization (Department: Non-Food, Merchandise Group: Entertainment), Dimensions (Height: 160cm, Width: 200cm, Depth: 10cm), Segments (2), and Base (Height: 10cm, Width: 195cm, Depth: 10cm). The 'Descriptions & Measures' tab contains fields for Additional Descriptions (Desc 1-5) and Additional Measures (Data 1-5).

This is another view of the 'Section Properties' dialog box, showing the same fields as the previous screenshot, but with the 'Descriptions & Measures' tab selected. The 'Physical' tab is now dimmed.

FIXTURES DIALOG

The fixtures dialog has been redesigned slightly to improve readability.

The 'Shelf Properties' dialog box is shown with two tabs: 'Segment' and 'Special Actions'. The 'Segment' tab contains a 'Selected Segment' dropdown (Segment1) and a table of shelf descriptions. The 'Special Actions' tab contains 'Copy Shelves' and 'Regumber Shelves' buttons. The table in the 'Segment' tab has the following data:

| Description | Height | Width | Depth | Max Merch | Y - | Fill Color |
|-------------|--------|-------|-------|-----------|-------|------------|
| 1/6 | 2cm | 100cm | 15cm | 20cm | 137cm | |
| 1/5 | 2cm | 100cm | 15cm | 20cm | 112cm | |
| 1/4 | 2cm | 100cm | 15cm | 20cm | 87cm | |
| 1/3 | 2cm | 100cm | 15cm | 20cm | 62cm | |
| 1/2 | 2cm | 100cm | 15cm | 20cm | 37cm | |
| 1/1 | 2cm | 100cm | 15cm | 20cm | 10cm | |

The 'Shelf Properties' dialog box is shown with the 'Shelf Properties' tab selected. It contains a 'Segment' dropdown (Segment1), 'Special Actions' buttons, a table of shelf descriptions, and a 'Type' dropdown (Pegboard). The table in the 'Shelf Properties' tab has the following data:

| Description | Height | Width | Depth | Max Merch | Y - | Fill Color |
|-------------|--------|-------|-------|-----------|-------|------------|
| 1/6 | 2cm | 100cm | 15cm | 20cm | 137cm | |
| 1/5 | 2cm | 100cm | 15cm | 20cm | 112cm | |
| 1/4 | 2cm | 100cm | 15cm | 20cm | 87cm | |
| 1/3 | 2cm | 100cm | 15cm | 20cm | 62cm | |
| 1/2 | 2cm | 100cm | 15cm | 20cm | 37cm | |
| 1/1 | 2cm | 100cm | 15cm | 20cm | 10cm | |

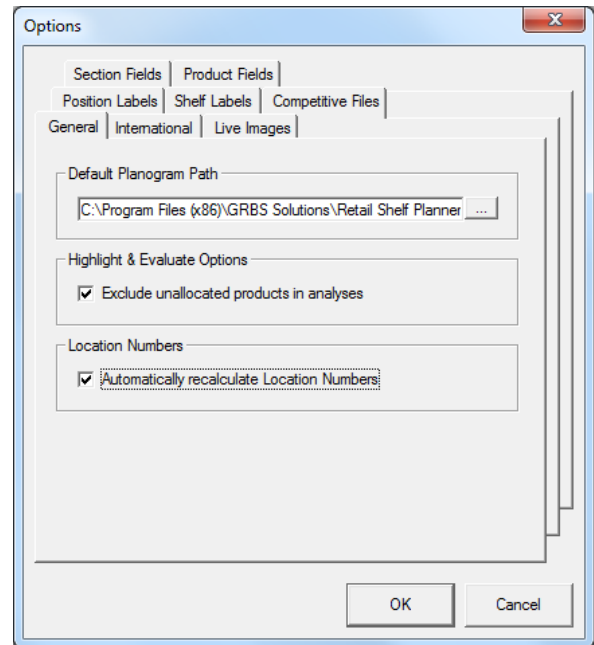




Usability, continued

RECALCULATE LOCATION NUMBERS

It's now possible to let **Retail Shelf Planner** recalculate the Location Numbers automatically, so that the planogram is continuously up-to-date.



MISCELLANEOUS

Individual products can be removed from the planogram through a right mouse click in the planogram.

Using the right mouse click menu you can now duplicate a product to quickly create a new product with similar characteristics.

Using Ctrl Drag & Drop it's now possible to quickly duplicate positions.

Using Ctrl Drag & Drop it's now possible to quickly duplicate InfoBoxes.

