9/11/2019

CHASE DEFINITION & SOP

DEFINITION

Chase is a reaction to business that is usually initiated ***POST POHO***, and is requested by the merchant team to fill a hole or sales demand. Shopping list post MSR/ Finalization/ Sample Review is not a chase, these styles should be considered late adds.

Chase should only be in available or running fabrics with a goal of 60 days IN DC or better

Chase adoption rate should be +90%. Only reason a chase should not be bought is because of poor execution.

SOP

Chase styles should ***always*** be booked **prior** to seeing the first proto sample. If a merchant wants to wait to see proto prior to purchasing fabric, it is not a chase.

Chase should be goaled at 1 fit sample to approval .

Chase styles should be set up with vendor approvals for trims/colors/ prints