



Merchandise Operations

The foundation for accurate, agile and margin-aware retailing

The business context

Retailers face rising complexity—more SKUs, more promotions, more regions, more urgency. And while many systems claim to support merchandising, few are built to match retail’s real-world pace and precision.

Disconnected tools and bad data don’t just slow things down—they ripple across the business, dragging down margin, inflating inventory, and forcing teams into endless reconciliation.

Retailers gain a strategic edge by investing in infrastructure that keeps them aligned and ready—not reactive.

Why Blue Yonder

Blue Yonder Merchandise Operations solution delivers a trusted operational core for modern retailing. It centralizes the most critical merchandising processes—item setup, vendor costs, pricing, inventory, purchase orders, and financials—into one intelligent, auditable system.

Purpose-built for scale, the solution unifies fragmented workflows and provides real-time visibility into cost, margin and inventory performance. With deep integration into the Blue Yonder Platform, retailers can move faster, operate smarter and make decisions with full confidence.

Key capabilities

Centralized master data

One source of truth for item, vendor, cost, and pricing—shared across all merchandising, supply chain and planning systems.



Proven business impact

- Up to **200** bps margin improvement through cleaner cost and pricing control
- Up to **25%** inventory reduction via real-time visibility and connected workflows
- Up to **20%** shrink reduction through tighter inventory tracking and alignment

Real-time cost and inventory insights

Track perpetual inventory by unit, cost and retail value—enabling margin clarity and fewer surprises.

End-to-end purchase order control

Manage POs across suppliers, DCs, and stores with intelligent allocation and exception alerts.

Automated pricing and promotion execution

Execute pricing strategies by margin, hierarchy or zone—automating deployment across banners and formats.

Invoice and cost reconciliation

Automatically match receipts to POs and invoices—factoring in vendor terms, rebates and landed cost.

Mobile tools for frontline teams

Equip store and warehouse associates with real-time tools for shipping, receiving, inventory checks, pricing and audits.

Strategic benefits

- Move faster with accurate, structured operational data
- Accelerate product flow from setup to shelf
- Gain visibility into cost and performance to protect margin
- Improve inventory ROI with clean, traceable records
- Align teams with a scalable merchandising foundation
- Adapt quickly across formats, regions and business models

Built for retail

Blue Yonder supports the full spectrum of retail complexity—whether you're managing perishables, fashion assortments, hardware kits or multiple banners across geographies.

The solution is built to scale globally, process billions of transactions per hour and flex to local nuances like tax, currency, compliance and store format.

It delivers enterprise-grade stability with the flexibility to execute at the store, region or channel level.

Purpose-built for retail verticals

Grocery/drug

- Track perishables on hand, spoilage and sales velocity
- Recipe management for unit of measure changes, ingredients, quantities, yields, portions and labor
- Transformation management that supports meat cut tests
- Supports random weight and direct store delivery

Softlines/fashion

- Support style hierarchies with fit, color, size and size packs
- Streamline markdowns and OTB workflows
- Enable flexible in-season adjustments to assortments and inventory

Hardlines/general merchandise

- Manages multiple case packs and vendors for an item
- Allows for inventory groups and sets for break sets, packages, gift sets, shipper packs
- Allows three sell unit of measures for an item with conversion logic, manages items that can be sold by bulk or length as an example
- Simplify setup and inventory valuation

International benefits

- Supports multiple concurrent languages, universal standards and local requirements
- Handles currency-specific transactions taxation