

Open to buy

Intro

Open-to-buy is a financial purchasing plan with two main uses: analysis and forecasting. On the one hand, the OTB makes it possible to review the company's performance (sales, margins, beginning-of-month inventory, flow rate, etc.) and allows rapid decision-making regarding the actions to be taken to ensure sales targets are followed. On the other hand, the OTB is used to know your purchasing power for future orders.

The open to buy is a calculation :

- Forecast sales*
- + *Forecast discount amount*
- + *Target end-of-period inventory*
- *Real-time beginning-of-period inventory*
- *Purchases amount in waiting*

The colors in the Open to buy have different definitions.

Table legend

\$352,846	- Current month
\$352,846	- Projected value
\$352,846	- Past value
\$352,846	- Current total / average
-	Data insufficient for calculation

Close

On top of every data section, you can always click on this button to see the projection for the current month and current year :

See projections for current year

You can select to see between 1 and 3 years of history in the past, or between 1 and 3 years of projection in the future.

Years of history Years of projections

3 years 1 year

See projections for

- ✓ 1 year
- 2 years
- 3 years

Inventories

Lila calculates what are going to be your beginning-of-period inventories amount for the future months. It is calculated at a cost value. *(Unit available x cost of product)*

It takes the actual inventory amount, the forecast sales, the forecast margin amount and your future purchases to calculate the projected inventories.

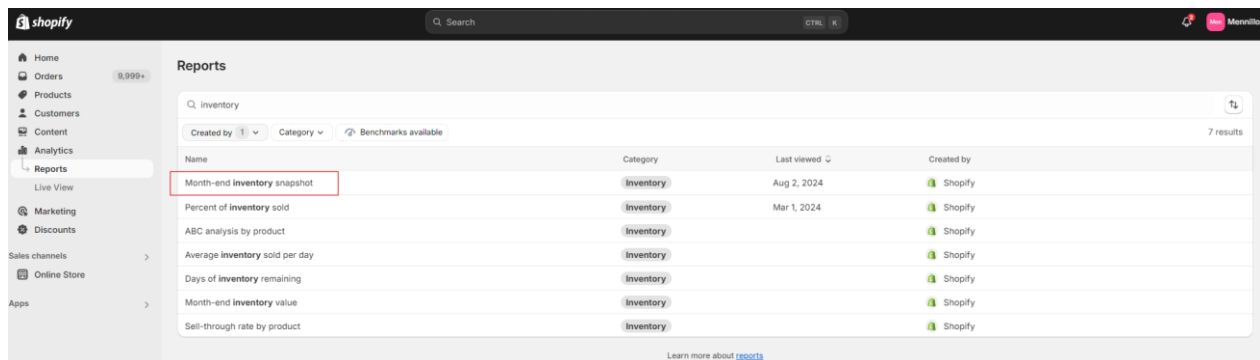
Open to buy See table legend Integrations Years of history Years of projections Scenarios

Snow Expert 3 years 3 years Optimist Scenario (+75%)

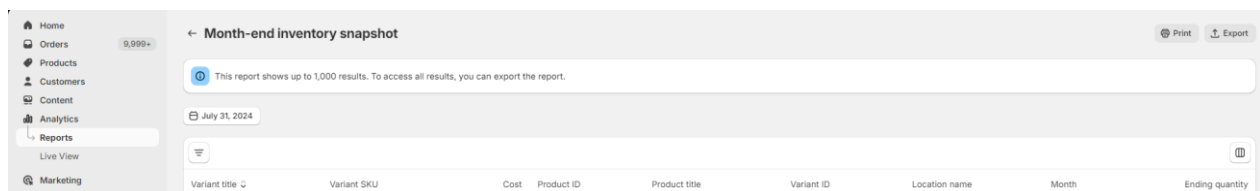
Inventories See projections for current year Import your existing inventory