When saving a planogram with Save As, the original filename is now displayed as the basis, allowing you to quickly save variations of the planogram without having to retype the full name every time.

The focus will now immediately to the planogram after selecting a different Zoom-factor. That way you can immediately start scrolling the canvas with the mouse-wheel.

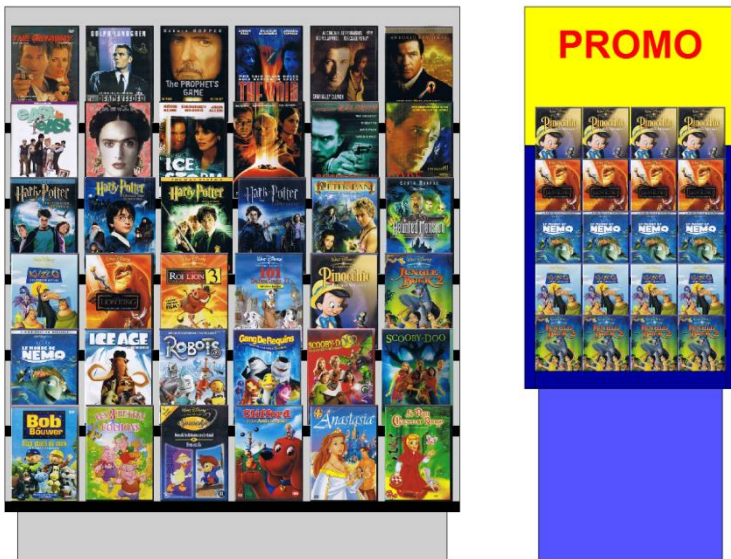


WHAT HAS CHANGED?

OUTPUT / DISPLAY

DISPLAY

The software now uses the Z-coordinate of the positions to decide the order in which products are drawn. This allows you to create "waterfall" presentations with partly overlapping products such as the examples below.



Instead of assigning a color to the section, you can now set it to be transparent. This allows you to create special planograms by placing InfoBoxes behind the section such as the "wooden" wine section below.



DISPLAY SETTINGS

Retail Shelf Planner now remembers the settings for the planogram display (Blocks/Units/Live Images/Outlines/Labels/Align Left or Spread) and automatically applies these next time you start the software.





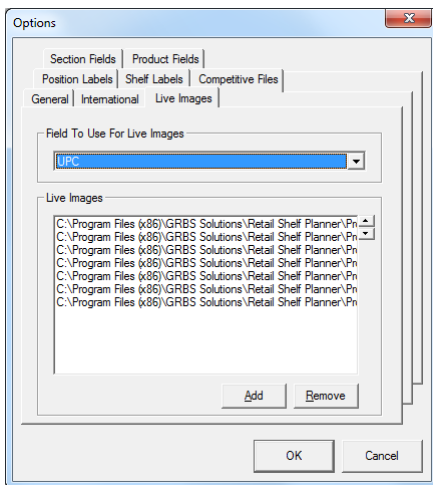
OUTPUT / DISPLAY, continued

LIVE IMAGES

When you change the UPC in the Product dialog, **Retail Shelf Planner** will now automatically load the correct image(s) for the product and use these in the planogram.

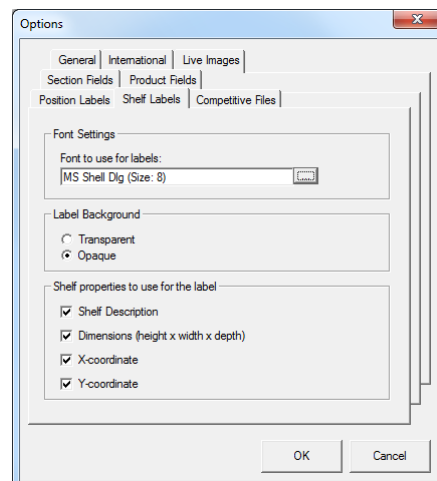
You can now choose between the ID and UPC to match Live Images to the products.

Retail Shelf Planner now also supports images in the formats bmp, wmf and emf, including the transparency options of the emf-format.



SHELF LABELS

Though the View-menu you can now switch on/off labels that provide additional information about the shelves.





WHAT HAS CHANGED?

