

PERSPECTIVE

Oracle Retail Reference Library – Your Path to Lower Total Cost of Ownership and Rapid Time to Value

Our success is measured in terms of customer results and over the years Oracle Retail has seen tremendous success at a broad range of retailers — from transformation to point and from large to midmarket — with vanilla implementations. This trend reflects our commitment to developing the industry's only complete Retail Reference Library that addresses both business processes and IT architecture. Based on thousands of implementations worldwide, we have documented a point-of-view that accelerates implementations and keeps retailers on the vanilla path.

This unique value-add is exclusive to Oracle Retail and inclusive of our entire suite allowing customers to focus on the business opportunity with less complexity, customization and integration throughout the implementation process.

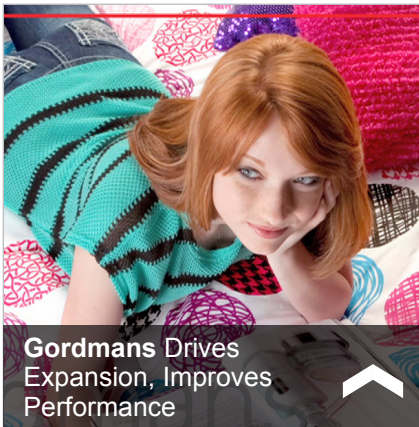
Customers including [Gordmans](#), [Hot Topic](#) and [Kirklands](#) are just a few of the retailers benefiting from recent implementations of Oracle's robust, mature retail solutions.

"Without the Oracle Retail solution we could not have grown beyond our 78 stores, and we are on course to surpass 100 locations next year," said Richard Heyman, CIO, Gordmans. "The Oracle solutions enable our multi-DC model and have transformed our business, putting us on course to drive better performance. We are leveraging Oracle to improve product selection, inventory turnover and our ability to respond faster to customer demand."

Accelerated ROI: Can you implement and continuously upgrade solutions to support your business?



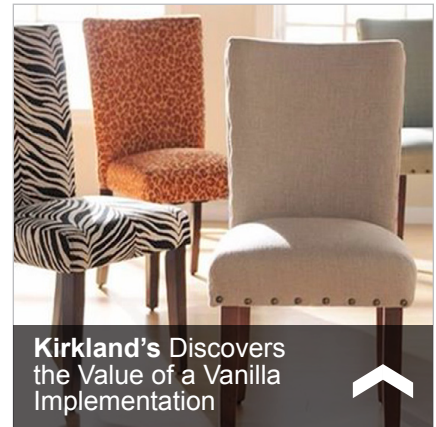
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Gordmans Drives Expansion, Improves Performance



Hot Topic: Resisting 'Scope Creep' Ensured Merchandising Upgrade's Success



Kirkland's Discovers the Value of a Vanilla Implementation

Gordmans Drives Expansion, Improves Performance



Midmarket department store retailer Gordmans competes in the off-price market by offering brand-name fashions and a more upscale shopping environment in 83 stores located in 18 states. Gordmans partnered with Oracle Retail to modernize their architecture and stabilize the core of the Merchandising Systems to enable their corporate vision and strategic objectives. Learn how Gordmans leadership team navigated through a complex IT environment to drive significant growth, expand the number of stores by nearly 50 percent and deliver extraordinary customer service.

Listen to the CIO of Gordman's discuss the importance of a vanilla implementation [here](#).

Hot Topic: Resisting 'Scope Creep' Ensured Merchandising Upgrade's Success



Hot Topic, Inc. is specialty retailer of apparel, accessories, music and gift items and operates two concepts: Hot Topic and Torrid. The products and customers of the brand are unique, however, the operations to support the brand concepts must align to retail best practices. In 2013, Hot Topic embarked on a vanilla implementation of Oracle Retail Merchandising and Analytics solutions powered by Exadata. Learn how Hot Topic set the stage for success with a data transformation and the involvement of the right people at the right time to deliver results.

Read the Oracle Commerce Anywhere Blog "Resisting Scope Creep Ensured Hot Topic Merchandising Upgrade's Success" <https://blogs.oracle.com/retail/entry/oic3>

Kirkland's Discovers the Value of a Vanilla Implementation



Kirkland's is a leading specialty retailer of home décor in the United States, operating approximately 320 stores in 34 states. Kirkland's presents a broad selection of distinctive and holiday merchandise at affordable prices. Kirkland's selected Oracle Retail to help support this expansive and dynamic merchandising assortment by implementing Oracle Retail Merchandise Operations Management. Kirkland's deployed Oracle Retail Merchandising System with no modifications. Learn how Kirkland's strategic choice to maintain 100% vanilla implementation allowed them to upgrade in a quick 5 months.

Watch the video explaining Kirkland's commitment to vanilla and the benefits received to date [here](#).

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Contact Oracle Retail oneretailvoice_ww@oracle.com to take steps that will impact your bottom line.

If you have questions about the Retail Reference Library, contact us at retailprocess_ww@oracle.com.

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ORACLE

Hardware and Software, Engineered to Work Together

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