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2021	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2022	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2023	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2024	-	-	-	-	-	-	-	\$157,100	\$198,084	\$198,084	\$256,978	\$251,343	\$0
2025	\$243,805	\$210,564	\$201,751	\$174,609	\$167,840	\$167,840	\$158,507	\$116,986	\$116,986	\$116,986	\$115,037	\$100,450	\$157,613
2026	\$87,259	\$29,088	\$13,665	-\$34,606	-\$46,452	-\$46,452	-\$62,784	-\$135,447	-\$135,447	-\$135,447	-\$138,857	-\$164,383	-\$64,155
2027	-\$187,469	-\$289,268	-\$316,259	-\$402,083	-\$422,815	-\$422,815	-\$451,395	-\$578,555	-\$578,555	-\$578,555	-\$584,522	-\$629,194	-\$453,457

Facultative : To have a view of your inventory in the past, you can extract the Month-end inventory snapshot from the Analytics Report of your Shopify.



You must select these columns before exporting.



You can upload all the months in the past, starting from December 2020 to the actual month.

You can now click on “Import your existing inventory”, and import your different CSV files in the form.

The screenshot shows the 'Open to buy' dashboard. At the top right, there are controls for 'Integrations', 'Years of history' (set to 3 years), 'Years of projections' (set to 3 years), and 'Scenarios' (set to Optimist Scenario (+75%)). A red box highlights the 'Import your existing inventory' button. A modal window is open in the center, titled 'Import existing inventory from your Shopify store'. It contains a text box with the placeholder 'Choisir un fichier' and the text 'Aucun fichier choisi'. Below the text box, it says '.zip file, max 500 MB.' and has 'Reset' and 'Cancel' buttons.

It will take some times to load, but the inventory amount should appear in the Inventory section the next day.

Inventories See projections for current year Import your existing inventory

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2021	-	\$0	\$0	\$5,688	\$5,465	\$4,900	\$4,739	\$4,300	\$29,096	\$33,985	\$29,970	\$45,941	\$14,917
2022	\$44,090	\$39,020	\$33,384	\$28,570	\$22,598	\$56,660	\$59,207	\$52,975	\$65,196	\$66,440	\$117,324	\$113,799	\$58,272
2023	\$117,441	\$103,431	\$128,442	\$121,929	\$111,235	\$116,039	\$112,073	\$123,000	\$109,444	\$103,833	\$121,410	\$60,212	\$110,707
2024	\$105,901	\$158,677	\$187,110	\$159,168	\$181,110	\$181,110	\$272,085	\$137,225	\$48,265	\$18,861	\$13,103	-\$56,924	\$177,880
2025	-\$76,620	-\$110,799	-\$158,640	-\$202,677	-\$277,164	-\$354,342	-\$415,329	-\$476,618	-\$476,618	-\$519,148	-\$527,411	-\$627,064	-\$351,869
2026	-\$655,093	-\$703,664	-\$771,775	-\$835,889	-\$943,403	-\$1,053,233	-\$1,139,898	-\$1,227,236	-\$1,429,397	-\$1,490,829	-\$1,502,660	-\$1,644,059	-\$1,116,428
2027	-\$1,683,830	-\$1,752,639	-\$1,851,157	-\$1,944,413	-\$2,099,360	-\$2,255,200	-\$2,377,976	-\$2,502,087	-\$2,793,319	-\$2,881,924	-\$2,898,824	-\$3,098,804	-\$2,344,961

Open to buy

The open to buy section gives you the budget you should spend to achieve your forecast sales. The open to buy suggestion is always at a cost value. *(Unit x cost value)*

If your open to buy amount is in negative, it means you do have a surplus of inventory for the month. If your open to buy is positive, it means you have a budget to spend.

The budget is always in preparation of the following month. So if you have a budget of 19 700\$ in September, it is in order to have enough stock in October.

Open To Buy See projections for current year [Configure target inventories](#)

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total
2024	-	-	-	-	-	-	-	\$56,924	\$19,696	\$34,180	\$47,840	\$44,038	-
2025	\$74,487	\$77,178	\$60,987	\$61,290	\$0	\$42,530	\$8,262	\$99,653	\$28,029	\$48,571	\$68,111	\$64,113	\$633,212
2026	\$107,514	\$109,830	\$86,665	\$87,338	\$202,161	\$61,432	\$11,830	\$141,400	\$39,771	\$68,809	\$98,518	\$93,256	\$1,108,525
2027	\$154,947	\$155,840	\$122,776	\$124,112	\$291,232	\$88,604	\$16,900	\$199,979	\$56,248	\$100,177	\$142,304	\$135,513	\$1,588,632

Set the target inventories you would like the app to consider. The target inventory is the level of inventory you never want to go below. It is the number of months you want to be able to cover with your inventory.