ANALYSIS

INVENTORY MODEL / SUPPLY CHAIN MODEL

We've renamed the statistical model behind the inventory- and financial analyses to Inventory Model and improved it in a number of areas. It's now possible:

- ✓ To choose between 1-week and 4-week cycles for the performance data and the delivery-frequency.
- ✓ To calculate the required inventory in another, specialized system, and import this data for each product.
- ✓ To let **Retail Shelf Planner** calculate the required inventory based on Days of Supply

Inventory Model [X]

General

The sales cycle is: Weekly 4-Weekly Target Service Level:

Calculate each product's required inventory using

Product Manual Inventory field Case Multiple Cases Days of Supply Days

Demand & Supply

| | Week 1 | | Week 2 | | Week 3 | | Week 4 | | Total |
|------------|-----------------------------------|-------------------------------------|-----------------------------------|--------------------------|-----------------------------------|-------------------------------------|------------------------------------|--------------------------|--------|
| | Sales% | Stock | Sales% | Stock | Sales% | Stock | Sales% | Stock | |
| Monday: | <input type="text" value="2.0%"/> | <input checked="" type="checkbox"/> | <input type="text" value="2.0%"/> | <input type="checkbox"/> | <input type="text" value="1.5%"/> | <input checked="" type="checkbox"/> | <input type="text" value="3.0%"/> | <input type="checkbox"/> | |
| Tuesday: | <input type="text" value="2.0%"/> | <input type="checkbox"/> | <input type="text" value="2.0%"/> | <input type="checkbox"/> | <input type="text" value="1.5%"/> | <input type="checkbox"/> | <input type="text" value="3.0%"/> | <input type="checkbox"/> | |
| Wednesday: | <input type="text" value="2.0%"/> | <input type="checkbox"/> | <input type="text" value="2.0%"/> | <input type="checkbox"/> | <input type="text" value="1.5%"/> | <input type="checkbox"/> | <input type="text" value="3.0%"/> | <input type="checkbox"/> | |
| Thursday: | <input type="text" value="6.0%"/> | <input type="checkbox"/> | <input type="text" value="5.0%"/> | <input type="checkbox"/> | <input type="text" value="4.5%"/> | <input type="checkbox"/> | <input type="text" value="7.0%"/> | <input type="checkbox"/> | |
| Friday: | <input type="text" value="8.0%"/> | <input type="checkbox"/> | <input type="text" value="6.5%"/> | <input type="checkbox"/> | <input type="text" value="5.5%"/> | <input type="checkbox"/> | <input type="text" value="10.0%"/> | <input type="checkbox"/> | |
| Saturday: | <input type="text" value="5.0%"/> | <input type="checkbox"/> | <input type="text" value="5.0%"/> | <input type="checkbox"/> | <input type="text" value="4.0%"/> | <input type="checkbox"/> | <input type="text" value="8.0%"/> | <input type="checkbox"/> | |
| Sunday: | <input type="text" value="0.0%"/> | <input type="checkbox"/> | <input type="text" value="0.0%"/> | <input type="checkbox"/> | <input type="text" value="0.0%"/> | <input type="checkbox"/> | <input type="text" value="0.0%"/> | <input type="checkbox"/> | |
| | ===== | | ===== | | ===== | | ===== | | ===== |
| | 25.0% | + | 22.5% | + | 18.5% | + | 34.0% | = | 100.0% |

Safety Stock

Add safety stock to deal with potential supply issues

Add safety stock to deal with variance in the demand

HIGHLIGHTS

We've added Unit Profit and Gross Margin % as new fields for the Hot/Cold Analysis.

All fields in the analyses are now translated.





ANALYSES, continued

FINANCIAL EVALUATIONS

All fields in the analysis are now translated.

The screenshot shows the 'Evaluate' window with a tree view on the left and a table on the right. The tree view shows 'Total Assortment' expanded to 'DVD's', with sub-categories 'Action', 'Cartoons', 'Kids', and 'Teens'. The table displays financial metrics for 'Current Evaluation'.

| | Previous | Projected | Target |
|--------------------------|-----------|-----------|-----------|
| Sales | €9,924.51 | €4,683.99 | €4,996.60 |
| Lost Sales | €552.39 | €312.61 | €0.00 |
| Profit | €3,314.48 | €1,524.20 | €1,622.80 |
| Lost Profit | €182.82 | €98.60 | €0.00 |
| Movement | 632.4 | 282.8 | 302.8 |
| Lost Movement | 37 | 20.0 | 0.0 |
| Average Inventory (Cost) | €1,664.36 | €725.93 | €596.68 |
| Gross Margin % | 33.4% | 32.5% | 32.5% |
| GPROII | 103.9 | 109.6 | 141.9 |
| Stock Turns | 160.9 | 177.6 | 218.1 |
| Allocated Products | 49 | 21 | |
| Unallocated Products | 0 | 0 | |

Note: Unallocated Products are excluded from the analysis.

