

Marks & Spencer

Excel'ing with Janus SOAP

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Agenda

- Janus Applications at M&S
- Browser Printing
- Live Demo
- Questions Throughout

Marks & Spencer

- Leading UK based retailer
 - with mostly own brand Clothing & Homeware
 - Approx. 12% UK Market Share
 - wholly own brand Foods
 - Approx. 3.5% UK Market Share
- Locations worldwide: -
 - 420+ in the UK
 - 13 in Republic of Ireland
 - 8 in Hong Kong
 - 198 Franchises in 31 countries
- Approx. \$14bn turnover 05/06
- Approx. \$1.3bn profit 05/06,

Janus and M&S

- PRODUCTION SYSTEMS
 - Store Stock Alerting & Till Reporting
 - Integration Services
 - Bin Stock
 - In Store Reporting
- DEVELOPMENT SYSTEMS
 - FOODDIC
 - PVM (Program Version Manager)
- R&D SYSTEM
 - Fantasy F1



Janus and M&S

- Store Stock Alerts System
 - Empower Stores to effectively maintain a correct stock position by providing
 - Up to the minute stock positions
 - Stock alerts - sell-outs, zero stock and stock without sales
 - Short Life, Cold chain lines
 - Rolling out to 150 Top Stores



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FOODS STORE STOCK ALERTS

MARKS & SPENCER

26 MAY 06

Store: **MARBLE ARCH**

8:39:50

Store:

MARBLE ARCH

Food Sellout Alerts: 0 Products

Food Stock no Sales Alerts: 126 Products

Product UPC	Department	Description	Total Stock	Est	Sales	No Sales
00421522	F07C-FOOD TO GO	CHUNKY CHOC FLAPJACK	72	4	0	11 days
00489584	F14A-FLOWERS&PLANTS	LARGE PATIO POT	4	0	0	8 days
00059770	F14A-FLOWERS&PLANTS	***LAYERED GLASS	2	0	0	6 days
00486255	F01C-POULTRY & MEAT	O/B LINCOLNSHIRE SAUSAGE	10	0	0	5 days
00112659	F14A-FLOWERS&PLANTS	2 LITRE PEONY	2	0	0	5 days
00418805	F01C-POULTRY & MEAT	PREP PORK JOINT*EW	8	6	0	4 days
00328579	F04C-DELICATESSEN	LG WFR BREADED WILTSHIR	9	4	0	4 days
00505291	F08C-DESSERTS	STRAWB & CHAMP SOUFFLE	11	4	0	4 days
00452076	F14A-FLOWERS&PLANTS	***TALL GLASS BAMBOO	7	0	0	4 days

Food Sales No Stock Alerts: 1 Products

Product UPC	Department	Description	Total Stock	Est	Sales	Last Sale
00302388	F61C-FRUIT	CLEMS MEDIUM	0	3	1	08:20

Food Zero Start of day Stock Alerts: 146 Products

Product UPC	Department	Description	Total Stock	Est	Sales
00455848	F01C-POULTRY & MEAT	CHATEAUBRIAND	0	0	0
00468770	F01C-POULTRY & MEAT	2 LARGE TUNA STEAKS	0	0	0
00485265	F01C-POULTRY & MEAT	ORGANIC SAUSAGE	0	0	0
00485494	F01C-POULTRY & MEAT	LAMB WITH REDCURRANT X3	0	0	0
00204224	F01C-POULTRY & MEAT	10 CHK BUGS BUNNY NUGG	0	6	0
00499132	F01C-POULTRY & MEAT	4 DUSTED LEMON SOLE *EW	0	0	0

Alert Type:

Food All

Department:

All FOOD Departments

Stock Alerts

Stock Enquiry

Reports

Print

Refresh



Sales so far Today

Janus and M&S

- Volumes
 - 150 Stores
 - 2000+ Products
 - Peak 150 Baskets / second
 - Average 20 Baskets / second
- Feedback
 - “delivering benefits which exceed expectations”
 - “opportunity to deliver massive benefits”
- Rollout
 - Further analysis of performance to determine configuration for a sustainable service.



Janus and M&S

- Architecture
 - Receipt of Sales Data
 - POS system sends sales transactions to Biztalk Server Farm as XML messages using MSMQ
 - XML messages filtered to only pass sales for the 150 stores being processed
 - XML messages sent to Janus using HTTP POST
 - XML processed to update M204 Database
 - XML received using webReceive
 - XMLDoc methods and XPath used to parse XML



Janus and M&S

- Architecture Cont...
 - Stock Alerts/Stock Enquiry
 - Using the browser the user accesses application via Intranet
 - Trusted Logon using £SIR_LOGIN
 - Separate Presentation & Data Layers
 - Data extracted in XML
 - XML rendered into HTML using style sheets with HTML user Class, Janus SOAP, XPATH and JavaScript
 - Parameter passing using URL rewriting



Janus and M&S

- Till Reporting
 - Assist in New Foods Formats Business Trials
 - Use the SSA POS Feed
 - Output Excel Spreadsheet batch report

Janus and M&S

- Integration Services Interface System
 - M204 interface to distributed environment.
 - Pass Buffered XML messages via Biztalk
 - Pre-Sockets/SOAP interface
 - M204 Polled for outgoing messages.
 - Foods use 1st Generation M204 User Language Parser
 - Uses £WEB_LIST_RECV (Still)
 - Peak volumes - 3200/hour (Customer Ordering)



Janus and M&S

- Binstock Ordering System
 - Web Application using ASP front end communicating with M204 using XML
 - 1st Generation M204 User Language Parser
 - Uses £WEB_LIST_RECV
 - Conversational, receives XML, accesses M204 database, and publishes XML



Janus and M&S

- In-Store Reporting
 - Access Preformatted Reports from browser
 - Adapt current reporting system
 - Issues with printing landscape

Browser Printing

- Printing Problems
 - Page Layout
 - Page breaks and Headings
- Solution???
 - HTML coded with printing in mind.
 - CSS print functionality – Not Yet
 - External Product (i.e. PDF converter)
 - Spreadsheets



Live Demonstration

[Development Links](#)