[Configure target inventories](#)

If you enter 5, this means that in august, you want to have enough inventory to be able to make sales until end of December.

If you planned on making 500 000\$ of net sales between august and the end of December, with a margin of 45%, it means your target inventory is 327 500\$. $(500\ 000\$ \times (1-45\%))$

Configure target inventories

The projected purchasing powers will be calculated based on the desired number of months of inventories.

Scenario: Scenario 35%

Target inventories (in months):

Save Cancel

Enter a number of months.

Receptions

In this section, you can see the purchases amount you expect to receive in the future (green section). The purchases will be located in the month of your expected arrival date. The purchases amount are shown in the default currency of your Shopify store, at the specified ratio you entered in the purchase order. See *the Purchase Order guide for more information*.

You can also see the reception you made with the app in the past (white or grey section). The blue part is for the reception you have made yet for the current month.

Receptions See expected arrivals for current month

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total
2021	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2022	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2023	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2024	-	-	-	-	-	\$10,877	-	\$70	-	-	-	-	\$10,877
2025	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2026	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2027	-	-	-	-	-	-	-	-	-	-	-	-	\$0

Sales

In this section, you can see your past net sales. These are the sales you made after discount, and after the refunds.

Sales See projected sales for current month

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total
2021	-	-	-	-	-	-	-	-	-	\$1,890	-	-	\$1,890
2022	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2023	-	-	-	-	-	-	-	-	-	\$630	\$4,716	\$3,392	\$8,738
2024	\$18,264	\$4,341	\$12,609	\$3,830	-	\$5,280	\$21,375	\$89,095	\$0	\$1,102	\$8,253	\$5,935	\$154,796
2025	\$31,962	\$7,598	\$22,067	\$6,702	\$0	\$9,240	\$37,407	\$0	\$0	\$1,929	\$14,442	\$10,387	\$141,734
2026	\$55,934	\$13,296	\$38,616	\$11,729	\$0	\$16,170	\$65,462	\$0	\$0	\$3,376	\$25,274	\$18,177	\$248,035
2027	\$97,884	\$23,267	\$67,579	\$20,526	\$0	\$28,297	\$114,559	\$0	\$0	\$5,908	\$44,229	\$31,810	\$434,060

You can set the projected sales you want to make in the future. Click on any green numbers, it will open a box. You can set the percentage of increase or decrease you plan to do in the future. If you want to apply the same percentage to all months, you have to check the box at the bottom.

2023	\$38,157	\$36,783	\$68,075	\$60,332	\$68,075	\$60,332	\$68,075	\$60,332	\$68,075	\$60,332	\$68,075	\$60,332	\$707,108
2024	\$62,312	\$88,112	\$71,285	\$94,103	\$94,103	\$94,103	\$94,103	\$94,103	\$94,103	\$94,103	\$94,103	\$94,103	\$656,269
2025	\$93,468	\$132,168	\$106,928	\$141,155	\$141,155	\$141,155	\$141,155	\$141,155	\$141,155	\$141,155	\$141,155	\$141,155	\$1,566,847
2026	\$140,202	\$198,253	\$160,392	\$211,733	\$211,733	\$211,733	\$211,733	\$211,733	\$211,733	\$211,733	\$211,733	\$211,733	\$2,350,271
2027	\$210,304	\$297,379	\$240,588	\$317,599	\$317,599	\$317,599	\$317,599	\$317,599	\$317,599	\$317,599	\$317,599	\$317,599	\$3,525,406

Edit projection % value for Sep. - 2025

The \$ amount is calculated base off of last years sales.

Scenario: Default
Section: Sales

50

Apply to all months in this scenario

Margins See projections for current year

Margins

You can observe the margin in percentage you made in the past or for the current month.