Compare With:
 Previous Evaluation
 Selected Evaluation

REPORTS / MULTI PLANOGRAM ANALYSES

All reports are now available in translated versions for the User Interface languages English, Dutch, French, and Italian. A separate set is available for US English, where all reports are formatted for Letter-size paper.

Various "behind-the-scenes" changes will make working with the Excel templates more efficient and more user friendly.

Non-English versions of Excel couldn't generate some of the reports. This has been solved.

TRENDS

When the Trend data is calculated, RSP will now round the results to 2 decimals (Sales and Profit) and 1 decimal (Movement).





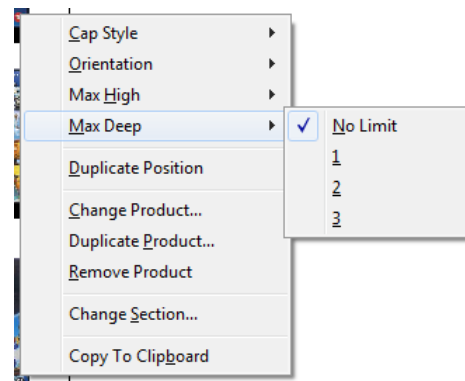
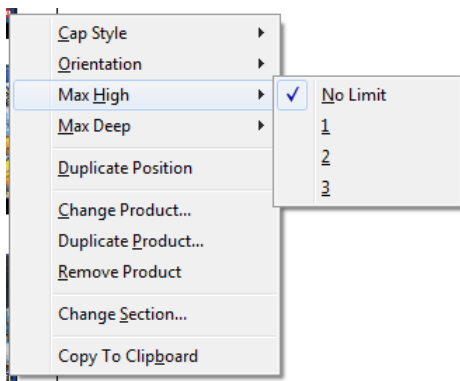
WHAT HAS CHANGED?

MISCELLANEOUS

MERCHANDISING

It's now possible to set the maximum units high and/or deep for each position. This can be done in various ways:

- ✓ Right mouse click on the position and quickly set the limit to None, 1, 2, or 3.
- ✓ Through the Position tab in the new Product dialog that is available when double-clicking a position in the planogram. Quickly set the limit to None, or any number for the selected product.
- ✓ Through the updated Allocate Products dialog. Here you can set the required limit for one or more products at once. (Select a continuous group by holding the Shift key, or select non-continuous by holding the Ctrl-key.)

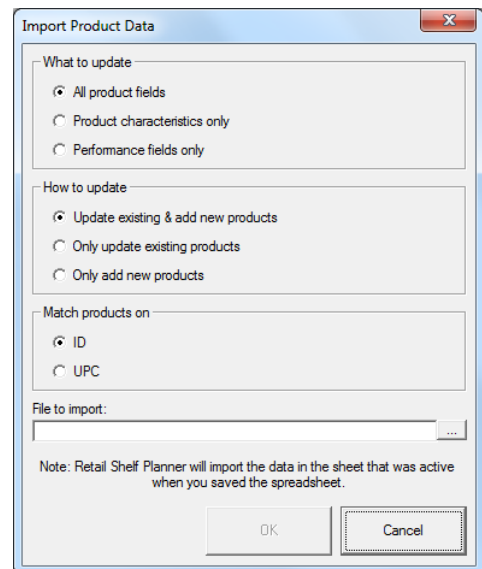


IMPORT

In addition to the existing options of Update Only, and Update & Add, you now also have the option to just add new products with the new Add Only option.

When importing data, it's now possible to match products on either ID or UPC. Very handy when you want to add data from a third party to the planogram.

Retail Shelf Planner will refresh the Live Images after the import to ensure changes in IDs or UPCs are properly reflected in the display of the planogram.



PLANOGRAM-FILES FROM OTHER SOFTWARE

Various improvements have been made in the functionality to read and save planograms in Spaceman pln- and JDA/Intactix psa-formats to allow for even better exchange of planograms with people who use these systems.





Global Retail Business Solutions is a Belgium based company with 20 years of experience in data analysis, Category Management, assortment-, floor- and space-planning. Our software and services are delivered directly and through partners to clients around the globe.

In those 20 years we worked with hundreds of local and international retailers and suppliers in Food and Non-Food, guiding them in the implementation and successful use of specific software applications supporting their sales, marketing, buying and merchandising departments.

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