Margins See projections for current year [Edit projected costs increase](#) [Edit projected retail increase](#)

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2023	70%	67%	61%	66%	70%	72%	70%	62%	49%	62%	56%	58%	64%
2024	62%	56%	56%	49%	59%	59%	54%	65%	51%	64%	58%	60%	58%
2025	64%	58%	58%	51%	61%	61%	56%	67%	53%	66%	60%	62%	60%
2026	66%	60%	60%	53%	63%	63%	58%	68%	55%	67%	62%	64%	62%
2027	67%	62%	62%	55%	65%	65%	60%	69%	57%	68%	64%	66%	63%

If you plan an increase/decrease of your cost in the future, or if you plan to increase/decrease your retail price, you can set the percentage by clicking on “edit projected costs increase” or “edit projected retail increase”.

Then, Lila will consider this increase/decrease to calculate the forecasted margins.

Open to buy Integrations: Menillo3Juin | Years of history: 1 year | Years of projections: 3 years | Scenarios: Default

▲ Data sync is in progress. Data can be misleading in the meantime.

2027 \$210,304 \$297,379 \$240,588 \$317,599 \$402,835 \$344,365 \$356,811 \$298,298 \$151,709 \$90,918 \$635,467 \$179,132 \$3,525,406

Margins See projections for current year [Edit projected costs increase](#) [Edit projected retail increase](#)

Configure projected COST increase

This projected cost increase (%) will be set for all following months. You will then be able to edit each value individually.

Scenario: Default

Projected cost increase (%)

 Save Cancel

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2023	70%	67%	61%	66%	70%	72%	70%	62%	49%	62%	56%	58%	64%
2024	62%	56%	56%	49%	59%	59%	54%	65%	51%	64%	58%	60%	58%
2025	64%	58%	58%	51%	61%	61%	56%	67%	53%	66%	60%	62%	60%
2026	66%	60%	60%	53%	63%	63%	58%	68%	55%	67%	62%	64%	62%
2027	67%	62%	62%	55%	65%	65%	60%	69%	57%	68%	64%	66%	63%

Discounts See projections for current month

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2023	34%	27%	18%	21%	19%	14%	18%	23%	38%	43%	17%	29%	25%
2024	20%	21%	25%	18%	18%	17%	20%	14%	36%	40%	16%	27%	19%
2025	19%	19%	23%	17%	17%	16%	19%	19%	34%	38%	15%	25%	22%
2026	18%	18%	21%	16%	16%	15%	18%	18%	32%	36%	14%	23%	20%
2027	17%	17%	19%	15%	15%	14%	17%	17%	30%	34%	13%	21%	19%

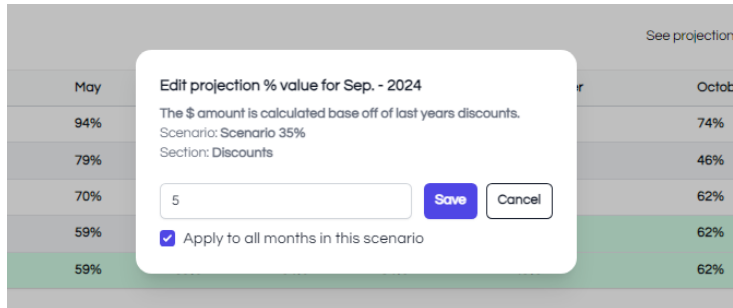
Discounts

You can see the average discount you made in the past for all you past sales. The discount is calculated with the different promo code you set.

Discounts See projections for current month

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2023	34%	27%	18%	21%	19%	14%	18%	23%	38%	43%	17%	29%	25%
2024	20%	21%	25%	18%	18%	17%	20%	14%	36%	40%	16%	27%	19%
2025	19%	19%	23%	17%	17%	16%	19%	19%	34%	38%	15%	25%	22%
2026	18%	18%	21%	16%	16%	15%	18%	18%	32%	36%	14%	23%	20%
2027	17%	17%	19%	15%	15%	14%	17%	17%	30%	34%	13%	21%	19%

You can see the projected discount ratio you plan to do in the future. Click on any green numbers, it will open a box. You can set the percentage of increase or decrease you plan to do in the future. If you want to apply the same percentage to all months, you have to check the box at the bottom.



Scenario

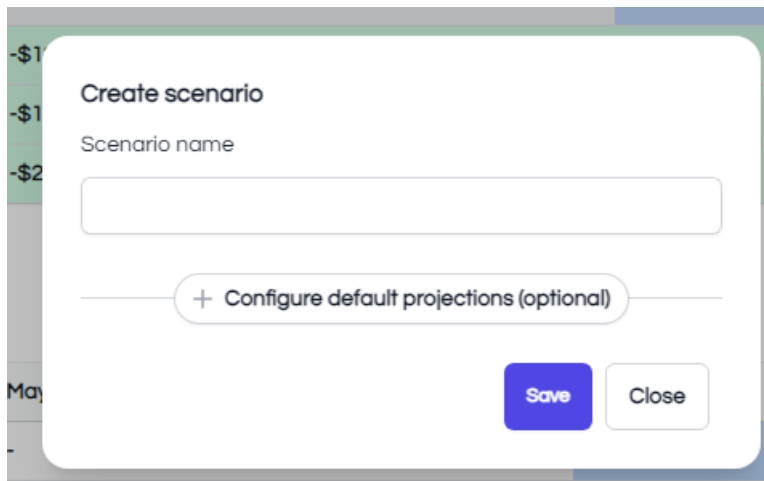
You can set different scenario and see how it affects your open to buy. By default, every setting you entered are registered under the Default Scenario.

Scenarios



If you want to edit the name of this scenario, you can do so by clicking on the pencil.

If you want to create a new scenario, click on the + button. It will open a box.



You can name your new scenario and preset different parameters by clicking on "Configure default projections".

This will be a quick way for you to preset the 5 forecast sections.

Create scenario

Scenario name

Optimist Scenario

+ Configure default projections (optional)

Target inventory

3

Base projected **sales** increase / decrease

5

Base projected **cost** increase / decrease

0

Base projected **retail** increase / decrease

0


Base projected **discounts** increase / decrease

1

Save Close

Filters

At any moment, you can filter the Open to buy by clicking on this icon :

Open to buy  See table legend

Inventories

Year	January	February	March	April	May
2023	-	-	-	-	-
2024	-	-	-	-	-
2025	-\$121,054	-\$121,054	-\$121,054	-\$121,054	-\$121,054
2026	-\$527,182	-\$613,781	-\$838,160	-\$963,577	-\$1,068,000
2027	-\$2,035,790	-\$2,122,388	-\$2,346,767	-\$2,472,185	-\$2,574,000

It will open a box. You will be able to filter by including or excluding locations, collections or products.

Filter Open to Buy


Locations
 Include

Collections
 Include
TOP 6 BOTTOMS x

Products
 Exclude
Bas sport x

Apply

After clicking on “apply”, you will see your selection at the top of the report.

Open to buy  See table legend

Integrations: Pop Underwear Years of history: 1 year Years of projections: 3 years Scenarios: Default Scenario

TOP 6 BOTTOMS x Bas sport x

Inventories See projections for current year Import your existing in

Year	January	February	March	April	May	June	July	August	September	October	November	December	Average
2023	-	-	-	-	-	-	-	-	-	-	-	-	\$0
2024	-	-	-	-	-	-	-	\$0	-\$22,243	-\$22,243	-\$22,243	-\$22,243	\$0
2025	-\$22,212	-\$22,212	-\$22,212	-\$22,212	-\$22,212	-\$22,212	-\$22,212	-\$22,212	-\$22,212	-\$77,668	-\$115,738	-\$193,864	-\$48,932
2026	-\$193,833	-\$242,950	-\$337,458	-\$393,625	-\$439,723	-\$483,277	-\$538,075	-\$604,394	-\$630,371	-\$685,827	-\$723,897	-\$802,023	-\$506,288
2027	-\$801,992	-\$851,109	-\$945,617	-\$1,001,785	-\$1,047,882	-\$1,091,436	-\$1,146,235	-\$1,212,554	-\$1,238,530	-\$1,293,987	-\$1,332,056	-\$1,410,183	-\$1,114,440

Open To Buy See projections for current year Configure target inv